

Memorandum



Date: December 19, 2011

Agenda Item No. 8(F)(11)

To: Honorable Chairman Joe A. Martinez
and Members, Board of County Commissioners

From: Carlos A. Gimenez
Mayor

A handwritten signature in black ink, appearing to read "Carlos A. Gimenez", written over the printed name.

Subject: Report of the Evaluation Committee for RFQ No. 801, Governmental
Representation and Consulting Services in Tallahassee, FL

Pursuant to Resolution R-923-11, attached is the report of the evaluation committee appointed by the Board of County Commissioners (Board) for Request for Qualifications (RFQ) No. 801, Governmental Representation and Consulting Services in Tallahassee, FL.

SCOPE

The selected firm(s) shall provide Miami-Dade County with governmental representation services before the executive and legislative branches of the state government. The services include a full range of lobbying, legislative counsel, governmental consulting, and advocacy services requested by the County for various subjects/issues as assigned, based on the County's annual legislative package.

FISCAL IMPACT/FUNDING SOURCE

The attached form of agreement allows for an annual amount for the required services and an annual amount for work orders and optional services in the aggregate for all contracts awarded. The contract amounts to be awarded to each firm will be determined by the Board, pursuant to Resolution R-928-11. The funding source will be general funds.

TRACK RECORD/MONITOR

The Executive Director, Office of Intergovernmental Affairs, is responsible for monitoring the performance of the contractors. There are no compliance or performance issues with any of the recommended firms.

DELEGATION OF AUTHORITY

The County Mayor or County Mayor's designee will have the authority to exercise, at their discretion, contract modifications, subsequent options-to-renew and other extensions in accordance with the terms and conditions of the attached form of agreement. The current contracts were extended on a month-to-month basis, until these successor contracts are awarded.

BACKGROUND

On October 18, 2011, the Board through Resolution R-923-11 directed the County Mayor or the County Mayor's designee to bring for Board approval a request to advertise a competitive solicitation for the procurement of state lobbying contracts. The resolution also appointed an evaluation committee for the solicitation, waiving the requirements of Implementing Order 3-34 to implement the appointment. The County Mayor or the County Mayor's designee was also directed to report the evaluation committee's recommendation to the Board, together with a proposed form of agreement for award to the firms selected by the Board, by December 6, 2011.

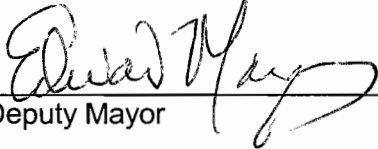
On November 3, 2011, the Board adopted Resolution R-928-11, which authorized the advertisement of RFQ No. 801 to obtain proposals from qualified firms to provide Governmental Representation and Consulting Services in Tallahassee, FL. The evaluation committee was tasked with evaluating

Honorable Chairman Joe A. Martinez
and Members, Board of County Commissioners
Page 2

proposals and submitting the results as to which proposers are qualified to render the required services. The Board will make the final determination of which firm(s) to award. In order to achieve the Board's directive, it is recommended that the bid protest procedures be waived.

Attached are the following for Board consideration:

- Resolution authorizing execution of the attached agreement with the firm(s) selected by the Board and waiving bid protest procedures by a two-thirds vote of the Board members present,
- Report of the Evaluation Committee with copies of the proposals, and
- Proposed form of agreement.


Deputy Mayor



MEMORANDUM

(Revised)

TO: Honorable Chairman Joe A. Martinez
and Members, Board of County Commissioners

DATE: December 19, 2011

FROM: R. A. Cuevas, Jr.
County Attorney

SUBJECT: Agenda Item No. 8(F)(11)

Please note any items checked.

- ☐ "3-Day Rule" for committees applicable if raised
- ☐ 6 weeks required between first reading and public hearing
- ☐ 4 weeks notification to municipal officials required prior to public hearing
- ☐ Decreases revenues or increases expenditures without balancing budget
- ☐ Budget required
- ☐ Statement of fiscal impact required
- ☐ Ordinance creating a new board requires detailed County Manager's report for public hearing
- ☒ No committee review
- ☒ Applicable legislation requires more than a majority vote (i.e., 2/3's ☒, 3/5's ☐, unanimous ☐) to approve
- ☐ Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(F)(11)
12-19-11

RESOLUTION NO. _____

RESOLUTION AUTHORIZING EXECUTION OF AGREEMENT(S) TO OBTAIN GOVERNMENTAL REPRESENTATION AND CONSULTING SERVICES IN TALLAHASSEE, FL, WAIVING THE REQUIREMENTS OF SECTIONS 2-8.3 AND 2-8.4 OF THE MIAMI-DADE COUNTY CODE, PERTAINING TO BID PROTESTS, BY A TWO-THIRD VOTE OF THE BOARD MEMBERS PRESENT, AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE THE AGREEMENT(S) FOR AND ON BEHALF OF MIAMI-DADE COUNTY AND TO EXERCISE ANY CANCELLATION AND RENEWAL PROVISIONS, AND TO EXERCISE ALL OTHER RIGHTS CONTAINED THEREIN. CONTRACT NO(S). RFQ801

WHEREAS, on November 3, 2011, this Board adopted Resolution R-928-11, approving the advertisement of Request for Qualifications (RFQ) No. 801 for Governmental Representation and Consulting Services in Tallahassee, FL; and

WHEREAS, this Board appointed an evaluation committee, waiving the requirements of Implementing Order (IO) 3-34, Formation and Performance of Selection Committees, to implement the appointment; and

WHEREAS, the solicitation tasked the committee with evaluating the proposals and recommending which proposers are qualified to render the required services; and

WHEREAS, this Board directed the County Mayor or designee to report the evaluation committee's recommendation to the Board by December 6, 2011; and

WHEREAS, this Board required that the solicitation allow the Board to rank and select the highest qualified firms in its sole discretion; and

WHEREAS, this Board waives the procedures contained in Section 2-8.3 and 2-8.4 of the County Code pertaining to bid protests by a two-third (2/3) vote of the Board members present; and

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board approves the execution of agreement(s) in substantially the form attached hereto and made a part hereof, in the amounts and with the firms specified in Attachment 1 (to be completed following Board discussion), waives the procedures contained in Sections 2-8.3 and 2-8.4 of the County Code pertaining to bid protests, by a two-thirds (2/3) vote of the Board members present, and authorizes the County Mayor or designee to execute same for and on behalf of Miami-Dade County and to exercise any cancellation and renewal provisions and all other rights contained therein.

The foregoing resolution was offered by Commissioner ,
who moved its adoption. The motion was seconded by Commissioner
and upon being put to a vote, the vote was as follows:

| | |
|-------------------------------------|----------------------|
| Joe A. Martinez, Chairman | |
| Audrey M. Edmonson, Vice Chairwoman | |
| Bruno A. Barreiro | Lynda Bell |
| Esteban L. Bovo, Jr. | Jose "Pepe" Diaz |
| Sally A. Heyman | Barbara J. Jordan |
| Jean Monestime | Dennis C. Moss |
| Rebeca Sosa | Sen. Javier D. Souto |
| Xavier L. Suarez | |

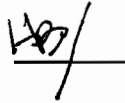
The Chairperson thereupon declared the resolution duly passed and adopted this 19th day of December, 2011. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

HARVEY RUVIN, CLERK

By: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.



Hugo Benitez

Memorandum



Date: November 29, 2011

To: Miriam Singer, CPPO
Assistant Director
Internal Services Department

From: Rita Silva, CPPO *RS*
Procurement Contracting Manager
Internal Services Department
Chairperson, Evaluation Committee

Subject: Report of Evaluation Committee for RFQ No. 801, Governmental Representation and Consulting Services in Tallahassee, FL

Background:

On October 18, 2011, the Board of County Commissioners (Board) adopted a resolution (R-923-11) directing the County Mayor to bring to the November 3, 2011 Board agenda a request to advertise a competitive solicitation for the procurement of state lobbying contracts. The resolution also 1) required that the solicitation allow the Board to rank and select the highest qualified firms; 2) appointed an evaluation committee; 3) waived the requirements of Implementing Order (IO) 3-34, Formation and Performance of Selection Committees to allow the Board to appoint the committee; 4) directed the County Mayor or designee to report the evaluation committee's recommendation to the Board by December 6, 2011; 5) waived Section 2-8.5 of the Miami-Dade County Code relating to local preference; and 6) authorized extension of the current contracts on a month-to-month basis until the County enters into successor contracts. On November 3, 2011, the Board adopted a resolution (R-928-11) authorizing the advertisement of Request for Qualifications (RFQ) No. 801 for Governmental Representation and Consulting Services in Tallahassee, FL. The evaluation committee has completed the evaluation of proposals submitted in response to the solicitation and hereby reports its recommendation.

Committee Members:

The Board appointed an evaluation committee for this solicitation via Resolution R-923-11 as follows:

Non-voting Chair to be assigned by County Mayor or designee (Rita Silva, Procurement Contracting Manager, Internal Services Department was assigned)
Joe Rasco, Executive Director, Office of Intergovernmental Affairs
Jose Abreu, Director, Miami-Dade Aviation Department
Juan Kuryla, Deputy Director, Port of Miami
Diana Ragbeer, Director Public Policy & Communications, The Children's Trust
Penelope Townsley, Supervisor of Elections, Elections Department
Bill Johnson, Director, Port of Miami (alternate)

Committee Meeting Date:

November 28, 2011 (evaluation and recommendation)

List of Proposers:

| <i>Proposer</i> | <i>Proposed Annual Fee</i> |
|-----------------------------------|-----------------------------------|
| Ballard Partners, Inc. | \$120,000 |
| Akerman Senterfitt & Eidson, P.A. | \$60,000 |
| Ronald L. Book, P.A. | \$200,000 |
| Rutledge, Ecenia & Purnell, P.A. | \$200,000 |

Contract measures:

A Small Business Enterprise (SBE) selection factor was assigned to this solicitation. None of the proposers qualified for the selection factor.

Local Preference:

The Board waived the requirements of 2-8.5 of the Miami-Dade County Code relating to local preference.

Evaluation Committee Task, Evaluation Criteria, and Results:

The evaluation committee was tasked with evaluating proposals and submitting the results to the Board as to which proposers are qualified to render the required services. The proposals were evaluated on the following criteria, each having equal importance to the County.

1. Proposer's relevant experience, qualifications, past performance, and capabilities
2. Relevant experience and qualifications of key personnel, including key personnel of subcontractors, that will be assigned to this project, and experience and qualifications of subcontractors
3. Proposer's understanding of major metropolitan county issues, including specific knowledge of Miami-Dade County, and ability to establish, maintain and enhance working relationships between County elected officials and staff, and the executive and legislative branches of the state government and relevant state agencies

Note: The annual fee to provide the services was not part of the committee's evaluation. The fee is being presented for the Board's determination of award, pursuant to Resolution R-928-11.

Pursuant to the direction of the Board, the evaluation committee has determined that all four proposers are qualified to render the required services. Below are brief statements from the evaluation committee regarding why each proposer was recommended, along with the list of subcontractors and key personnel. None of the proposers took exceptions to the solicitation or reported any conflicts of interest in providing the required services. The proposers are listed in alphabetical order.

1. Akerman Senterfitt & Eidson, P.A.

Akerman Senterfitt & Eidson, P.A. is a large firm that provides niche, boutique-style services in Tallahassee. This firm will complement the County's team of lobbyists, and as a new firm for the state lobbying team, will provide a valuable approach on the County's behalf. Akerman represents other local governments in Tallahassee, Florida and represents Miami-Dade County in Washington, DC. Their representation on the federal level will be beneficial to tie together the flow of grants and appropriations. The firm has staff with state level experience and knowledge of the state legislative process.

The firm did not propose to use any subcontractors. The key personnel proposed are as follows.

| | Name | Title |
|------------------------------------|---------------------|--------------------------|
| Proposer Team Leader | 1. Monica Rodriguez | Shareholder |
| Proposer Key Personnel | 2. Mike Abrams | Co-Chair Policy Practice |
| | 3. Richard Pinsky | Public Policy Manager |
| | 4. Eli Nortelus | Public Policy Advisor |
| | 5. Jose Villalobos | Of Counsel |
| | 6. Fatima Perez | Public Policy Advisor |
| | 7. Dave Roberts | Public Policy Advisor |
| Subcontractor Key Personnel | N/A | |

2. Ballard Partners, Inc.

Ballard Partners, Inc. is a lobbying firm with staff that has experience in health and human services, transportation, and fiscal issues as well as other important County issues. Evaluation committee members have knowledge of the high quality work by this firm. Additionally, the committee believes that a new firm on the County lobbying team may provide a valuable approach. This new firm may potentially provide additional access to enhance the working relationships between the County and the executive and legislative branches of state government as well as state agencies.

The firm did not propose to use any subcontractors. The key personnel proposed are as follows.

| | Name | Title |
|------------------------------------|--------------------|------------------|
| Proposer Team Leader | 1. Brian Ballard | President |
| Proposer Key Personnel | 2. Carol Bracy | Vice President |
| | 3. John Johnston | Consultant |
| | 4. Sylvester Lukis | Managing Partner |
| Subcontractor Key Personnel | N/A | |

3. Ronald L. Book, P.A.

Ronald L. Book, P.A. has a history of representing the County's issues with positive results. The firm has staff with many years experience in the legislative process. While the firm represents many local governments, the staff has been available and responsive to meet the County's needs. The strategic approach the firm uses to resolve issues is highly effective.

The firm proposed to use The Pittman Law Group (PLG) as a subcontractor. The subcontractor also has a long history of representing the County in Tallahassee, Florida. The key personnel proposed are as follows.

| | Name | Title |
|------------------------------------|----------------------|--------------------------------|
| Proposer Team Leader | 1. Ron Book | President & CEO |
| Proposer Key Personnel | 2. Kelly Mallette | Director of Government Affairs |
| | 3. Rana Brown | Government Affairs Consultant |
| Subcontractor Key Personnel | 4. Sean Pittman | President & CEO, PLG |
| | 5. Phillip Singleton | Legislative Director, PLG |

4. Rutledge, Ecenia & Purnell, P.A.

Rutledge, Ecenia & Purnell, P.A. has a long history with Miami-Dade County representing issues with positive results. The firm has relationships with the Governor's Office that will benefit the County. The firm has represented the County on the majority of the legislative subject areas of importance to the County. Therefore, this firm understands the County's issues and can effectively work with the County to achieve positive outcomes.

The firm proposed to use 1) Becker & Poliakoff, P.A. (B&P); 2) Dutko Worldwide, LLC (DW); and 3) Gomez Barker Assoc., Inc. (GBA) as subcontractors. The subcontractors also have a history of representing the County. The key personnel proposed are as follows.

| | Name | Title |
|------------------------------------|-------------------------|--------------------------|
| Proposer Team Leader | 1. Gary Rutledge | President |
| Proposer Key Personnel | 2. Diana Ferguson | Attorney |
| | 3. Ryan Anderson | Consultant |
| | 4. Yolanda Cash Jackson | Attorney, B&P |
| Subcontractor Key Personnel | 5. Nelson Diaz | Staff, B&P |
| | 6. Bernie Friedman | Shareholder, B&P |
| | 7. Edgar Castro | Staff, B&P |
| | 8. Mario Bailey | Staff, B&P |
| | 9. Will McKinley | Managing Principal, DW |
| | 10. Sophie Patent | Legislative Director, DW |
| | 11. Fred Dickson | Vice President, DW |
| | 12. Fausto Gomez | President, GBA |
| | 13. Manuel Reyes | Staff, GBA |
| | 14. Evan Power | Staff, GBA |

Copies of the proposals are attached.

Form A-1

| | | |
|---|-------------------------------|---|
| PROPOSER'S NAME (Name of firm, entity or organization): BALLARD PARTNERS, INC. | | |
| FEDERAL EMPLOYER IDENTIFICATION NUMBER: 59-3499504 | | |
| NAME AND TITLE OF PROPOSER'S CONTACT PERSON: Name: BRIAN D. BALLARD Title: PRESIDENT | | |
| MAILING ADDRESS: Street Address: 403 EAST PARK AVENUE City, State, Zip: TALLAHASSEE, FL 32301 | | |
| TELEPHONE: (850) 577-0444 | FAX: (850) 577-0022 | E-MAIL ADDRESS: ballard@ballardfl.com |
| PROPOSER'S ORGANIZATIONAL STRUCTURE: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other (Explain): | | |
| IF CORPORATION: Date Incorporated/Organized: MARCH 18, 1998 State Incorporated/Organized: FLORIDA States registered in as foreign corporation: NONE | | |
| PROPOSER'S SERVICE OR BUSINESS ACTIVITIES OTHER THAN WHAT THIS SOLICITATION REQUESTS FOR: NONE | | |
| LIST NAMES OF PROPOSER'S SUBCONTRACTORS OR SUBCONSULTANTS FOR THIS PROJECT: NONE | | |
| CRIMINAL CONVICTION DISCLOSURE: Pursuant to Miami-Dade County Ordinance No. 94-34, any individual who has been convicted of a felony during the past ten years and any corporation, partnership, joint venture or other legal entity having an officer, director, or executive who has been convicted of a felony during the past ten years shall disclose this information prior to entering into a contract with or receiving funding from the County. <input type="checkbox"/> Place a checkmark here only if Proposer has such conviction to disclose to comply with this requirement. | | |
| Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List: By executing this proposal through a duly authorized representative, the proposer certifies that the proposer is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, as those terms are used and defined in sections 287.135 and 215.473 of the Florida Statutes. In the event that the proposer is unable to provide such certification but still seeks to be considered for award of this solicitation, the proposer shall execute the proposal through a duly authorized representative and shall also initial this space: . In such event, the proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 of the Florida Statutes. The proposer agrees to cooperate fully with the County in any investigation undertaken by the County to determine whether the claimed exception would be applicable. The County shall have the right to terminate any contract resulting from this solicitation for default if the proposer is found to have submitted a false certification or to have been placed on the Scrutinized Companies for Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List. | | |
| PROPOSER'S AUTHORIZED SIGNATURE The undersigned hereby certifies that this proposal is submitted in response to this solicitation. THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BELOW BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE COUNTY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS OFFER. Signed By: <u>Brian D. Ballard</u> Date: 11/18/2011 Print Name: BRIAN D. BALLARD Title: PRESIDENT | | |

Proposer Information

Proposer's Experience, Qualifications, Past Performance and Capabilities

1. Describe the following about the Proposer:

- (i) state the number of years that the Proposer has been in existence; 13 years
- (ii) history and background; Ballard Partners, Inc., ("the Firm") specializes in all aspects of state governmental and public affairs, including legislative advocacy and administrative issues affecting agency decisions. Our philosophy is simple: We combine extensive government experience with unwavering advocacy to maximize our clients' results.

Ballard Partners' home office is located at 403 East Park Avenue, Tallahassee, Florida. We have additional offices in Miami, West Palm Beach and Jacksonville. The Firm was incorporated on March 18, 1998, in the State of Florida and our business legal status is a corporation. The Firm is licensed to do business in the State of Florida and can provide copies of all such licenses if requested.

The home office in Tallahassee is located in the Lively House which was originally built in 1912 and is listed on the National Historic Register. Our Tallahassee office is conveniently situated in the heart of the downtown historic district, within close proximity to the Capitol and key administrative agencies. Our Miami office is located at 801 Brickell Avenue, Suite 900, Miami, Florida.

- (iii) tax status; Ballard Partners, Inc. is a Corporation.
- (iv) principals, officers, owners, board of directors and/or board of trustees; Brian Ballard is the founder and owner of Ballard Partners, and serves as President. The Board Members are Brian Ballard, Joseph McCann, Greg Turbeville and Carol Bracy.
- (v) the total current number of employees and the current number of professional employees by classification; The Firm employs a total of fifteen (15) staff members, eleven (11) of which are full-time professional consultants and four (4) administrative staff:

Brian D. Ballard, President
Tony Boselli, Managing Partner
Sylvester Lukis, Managing Partner
Susie Wiles, Managing Partner
Amy Young, Managing Partner
Joseph McCann, Senior Vice President
Greg Turbeville, Senior Vice President
Carol Bracy, Vice President
Mat Forrest, Governmental Consultant
John Johnston, Governmental Consultant
Bridget Nocco, Governmental Consultant
Amanda Green, Office Administrator
Shanna Kaye Crawley, Executive Assistant
Cindy Davis, Administrative Assistant
Sophia Arteaga, Receptionist

- (vi) the primary markets served. We currently service almost a hundred clients of varying origins; however, the primary markets we serve are corporate, health care and local government.

Proposer Information

2. Describe the Proposer's past performance and experience in governmental representation and consulting. Discuss in detail the extent of Proposer's lobbying experience, including the use of any subconsultants and their role in any engagement(s) of the Proposer. Specifically address each of the areas listed in the Scope of Services, Section 2.1(A), Qualifications.

Since the Firm's inception in 1998, the main focus of our service has been representation before state legislative and executive agencies. We currently service almost a hundred clients on a host of administrative and regulatory matters before state agencies, including but not limited to: the Governor and Cabinet; Departments of Agriculture, Health, Business and Professional Regulation, Environmental Protection, Financial Services, Highway Safety and Motor Vehicles, Management Services, Revenue, and Transportation; Office of Insurance Regulation; Agency for Health Care Administration and the Public Service Commission.

The Firm brings a broad range of governmental and political expertise to meet the needs of its clients. Our lobbying success is grounded in our collective years of experience at the state and local levels of government, a keen understanding of Florida politics, and effective representation in a myriad of policy areas, impacting every aspect of state government. The Firm typically does not engage in the use of subcontractors or subconsultants due to the broad scope of experience and background of our consulting staff.

The Firm has represented the interests of local governments on a variety of issues for many years at the state level. Its lobbying team includes individuals with strong working knowledge of urban county issues and direct involvement with advocating those interests before state policymakers. Additionally, the team's professional experience includes advocacy work on behalf of Miami-Dade County at the federal level.

The Firm will work from the list of priorities identified by the County to help develop a legislative strategy plan. The plan will include achievable goals and expectations for interim committee meetings, legislative session and non-session months. This plan would also include issue briefings for House and Senate leadership, relevant committee chairs, key committee members, executive branch staff, agency heads, and the County's legislative delegation.

3. Provide a detailed description of comparable contracts (similar in scope of services to those requested herein) which the Proposer has either ongoing or completed within the past three years. The description should identify for each project:

- (i) Martin County
- (ii) General legislative and executive branch representation and advocacy that includes tracking and filing of proposed bills and amendments.
- (iii) \$ 52,000.00 annually
- (iv) May 1, 1998 – September 30, 2012
- (v) Kate Parmelee, Intergovernmental & Grants Coordinator, 772-320-3095
- (vi) Ballard Partners is the prime contractor for this project. Subcontractors are not used.
- (vii) The Firm currently represents Martin County. We anticipate continued positive results for the County and continuation of our contract at the time of renewal. Specific examples are noted in Item 21 below.

- (i) City of Boca Raton
- (ii) General legislative and executive branch representation and advocacy that includes tracking and filing of proposed bills and amendments.
- (iii) \$ 50,000.00 annually
- (iv) May 1, 1998 – January 14, 2013
- (v) Leif Ahnell, City Manager, 561-393-7703

Proposer Information

- (vi) Ballard Partners is the prime contractor for this project. Subcontractors are not used.
- (vii) The Firm currently represents the City of Boca Raton. We anticipate continued positive results for the City and continuation of our contract at the time of renewal. Specific examples are noted in Item 21 below.

- (i) City of Boynton Beach
- (ii) General legislative and executive branch representation and advocacy that includes tracking and filing of proposed bills and amendments.
- (iii) \$ 39,600.00 annually, during the active service dates
- (iv) November 1, 2000 – September 30, 2009
- (v) Lori LaVerriere, Interim City Manager, 561-742-6010
- (vi) Ballard Partners was the prime contractor for this project. Subcontractors were not used.
- (vii) During the period in which we represented the City of Boynton Beach, the Firm had numerous successful interactions with the Department of Transportation and the Department of Environmental Protection. We also successfully engaged in legislation related to construction & demolition debris removal, criminal gang activities and public works projects.

- (i) Town of Palm Beach
- (ii) General legislative and executive branch representation and advocacy that includes tracking and filing of proposed bills and amendments.
- (iii) \$ 20,000.00 annually
- (iv) November 13, 2003 – September 30, 2012
- (v) Peter Elwell, Town Manager, 561-838-5410
- (vi) Ballard Partners is the prime contractor for this project. Subcontractors are not used.
- (vii) The Firm currently represents the Town of Palm Beach. We anticipate continued positive results for the Town and continuation of our contract at the time of renewal. Specific examples are noted in Item 21 below.

Where possible, list and describe those projects performed for government clients or similar size private entities (excluding any work performed for the County).

4. List all contracts which the Proposer has performed for Miami-Dade County. The County will review all contracts the Proposer has performed for the County in accordance with Section 2-8.1(g) of the Miami-Dade County Code, which requires that "a Bidder's or Proposer's past performance on County Contracts be considered in the selection of Consultants and Contractors for future County Contracts."

The Firm has not previously performed or completed any project for Miami-Dade County.

5. Describe Proposer's approach to project organization/management, identifying responsibilities of Proposer's management, senior and other professional staff that will perform work in this project, and identifying the role of each member of the Proposer's team.

The primary contacts for Miami-Dade County will be Brian Ballard, Carol Bracy, John Johnston and Sylvester Lukis. Beyond the primary contacts, all of the Firm's principals will be utilized when necessary. All representatives of the Firm may be contacted through at our Tallahassee office.

The approach undertaken by the Firm's consulting team in project organization/management involves initial and ongoing issue briefings with the client. This will allow us to be fully informed on the scope of the legislative priorities and to develop the foundation for the advocacy work. Brian, Carol and John will be the primary points of contact for the state level advocacy efforts. Syl will assist in coordinating reports,

Proposer Information

activities and meetings with local Miami-Dade County officials. He will divide his time between Tallahassee and Miami-Dade County. He will be available on the ground in Miami to meet and brief the mayor, county commissioners and administration on matters of interest to the County.

6. Describe the Proposer's approach to the scheduling of work and prioritizing of the County's requests.

The priorities the Firm will advocate will be determined in consultation with the County. An action plan that includes timeframes and objectives will be developed, based on the County's legislative agenda, guiding principles and resolutions.

Our approach is to utilize the skills and relationships retained by the Firm's team as necessary to accomplish established objectives. In order to be as efficient as possible, we appoint team members to specific clients based on a working knowledge of the issues, relationships with key legislative and executive branch leaders and current workload.

7. Estimate the hours of availability of the Proposer for the County's required services, including the hours of availability of Proposer's key personnel. If subcontractors are utilized, estimate the hours of availability of each.

The Firm's workload is structured to provide as much access to our staff as the County may need. Our team members handle a broad range of issues, a proven benefit to our clients. This gives our consultants a strong physical presence in the Capitol and in front of members.

8. Confirm Proposer's ability to fulfill all elements of the Scope of Services. Specifically address the Proposer's ability to comply with the requirements and provide the services in Section 2.2 and the Proposer's ability to provide the optional services in Section 2.3.

The Firm has reviewed the requirements of the County and is fully equipped and prepared to fulfill all elements identified in Section 2.2 of the Scope of Services. We are equally as prepared and able to provide the optional services in Section 2.3 through our Tallahassee office facilities and staff.

9. Address Proposer's approach to complying with the reporting requirements in the Scope of Services. Describe the proposed report outline (i.e., sections, contents, etc.) and attach a sample report (if available).

The team will submit weekly reports during the legislative session, outlining legislation of interest to the County, as well as any actions, meetings or recommendations made. Monthly reports would be done when the Legislature is not in session or as directed by the County. The proposed report outline would include the priority issues assigned to the Firm, relevant county bills the Firm is assigned to monitor, sponsors, committee/floor actions, potential action on the bills, and emerging points of interest for the County. Attached is a copy of the Florida Children's Services Council session report. The Firm was assigned ad valorem issues/special district issues as well as other children's issues for this organization.

10. Identify if Proposer has taken any exception to the terms of this Solicitation. If so, indicate what alternative is being offered and the cost implications of the exception(s).

The Firm does not take any exception to the terms provided within the Solicitation.

Proposer Information

Key Personnel and Subcontractors Performing Services

11. List the names and addresses of all first tier subcontractors, and describe the extent of work to be performed by each first tier subcontractor. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of the subcontractors who will be assigned to this project.

The Firm does not anticipate the use of any subcontractors in the completion of this project.

12. Provide an organization chart showing all key personnel, including their titles, to be assigned to this project. This chart must clearly identify the Proposer's employees and those of the subcontractors and shall include the functions to be performed by the key personnel. All key personnel includes all partners, managers, seniors and other professional staff that will perform work and/or services in this project.

Please see the attached organizational chart.

13. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of all key personnel, including those of subcontractors, who will be assigned to this project.

Brian D. Ballard, President

Brian Ballard has earned a reputation as a tireless and competitive advocate for his clients' interests. A veteran of public service and private practice, Brian is the Founder and President of Ballard Partners. Brian brings decades of experience serving in a variety of governmental affairs and legal advisory roles, making him a successful advocate on behalf of his clients.

Brian was appointed by the U.S. Secretary of Commerce to the U.S. and Foreign Commercial Service Advisory Council, and also directed the transition of Governor Bob Martinez as the Director of the Office of National Drug Control Policy (Drug Czar) in the Executive Office of the President.

Brian's record of public service includes serving as chief of staff to Governor Bob Martinez. In this role he developed a keen interest in protecting Florida's environment. Among his many accomplishments, Brian served as the chief architect of Preservation 2000, the largest environmentally sensitive land acquisition program in the nation. Brian also served as Florida's chief negotiator with the U.S. Department of the Interior to end offshore drilling along the state's southeast coastline and the Florida Keys.

Before founding Ballard Partners, Brian was a founder and served as managing partner for Smith & Ballard; and he was the managing shareholder for Bryant Miller Olive, P.A. He currently serves of counsel to Panza, Maurer & Maynard, P.A.

In 2007, Governor-elect Charlie Crist chose Brian and his wife Kathryn to co-chair the Inaugural Committee, where they planned and executed the events surrounding the inauguration of Florida's 44th Governor and Lieutenant Governor. Similarly, Governor Rick Scott chose Brian and Kathryn to chair his Inaugural Finance Committee in 2011.

Brian received both his Bachelor of Science degree in Business Administration and his Juris Doctorate from the University of Florida, where he was later inducted into the University's Hall of Fame.

Proposer Information

Carol Bracy

Carol Bracy brings a wealth of expertise with over a decade of experience in both the public and private sectors. Prior to joining Ballard Partners in 2007, Carol served as chief of staff to Lieutenant Governor Toni Jennings. As part of the senior management team, she assisted in the development and implementation of initiatives for the Bush/Jennings Administration. Initiatives included the Governor's Commission on the Future of Space & Aeronautics in Florida, the Florida ReBuilds Program, and the Ready-to-Work/Career Education Program. Carol was also tasked with overseeing the passage and implementation of the Space Florida Act. This legislation created a new space agency, Space Florida, and provided \$35 million in state appropriations for NASA's Crew Exploration Vehicle project. She also served as executive staff liaison to Workforce Florida and the Agency for Workforce Innovation.

During her tenure at the Florida Association of Counties, Carol held various management and staff positions. She served as interim chief executive officer of the Association where she was responsible to the Board of Directors, administered a \$3.4 million budget and managed 28 employees. She also served as the legislative director for over five years, managing the lobbying operation of the Association before the legislature, executive branch and state agencies. In this capacity, she also served as a liaison to the Florida Congressional delegation, oversaw the work of the Urban and Rural Caucuses, and managed the development of the Association's annual legislative program and lobbying strategy. Prior to assuming senior management positions, Carol served as primary lobbyist and policy analyst on health care, human services and community development issues.

John Johnston

Prior to joining Ballard Partners in 2011, John was the sole employee of J. Johnston Company, LLC. Before establishing his governmental consulting business in 2000, John worked for 27 years with the Florida Legislature, serving in such positions as Deputy Staff Director of the House Appropriations Committee and Staff Director of the House Transportation Committee.

John is considered one of the foremost authorities on transportation funding and the development of transportation policy in Florida. Since establishing his own business in 2000, he has been retained by numerous clients in the pursuit of transportation, environmental, and education funding options available in Tallahassee. This includes working with the Florida Legislature, the Office of the Governor and state agencies in securing appropriations for special projects. John was also retained to develop legislation for issues such as the Florida Turnpike Enterprise, the Florida High Speed Rail, transit provisions for intercity buses, and other provisions of law pertaining to expressway authorities and education funding.

Sylvester Lukis

Syl has more than 30 years of legal and government relations consulting experience at the federal, state and local levels. He previously served on the U.S. State Department's Cuban Haitian Task Force and as a principal assistant to the general counsel of the U.S. Department of Health and Human Services. After leaving federal employment, Syl served as principal lobbyist for a D.C. firm, working on behalf of several local governmental entities, including Miami-Dade County, the cities of Miami and Miami Beach and the Miami-Dade County School District. Before joining Ballard Partners, Lukis moved his operations to Florida in 1996, where he established a state and local government relations consulting practice serving the cruise, health, corrections, infrastructure, communications and IT industries.

Syl is intimately familiar with Miami-Dade County issues, given his 16 year experience representing Miami-Dade County as its lobbyist in Washington, D.C. He worked with several mayors, county managers, boards of county commissioners and all major departments during his tenure with the County. He has extensive experience with all major department directors and their senior staff on a multitude of issues, including the Departments of Aviation, Water and Sewer, Public Works, Seaport, Transit and Jackson Memorial Health System. Syl is a resident of Miami-Dade County and is all too familiar with the current budgetary, economic and social issues currently facing the County.

Proposer Information

14. Provide resumes with job descriptions and other detailed qualification information on all key personnel who will be assigned to this project, including any key personnel of subcontractors.

Please see the attached resumes.

Note: After proposal submission, but prior to the award of any contract issued as a result of this Solicitation, the Proposer has a continuing obligation to advise the County of any changes, intended or otherwise, to the key personnel identified in its proposal.

Major Metropolitan County Issues, and Key County Issues and Working Relationships

Provide a detailed explanation of the Proposer's approach to representing the County in Tallahassee, FL including, at a minimum, the following items:

15. Describe the Proposer's understanding of major metropolitan county issues and key issues to the County (refer to Attachment A) and what unique aspects Proposer can provide which makes Proposer different than other potential proposers.

The collective professional experience of the Firm provides a strong working knowledge of state/county intergovernmental relations. The Firm has a ten year track record of representing the interests of local governments across Florida. We have provided state level representation for the Florida Association of Counties, City of West Palm Beach, Orange County, City of Boca Raton, City of Miami, Martin County, City of Pembroke Pines, Osceola County, Charlotte County, Sarasota County, Manatee County, Alachua County, and Port of Palm Beach. Major local government issues worked on by the Firm have included implementation of the Article V Constitutional Amendment; Everglades restoration; property tax reform initiatives; wetlands mitigation; public construction regulations; and beach re-nourishment projects. It is our combined political and policy expertise and relationships at all levels of government that will be uniquely beneficial to the County.

16. Discuss Proposer's specific experience on major metropolitan county issues and key Miami-Dade County issues.

The professional experience of Carol, John and Syl demonstrate a keen understanding of the challenges faced by counties, particular our urban communities. As noted in their respective bios, they have been involved in major county policy issues at the federal, state and local levels.

Through her decade-long work at the Florida Association of Counties, Carol has worked on a myriad of major metropolitan county issues including home rule preservation; unfunded mandates/cost shifts; passage and implementation of the Article V Constitutional Amendment; growth management reform; state health care and Medicaid reform; county revenue sharing; county health and human services issues; affordable housing; emergency management; and emergency medical services. As the legislative director, Carol worked closely with the FAC Urban Caucus to formulate their state legislative priorities, working closely with urban county officials, senior staff, and governmental relations staff.

John's tenure in the legislative process includes work on transportation and environmental funding options available in Tallahassee. He has worked with the Florida Legislature, the Office of the Governor and state agencies in securing appropriations for special projects. He has worked on issues such as the Florida Turnpike Enterprise, the Florida High Speed Rail, transit provisions for intercity buses, and other policy areas pertaining to expressway authorities. John is a well known and regarded authority on the State's budget and appropriation process and referred to widely in the Capitol as "Mr. Transportation".

Syl has over 16 years of experience in Miami-Dade County, representing the County as its lobbyist in Washington, D.C, and making the community his home. In this capacity, He has worked with a number of

Proposer Information

county elected officials, key senior management staff and county department heads. This vast experience working on the County's priorities and funding needs across multiple program and department areas gives him intimate knowledge of the County's ongoing and diverse challenges.

The Firm is uniquely qualified to assist the County with its issues because of its longstanding professional and political relationships with the Governor, Chief of Staff, Deputy Chiefs of Staff and Department Secretaries. In addition to the Firm's strong relationships with the executive branch and Cabinet, it has similar relationships with the Florida Legislature, House and Senate legislative leadership including the Speaker of the House and Senate President and House and Senate committees with jurisdiction over Miami-Dade County issues.

17. Discuss how Proposer plans to provide services on issues and subject areas outside the expertise of its team members, specifically on key Miami-Dade County issues.

The Firm has developed extensive policy experience given its diverse client portfolio; thus, the Firm does not generally subcontract governmental consulting services. Moreover, it should be noted that the Firm has been successfully self-contained, by virtue of our team members' emergence from the senior ranks of both the legislative and executive branches of Florida government. Our professional staff includes a former chief of staff to the governor, chief of staff to the lieutenant governor, gubernatorial policy director and legislative committee staff director.

Our consulting team develops a strong foundation on policy issues by working closely and on a regularly basis with our clients. For those subject areas that would require additional expertise, the Firm would consult with the County and its staff to develop a working knowledge of the issue and also reach out to the respective local government lobbying organizations.

18. Describe how the Proposer would enhance the County's position with respect to legislation and budgetary authorizations and appropriations.

The Firm understands the complexities local governments face in legislative and administrative matters, recognizing the diverse interests of county and city officials. Our extensive history working in the legislative, executive and appropriations areas will be evident in the work we provide on behalf of the County. Key to our success is developing an effective strategy plan that would include not only working with the Miami-Dade Delegation but with House and Senate leadership on the County's priorities early in the legislative process. We would also maintain an active and ongoing engagement with committee chairs, key policymakers and staff of the legislative and executive branches throughout the year.

19. Describe how the Proposer plans to establish, maintain and enhance working relationships between County elected officials and staff and the executive and legislative branches of the state government and relevant state agencies.

The Firm has a tremendous amount of experience in cultivating strong working relationships with legislative leadership, committee staff and the executive and Cabinet agencies. Prior to session, we would work with the County and its elected officials to brief key lawmakers, Governor's staff, and relevant agencies on the County's legislative priorities. It's critical to maintain ongoing visibility and communication on the County's priorities throughout session, as issues will evolve and change quickly during the process. The Firm will facilitate meetings with key members of all the relevant committees as well as with the House and Senate leadership and state agency officials. Additionally, the Firm will assist the County in developing strong relationships with emerging leadership in the House and Senate.

Proposer Information

20. Identify any actual and/or potential conflicts of interest in providing services requested herein (refer to Section 2.2(A)).

The Firm has reviewed its existing clients and we see no potential conflict of interest in submitting this response or performing under this project.

21. Provide a list of, and discuss, Proposer's accomplishments achieved on behalf of local governments during recent sessions.

- The Firm was successful in assisting Martin County with obtaining over \$100 million in federal stimulus funding for the Indian Street Bridge.
- In 2007 we helped secure a \$4 million appropriation for Martin County's "St. Lucie River Issues Team" as part of the State's Everglades Restoration program.
- The Firm worked closely with the City of Boca Raton Utility Services staff to pass Department of Environmental Protection legislation related to Ocean Outfalls and reclaimed water that was acceptable to the City. This comprehensive legislation, that was successfully amended, contained numerous provisions that were detrimental and costly to the City. We also secured an "intra-coastal parallel force main" for wastewater collection between the mainland and barrier islands.
- The Firm helped secure numerous concessions in negotiations with Palm Beach County Firefighters on behalf of the City of Boca Raton relating to the Emergency Fire Rescue Services and Facilities Surtax.
- The Firm engaged the legislative leadership and the local delegation on SHIP funding and the ongoing attempts to raid the affordable housing trust funds on behalf of the City of Boca Raton.
- In the Firm's representation of Charlotte County, we primarily focused on phosphate industry issues for the county. The Firm played a key role in water quality issues and passing comprehensive legislation to require the Department of Environmental Protection to conduct a cumulative impact study within the Peace River basin.
- The Firm was able to secure over \$10 million for a regional utility upgrade for water and wastewater utility system serving 13,000 customers in the Walton County area.
- The Firm was successful in passing legislation requiring the Public Service Commission to review and study the feasibility and funding of underground utility lines for the Town of Palm Beach.
- On behalf of several local government clients, the Firm has engaged the Florida Department of Transportation ("DOT") and the Department of Community Affairs ("DCA") on a regular basis. From comprehensive plan amendments at DCA to new bridge construction and roadway challenges such as capacity, right of way and easement issues at DOT.
- The Firm successfully secured \$2.5 million in state funds for the Andrews Institute, a state of the art orthopedic/sports medicine center at Baptist Hospital in Pensacola; \$5.5 million for Baptist's Lakeview Center, its psychiatric and substance treatment facility; and increased Low Income Pool/Hospital Exemption payments; and funding for the Baptist Foundation's Health Disparities Initiative.
- In representing the Safety Net Hospital Alliance of Florida, the statewide lobbying association for the state's safety net hospitals, the Firm was successful in mitigating hospital rate cuts, preserving LIP funding, and preventing new and unnecessary state regulations.

Proposer Information

Service Cost

22. State proposed annual fee to provide all services requested herein. (The fee shall include all costs, including subcontractor fees, travel, and miscellaneous expenses, as they will not be reimbursed separately by the County. The fee shall not include any amount for Work Order assignments or Optional Services.)

The Firm proposes an annual fee of \$ 120,000.00, payable in 12 equal monthly installments.

Form A-2

AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

GOVERNMENTAL REPRESENTATION AND CONSULTING

(1) Project Title: SERVICES IN TALLAHASSEE, FL Project No.: RFO NO. 801
 (2) Department: INTERNAL SERVICES DEPARTMENT FOR OFFICE OF INTERGOVERNMENTAL AFFAIRS
 (3) Proposer's Name: BALLARD PARTNERS, INC.
 Address: 403 EAST PARK AVENUE, TALLAHASSEE, FL Zip: 32301
 Business Telephone: (850) 577-0444

(4) List All Members of the Presentation Team Who Will Be Participating in the Oral Presentation:

| NAME | TITLE | EMPLOYED BY | TEL. NO. |
|------------------|------------------|------------------------|--------------|
| BRIAN D. BALLARD | PRESIDENT | BALLARD PARTNERS, INC. | 850-577-0444 |
| CAROL L. BRACY | VICE PRESIDENT | BALLARD PARTNERS, INC. | 850-577-0444 |
| SYLVESTER LUKIS | MANAGING PARTNER | BALLARD PARTNERS, INC. | 305-801-6081 |
| JOHN JOHNSTON | CONSULTANT | BALLARD PARTNERS, INC. | 850-577-0444 |
| | | | |
| | | | |
| | | | |
| | | | |

(ATTACH ADDITIONAL SHEET IF NECESSARY)

The individuals named above are Registered and the Registration Fee is not required for the Oral Presentation ONLY.

Any person who appears as a representative for an individual or firm for an oral presentation before a County certification, evaluation, selection, technical review or similar committee must be listed on an affidavit provided by the County. The affidavit shall be filed with the Clerk of the Board at the time the response is submitted. The individual or firm must submit a revised affidavit for additional team members added after submittal of the proposal with the Clerk of the Board prior to the oral presentation. Any person not listed on the affidavit or revised affidavit may not participate in the oral presentation, unless he or she is registered with the Clerk's office and has paid all applicable fees.

Other than for the oral presentation, Proposers who wish to address the county commission, county board or county committee concerning any actions, decisions or recommendations of County personnel regarding this solicitation in accordance with Section 2-11.1(s) of the Code of Miami-Dade County MUST register with the Clerk of the Board and pay all applicable fees.

I do solemnly swear that all the foregoing facts are true and correct and I have read or am familiar with the provisions of Section 2-11.1(s) of the Code of Miami-Dade County as amended.

Signature of Authorized Representative: [Signature]
 STATE OF FLORIDA
 COUNTY OF LEON

Title: PRESIDENT

The foregoing instrument was acknowledged before me this 18th day of November, 2011
 by BRIAN D. BALLARD, a Sole Proprietor, who is personally known
 (Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)
 to me or who has produced _____ as identification and who did/did not take an oath.

Shanna Kaye Crawley
 (Signature of person taking acknowledgement)
SHANNA KAYE CRAWLEY
 (Name of Acknowledger typed, printed or stamped)
 Notary EE 034213
 (Title or Rank) (Serial Number, if any)



Revised 2/7/05

ACKNOWLEDGEMENT OF ADDENDA

Instructions: Complete Part I or Part II, whichever is applicable.

PART I: Listed below are the dates of issue for each Addendum received in connection with this solicitation.

Addendum #1, Dated NOVEMBER 17, 2011

Addendum #2, Dated _____, 201____

Addendum #3, Dated _____, 201____

Addendum #4, Dated _____, 201____

Addendum #5, Dated _____, 201____

Addendum #6, Dated _____, 201____

Addendum #7, Dated _____, 201____

Addendum #8, Dated _____, 201____

Addendum #9, Dated _____, 201____

PART II:

____ No Addendum was received in connection with this solicitation.

Authorized Signature:  Date: 11/18/2011

Print Name: BRIAN D. BALLARD Title: PRESIDENT

Firm Name: BALLARD PARTNERS, INC.

**FORM A-5
SUBCONTRACTOR/SUPPLIER LISTING
(Ordinance 97-104)**

Name of Proposer BALLARD PARTNERS, INC.

This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, MUST be completed by all bidders and proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of \$100,000 or more, and all bidders and proposers on County or Public Health Trust construction contracts which involve expenditures of \$100,000 or more. This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, must be completed and submitted even though the bidder or proposer will not utilize subcontractors or suppliers on the contract. The bidder or proposer should enter the word "NONE" under the appropriate heading in those instances where no subcontractors or suppliers will be used on the contract. A bidder or proposer who is awarded the contract shall not change or substitute first tier subcontractors or direct suppliers or the portions of the contract work to be performed or materials to be supplied from those identified except upon written approval of the County.

| Business Name and Address of First Tier Subcontractor/Subconsultant | Principal Owner | Scope of Work to be Performed by Subcontractor/Subconsultant | (Principal Owner) | |
|---|------------------|--|-------------------|------|
| | | | Gender | Race |
| NONE | NONE | NONE | NONE | NONE |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| Business Name and Address of Direct Supplier | Principal Owner | Supplies/Materials/Services to be Provided by Supplier | (Principal Owner) | |
| | | | Gender | Race |
| BALLARD PARTNERS, INC. | BRIAN D. BALLARD | GOVERNMENTAL REPRESENTATION | M | W |
| 403 E. PARK AVE. | | AND CONSULTING SERVICES | | |
| TALEHASSEE, FL 32301 | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

I certify that the representations contained in this Subcontractor/Supplier Listing are to the best of my knowledge true and accurate.

Signature of Proposer's
Authorized Representative

Print Name

Print Title

Date

BRIAN D. BALLARD

PRESIDENT

11/18/2011

(Duplicate if additional space is needed)
Form A-5 (new 5/1/99)

FAIR SUBCONTRACTING POLICIES
(Section 2-8.8 of the Miami-Dade County Code)**FAIR SUBCONTRACTING PRACTICES**

In compliance with Section 2-8.8 of the Miami-Dade County Code, the Proposer submits the following detailed statement of its policies and procedures for awarding subcontracts:

It is the policy of Ballard Partners, Inc. ("the Firm") that subcontractors as described in the Fair Subcontracting Policies, Section 2-8.8 of the Miami-Dade County Code shall have the opportunity to participate as subcontractors on all contracts to be awarded by Miami-Dade County ("the County").

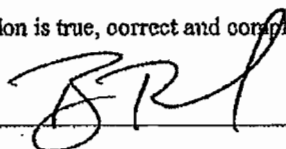
The requirements of the Miami-Dade County Code of Fair Subcontracting Policies shall apply to all contracts entered into between the County and Ballard Partners, Inc. Subcontractors to the Firm will also be bound by the nondiscrimination requirements of the Fair Subcontracting Policy.

The Firm and its subcontractors shall take all necessary and reasonable steps in accordance with the Fair Subcontracting Policies to ensure that subcontractors have the opportunity to compete and perform work contracted with the County.

The Firm will, as an expression of good faith, seek to utilize subcontractors where work is to be subcontracted. The Firm and its subcontractors shall not discriminate on the basis of race, color, sex and national origin in the administration of contracts with the County.

The Firm shall keep and maintain such records as are necessary to determine the County's compliance with its Fair Subcontracting Policies.

I hereby certify that the foregoing information is true, correct and complete.

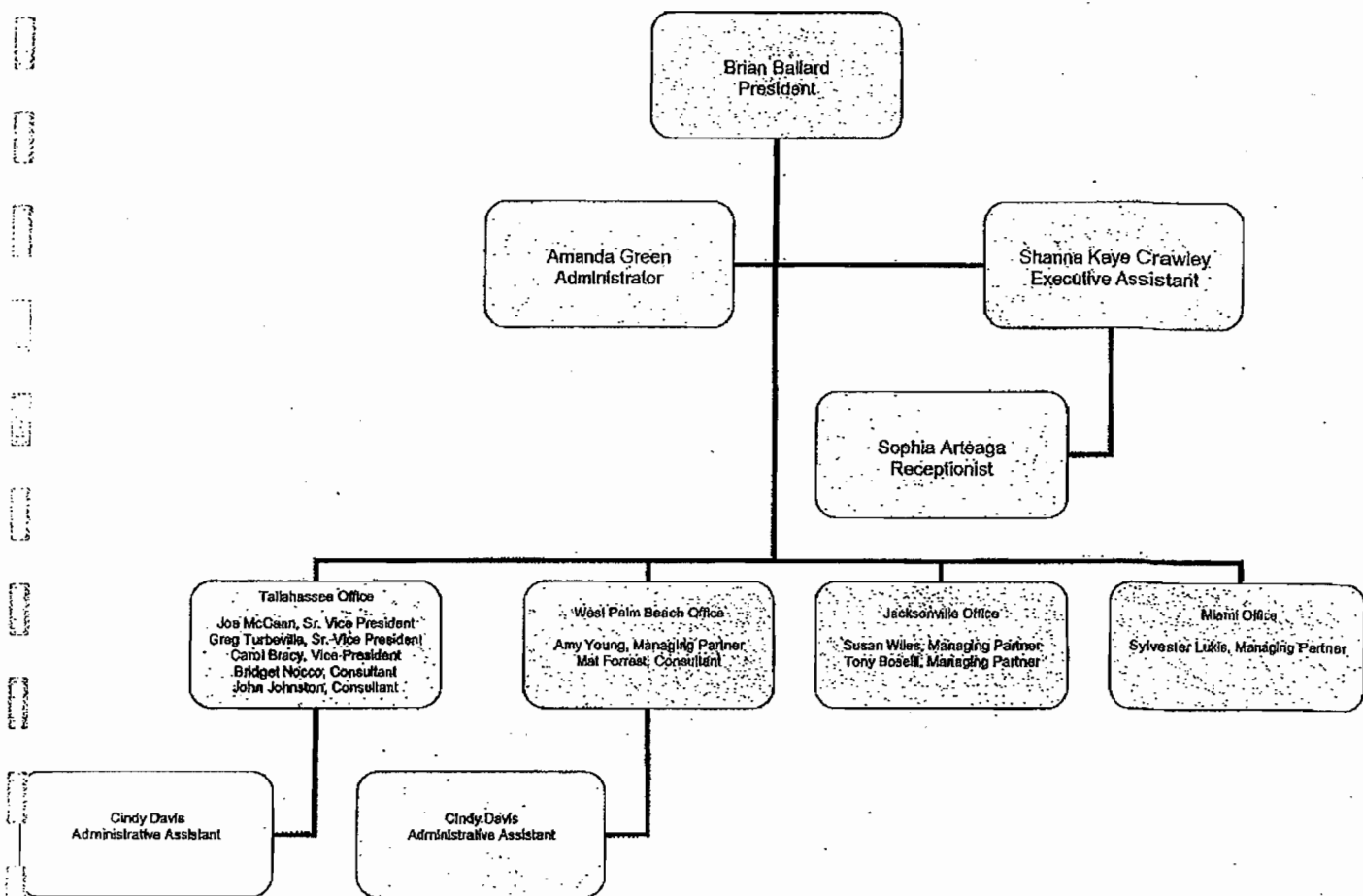
Signature of Authorized Representative: 

Title: PRESIDENT

Date: 11/18/2011

Firm Name: BALLARD PARTNERS, INC.

Ballard Partners, Inc. – Organizational Chart



BRIAN D. BALLARD

Residence:
7445 Heartland Circle
Tallahassee, Florida 32312
(850) 668-9823

Office:
403 East Park Avenue - Lively House
Tallahassee, Florida 32301
(850) 577-0444

PROFESSIONAL HISTORY:

May 1998 -
Present

Ballard Partners, Inc.

President. The firm formerly known as Smith & Ballard, Inc. specializes in all aspects of governmental advocacy with particular emphasis on matters before Florida's Executive and Legislative branches of state government.

June 2003 -
Present

Panza, Maurer & Maynard, P.A.

Of Counsel. The law firm specializes in governmental and regulatory matters; health care; insurance; corporate law; commercial litigation and environmental law. Rated "AV" by Martindale-Hubble.

August 1995 -
Present

Florida State University

Adjunct Professor in the School of Political Science.

March 1991 -
May 1998

Bryant, Miller and Olive, P.A.

Managing Shareholder. The law firm specializes in state and municipal finance, environmental law, governmental affairs, and agency decision making.

November 1992 -
April 1994

U.S. and Foreign Commercial Service Advisory Council

Appointed by the U.S. Secretary of Commerce to provide advice on the operations and services of the US&FCS and its related worldwide export programs.

December 1990 -
March 1991

Executive Office of the President

Directed the transition and assisted in the confirmation of the Director of the Office of National Drug Control Policy.

January 1988 -
December 1990

Chief of Staff, Office of the Governor.

Directed executive office staff, supervised eleven cabinet departments under the Governor. Coordinated and lobbied legislature and budget proposals. Developed policy initiatives for the Florida Cabinet and its agencies.

March 1989

White House Delegation

U.S. Observation Delegation to the 1989 Presidential Election in El Salvador.

1987
August - December

Deputy Chief of Staff/Executive Assistant, Office of the Governor

Directed the Scheduling and Appointments Office. Assisted in press and public relations and coordinated the administrative functions of the Governor's Office.

1983
May - July

Executive Office of the President

Intern, Office of Management and Budget.

BRIAN D. BALLARD
RESUME-PAGE 2

EDUCATION:

University of Florida College of Law
Juris Doctorate, 1988

University of Florida
Bachelor of Science in Business Administration, 1983

**PROFESSIONAL AND CIVIC
ORGANIZATIONS:**

2007 Florida Inaugural Committee, Co-Chair
Rated "AV" by Martindale-Hubbell
American Bar Association
The Florida Bar
The Collins Center for Public Policy
Miami Herald Legislative Ranking Committee 2002, 2003
City of Tallahassee - Leon County Architectural Review Board
August 20, 1999 - June 30, 2002
Georgetown University Medical and Law Centers, Editorial Associate,
Courts, Health, Science and the Law
Florida Council of 100, 1987-1990
Governor's Transplant Lifeline for Children Task Force, Board of
Directors, 1987-1990
University of Florida Department of Political Science, Graduate Program
in Political Campaigning, Development Committee, September 1994
University of Florida Athletic Association Board of Directors, 1984
Delta Tau Delta National Fraternity

HONORS:

Florida Trust for Historic Preservation Award for Outstanding Historic
Preservation 2000
Tallahassee/Leon County Historic Preservation Award 1999
University of Florida Hall of Fame
Florida Blue Key
Omicron Delta Kappa

CAROL L. BRACY

Residence:

1010 Mohican Trail
Tallahassee, Florida 32317
(850) 210-6498

Office:

403 East Park Avenue - Lively House
Tallahassee, Florida 32301
(850) 577-0444

PROFESSIONAL HISTORY:

January 2007 -
Present

Ballard Partners, Inc.

Vice President. The firm formerly known as Smith & Ballard, Inc. specializes in all aspects of governmental advocacy with particular emphasis on matters before Florida's Executive and Legislative branches of state government.

September 2005 -
December 2006

**Office of Lieutenant Governor, Executive Office of the Governor,
Tallahassee, FL**

Chief of Staff to Lt. Governor Toni Jennings. Responsible for the organization and management of the Office of the Lieutenant Governor. Served as the Lt. Governor's liaison and representative with citizens, community leaders, and elected officials. Assisted in the development and implementation of Administration initiatives as part of the Executive Office of the Governor's senior management team. Assisted in the implementation of initiatives of the Bush/Jennings Administration. Initiatives included the Governor's Commission on the Future of Space & Aeronautics in Florida, the Florida ReBuild Program, and the Ready-to-Work/Career Education Program. Responsible for managing the overall implementation/transition strategy of the Space Florida Act on behalf of the Executive Office of the Governor. Served as executive staff liaison to Workforce Florida, Inc., and the Agency for Workforce Innovation. Served as Governor Bush's Designee for the 2006 Florida State Employee Charitable Campaign.

February 2005 -
June 2005

Florida Association of Counties

Interim Executive Director. Served as the chief executive officer of the Association, a Tallahassee-based lobbying organization representing Florida's 67 county governments. Responsible to the Board of Directors for the effective conduct of the affairs of the Association. Administered an operational budget of approximately \$3.4 million and a staff of twenty-eight (28) employees. Managed the day-to-day operations of the organization's various programs and services including Legislative Affairs; Enterprise Programs; Legal Affairs; Education & Member Services; and Administration.

June 1999-
August 2005

Legislative Director. Managed the lobbying operation of the Association before the Florida Legislature, Executive Branch, and state agencies. Supervised seven (7) Division employees and legislative consulting services retained by the Association. Served as a liaison to the Florida Congressional delegation and federal agencies. Managed the development of the Association's annual legislative program and the formulation of the Association's lobbying strategy. Maintained professional working relationships with legislators, legislative staff, key policy and program officials in the Executive Branch, and the media. Responsible for the development and administration of the annual Legislative Division budget.

CAROL L. BRACY
RESUME-PAGE 2

October 1993-
June 1999

Governmental Liaison. Served as the primary lobbyist and policy analyst on health care, human services, and community development issues for the Association. Responsible for policy development in the health and human services area, including staffing the Association's Health & Human Services Policy Committee. Responsible for developing strategies to build legislative support for the Association's legislative priorities.

July 1991 -
October 1993

The Florida Bar

Public Service Programs Division, Program Administrator.
Coordinated all aspects of activities of the Consumer Protection Law Committee, Equal Opportunities in the Profession Committee, and the Law Related Education Committee. Primary responsibilities included preparing and administering annual committee budgets, coordinating and administering special projects, and publications for the respective committees. Coordinated all aspects of committee meetings and conferences.

May 1990-
July 1991

Continuing Legal Education Division. Program Assistant.
Responsible for reviewing and approving program and course curriculum for continuing legal education requirements of Florida Bar members. Responded to inquiries from members and the general public regarding continuing legal education requirements.

EDUCATION:

May 1989

Temple University

B.A., Communications with concentration in Radio/Television/Film

1986-1989

Honors and Awards

Barth Foundation Scholarship, four-year academic award to Temple University.

W. W. Smith Scholarship.

PROFESSIONAL AFFILIATIONS

& RECOGNITIONS:

Designee for Governor Jeb Bush, Chair, 2006 Florida State Employees Charitable Campaign
Alpha Kappa Alpha Sorority, Inc.
Capital Tiger Bay Club
Department of Community Affairs Community Assistance Advisory Council, Past Member
Florida Kidcare Coordinating Council, Past Member

JOHN JOHNSTON

Residence:

8936 Winged Foot Dr.
Tallahassee, Florida 32312
(850) 893-8575

Office:

403 East Park Avenue - Lively House
Tallahassee, Florida 32301
(850) 577-0444

PROFESSIONAL HISTORY:

July 2011

Ballard Partners, Inc.

Consultant. Ballard Partners, Inc. specializes in all aspects of governmental advocacy with particular emphasis on matters before Florida's Executive and Legislative branches of state government.

2000 -
2011

J. Johnston Company, LLC

Principal. Offering a broad array of lobbying and governmental consulting services before the Legislature and executive and cabinet agencies of Florida.

1992 -
2000

Florida House of Representatives

Staff Director, Committee on Transportation. Managed committee staff and workload activities. Managed and coordinated research activities for legislative members for use in drafting legislation. Presented proposed legislation in House and Senate Committees. Provided technical staff support to legislative members in the House chamber prior to final passage of legislative bills.

1985 -
1992

Florida House of Representatives

Deputy Staff Director, Appropriations Committee. Managed and coordinated research activities for legislative members for use in drafting legislation. Presented proposed legislation in House and Senate Committees. Provided technical staff support to legislative members in the House chamber prior to final passage of legislative bills.

1982 -
1985

Florida House of Representatives

Legislative Analyst, Appropriations Committee. Analyzed, prepared, and presented budget recommendations relating to State agencies and analyzed and prepared fiscal impact statements on proposed legislation.

1973 -
1982

Legislature's Auditor General's Office

Performed numerous financial and performance audits of State agencies and local governments.

EDUCATION:

Florida State University

Bachelor of Science in Finance and Accounting, 1973

SYLVESTER LUKIS

Sylvester Lukis is an attorney with over 30 years of legal and consulting experience in intergovernmental and political affairs at the federal, state and local levels.

He began his law practice in Washington, D.C. in 1981, where he specialized in representing municipal clients before state and federal executive and legislative branches of government. His clients during his tenure as a Washington, D.C. attorney included the Florida governmental entities of Miami-Dade County, the cities of Miami and Miami Beach, and the public school systems of Miami-Dade and Broward Counties.

Prior to entering private practice, in 1980, Mr. Lukis was appointed Director of Intergovernmental Affairs at the U.S. State Department's Cuban Haitian Task Force, where he was responsible for coordinating policy development and implementation among several federal, state and local governmental agencies in response to the mass immigration influx of Cubans into Miami from the Port of Mariel, Cuba.

Other federal appointments include Special Assistant to the U.S. Attorney for the District of Columbia, and prior to that, Special Assistant to the General Counsel of the U.S. Department of Health and Human Services. In that capacity, he was primarily responsible for providing legal assistance to the agencies administering health, education and welfare programs at the federal level.

Mr. Lukis is currently the Miami Managing Partner of Ballard Partners, Florida's leading government affairs firm.

Mr. Lukis holds a law degree from New England School of Law and a bachelor's degree in Business Management from Western New England College. He is a veteran of the United States Air Force and married to Vicki Lopez Lukis. They have three children, Donald Wolfe, Alexander Lukis and Adrian Lukis.

CONSULTANTS

Joe McCann

Before joining the firm, Joe served in a variety of staff positions in the Florida Legislature, providing substantial legislative expertise on a wide range of issues. He previously served as the campaign manager for Bob Butterworth for Attorney General, senior legislative aide to former Florida Senator Ron Klein, and legislative aide to Congressman James Bacchus. Joe gained extensive legislative knowledge and brings this experience to his clients.

Greg Turbeville

Greg previously served as policy director for Governor Jeb Bush where he oversaw the development, analysis and implementation of all legislative and policy initiatives. Prior to that, Greg served as chief of staff to House Speaker John Thrasher. Greg also served as the deputy council director and senior staff director for the Fiscal Responsibility Council and Fiscal Policy & Resource Committee of the Florida House of Representatives, managing and crafting tax and appropriations legislation. Appointed by Governor Charlie Crist, Greg served on the Florida Taxation and Budget Reform Commission, which made recommendations for revisions to Florida's Constitution.

Amy Young

After serving on the legislative staff of the Executive Office of the Governor, Amy joined the private sector in 1982 as Political Affairs Coordinator overseeing the political and grassroots activities for one of the largest trade associations in the State of Florida. Two years later she was recruited to join a national law firm.

Amy is a long-time health care advocate who has received numerous Distinguished Service Awards for promotion of women and children's health as well as awards for outstanding service from a myriad of Associations she represents. She has also represented numerous corporate clients throughout the span of her career. Amy currently serves on the BizPAC Board of Trustees, Governor's Council on Physical Fitness and the ARC Board of Palm Beach.

Mathew Forrest

Mathew previously served in the offices of West Palm Beach Mayors Lois Frankel, Joel Daves and Nancy Graham, respectively. Having served in the public sector for almost a decade, Mathew gained immeasurable experience in marketing and media campaigns, project management, soliciting and negotiating sponsorship agreements and community networking. He brings significant community contacts, networking opportunities and professional relationships to the West Palm Beach office.

Susie Wiles

With a professional history based in government relations, communications and public affairs, Susie Wiles has more than two decades of political insight to bring to the Ballard Partners team. Most recently, she served as Gov. Rick Scott's campaign manager and has been recognized nationally as one of the best communications professionals in Florida, receiving numerous awards in the fields of organizational leadership and communications. Wiles also served in senior level positions in the administrations of the two most recent mayors of Jacksonville. Susie has managed a variety of complex campaigns and initiatives and has worked with many of Florida's most important corporations, as well as numerous public agencies across the state.

Tony Boselli

Tony Boselli, a former Jacksonville Jaguar and five-time All-Pro offensive tackle, earlier served as managing partner at the Florida office of IF Marketing & Advertising. As managing partner, Boselli oversaw the strategic planning and overall growth of the firm. With strong relationships with key decision-makers and business leaders nationwide, he was often tasked with leading the firm's account recruitment and business development. Boselli continues his strategic relationship with IF while he also turns his attention to building the Jacksonville office of Ballard Partners. Recently, Boselli served as the Commissioner of the Team Teal campaign to reverse the downward attendance trend for the Jacksonville Jaguars and the efforts increased tickets sales by 44 percent.

Bridget Nocco

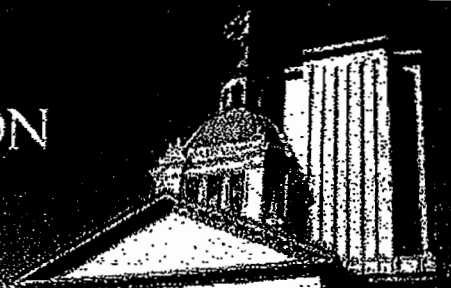
Known nationally as a top-tier Republican fundraiser, Bridget has worked alongside Florida's leading candidates and elected officials in the legislative and executive branches and now directs Ballard Partners' fundraising initiatives. Prior to joining the Firm's team, Bridget worked with the Republican Party of Florida to help spearhead fundraising efforts for Governor Rick Scott and former Attorney General Bill McCollum. Throughout her career, Bridget has successfully led dozens of successful fundraising operations to help secure election victories for numerous lawmakers, including former House Speaker Tom Feeney.

In addition to her campaign fundraising background, Bridget's earlier professional experience involved key roles with the Florida legislature including serving as a senior aide to House Speaker Feeney. Later, Bridget continued to work with House leadership as top fundraiser for former House Speaker and current U.S. Senator Marco Rubio.

CAPITOL CONNECTION

Florida Children's Services Council

News from our State and Nation's Capitals about children and families



UPDATED EDITION

New and revised information important to this final week of the 2011 Legislative Session has been brought to our attention. Please see the updated Capitol Connection for Week Eight below. Changes are outlined in blue.

Week Eight - May 2, 2011

THE FINAL STRETCH - BUDGET CONFERENCE IN HIGH GEAR

After what appeared to be a stalled process, the House and Senate reached final agreement on budget allocations Tuesday morning, followed by an evening release of conferees' names. Senate President Mike Haridopolos (R-Melbourne) and Speaker Dean Cannon (R-Winter Park) agreed to a \$22.7 billion general revenue spending plan, and conference negotiations started in earnest Wednesday morning; however, both chambers were still far apart on major issues.

House and Senate negotiators were at odds over how best to balance the health and human-services budget. On Thursday, HHS conference chairs Sen. Joe Negron (R-Stuart) and Rep. Matt Hudson (R-Naples) abruptly ended discussions and bumped a host of undecided issues to the budget chairs. At the center of the disagreement were Medicaid payments to nursing homes, funding for the Medically Needy program, future funding for persons with disabilities, and potential cuts in substance abuse and mental health treatment. Sen. Negron defended his funding decisions by stating that some painful decisions had to be made, but that he had made children a priority.

By noon on Friday, all unresolved issues had been bumped to the budget chairs and work will continue day and night over the weekend and early next week to settle any remaining impasses. In order to end on schedule next Friday, President Haridopolos and Speaker Cannon will have to negotiate issues not resolved by the chairs, and a final budget must be on members' desks no later than this coming Tuesday. Members must observe a 72-hour "cooling off" period before a vote can be taken on the budget Friday.

The Children's Budget

Child advocacy efforts have been very good this year, and in a year with a \$3.7 billion deficit, many programs for children have been fully funded, including Children's Medical Services (CMS), Early Steps, newborn screening/follow up, and children's mental health. Additionally, thanks in large part to Sen. Nan Rich (D-Weston,) the proposed cut to Healthy Families was restored this week. After

TAKE NOTE

May 2-5, 2011
**2011 National Smart
 Start Conference**
 Greensboro, NC

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35

sustaining a 34 percent cut last year, budget conferees agreed that the program (proven to be 98 percent effective in eliminating abuse and neglect among the high-risk families it serves) should not be further cut.

Also restored this week were 20 positions from the Department of Children and Families (DCF) child care licensure program. And, the proposed \$2.5 million cut to the Guardian ad Litem program was greatly lessened to ensure total funds of \$31.5 million. Last night, the front end of the juvenile justice system was held harmless with funding for proven prevention programs, such as Children and Families in Need of Services (CINS/FINS), Intensive Delinquency Diversion Services (IDDS) and Juvenile Assessment Centers (JACs), fully restored.

Finally, \$4.2 million needed to maximize all of Florida's federal share of School Readiness funds were restored with recurring funds, "a very significant victory in a very challenging legislative session," according to the director of the program.

However, some of the budget conference committee's allocations were LESS than what the House and Senate had when they did their initial budgets. Therefore, a number of additional reductions and changes to the budget have recently occurred, not all of them positive. We will need to continue working with the full budget conference committee chairs, Sen. JD Alexander (R-Lake Wales) and Rep. Denise Grimsley (R-Sebring), and in particular President Haridopolos and Speaker Cannon, who will be resolving remaining budget issues, including:

VPK - The Senate accepted the lower House proposal of \$384.6 million which is a \$30 million cut to VPK. This will reduce the School Year Base Student Allocation (amount per student) from \$2,553 to \$2,383. Additionally, the allocation does not restore the non-recurring \$38 million in stimulus funds. Sen. Don Gaetz (R-Destin), chair of the Transportation and Economic Development Appropriations Committee had long maintained that the state is not responsible for replacing federal stimulus funds, but that his committee would (and did) fund every penny that it funded last year. It is unfortunate that subsequent reductions have taken place that will significantly compromise quality and access.

Healthy Start - Healthy Start has been targeted for a \$5.4 million cut. The program saves lives and money. In 2009, 19,297 babies were born prematurely in Florida. Using the proposed cut to prevent the premature birth of 1,019 babies would pay for the entire fund allocation to Healthy Start statewide. The average medical costs for a pre-term baby are more than 10 times higher than those for a healthy full-term baby. The costs for a healthy baby from birth to his first birthday are \$4,551; the costs for a pre-term baby are \$49,033. Despite being granted an additional \$2.5 increase in federal Medicaid authority to draw down more funds, *Healthy Start funding should not be cut.*

In addition, The Children's Movement informed us that high-quality mentoring programs are being cut by more than 50 percent, and that cuts are on the table for children with special needs and high level parenting skill building programs. We will also need to work to ensure that appropriate independent living money is provided to youth aging out of the foster care system, and that DCF

administrative cuts do not impact child safety.

While these budget issues are technically "closed" there is still a small window of time to restore these funds as conference and budget decisions continue. Please keep up your good efforts! If you care about any of these issues, call your legislators immediately and ask them to speak with Chairs Alexander and Grimsley, as well as President Haridopolos and Speaker Cannon.

STATE AND LOCAL REVENUES

Property Tax

CS/CS/CS HJR 381 and its implementing bill CS/CS/CS HB 1163 by Rep. Chris Dorworth (R-Lake Mary) are ready for final passage by the House. The Senate companion, CS/SJR 658 and its implementing bill CS/SB 1722 by Sen. Mike Fasano (R- New Port Richey), await action by the Senate Budget Committee. As we approach the final week of session, Sen. Fasano's proposals are expected to be withdrawn from the Budget Committee and go to the Senate floor for consideration. As reported previously, these measures contain several constitutional changes affecting non-homestead and homesteaded properties. The amendments also propose several constitutional changes which include reducing the annual growth in assessment limitation on certain non-homestead property from 10 percent (to 3 percent originally, but recently amended) to 5 percent; prohibiting increases in the assessed value of homestead property and certain non-homestead property in any year where the market value of the property decreases; and allowing individuals who are entitled to a homestead exemption and have not received such an exemption in the previous three years to receive an additional homestead exemption equal to 50 percent of the just value of the homestead property, but no more than \$200,000 (only applies to non-school property taxes).

EARLY LEARNING

Office of Early Learning Transfer (OEL)

Last week, the Agency for Workforce Innovation (AWI) was spared from consolidation into the new Department of Commerce or "Jobs Florida" agency when Gov. Rick Scott conceded that his plan to combine several state agencies and offices may have "started down the path of getting too big," and agreed to maintain AWI as a separate agency.

However, the Transportation Economic Development (TED) Appropriations Budget Conference Committee continued to debate this week the transfer of AWI's early learning programs to the Department of Education (DOE). The current proposal would transfer the Office of Early Learning Services to the DOE as a separate, independent entity, effective July 1, 2011. The director of the office would be appointed by the Governor and confirmed by the Senate. Additionally, DOE cannot impose requirements or standards on early learning programs beyond those authorized in law for VPK. The Auditor General is required to review programs and delivery systems including Early Learning Coalitions.

VPK

The Senate Budget Committee passed CS/CS/SB 1696 by Sen. Steve Wise (R-Jacksonville) on Wednesday. Among others, this

comprehensive school accountability bill:

- requires the State Board of Education (SBE) to periodically review and revise performance standards for statewide Kindergarten screening and align them with the standards for student performance on statewide assessments;
- authorizes non-public schools to administer the Kindergarten readiness screening to each Kindergarten student enrolled in VPK;
- requires a VPK provider to be placed on probation if it fails to meet the minimum Kindergarten readiness rate established by the (SBE). Previously, a provider had to fail to meet the standards for two consecutive years;
- requires that the calculation of a VPK provider's readiness rate must include the percentage of students who meet all state readiness measures, and the DOE must adopt procedures for annually reporting the percentage of students who meet all Kindergarten readiness measures. Thus, readiness rates would no longer be tied to the number of VPK providers that fail to meet them. Instead, the SBE will set the rate based on its determination of readiness; and
- amends the criteria the SBE may use to grant good cause exemptions for public and private VPK providers by eliminating the exemption for providers serving at least twice the statewide percentage of children with disabilities or those identified as limited English proficient. Instead, good cause will be determined by learning gains through a VPK enrollment screening and the statewide kindergarten screening.

Child Care Facilities

Sen. Maria Sachs' (D-Delray) bill (SB 1140), which would require vehicles owned by child care facilities and large family child care homes to be equipped with an alarm system that prompts the driver to inspect the vehicle for children before exiting, passed the Senate unanimously on Friday. Unfortunately, the House companion bill (HB 1131) has not been heard, and remains in the Health and Human Services Access Subcommittee.

Child Care Licensing and Inspections

HB 139 by Rep. Larry Ahern (R-St. Petersburg) relating to child care facilities was unanimously approved by the House on third reading on Friday, with an amendment that removed harmful language opposed by DCF and many child advocates that would have increased the allowable square footage used in calculating the number of children permitted in child care facilities. Current law requires child care facilities to provide 35 square feet per child in each classroom. The amendment allowed the 35 sq ft to be based on the entire building. The language appeared harmless because it excluded storage rooms, stairwells, etc. However, other areas such as multipurpose rooms (used for eating, napping, special events, TV, etc.) were included in the new calculation. This language had been proposed on the grounds that it fixed an "illegal rule" promulgated by DCF. In fact, the rule was promulgated according to all legal requirements, and is based on legislative intent to ensure child safety, as reflected by the American Academy of Pediatrics *National Out of Home Care Standards*. Children would have been at risk if this language were to have passed. The bill is now in messages to the Senate where it may be taken up as a substitute for SB 364 by Sen. Jack Latvala (R-St. Petersburg).

As reported previously, this good bill and its Senate companion revise criteria for child care facility, large family child care home, or family day care home to obtain and maintain designation as a Gold Seal Quality Care provider; provide for certain household children to be included in calculations regarding capacity of licensed family day care homes and large family child care homes; provide conditions for supervision of household children on premises of family day care homes and large family child care homes; and revise advertising requirements applicable to child care facilities.

HEALTHY CHILDREN

KidCare

KidCare legislation is still contained in the Senate's Medicaid reform bill scheduled to be heard this coming Monday, pending negotiations with the House. If it survives final Medicaid negotiations and is adopted, a provision that requires the application for the free and reduced lunch program to also be an application for Florida KidCare, or to provide information about the Florida KidCare program including contact information or a link to the online Florida KidCare application, would expand the opportunity to receive health coverage to an estimated 40,000 uninsured Florida children.

Using the free and reduced lunch application as a KidCare application will increase the number of KidCare applications and consequently the number of children enrolled, especially at the beginning of the school year when families apply for the free and reduced meals' program.

TAKE ACTION: Tell your legislator how important passage of the KidCare free and reduced lunch language is to reducing the number of uninsured children in Florida.

JUVENILE JUSTICE

Transition to Adulthood - DJJ

On Monday, the House Health and Human Services Committee passed CS/CS/HB 739, which would allow the Department of Juvenile Justice (DJJ) to provide older youth in its custody or under its supervision opportunities to participate in activities and services that assist in the transition to adulthood. The bill also ensures that youth, who are in the custody of the DCF and enter a DJJ residential program, remain eligible for DCF services, including independent living transition services.

OTHER ISSUES

Background Checks

As a result of legislation enacted last year, anyone who wishes to work or volunteer with certain vulnerable populations must first undergo a federal background check. Implementation of the new screening requirements has led to duplication of effort among employers and non-profits, and increased costs due to a lack of standardization in the process. On Thursday, Rep. Doug Holder's (R-Sarasota) glitch bill (HB 7233) passed on second reading in the House. The companion bill, SB 1992, by the Senate Committee on Children, Families and Elder Affairs passed the Senate unanimously on Thursday, and is in messages to the House.

Firearms

On Thursday, the Senate passed and sent to the Governor CS/CS/CS/HB 155 entitled, "Medical privacy concerning firearms" by Sen. Greg Evers (R-Crestview). Now amended to address numerous concerns raised by the health care industry, the bill prohibits health care providers from intentionally entering disclosed information concerning firearm ownership into a patient's medical record if the provider knows that the information is not relevant to the patient's medical care or safety. Additionally, the bill provides that a health care provider or health care facility should refrain from inquiring about ownership of a firearm or ammunition by the patient or a family member of the patient or the presence of a firearm in a home or domicile of the patient or a family member of the patient, unless the provider or facility believes in good faith that the information is relevant to the patient's medical care or safety.

Pediatricians continue to have grave concerns with this legislation citing that their ability to properly inform parents of firearm safety will be impeded, and that children will be accidentally harmed.

FEDERAL ISSUES

Medicaid Waiver Approval

On April 28, federal health officials from the Centers for Medicare and Medicaid (CMS) informed Florida's leaders that they presently cannot approve an expansion of the current five-county pilot program for Medicaid since the state had not provided an implementation plan. According to the letter, CMS will continue to work with the state on the Low Income Pool established to ensure continued government support for the provision of health care services to Medicaid, underinsured and uninsured populations.

Florida Children's Services Council | 216 South Monroe | Tallahassee | FL | 32301

40

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|---|-------------------------------|---|
| PROPOSER'S NAME (Name of firm, entity or organization): Akerman Senterfitt | | |
| FEDERAL EMPLOYER IDENTIFICATION NUMBER: 59-3117860 | | |
| NAME AND TITLE OF PROPOSER'S CONTACT PERSON: Name: Michael I. Abrams. Title: Co-Chair, National Government Affairs & Public Policy Practice Group | | |
| MAILING ADDRESS: Street Address: One S.E. Third Avenue, 25th Floor City, State, Zip: Miami, FL 33131 | | |
| TELEPHONE: (305) 982-5676 | FAX: (305) 349-4676 | E-MAIL ADDRESS: mike.abrams@akerman.com |
| PROPOSER'S ORGANIZATIONAL STRUCTURE: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other (Explain): | | |
| IF CORPORATION: Date Incorporated/Organized: April 13, 1992 State Incorporated/Organized: Florida States registered in as foreign corporation: California, New York, Virginia, Washington, D.C., Wisconsin and Colorado | | |
| PROPOSER'S SERVICE OR BUSINESS ACTIVITIES OTHER THAN WHAT THIS SOLICITATION REQUESTS FOR: Full-Service Law Firm | | |
| LIST NAMES OF PROPOSER'S SUBCONTRACTORS OR SUBCONSULTANTS FOR THIS PROJECT: None | | |
| CRIMINAL CONVICTION DISCLOSURE: Pursuant to Miami-Dade County Ordinance No. 94-34, any individual who has been convicted of a felony during the past ten years and any corporation, partnership, joint venture or other legal entity having an officer, director, or executive who has been convicted of a felony during the past ten years shall disclose this information prior to entering into a contract with or receiving funding from the County. <input type="checkbox"/> Place a checkmark here only if Proposer has such conviction to disclose to comply with this requirement. | | |
| Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List: By executing this proposal through a duly authorized representative, the proposer certifies that the proposer is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, as those terms are used and defined in sections 287.135 and 215.473 of the Florida Statutes. In the event that the proposer is unable to provide such certification but still seeks to be considered for award of this solicitation, the proposer shall execute the proposal through a duly authorized representative and shall also initial this space: <i>MA</i> . In such event, the proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 of the Florida Statutes. The proposer agrees to cooperate fully with the County in any investigation undertaken by the County to determine whether the claimed exception would be applicable. The County shall have the right to terminate any contract resulting from this solicitation for default if the proposer is found to have submitted a false certification or to have been placed on the Scrutinized Companies for Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List. | | |
| PROPOSER'S AUTHORIZED SIGNATURE The undersigned hereby certifies that this proposal is submitted in response to this solicitation. THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BELOW BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE COUNTY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS OFFER. Signed By: <i>Michael I. Abrams</i> Date: 11/21/11 Print Name: Michael I. Abrams Title: Co-Chair, National Govt. Affairs & Public Policy Practice Group | | |

ORIGINAL

*Miami-Dade County
Request for Qualifications
(RFQ) No. 81 Governmental
Representation and
Consulting Services in
Tallahassee, FL*

Local Contact Persons for the RFQ:

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email: jose.villalobos@akerman.com

Tallahassee Contact Person for the RFQ:

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Facsimile: 850-222-0103
email: monica.rodriguez@akerman.com

Akerman

November 22, 2011

Contents

Part 1 Experience, Qualification, Past Performance and Capabilities

| | |
|---|----|
| Background..... | 01 |
| Past Performance & Experience..... | 06 |
| Comparable Contracts..... | 08 |
| Contracts Akerman has performed for Miami-Dade County..... | 12 |
| Approach to Project Organization/Management and Akerman Team..... | 23 |
| Approach to Scheduling of Work & Prioritization of Requests..... | 28 |
| Estimate of Service Hours..... | 29 |
| Confirmation of Ability to Fulfill Elements of the Scope of Services..... | 30 |
| Approach to Complying with Reporting Requirements in Scope of Services..... | 34 |
| Exceptions to Terms of Solicitation..... | 35 |

Part 2 Key Personnel Performing Services

| | |
|--|----|
| Names and address (First tier subcontractors)..... | 36 |
| Organization Chart..... | 36 |
| Experience & Qualifications..... | 36 |
| Team Biographies..... | 39 |

Part 3 Major Metropolitan County Issues, and Key County Issues and Working Relationships

| | |
|--|----|
| Understanding of Major Metropolitan County Issues and Key Issues to the County..... | 44 |
| Experience on Major Metropolitan County Issues and Key Miami-Dade County Issues..... | 60 |
| Plan for Providing Services on Issues and Subject Areas Outside the Expertise of Team..... | 62 |
| Plan for enhancing the County's Position for Legislation and Budgetary Authorization and Appropriations..... | 63 |

Contents

| | | |
|-----|---|----|
| 19. | Plans to Establish, Maintain and Enhance Working Relationships between County Elected Officials and Staff and the Executive and Legislative Branches of the State Government and Relevant State Agencies..... | 64 |
| 20. | Conflicts of Interest..... | 64 |
| 21. | Accomplishments Achieved on Behalf of Local Governments During Recent Sessions..... | 66 |

Tab 4: Service Cost

| | |
|-------------------|-----|
| Service Cost..... | 100 |
|-------------------|-----|

Tab 5: Forms & Attachments

| | |
|--|-----|
| Form A-2 Affidavit of Miami-Dade County Lobbyist Registration for Oral Presentation..... | 102 |
| Form A-3 Acknowledgement of Addenda..... | 103 |
| Form A-5 Subcontractor/Supplier Listing..... | 104 |
| Form A-6 Fair Subcontracting Policies..... | 105 |
| EEO-1 Form..... | 106 |
| Sample Legislative Report..... | 107 |

Akerman Experience, Qualification, Past Performance and Capabilities

Background

Akerman Senterfitt (Akerman) is pleased to submit this proposal for Governmental Representation and Consulting Services in Tallahassee, Florida to Miami-Dade County, Florida (County).

We have diligently represented the County for its federal advocacy since 2007 and appreciate the opportunity to be considered for this expanded representation at the state level. As you will see in our proposal, we believe there are considerable benefits to be realized from a combined state and federal lobbying team. Many of the issues facing local government are an overlap between state and federal policy. Understanding and communicating those nuances to decision makers in a seamless fashion will result in a more effective lobbying effort on the County's behalf.

Akerman's professionals are deeply tied to the State of Florida and have an extensive track record of success working on behalf of our clients before local and municipal governments as well as at the state and federal levels of government. Our excellent relationships with policy makers help further the vision and goals of both our public and private sector clients in areas of legislative initiatives and appropriations. We know the challenging issues facing the County in Tallahassee and have excellent relationships with Legislative and Executive Branch policy makers and their staffs to help further the agenda and goals of the County.

Organization

Akerman is a full-service national law and policy consulting firm. Akerman is ranked among the top 100 law firms in the U.S. by The National Law Journal NLJ 250 (2011) in number of lawyers. Comprised of more than 500 lawyers and government affairs professionals, Akerman serves clients from 18 locations, including Miami, New York, Los Angeles, Dallas, Denver, Salt Lake City, and Washington, D.C. The firm is one of the largest law firms in the State of Florida and our Miami office is the largest in Miami-Dade County. Other Florida office locations include Tallahassee, Orlando, Tampa, Jacksonville, Boca Raton, Naples, Palm Beach, West Palm Beach, and Ft. Lauderdale. There are over thirty attorneys and public policy advisors practicing in our National Government Affairs & Policy

Akerman Experience, Qualification, Past Performance and Capabilities

Practice. Their focus ranges from federal, state, and local government relations lobbying, to consulting with clients on their strategies related to policy matters and regulatory and compliance issues. We represent a number of municipalities, counties, some of the largest public companies in Florida, and many private companies, educational establishments, and high net worth individuals.

History

In 1920, Alexander Akerman and John Cheney, two Orlando attorneys, founded what is today Akerman Senterfitt. Over the past 90 years, the firm first grew with the city of Orlando to become Central Florida's premier law firm. One of Akerman's earliest partners, Billy Dial, was instrumental in the routing of Interstate 4 through the Orlando area, the procurement of land for Disney World, and the founding of The First National Bank of Orlando, now SunTrust.

The firm opened its first major office outside of the central Florida area in Miami in 1982. It has become the firm's largest office as well as the largest office of any law firm in the city. During the 1990's, Akerman opened offices in Tampa, Tallahassee, West Palm Beach, Fort Lauderdale, and Jacksonville. In addition to gaining individual attorneys throughout the state, the firm has continued to grow since then through new affiliations with groups of attorneys in Miami, Tampa, Jacksonville, Tallahassee, Boca Raton, Naples, and West Palm Beach.

Today, Akerman is one of the largest firms in the state of Florida, and is a market leader in the areas of Antitrust, Banking & Finance, Bankruptcy/Restructuring, Construction, Corporate/M&A, Labor & Employment, Healthcare, Immigration, Insurance, Commercial Litigation, Real Estate, Tax, and Transportation.

In addition to our Miami and Tallahassee offices, Akerman now offers full service Public Policy and Governmental Affairs consulting services in our Ft. Lauderdale; West Palm Beach; Tampa; and Jacksonville offices.

The firm's Washington, D.C. office was opened in 2004 to serve clients' governmental and regulatory needs on a federal basis. The Washington office is primarily comprised of attorneys and public

Akerman Experience, Qualification, Past Performance and Capabilities

policy advisors who serve the National Government Affairs & Public Policy practice at the federal level.

Whether at the state or federal level, Akerman has experience in all phases of legislative, administrative and regulatory processes. Our approach to working with our clients on legislative issues is to develop client service teams, so that we can capitalize on the depth and breadth of knowledge from within our group.

Tax Status

Akerman Senterfitt is incorporated in the State of Florida. FEID#59-3117860.

Principals, Officers, Owners, Board of Directors

The Board of Directors for Akerman includes the following:

Andrew Smullan, Chairman & CEO (Miami Office)
Robert Zinn, President (Miami Office)
Silvia Alderman (Tallahassee Office)
Cecelia Bonifay
Charles Brumback
Kirk Davis
Jeffrey Gilmore
Marc Gottlieb
H. Frances Kleiner
Teddy Klinghoffer (Miami Office)
James Miller (Miami Office)
David Otero
David Ristaino, Secretary/Treasurer
Stephen Roddenberry (Miami Office)
Thomas Streit

Total Current Number of Employees and Professional Employees by Classification

See Tab 5 for the EEO-1 Summary report for Akerman with supporting data through September 30, 2011.

Primary Markets Served

Akerman has offices in the following locations serving clients domestically and internationally:

Akerman Experience, Qualification, Past Performance and Capabilities

Miami

One Southeast Third Avenue, 25th Floor
Miami, Florida 33131
Main: 305-374-5600
Fax: 305-374-5095

Tallahassee

106 East College Avenue, Suite 1200
Tallahassee, Florida 32301
Main: 850-224-9634
Fax: 850-222-0103

Orlando

420 South Orange Avenue, Suite 1200
Orlando, FL 32801
Main: 407-423-4000
Fax: 407-843-6610

Boca Raton

2424 North Federal Hwy., Suite 410
Boca Raton, FL 33431
Main: 561-368-2151
Fax: 561-368-4668

Dallas

2001 Ross Avenue, Suite 2550
Dallas, Texas 75201
Main: 214-720-4300
Fax: 214-981-9339

Denver

1400 Wewatta Street, Suite 500
Denver, Colorado 80202
Main: 303-260-7712
Fax: 303-260-7714

Ft. Lauderdale

Las Olas Centre II
350 East Las Olas Boulevard, Suite 1600
Ft. Lauderdale, Florida 33301
Main: 954-463-2700
Fax: 954-463-2224

Akerman Experience, Qualification, Past Performance and Capabilities

Jacksonville

50 North Laura Street, Suite 2500
Jacksonville, Florida 32202
Main: 904-798-3700
Fax: 904-798-3730

Las Vegas

1160 Town Center Drive, Suite 330
Las Vegas, NV 89144
Main: 702-634-5000
Fax: 702-380-8572

Los Angeles

725 South Figueroa Street, 38th Floor
Los Angeles, California 90017
Main: 213-688-9500
Fax: 213-627-6342

Madison

One South Pinckney Street, Suite 700
Madison, WI 53703
Main: 608-257-5335
Fax: 608-257-2029

Naples

9128 Strada Place, Suite 10205
Naples, FL 34108
Main: 239-449-5600
Fax: 239-449-5658

New York

335 Madison Avenue, Suite 2600
New York, New York 10017
Main: 212-880-3800
Fax: 212-880-8965

Palm Beach

125 Worth Avenue, Suite 330
Palm Beach, FL 33480
Main: 561-659-8660
Fax: 561-659-8679

Akerman Experience, Qualification, Past Performance and Capabilities

Salt Lake City
50 West Broadway, Suite 475
Salt Lake City, UT 84101
Main: 801-708-6880

Tampa
Suntrust Financial Centre
401 East Jackson Street, Suite 1700
Tampa, Florida 33602
Main: 813-223-7333
Fax: 813-223-2837

Tysons Corner
8100 Boone Boulevard, Suite 630
Vienna, VA 22182
Main: 703-790-8750
Fax: 703-448-1801

Washington, D.C.
The Victor Building
750 9th Street, N.W., Suite 750
Washington, DC 20001
Main: 202-393-6222
Fax: 202-393-5959

West Palm Beach
222 Lakeview Avenue, 4th Floor
West Palm Beach, Florida 33401
Main: 561-653-5000
Fax: 561-659-6313

Past Performance & Experience

Akerman has the experience and personnel necessary to successfully represent the interests of Miami-Dade County before the State Legislature and Executive Agencies. Akerman lobbyists specialize in obtaining state appropriations and authorizations for public entities such as cities, counties, healthcare clients, not-for-profits, transit districts, universities and a long list of private sector clients.

Akerman Experience, Qualification, Past Performance and Capabilities

In addition, we offer a combination of skills and experience that sets us apart from other lobbying firms. These include: extensive experience in a variety of efforts to secure millions of dollars in state funding; a thorough understanding and substantive expertise in state appropriations; regulatory experts that understand the effects of agency rules upon local government; dynamic and highly experienced professionals to represent client's interests in Tallahassee as well as at the local level; and strong, bipartisan relationships with key decision makers in the Legislature and the Executive Branch.

We take pride in introducing our clients to key policy makers including the Governor, Cabinet Officers, State Agency Heads and their staffs. We pay special attention to the importance of fostering and building one-on-one relationships between the client and their local elected officials as well as key staff personnel in Tallahassee. We facilitate the setting up of appointments when clients travel to Tallahassee and make sure the client is spending their time in the state capitol as effectively as possible.

We also monitor local government grant opportunities from the various state and federal agencies for areas such as housing; weatherization; energy; and the environment and facilitate communication between the client and state agency.

The Akerman team has significant experience working with the Miami-Dade Legislative Delegation on substantive public policy issues; appropriations matters and regulatory matters which support our client's goals and objectives. Akerman has secured millions of dollars in earmarks for a variety of municipalities in the state of Florida on projects at both the state and federal levels.

Akerman's nationally renowned lawyers and public policy advisor offer a broad range of strategic experience and relationships at the state and local level. We believe that Akerman's position as the dominant leader in representing the specific issues for cities and counties in Florida makes us uniquely qualified to assist the County in achieving its legislative agenda in Florida.

Akerman Experience, Qualification, Past Performance and Capabilities

As the current lobbyists for a number of public entities, Akerman is exceptionally suited to represent Miami-Dade County in Tallahassee, Florida. We offer a combination of skills and experience that sets us apart from other lobbying firms. These include:

- a proven track record of success representing local government interests, and leading the effort to secure millions of dollars in state funding on their behalf;
- extensive experience in representing local governments and other public entities before the Florida legislature;
- a thorough understanding and substantive expertise in state appropriations;
- our monitoring of state and federal grant opportunities for local governments in the areas of housing; weatherization; energy; and the environment and facilitate communication between the client and state agency.
- dynamic and highly experienced professionals to represent the County's interests;
- a Miami office with Government Relations contacts who are teamed with our attorneys and consultants in the Akerman Tallahassee office;
- strong, bipartisan relationships with key decision makers in the Legislature and the Executive Branch; and
- professional lobbyists who have represented similar clients on the state level and a proven track record of having accomplished the goals and objectives of clients with similar legislative agendas the City is currently facing.

Comparable Contracts

The following examples of client work which Akerman has performed for government clients or similar sized private entities. For all those listed in this section, Akerman attorneys and public policy advisors/consultants were primary for the engagements:

Akerman Experience, Qualification, Past Performance and Capabilities

Palm Beach County, Florida

Contact : Todd Bonlarron

Position: Legislative Affairs Director

Address: 301 N. Olive Avenue, Suite 1101

West Palm Beach, FL 33401

email: tbonlarr@co.palm-beach.fl.us

Telephone: 561-355-3451

Fax: 561-355-3982

Total Dollar Value of Contract: \$33,000 per year

Contract Date: December 6, 2005 to present

Akerman's current engagement as a Palm Beach County lobbying team member began in 2005. We work on a variety of issues for Palm Beach County as assigned and are usually called upon to lobby issues including but not limited to health care and appropriation issues. Most recently, we also worked upon defeat of the online travel agency proposal which would have resulted in reduced bed tax dollars for the County. Along with our West Palm Beach office, we enjoy an excellent working relationship with all House and Senate Members of the Palm Beach County Legislative Delegation. Akerman is also proud to host all the Palm Beach County Lobbying Team meetings, which are held weekly during Session, in our Tallahassee office large conference room.

City of Doral, Florida

Contact : Susie Castillo

Position: Assistant to City Mayor

Address: 8300 N.W. 53rd Street

Doral, FL 33166

email: castillos@cityofdoral-fl.gov

Telephone: 305-593-6725

Fax: 305-470-6850

Total Dollar Value of Contract: \$45,000 per year

Contract Date: 2006 to present

Akerman continues to represent the City of Doral, since first being retained in 2006. Immediately upon signing onto this representation, Akerman assisted the City in passing a bill which would not allow mitigation fees during the annexation process. The

Akerman Experience, Qualification, Past Performance and Capabilities

anti-mitigation fee bill cleared through committee unanimously, forcing the County to the negotiating table. When negotiations failed, we passed the bill in 2007.

Additionally we recently received \$1 million dollars in funding for a water reclamation project and we also obtained \$500,000 dollars for Doral's storm-water project. Akerman tracks all bills for the City. When the City Council members come to Tallahassee, we arrange all meetings and activities in addition to helping prepare hand-out materials and talking points.

City of Miami, Florida

Contact: Kirk R. Menendez

Position: Interim Director of Government Relations

Address: 3500 Pan American Drive

Miami, FL 33133

email: krmendez@miamigov.com

Telephone: 305-250-5474

Fax: 305-250-5410

Total Dollar Value of the Contract: \$36,000 per year

Contract Date: 1999 to present

The City of Miami has been utilizing the expertise and abilities of Akerman's government relations professionals at the state and federal levels since 1999. We are proud of our long standing relationship with the City and have been intricately involved in many of the City's successes in the appropriations issues for the last 12 years.

On an annual basis, we track hundreds of pieces of legislation and amendments, affecting the City. Most recently, we have worked on legislative issues dealing with: parking surcharges; Assisted Living Facilities; traffic cameras; taxation; economic development; and successfully defeated mandates that would have cost the City millions of dollars.

Since 1998, Akerman has also provided federal representation services to the City of Miami on a variety of legislative issues including federal appropriations, transportation, international trade, homeland security and economic development. The City's federal

Akerman Experience, Qualification, Past Performance and Capabilities

appropriations priorities have included funding to dredge the Miami River. This project is authorized by the U.S. Army Corps of Engineers.

Port of Palm Beach County, Florida

Contact: Manny Almira

Position: Director

Address: #1 E. 11th Street

Riviera Beach, FL 33404

email: malmira@portofpalmbeach.com

Telephone: (561) 383-4131

Total Dollar Value of the Contract: \$36,000 per year

Contract Date: March 2005 to present

Akerman is retained by the Port of Palm Beach to obtain various state and federal funding opportunities. At the present, Akerman is securing appropriations for the Port's Slip #3 reconstruction and expansion project. We also monitor and advocate for various port infrastructure legislative issues as well as trade and cargo economic development areas of interest to the Port.

In the past, we have been successful in securing Inland Port funding and rail corridor study funding totaling \$1.5 million dollars. Most significantly, we have worked to secure the consolidation of FDOT funding sources for the Slip #3 project of over \$20 million dollars. This state match is documented and being used in the Port of Palm Beach's TIGER 3 Grant Application, which Akerman has helped write and create.

We are currently helping to secure a local funding opportunity, along with Palm Beach County Fire Rescue, for the purchase and placement of a fire rescue watercraft to be housed at the Port for the region.

Akerman Experience, Qualification, Past Performance and Capabilities

Jackson Health Systems, Miami, Florida:

Contact: Nathan Ray

Position: Corporate Director, Government Relations,

Address: Jackson Memorial Hospital, 1611 NW 12th Avenue, West Wing 108, Miami, FL 33136

email: nathan.ray@jhs-miami.org

Telephone: (305) 585-6754

Total Dollar Value of the Contract: \$132,596 per year

Date of State agreement: February 2006 to present

For the past five years, Akerman has represented the Jackson Health System/Jackson Memorial Hospital before the Florida Legislature. Without a doubt, Jackson Memorial is part of the fabric of the Miami-Dade community. Recognizing the relationship between the Hospital and Miami-Dade residents it serves, Akerman and its team of professional have fought tirelessly to protect the role of the Hospital in community as well as helping to ensure its growth.

Every year, state appropriations for healthcare is scrutinized and hotly debated before the Florida Legislature. Akerman has consistently, year after year, fought and won funding requests totaling in the millions of dollars for Jackson Memorial, including the critical need for trauma care.

Contracts Akerman has performed for Miami-Dade County

Miami-Dade County, Office of Intergovernmental Affairs

Description of Work: Federal Representation

Total Dollar Value of the Contract: \$150,000 per year

Dates Covering Term of Contract: April 2007 to April 2011

The first agreement ran from April 2007 – February 2010

The current agreement began May 2011 to present

Contact: Joe Rasco, Director, Office of Intergovernmental Affairs

Board of County Commissioners, Miami-Dade County,

email: jrasco@miamidade.gov

1 N.W. 1ST Street, Suite 1032

Miami, FL 33128-1994

Telephone: 305-375-5600

Akerman Experience, Qualification, Past Performance and Capabilities

Akerman Senterfitt was retained by Miami Dade County in June 2007. Our efforts on behalf of the County have primarily focused on health care issues and other issues as assigned by the County. Below is an overview of the transportation, healthcare, and other federal issues we have worked on behalf of the County:

- Akerman was retained by the County to obtain project authorizations in the last major surface transportation authorization law, known as SAFETEA-LU. We were successful in obtaining nine projects in the final version of the bill. These projects included a \$50 million authorization for downtown streetcars. This provision provided the required federal contribution to the County's top priority transportation project. Combined with Miami's \$200 million Downtown Streetcar Project that will include 10 miles of track, the \$50 million dollar appropriation will better link the City's inner neighborhoods with its revitalized downtown and also feed riders to the region's light rail systems.
- Akerman also secured eight earmarks for road and other projects totaling \$8.8 million. These include better road access to the Port of Miami, highway beautification, bike and pedestrian paths and congestion mitigation projects. Each of these authorizations contributed to Miami's plan to improve access to its waterfront, and relieve shipping congestion from the Port. Akerman's work on this project also included securing \$1.6 million for planning a \$1.2 billion tunnel that will be designed to better connect the Port of Miami to rail/intermodal facilities.
- In addition to transportation related requests, we are continuing to assist Miami-Dade County with other priorities, such as increased funding for community development through the Department of Housing and Urban Development.

In June 2007, we were assigned to assist the County navigate a controversial Medicaid Hospital Reimbursement rule that would have limited payments to public health care providers. This rule would have had a severe negative impact on safety net hospitals in Miami-Dade County costing them millions in reimbursements. The proposed rule would have cost Jackson Memorial alone an estimated \$129 million. In 2007, Congress passed a 1-year moratorium on implementation of the proposed rule, which was due to expire on May 25, 2008.

Akerman Experience, Qualification, Past Performance and Capabilities

In the Fall of 2007, public hospitals, including Jackson Memorial, and other interested groups continued to lobby to extend it. We joined in those efforts on behalf of the County and worked with the Miami-Dade delegation on the extension.

Throughout the remainder of 2007 and the beginning of 2008, we continued to work with the OIA and the Miami-Dade Congressional delegation. Legislation was introduced in the House and Senate to extend the moratorium for another year. It was co-sponsored by most of the Miami-Dade Congressional delegation. In March 2008, we participated in meetings with the delegation along with Jackson Memorial Hospital to lobby on this issue.

We continued to keep the County informed of all legislative developments. In April 2008, Congress tried to pass a stand-alone bill, Protecting the Medicaid Safety Net Act (H.R. 5613), which would have delayed implementation of seven controversial CMS rules including the public hospital Medicaid rule of interest to Miami-Dade County. The House passed the bill in April. However, an attempt to move the bill as a stand alone bill in the Senate failed so supporters of the legislation decided to attach it to the Fiscal Year 2008 emergency supplemental appropriations bill. In June 2008, Congress passed the FY2008 supplemental appropriations bill, which included a one-year moratorium on the Medicaid hospital rule.

On behalf of the County, we lobbied along with other interested groups to extend the moratorium again this year in order to give the new Obama Administration sufficient time to review these proposed rules. Our efforts were successful in getting a provision in the American Recovery and Reinvestment Act (ARRA) that extended the moratorium on the Medicaid Hospital Reimbursement rule and five other proposed Medicaid rules, in order to give the new Administration sufficient time to review them.

The Medicare Inpatient Rehabilitation Facility Rule ("75 Percent Rule"): Beginning in August 2007, we worked on this issue for the County. Several hospitals in Miami-Dade County, including Jackson Memorial Hospital and HealthSouth, provide Inpatient rehabilitation services. The Medicare program pays for a variety of rehabilitation services, including inpatient rehabilitation hospitals and units (IRH/Us). Until recently, for a rehabilitation facility to qualify as an IRH/U under CMS regulations, 60 percent of its patients must have received treatment for one of 13 specified conditions. This

Akerman Experience, Qualification, Past Performance and Capabilities

compliance threshold increased to 65 percent on July 1, 2007, and was scheduled to increase to 75 percent on July 1, 2008.

In August 2007, the County Commission adopted a resolution urging Congress to pass legislation that would permanently freeze implementation of the "75 percent rule" for inpatient rehab facilities at 60 percent. Freezing implementation of the rule ensures continued access to high quality inpatient rehab care for Medicare beneficiaries in Miami-Dade County and around the country.

Legislation, the Preserving Patient Access to Inpatient Rehabilitation Hospitals Act (S.543 and H.R. 1459), was introduced in Congress to retain the 60 percent compliance threshold and ensure the continued access to high quality IRH/U care for Medicare beneficiaries. Senate Nelson (D-FL) was a cosponsor of the Senate bill. The members of the Miami-Dade Congressional delegation were cosponsors of the House bill.

We worked with the County and local providers on this issue to actively lobby Congress. In particular, we worked with the Miami-Dade Congressional delegation, and Representative Kendrick Meek's office to push for the IRF provision to be included in the final version of the SCHIP bill that was pending before the Congress in 2007.

Finally, in December 2007, Congress was able to reach an agreement on a limited Medicare/SCHIP package, which extended SCHIP through March 2009. The bill also included a provision to permanently freeze the inpatient rehab services compliance threshold at 60 percent, retroactive back to July 1, 2006.

The provision was consistent with the resolution adopted by the County Commission. It was good news for health providers in the County that provide inpatient rehab services, like HealthSouth and Jackson Memorial, and ensured that Medicare beneficiaries in the County had continued access to inpatient rehab care. The President signed the bill into law on December 29, 2007. With the provision's enactment into law, the issue was resolved and no further action was required.

State Children's Health Insurance Program (SCHIP) Legislation: In July 2007, we began working on and reporting to the County on

Akerman Experience, Qualification, Past Performance and Capabilities

legislation to reauthorize and expand the State Children's Health Insurance Program (SCHIP). SCHIP is a national program which provides health insurance for low-income families who earn too much money to qualify for Medicaid, yet cannot afford to buy private insurance. The program was created in 1997 to address the growing number of children in the United States without health insurance. Florida's children's health insurance program is known as KidCare. Miami-Dade County has the highest rate of uninsurance in the state and one of the highest in the nation so re-authorization of this program was important to the County and local health care providers. The existing program authorization was due to expire on September 30, 2007.

Throughout the Fall of 2007, we worked with the County on the SCHIP reauthorization bill. After significant legislative activity, including a number of Presidential vetoes, the Congress passed a simple extension of SCHIP that re-authorized SCHIP through March 31, 2009. The County supported the re-authorization bill.

With the existing SCHIP program due to expire in March, in January 2009, the Congress took up legislation to re-authorize the SCHIP program for an additional four and half years. The County continued to support re-authorization of the program and we worked with the delegation on the issue. The House passed the SCHIP re-authorization bill (H.R. 2) on January 14. The Senate passed it on January 29, and President Obama signed the bill into law on February 4, 2009 as Public Law 111-3.

Healthcare-related Appropriations: Since June 2007, we have worked on and reported to the County on the annual appropriations bills and the Labor-HHS-Education bill, which funds the Department of Health and Human Services (HHS). In particular, we have reported on funding for several programs of interest to the County, including the Ryan White AIDS Programs, Head Start, Healthy Start, and flu pandemic funding.

We also provide updates on our appropriations efforts on behalf of Jackson Health System. In FY2009, we were successful in securing \$2 million for Jackson's Ryder Trauma Center in the FY2009 Defense Appropriations bill. Jackson will use the funding to purchase equipment to improve its trauma training and support. We also secured \$190,000 in the FY2009 Labor-HHS-Education bill for Jackson to make health information technology upgrades. We

Akerman Experience, Qualification, Past Performance and Capabilities

worked with Jackson on three appropriations requests for FY2010 and were successful in securing the following earmarks for JMH: \$2 million in the Defense appropriations bill for equipment to support military trauma care training; \$500,000 in the Homeland Security appropriations bill to harden JMH's trauma center to withstand higher category hurricanes, and \$500,000 in the Labor-HHS-Education appropriations bill for health information technology upgrades.

Also, in October 2007, the Board of County Commissioners passed a resolution urging the U.S. Congress to prioritize funding for Camillus House. We were assigned to work on this issue for the County. Camillus, which provides humanitarian services to poor and homeless persons in Miami-Dade County, is in the process of trying to relocate its current main center of operations, to a new site able to accommodate a larger number of clients.

We helped Camillus secure \$191,593 in FY2008 and \$500,000 in FY2010 appropriations process for Camillus' new facility. This funding supplements the \$1,167,000 that has already been appropriated by Congress through the Department of Health and Human Services, Health Resources and Services Administration (HRSA), to Camillus for design and architecture services for this project.

Medicaid Matching Funds/Economic Stimulus: In September 2008, we began working with the County staff on efforts to temporarily increase Medicaid matching funds. The House and Senate Democratic leaders introduced economic stimulus packages in September 2008. Both the House and Senate packages included an increase in the Federal Medical Assistance Percentage (FMAP) – the matching rate for states' medical assistance spending under Medicaid. A temporary FMAP increase was intended to help prevent cuts to health care services for low-income individuals.

The Congress did not complete action on the economic stimulus bill before adjourning in December 2008. Working with the OIA staff, we continued our efforts to make sure that an FMAP increase was included in the final stimulus bill. We worked with the Miami-Dade Congressional delegation to emphasize the importance of the FMAP increase to the County. We will also worked closely with Jackson Health System's government relations team on this issue. As the

Akerman Experience, Qualification, Past Performance and Capabilities

county's safety net provider, Jackson was particularly interested in ensuring additional Medicaid funding was made available to Florida.

The American Recovery and Reinvestment Act (ARRA) signed into law in February 2009, included a temporary increase in FMAP funds to help states maintain their Medicaid programs. The bill provides \$86.6 billion in FMAP funding for a 27-month period from October 1, 2008 through December 31, 2010. This includes an across-the-board increase to all states of 6.2 percent. The bill provides additional relief for states based on unemployment rates. States are required to pass the FMAP increase on to counties that must contribute to the non-federal share. The FMAP increase in the stimulus bill could mean between \$600 million and \$900 million in extra money for the State of Florida.

Throughout the stimulus bill process, we continued to provide regular reports to the County on the legislative developments and provisions of interest to the County. In addition to the FMAP increase, the ARRA including a Moratorium on the Medicaid Hospital Reimbursement Rule, which would have severely impacted safety net hospitals in Miami-Dade County, including Jackson Memorial Hospital and Miami Children's Hospital.

The stimulus bill also includes a provision to raise states' annual Disproportionate Share Hospital (DSH) allotments for hospitals that treat large numbers of low-income or uninsured individuals, like Jackson Memorial Hospital. We lobbied Congress extensively on this provision on behalf of Jackson and the County. In FY2009, the DSH allotment will be raised by 2.5 percent and the FY2010 DSH allotment by 2.5 percent over the new FY2009 amount.

The ARRA also includes \$19 billion for health information technology infrastructure and Medicare and Medicaid incentives to encourage doctors, hospitals, and other providers to use health IT to electronically exchange patients' health information. This funding is important to health care providers in Miami-Dade County, and Jackson Health System in particular. Jackson is in the process of updating its HIT system to improve patient care and ensure the most efficient treatment and patient management. Hospitals, including Jackson, will be eligible for millions of dollars in incentive payments under the Medicaid and Medicare programs for using health IT.

Akerman Experience, Qualification, Past Performance and Capabilities

We provided regular updates to the County on the ARRA process as well as information about the status of relevant ARRA funding, potential grant opportunities and upcoming grant application deadlines. We continue to provide updates on the expected time frames for the release of funds and eligibility criteria for ARRA grants of relevance to the County.

Health Reform: On behalf of the County and Jackson, we have been actively engaged in the health reform debate all year. We have provided relevant updates to the County on the status of the legislation, provisions of interest to the County and Jackson and our efforts to lobby on behalf of provisions of interest to the County. Some of the key issues include Disproportionate Share Hospital (DSH) Payment cuts; the public health insurance option, employer mandates, extension of the temporary FMAP increase, 340B drug discount expansion, and funding for graduate medical education. The County has been particularly interested in a revenue provision included in the Senate bill would impose a new tax on high-cost insurance plans, known as "Cadillac" plans. The Senate bill would impose a 40% excise tax on insurance companies and plan administrators, for any health insurance plan with an annual premium that is above the threshold of \$8,500 for single coverage and \$23,000 for family coverage. We have worked with the County on this issue throughout the health care reform process.

Miami-Dade County Blue Health Plan: Beginning in October 2008, we have worked with OIA and the Office of Countywide Healthcare Planning (OCHP) staff to discuss possible federal support for the County's Low Cost Health Insurance Program that the County is implementing in partnership with BlueCross/BlueShield of Florida. Our efforts have included meeting with US Senators and Congressional Members to discuss the health insurance plan and offer it as a potential model for other cities throughout the country; conference calls with the OIA staff and the OCHP about the plan; and contacting the Department of Health and Human Services on behalf of the County; and monitoring relevant legislative developments that impact the County's plans. We are continuing to work with the OIA staff and the County on this initiative.

On behalf of the County, we have also monitored and worked on various health-related bills, including the Ryan White Care Act Reauthorization bill; the Medicare Recovery Audit Contractor Program Moratorium Act; Reauthorization of the Healthy Start

Akerman Experience, Qualification, Past Performance and Capabilities

Program; legislation to restore federal health benefits to incarcerated individuals; legislation to repeal the Medicaid Proof of Citizenship Requirement; legislation to delay scheduled cuts to Medicare's physician payment rates; and the Breast Cancer Patient Protection Act.

H.R. 3175, USDA/Miami-Dade County Lands Bill: Since 2008, we have helped to advise the County on legislation that will facilitate the sale of land at the USDA Agricultural Research Service's (ARS) Subtropical Horticultural Research Station to Miami-Dade County. The sale would be made to the County for the purpose of building a fire station in the Village of Palmetto Bay, Florida. Legislation (H.R. 3175) was introduced by Representative Lincoln Diaz-Balart in July 2009 to convey the ARS land to the County to build a fire station. The bill is cosponsored by Representatives Mario Diaz-Balart, Ileana Ros-Lehtinen, Kendrick Meek and Debbie Wasserman Schultz. We have worked closely with OIA staff and Representative Lincoln Diaz Balart's office on this legislation. The House passed the bill in September 2009. We are continuing to work with the OIA staff on Senate consideration of the bill.

Public Health Trust of Miami Dade County/Jackson Memorial Hospital (JMH)

Description of the work: Federal & State Representation

Total Dollar Value of the State Contract: \$63,600 per year and Federal dollar value \$83,000 per year.

Dates Covering Term of Contract: State: January 2005 to present; Federal contract ended April 2011

Contact: Nathan Ray, Corporate Director, Government Relations

Address: Jackson Health System, 1611 N.W. 12 Avenue, Miami, FL 33136

email: nathan.ray@jhs.org

Telephone: 305-585-6754

Akerman represented JMH for over 11 years. The JMH Lobbying team proudly reports four years of extremely positive budget outcomes from the Legislature. The team has brought nearly \$160 million of new funding to JMH in just four (4) Legislative Sessions.

- 2007 -- \$20 million general revenue appropriation for JMH and \$38 million increase in LIP -- total INCREASE -- \$58 million

Akerman Experience, Qualification, Past Performance and Capabilities

- 2008 -- \$20 million general revenue appropriation for JMH and \$8.8 million decrease in LIP/rates -- total INCREASE -- \$11.2 million (\$19.2 million with carryover LIP)
- 2009 -- \$9 million additional LIP dollars for current year (bringing 2008 total to \$19.2 million) and \$45 million increase for 09-10 -- total INCREASE -- \$45 million
- 2010 -- \$50 million net increase in LIP (\$25 million GR); rate reductions impact \$14 million -- total INCREASE -- \$36 million

We have provided federal lobbying services to JMH since January 2005 primarily focusing on federal appropriations, health care related legislation and regulations. JMH is the public health provider in Miami-Dade County, main teaching hospital for the University of Miami, the only Level 1 Trauma Center in South Florida, and the largest safety net provider in the State of Florida.

We have been successful in obtaining Congressional earmarks for upgrades to health information technology, facilities and equipment. In FY2010 alone, we have helped secure the following earmarks for JMH: \$2 million in the Defense appropriations bill for equipment to support military trauma care training; \$500,000 in the Homeland Security appropriations bill to harden JMH's trauma center to withstand higher category hurricanes, and \$500,000 in the Labor-HHS-Education appropriations bill for health information technology upgrades.

In 2007, Akerman's lobbyists also developed and shepherded a successful strategy to secure millions in FEMA reimbursements as a result of the 2004 and 2005 Florida hurricanes. Our efforts resulted in total FEMA reimbursements to JMH of \$14,554,139 for infrastructure damage, debris removal and overtime wages.

We have also worked with Jackson on a number of healthcare related bills and regulations since 2005. One significant example is the Centers for Medicare and Medicaid (CMS) proposed rule that was released in January 2007 imposing cost limits for public health care providers and altering the definition of "public" status. The proposed rule would have cost Jackson Memorial Hospital an estimated \$129 million. The rule was scheduled to take effect on September 1, 2007. However, working together with Jackson, its

Akerman Experience, Qualification, Past Performance and Capabilities

Congressional Delegation and the public hospital association, we were able to successfully lobby Congress for a moratorium on the proposed rule. We worked to obtain another extension of the CMS moratorium in the American Recovery and Reinvestment Act (ARRA). We are also working with Jackson on the pending health care reform legislation on a variety of issues, including funding for Disproportionate Share Hospitals, Graduate Medical Education, Medicare geographic payment variations, and hospital reimbursement rates. We are also working closely with Jackson on health information technology (HIT) issues, including the development of federal standards for electronic health records and availability of Recovery Act funding to implement HIT.

Miami-Dade County School Board

Description of Work: State Legislative Consulting Services

Total Dollar Value of the Contract: \$34,000 per year

Dates Covering Term of Contract: January 2009 – December 2009

Contact: Iraida Mendez-Cartaya

Address: 1450 N.E. 2nd Avenue, #931 Miami, FL 33155

Telephone: 305-995-1447

email: imendez@dadeschools.net

Akerman was hired as state lobbyists to help preserve Miami-Dade County per student funding in the State appropriations bill.

Miami-Dade County, FL

Description of Work: Bond Work: Jose Villalobos, Peter Dame

Total Dollar Value of the Contract: \$4,200,000

Dates Covering Term of Contract : Term of contract is 7 years through 2016

Contact: Lidia (Lilly) Monzon-Aguirre, Director, Division of Bond Administration

Address: 111 NW 1 Street - Suite 2550 - Miami, FL 33128-1929

Telephone: 305-375-5147

email: LML@miamidade.gov

Akerman was selected to serve as Authority Bond Counsel and is responsible for the structuring of the bond transactions pursuant to Federal and State law, rendering approving opinions that would be acceptable by the market for transactions in the following peripheral authorities: Housing Finance, Industrial Development and Educational Facilities and Health Facilities Authorities.

Akerman Experience, Qualification, Past Performance and Capabilities

Approach to Project Organization/Management and Akerman Team

As the lead lobbyists for the County, Mike Abrams, Monica Rodriguez, and Jose "Pepe" Villalobos will report directly to the County Chairman (or designee) and appear before the Members of the Board of County Commissioners whenever requested to do so. The team will be fully available to the County leadership and will provide reports on the status of legislation related to the County's legislative priorities as provided for in this RFQ. At the end of the legislative session, we will provide a summary report outlining the highlights of the session, with particular emphasis on any legislation or budget decision that affects the County.

As the County has seen demonstrated throughout the years of representation on various projects for the County, the team will be fully available to the County Chairman and Members of the Board of County Commissioners or designee.

Akerman approaches each project engagement with a strategic focus and in collaboration with our clients. Akerman has selected a team of seasoned professionals to serve the interests and agenda for the State representation of the County. Mr. Abrams will direct the daily staff resources for this assignment. If selected to represent the County, our professionals will be available to work whenever needed to advance your state legislative agenda. Akerman is committed to meeting each of the key requirements identified under the Scope of Services, and more. Akerman's team has substantial experience in representing and advocating client positions to the state legislature. When legislation is considered that may impact our clients, Akerman meets with the delegation and committee staff to vigorously advocate for the client's interests. By providing information to decision-makers in a timely manner, Akerman insures that the client's views are considered before legislation is passed. In addition, part of such representation includes advocating to other lobbyists, the media, elected officials, including Council members and staff, numerous interested organizations, as well as grass roots and community organizations.

We believe in taking a proactive approach with our governmental clients. This would include working with the County to refine goals. Whether they involve substantive law changes or an issue related to

Akerman Experience, Qualification, Past Performance and Capabilities

a grant or specific appropriation. Since we work the process 365 days a year, we know what areas the Legislative and Executive Branches will treat as priorities, which will often necessitate adjustments in what the County might seek from the process. We believe that it is important to understand all the needs of our client, which may require us to change our strategy in the middle of the session, leading to additional successes.

At Akerman, we believe that a long term strategy is critical in State Representation. If selected, we would review the County's previous legislative agendas and post-session reports in order to see which goals have been met and which have not. For those goals that have not been met we will discuss whether these are issues you want to continue to pursue and create a framework for them. We have found that in our Representation of other Counties and Municipalities that most of our legislative agendas have included issues from the previous years that have not been ripe to pass, along with some new issues. We will look at those issues that have not passed and attempt to make them more apt to pass. What we have found is that the first year a bill passes it is watered down. The next year you tweak it a bit and the third year it typically passes as you would like. We would take that into consideration when creating a three (3) year plan. As far as appropriations requests are concerned, we would advise the County on creative ways to meet their appropriation goals. Because of our vast knowledge of the appropriations process, we are well aware of the opportunities worth pursuing and those that are more difficult. In difficult economic times creativity is key. Additionally, our unparalleled knowledge of the appropriations process allows us to advise the County when money sources are possible.

Our firm is also involved in lobbying before all levels of government. Our involvement with the Federal Government and local governments broadens our contacts in a way that would benefit the County. We proudly represented Miami-Dade County at the federal level for several years and welcome the opportunity to do again in a collaborative approach to full service representation. We have built a large and effective Policy practice with points of entry into almost every governmental or quasi-governmental body in Florida, Washington, D.C., and New York.

Akerman Experience, Qualification, Past Performance and Capabilities

Akerman is extraordinarily close to current leadership in both the House and Senate. We count the leaders in both chambers as close friends.

Additionally, we have individuals on the team who have been in the state legislative system as representatives and aides. This provides us with the advantage of intimately understanding the process associated with budgetary issues and legislative initiatives and allows the team to focus energy on developing an in-depth strategy for the County's agenda.

We have excellent relationships with the leadership and members of the Legislative Delegation. Akerman also enjoys a very healthy relationship beyond County lines which may prove critical to the County in effectively carrying out its agenda. We have the relationships, skills, and knowledge necessary to bolster the County's objectives in this area. We will utilize these relationships, contacts, and knowledge in order to advocate legislation contained in the County's legislative agenda.

More specifically:

- We currently meet and report to several of our clients weekly. For example, Palm Beach County holds weekly team meetings in our offices. We prepare weekly reports for them. We will do the same for the County. We also report during committee weeks and during other times as deemed necessary or requested.
- We currently report and meet with the City of Miami on a monthly basis and will do the same for the County.
- Several of our clients request monthly reports during the off season, and weekly during session in order for us to be invoiced we will do the same for the County.
- We will raise, discuss and recommend any affirmative legislative action that will benefit the County. It is our practice to review every piece of legislation that is filed in order to determine whether it would have any impact on our clients, to the extent there are any opportunities to amend language to legislation that can directly benefit the County we would make that recommendation.

Akerman Experience, Qualification, Past Performance and Capabilities

- We are available to do whatever is needed in order to meet the legislative goals of the County including writing, interpreting, monitoring legislation, attending and testifying in committee meetings, drafting proviso language, testimony or position papers and talking points.
 - We will provide the County with a full range of lobbying and legislative services, counsel and advocacy including meeting with members of the legislature, testifying on the County's behalf, and monitoring floor amendments.
 - As a full service law firm we can quickly and effectively obtain documentation and research materials as needed.
 - As communication and a high level of service are critical to any relationship we will of course forward all information and reports obtained to the County.
-
- We will arrange meetings requested or necessary for the County, such as elected officials, staff, agency heads or other executive branch staff.
 - In addition to our weekly and monthly reports we prepare a comprehensive bound mid-session report and end of session report

If selected, the County representation team will be led by a dedicated team of professionals based in our Tallahassee office. The Akerman Tallahassee office is located just blocks from the state capitol, and our Miami team of lawyers and consultants are located in downtown Miami, in close proximity to Miami-Dade County offices.

The Akerman Policy team has a successful record of legislative victories for our clients at the state level. Our extensive experience with all phases of the legislative, administrative, and regulatory processes sets us apart from our competitors. More importantly, with our long standing professional relationships, we have keen knowledge of appropriations and other issues of importance to the County. As a Florida-based law firm that represents a number of Florida clients, we have developed and continue to cultivate strong relationships with members of the Florida legislature. We believe this combination of talents makes us uniquely qualified to successfully represent the County's interests in Tallahassee. Our team is experienced in representing clients before the legislature, executive office, and regulatory bodies and is comprised of existing and former legislators, former legislative aides, aides to the

Akerman Experience, Qualification, Past Performance and Capabilities

Governor, executive directors of agencies, and corporate executives. Michael (Mike) Abrams will be the local Miami based team leader and will attend meetings on behalf of the County and have responsibility for County matters and assure there are no conflicts with representing other municipalities. Jose Villalobos will also be a local contact for the County and will be available to communicate locally on the firm's lobbying activities. Monica Rodriguez will serve as the team lead with overall responsibility for the client strategic plan and will coordinate the Tallahassee activity on behalf of the County while serving as the primary contact with the designee for the County.

Many of Akerman's professionals previously served in positions of leadership and responsibility with various local, state, and federal agencies. Several worked as private sector attorneys. In that capacity, they practiced before those agencies successfully developing reputations as skilled lawyers and consultants in government relations, regulation, and related matters. With this diverse experience, the firm has developed practice areas with particular emphasis on regulated businesses and public entities, and their relationships before state and federal regulatory agencies and the legislature. The clients served by the firm come from both the public and private sectors and include local and state governmental entities and national and regional private corporations.

Our knowledge of the political and community landscape uniquely positions us to meet the strategic agendas of our clients. We remain active with political causes, community boards, public commissions, fundraising bodies and other organizations, and have been recognized throughout the United States for our contributions to civic and charitable causes.

Akerman's Government Affairs & Public Policy practice believes that substance, as well as relationships, always matters. While the capabilities of our full firm of over 500 attorneys and advisors will be available to the County, we propose a team of professionals to serve the needs of the County. Biographies of the team members are included in Tab 2 of the RFQ. The following will be assigned to advocate on behalf of the County:

Akerman Experience, Qualification, Past Performance and Capabilities

- Mike Abrams, Co-Chair, Government Affairs & Public Policy Practice, Miami, FL. Lobbying at State Level: 15 years; Lobbying at Federal Level: 11 years.
- Monica Rodriguez, Shareholder, Tallahassee, FL. Lobbying at State Level: 10 years.
- Jose Villalobos, Of Counsel, Miami, FL
- Fatima Perez Fernandez, Public Policy Advisor, Miami, FL & Tallahassee, FL offices. Worked in the state legislature for 10 years.
- Richard Pinsky, Public Policy Manager, West Palm Beach & Tallahassee, FL offices. Lobbying at State Level: 27 years
- Eli Nortelus, Public Policy Advisor, Tallahassee, FL. Government Relations and Regulatory Affairs at State Level: 10 years
- David Roberts, Public Policy Advisor, Tallahassee, FL. Government Relations and Regulatory Affairs at State Level: 20 years

Approach to Scheduling of Work & Prioritization of Requests

Strategic planning includes setting an agenda that translates a policy vision into concrete goals that lead to obtaining legislative successes, directed spending from authorizing legislation, grants from key agencies, and favorable state policy decisions. We begin every project by working with our new client to set a clear agenda that builds on our combined experience and relationships in Tallahassee.

Akerman has a dedicated team of professionals who would be assigned to provide lobbying services at the state and federal level for the County. At this time, the current work load of the team would not require outside support of consultants to be part of the service team.

Akerman Experience, Qualification, Past Performance and Capabilities

Estimate of Service Hours

In order to achieve the County's legislative goals, during the legislative session and the interim, Monica will be available to the County on a twenty-four (24) hour, seven (7) day per week basis during the session, and immediately thereafter, responding to any calls or pages by the County staff. If we are engaged for this representation, we will provide individuals at the County with contact information to ensure that this requirement is met. This applies to all members of the team, with the understanding that they be available to the County to respond to questions, comments or provide direction and facilitate strategy. Furthermore, our firm will assist in arranging meetings as necessary with legislators, staff, and various agency personnel during the legislative session as well as the interim. We will work during the interim to notify the County leadership as to any issues, meetings, hearings, or matters of legislative and administrative procedures relevant to the County.

We believe that effective communication is as important as excellent results. Modern technology has made immediate communication a simple task via email. However, we still value telephone calls and face to face meetings. During session, we encourage Commissioners and staff to come to Tallahassee. We have an open door policy at our office. We have a conference room that accommodates forty (40) people. We are a large law firm that gives our clients small firm attention. Our current clients will attest to the fact that they can always reach us at any time. For example, a staff member at the City of Miami needed some advice on their 2010 legislative agenda last year at 10:45 PM. We responded to the staff member immediately and talked strategically about the issue and offered our thoughtful insight. The staff member then presented the response successfully to the City Commission. The client could not have been more pleased with our professionalism and responsive attention to their needs. During the off-season we are also available as needed. Frequently reaching out to our clients in weekly calls, texts and emails to remain connected even in a perceived 'down' time. We also email any articles we find of importance regularly throughout the year. We also send regular informal emails with updates throughout the year. Some clients prefer to receive more formal communication in the form of detailed monthly reports, which we provide. Communication is important

Akerman Experience, Qualification, Past Performance and Capabilities

and we do our best to determine the preferred mode of communication that meets or exceeds the individual requirements of each and every client. While use of technology is helpful in keeping in touch regularly, we believe that nothing can take the place of routine client visits. We encourage our clients to meet with us at regular intervals throughout the year to keep our shared strategic plan and objectives clear for all parties.

Confirmation of Ability to Fulfill Elements of the Scope of Services

The Akerman team acknowledges that they will be required to fulfill the detailed Scope of Services outlined in the RFQ and will provide the following services:

- Our scope of work is to understand and successfully enhance the state legislative agenda of Miami-Dade County.
- Upon the County's request, attend all meetings of the County Commission, including special and emergency meetings, and all required committee, agency, board meetings;
- Preparation of any and all necessary lobbying-related documents;
- Preparation of any and all reports detailing, explaining and assessing any and all proposed, new or modified laws;
- Provide expert advice on any and all applicable Federal, State and local legislation;
- Advice on any and all general questions concerning lobbying related matters.

We believe that communication is key to successful advocacy. If selected Akerman's first order of business would be for our team to meet with the County representatives to develop a comprehensive strategic plan with objectives for 2012-2013.

With over thirty years of involvement in the annual legislative evolution of Florida's budget, we remain committed to assisting the County in critical budget areas of concern. We also have team members who have assisted numerous clients in the drafting of statutory language that supports and furthers the goals and objectives of the clients.

Akerman Experience, Qualification, Past Performance and Capabilities

- We will communicate with the Office of Intergovernmental Affairs Project Manager, staff or designee(s) weekly during the session and committee weeks, as requested, in a format that is efficient and acceptable to the recipients. This communication will include an update and analysis of State government executive and legislative actions that have a bearing on the County's fiscal and programmatic interests.

- Our team for representing the County has established and will continue to maintain positive working relationships with the executive and legislative branches of the State government. The objective will be to enhance the County's position with respect to financial assistance, including reimbursements, applications, regulatory procedures, legislation, budget authorizations and appropriations, and other similar matters as we identify them.

- We will work with the Office of Intergovernmental Affairs Project Manager or designees to assure a strong and consistent legislative program.

- It is our practice to review, on a continuing basis, all existing and proposed State policies, programs and legislation. When we identify issues that may affect the County, we will regularly inform the County as to these matters.

- The Akerman Tallahassee office is conveniently located within walking distance of the Capitol and most agencies. We have a functional office with parking, phones, facsimile, copy machine, personal computer with appropriate software as identified by the County, and can provide clerical assistance for staff or officials during the session to ensure effective coordination between Tallahassee and the County.

- We will advise the County on a timely basis of any issues, meetings, hearings, or legislative and administrative procedures of relevance to the County. Members of the team have access to all the legislative and administrative calendars and regularly update clients on events.

- We will monitor and attend state legislative committee meetings, state agency hearings and meetings prior to and during the regular and special legislative sessions relative to the County's legislative program or any other issues that may impact the County, or offer sessions at the County's request.

- We will represent the County at meetings, hearings, and conferences, as requested.

Akerman Experience, Qualification, Past Performance and Capabilities

- It is our practice to be available on a twenty-four (24) hour, seven (7) day per week basis during the session, and immediately thereafter, responding to any calls, texts or emails by the County staff. If we are engaged for this representation, we will provide individuals at the County with team contact information to ensure that this requirement is met.
- We will confer with representatives from the County on an as needed basis, regarding strategic organizational planning and program activities which have a bearing on the ability of the County to make the best use of state-funded programs. There will be an initial meeting to outline the strategy and ongoing discussions to continue or change course as required.
- We will meet with the Intergovernmental Affairs Project Manager or designee(s) periodically and at mutually agreed upon times and dates. These meetings can occur wherever the County deems appropriate.
- We will develop special or general legislation in keeping with, or supportive of, the County's adopted legislative program.
- We will provide counsel to the County regarding appearances by County personnel before Legislative Committees and State Administrative agencies. Additionally, we will assist in developing any supportive material for these appearances.
- We will identify and notify the County in advance of opportunities related to grants and funding availability for issues of import. Part of our lobbying process is to stay informed on grants and funding initiatives that may be of interest to our clients. When these are identified, we will present the opportunities to the County and counsel on the best strategy to apply for the funds.
- We will assist the County in the review of legislation under consideration, proposed and adopted administrative rules and regulations, and other State developments for the purpose of advising the County of items which may have a significant bearing on policies, funding, and programs.
- We will consult with the County regarding any proposed formula changes in state funding or other major state programs to determine their impact on the County and take the necessary steps as mutually agreed upon to bring changes in the best interest of the County.

Akerman Experience, Qualification, Past Performance and Capabilities

- We will submit to the County an Annual Report of Accomplishments concerning our responsibilities.
- We will review the legislative policy statements adopted by the Florida League of Counties and the policy statements of other local government lobbying groups for the purpose of identifying issues which may either positively or negatively affect the County.
- We will assist in implementing the County's State legislative agenda.
- We will assist in writing, interpreting and monitoring legislation and regulations.
- We will assist in the drafting of legislation, amendments, report language, position papers, and testimony.
- We will provide required written progress reports detailing the services that have been rendered. During those months that the legislature is not in session, we will provide periodic written reports (at least monthly), on issues of interest or concern to the County. Such information may include, but not necessarily be limited to, action taken at interim committee meetings, rulemaking hearings, status of studies that have commenced, and advance notice of legislation being proposed. When in session, we will provide weekly reports detailing legislative action taken during the week, status of legislative issues, and anticipated action during the upcoming week. Based on the County's legislative agenda, Akerman will report and meet with the County on a weekly basis, during the Florida Legislature's legislative session.
- We will be prepared, at all times, to obtain documentation and research materials upon request.
- We will develop and evaluate strategy for the support, opposition or amendment of pending legislation.
- We will testify and lobby before the Legislature, Governor and Cabinet as necessary on behalf of the County, as necessary. This includes appearing and testifying before state agency hearings, rulemaking proceedings, and other administrative agency or legislative meetings, as required, to promote, oppose, and seek passage of legislation affecting the County or its citizens, and specific legislation contained in the County's legislative program.

Akerman Experience, Qualification, Past Performance and Capabilities

- Upon request, we will coordinate appointments/meetings between the County's elected officials or other County staff, and appropriate state officials and legislators.
- Within one (1) week of the closing of the session, we will provide a closing report, in writing, that summarizes the status of the County's legislative priorities and not more than sixty (60) days from the close of session, we will provide a complete detailed final written report of specific legislation affecting the County.
- We will forward all copies required by the County of any and all reports upon request by the County. Such reports may include but not necessarily be limited to, personal briefings and information bulletins.

Approach to Complying with Reporting Requirements in Scope of Services

Public Disclosure Lobbying Report Compliance Statement

The proposed Akerman team identified as lobbyists to perform services on behalf of the County are or will be properly registered with the Florida Legislature and the Executive Branch Agencies. Akerman is familiar with Section 11.3215, Florida Statutes, as amended by Chapters 2005-359 and 2006-275, Laws of Florida, and Commission on Ethics Rule Chapter 34-12, Florida Administrative Code and Joint Rule One (2005 SCR 1856)

Akerman will provide required written progress reports detailing the services that have been rendered. During those months that the legislature is not in session, we will provide periodic written reports (at least monthly), on issues of interest or concern to the County. Such information may include, but not necessarily be limited to, action taken at interim committee meetings, rulemaking hearings, status of studies that have commenced, and advance notice of legislation being proposed. When in session, we will provide weekly reports detailing legislative action taken during the week, status of legislative issues, and anticipated action during the upcoming week. Based on the County's legislative agenda, Akerman will report and meet with the County on a weekly basis, during the Florida Legislature's legislative session. A sample report can be found in Tab 5.

Akerman Experience, Qualification, Past Performance and Capabilities

Exception to Terms of Solicitation

Akerman has no exceptions to the terms.

Added Value Service

As a law firm Akerman can offer clients full service representation. We advise clients extensively in many traditional and emerging areas of substantive law and are able to combine our understanding of the decision-making process of the state and federal governments with expertise of the highest caliber in underlying disciplines. This combination of subject matter expertise and knowledge of governmental processes enhances our ability not simply to achieve a successful result for our public policy clients, but to do so in a manner that promotes each client's long-term interests and reputation among policy makers and others. We value the trust and commitment to a full team approach for our clients as we identify issues and provide strategic solutions for challenges and business opportunities.

We would want to immediately assemble key members of our team with representatives of the County in order to completely understand the issues that are strategic to the legislative objectives, as well as collectively define a comprehensive strategy.

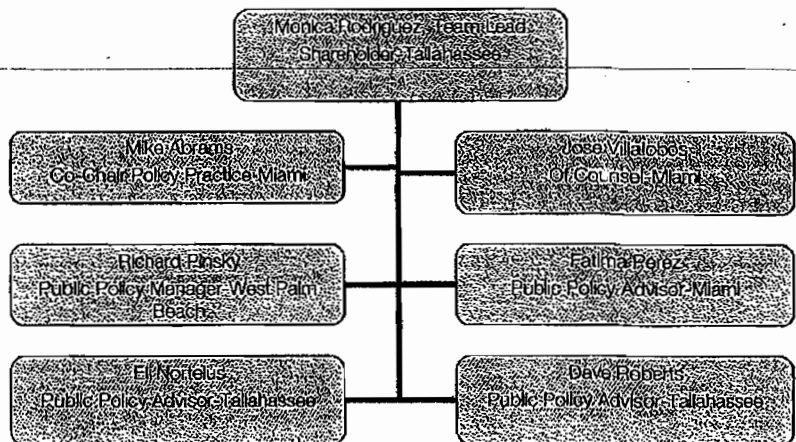
Key Personnel

Names and Addresses (first tier subcontractors)

Akerman does not anticipate needing the professional services of a subcontractor for this engagement.

Organization Chart

For the purpose of this project, Akerman has designated Monica Rodriguez (Tallahassee Office) as the Team Leader. Monica will direct the overall strategy on all issues. Mike Abrams and Jose "Pepe" Villalobos (Miami office) will support the County Issues at the local Miami level. Other Akerman staff will contribute to the Akerman team assigned to support the initiatives of the County.



Experience & Qualifications of Team

Our bi-partisan team in Washington, D.C., New York and Florida has direct involvement with the current and past administrations of their respective States and the Federal Government. Our state Policy practice has expanded over the last year and has points of entry into almost every governmental or quasi-governmental body at the state and federal level. Our strong competency in Executive and Agency Interaction is gained through team members' prior roles in serving Congress and state legislature as legislators, executive aides and other capacities, and key roles in agencies.

Key Personnel

Legislative and Executive Affairs

With an active, properly registered lobbying team in Miami, Tallahassee, Washington, D.C. and New York, Akerman has its own political action committee, AkermanPAC. We provide government relations clients with a high level of access. A full-time presence in both the state's capitol and the nation's capital makes us available to those who influence or make decisions within our state and federal government.

In state and federal legislative matters, we can monitor bills that may impact our clients or their industries, attend committee meetings, and, where appropriate, testify (or arrange for our clients to testify) for or against a proposed action.

On the executive level, we lobby the governor on veto matters and work with the state's six departments and 24 agencies to enact, repeal, or amend rules in a manner that optimizes their effect on our clients' businesses.

The highly regarded government affairs and public policy team in Akerman's, Washington D.C. office, provides clients with advice and counsel to develop comprehensive federal policy agendas that complement and become a component of the strategic plans for clients on Capitol Hill, in the White House and with all federal agencies. Members of the Federal team assist clients in identifying the key decision-makers in the district. Our professionals focus on obtaining federal appropriations and authorizations for public entities such as cities, counties and transit districts, as well as a variety of not-for-profits. Among our federal representation clients are organizations that we have assisted in the complex areas of education, healthcare, hospitality, Native American affairs, natural resources and environment, energy, trade associations, transportation, and water rights.

Because of the relationships developed by its professionals, Akerman's policy team has successfully worked with clients to develop and implement strategic initiatives which have resulted in enactment of both federal policy and appropriations.

Key Personnel

Administrative and Regulatory Law

In general, our clients come into contact with government when they are seeking a permit or approval, or when action is being taken against them. Whether the relevant body is a city, county, school board, commission, or any of the administrative arms of the state government, the attorneys in our Administrative Law Practice are equipped to help. The matters we handle are extremely varied and involve just about every industry in the state. Our work may begin when a permit, zoning variance, or license is required. We will help to prepare the application and represent the client in appearances before the appropriate administrative body. Should a client be wrongfully denied at this level, our next step, according to Florida's Administrative Procedures Act, would be to seek all applicable rights and remedies in an administrative law proceeding before the Department of Administrative Hearings (DOAH). Finally, we can bring the matter for judicial review, usually before the District Court of Appeals. The matters we handle are extremely varied and involve a number of industries in the state, as well as a range of clients from individuals to Fortune 500 companies.

Local Government

We have developed a substantial practice providing specialized counsel to dozens of different governmental entities in a broad range of legal circumstances. The issue may involve regional impact matters on election laws with charter amendment implications. The circumstances may include public records law or complex issues based on labor and employment law or environmental policy. Whether the matter involves litigation, negotiation, or simply experienced legal counsel, we stand ready to help.

In addition to managing issues related to administrative procedures for licenses, permits, variances, and other requirements, we also work on behalf of our clients to help them procure contracts with local governments for services or supplies. By law, the lowest and best bid is usually the winner. Identifying the low bid is easy. It is the "best" part that may cause a problem. It may come down to the way bids are graded. If the criteria seem to be unfairly or inappropriately applied, we work with staff and appear before commissioners to reconsider any oversight.

Key Personnel

Municipal Representation

We have had many successes representing various municipalities around the State of Florida. Our litigators defend municipalities, law enforcement officers, and other municipal employees in civil rights suits, actions involving allegations of police or official misconduct, wrongful arrest cases, and other relevant issues. We defend against tort and contract claims brought against municipal entities and their employees. Our attorneys evaluate and litigate constitutional issues including constitutional challenges to rules, regulations, ordinances, and laws. We also evaluate and defend zoning, bid, and environmental disputes. Aside from the legal representation involving municipalities, we are also extensively involved in the legislative process as consultants and lobbyists for our clients. This diverse combination of South Florida clients enables us to have a deeper understanding of the problems that are unique to this community.

Team Biographies

At the local level we have extensive relationships with staff and the elected public officials. Our team consists of former Miami Mayors, state legislators and public officials who maintain current relationships with municipalities; Many firm members sit on local boards and with a breadth of professional in every major city in Florida, our lawyers and consultants are very much part of the civic fabric of their communities.

Key Personnel



Mike Abrams

**Co-Chair, National Government Affairs & Public Policy Practice
Miami, FL**

Michael Abrams's client base includes not-for-profits, municipalities, counties, healthcare, and governmental entities, specifically as it relates to appropriations at the state and federal level. Mike has utilized the tools he has gained from being a high-ranking former lawmaker to advocate substantive legislative and statutory requests on behalf of clients.

Mike was a member the Florida House of Representatives for twelve years representing the North Miami Beach-Aventura area. During his tenure in the Legislature, he served as Chair of Health and Human Services Appropriations where he acquired immense knowledge of the Appropriations process. As one of only a few people to serve four straight years as Chairman of the House Finance and Taxation Committee, Mike has unparalleled experience related to the effect of state tax policy on private companies, healthcare, and public education. After retiring from the House, Mike returned to Miami and began a career in the private sector as a lobbyist advocating for a number of Florida clients in federal, state, county, and city government meetings to explain issues to the legislators, and working with them to amend and draft statutes. Mike has more than 15 years of investment banking experience and is also knowledgeable in bond financing.



Monica Rodriguez

**Shareholder
Tallahassee, FL**

Monica L. Rodriguez has a decade of legislative experience at the state and federal levels. She represents clients on appropriations in industries such as health care, insurance, non-profit entities, and local governments. In representing municipalities, Monica has been instrumental in passing and defeating countless pieces of legislation in addition to obtaining appropriations for environmental, insurance, and transportation issues.

Monica is active in the Republican Party in Florida and nationally. She served as a legislative aide to Senator Rubio earlier in her career. Monica volunteered for Senator Rubio in his recent campaign. Monica also served as a delegate in the 2000 Republican National

Key Personnel

Convention, and was the National Committeewoman for the Republican National Hispanic Assembly. Monica remains involved in a variety of campaigns at all levels of government.



Jose Villalobos
Of Counsel
Miami, FL

Jose A. Villalobos focuses his practice on legal issues involving land use and entitlements and he counsels clients on a broad array of legal issues, including local governmental operations, municipal law, and regulatory matters. Previously, Jose was appointed as City Attorney for the City of West Miami and has served as Chief Legal Counsel for the City. He has also served as a member of the City of Miami Building and Zoning Board, representing clients in municipal judicial and administrative matters. Currently, Jose also serves as bond and disclosure counsel.



Richard Pinsky
Public Policy Manager
West Palm Beach & Tallahassee, FL

Richard Pinsky has nearly 30 years of government affairs experience. He has extensive knowledge of the budget and legislative process and has an excellent reputation helping corporations and local governments achieve their respective public policy goals. Richard serves his clients from the West Palm Beach and Tallahassee offices. His client base focuses on policy areas of bio technology, renewable energy, transportation, amusement gaming, public housing and insurance. Richard is one of Florida's premier political talents, recognized nationally for his successes in Fortune Magazine. He is frequently quoted in the media for his analysis and is often utilized as a lecturer, public speaker, and media commentator.

Key Personnel



Fatima Perez Fernandez
Public Policy Advisor
Miami and Tallahassee, FL

Fatima Perez Fernandez has over 14 years of experience in governmental and external affairs at the state legislative and municipal levels of government, and in the corporate communications industry where she was responsible for directing the legislative and public affairs efforts for first Bell South Telecommunications, Inc., then AT&T-Florida. Fatima knows Florida's legislative process and has worked diligently on behalf of the private sector before the Florida Legislature and many South Florida municipalities. This experience has earned Fatima an outstanding professional reputation, strong relationships, and positive political capital with dozens of policy makers throughout Florida.



Eliakim Nortelus
Public Policy Advisor
Tallahassee, FL

Eliakim "Eli" Nortelus has over a decade of experience in government consulting including professional and political experience in state and local government in Florida. Eli's lobbying experience in both the legislative and executive branches includes insurance, financial services, casino gaming, lotteries, education, cabinet affairs, appropriations, procurement, state licensing and general business issues in Florida. Eli's regulatory experience with both state and local governments helps businesses to navigate Florida's complex regulatory process and issues with state agencies.

Eli is also active in the political process and assists clients and public officials in providing strategic information on campaigning, political races, and public relations issues.

86

Key Personnel



David Roberts
Public Policy Advisor
Tallahassee, FL

David Roberts brings nearly 20 years of governmental affairs experience in the state legislative process in Florida and represents clients before the Florida Legislature in a broad scope of policy areas including gaming, lotteries, communications, taxes, appropriations, and business and professional regulatory licensing. David's comprehensive regulatory experience allows him to assist clients through Florida's complex regulatory and administrative process.

David has extensive knowledge of gambling issues and is recognized as one of the leading experts on gaming in Florida. He served as the Director of the Florida Division of Pari-Mutuel Wagering, the organization which regulates horse racing, greyhound racing, jai alai, card rooms, and slot machine gaming at the state's pari-mutuel facilities.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Understanding of Major Metropolitan County Issues and Key Issues to the County

Akerman's highly regarded national government affairs and public policy team provides clients with advice and counsel to develop comprehensive policy agendas that complement and become a component of the strategic plans for clients in the state Capitol. The Akerman team will help the County focus on navigating bills through the state house. Among our state representation clients are organizations that we have assisted in the complex areas of education, healthcare, hospitality, Native American affairs, natural resources and environment, telecommunications, trade associations, transportation, and water rights.

Highlighted below are the collective experience responses on the County's key State Subject Areas/Issues (From Attachment A):

a. Appropriations

Akerman has an extensive record of obtaining state funds for our clients. Monica Rodriguez is one of the most renowned appropriations experts in the legislative process, particularly on behalf of Miami-Dade County institutions: Camillus, PHT, VFC, Cities of Doral and Miami. Appropriations is a nuanced process and she has done it for 10 years and is one of a handful of practitioners at it.

b. Revenue Sharing

While traditional federal-to-state revenue sharing expired in 1987, its new form of limited Block Grants continue to be an option for states such as Florida to control and target specific federal dollars.

In Florida, this has been mostly used in the area of health care and particularly, Medicaid spending. Because Akerman is particularly specialized in the public funding of health care, we will be more than qualified to advocate on behalf Miami-Dade County for any federal-share dollars directed towards Florida.

Major Metropolitan County Issues, Key County Issues and Working Relationships

c. Transportation Issues/Transit Funding

Akerman represented the Jacksonville Transportation Authority (JTA) before the State of Florida. We recently helped draft and pass pivotal legislation on behalf of JTA. This legislation makes revisions to the JTA's powers, duties, and responsibilities under Chapter 349. This positions the JTA as a regional resource for transportation of all modes, including promoting its ability to work with local governments throughout Northeast Florida to deliver cross-border facilities and operations through utilization of inter-local agreements.

Our team worked on legislation to promote transportation P3 initiatives allowing the Florida Department of Transportation (FDOT) to enter into public-private partnerships.

Akerman's representation of the City of Orlando includes success in securing transportation funding for its light rail project, which have totaled in the millions of dollars.

We are very familiar with the issues facing Tri-Rail and certain Akerman professional have been involved in Tri-Rail representation before the Florida legislature. Similarly, Akerman has also represented the Miami-Dade Expressway Authority.

d. Aviation, Seaport, Public Works

Akerman has a strong understanding of aviation issues having represented airports, airlines, transportation authorities, general aviation, and aviation-related vendors to airports. We have also represented POMTOC in the past and often facilitated meetings between POMTOC and the Governor's office.

Akerman has also developed an expertise in port and rail funding and policy issues. We feel more than capable in advocating on behalf of the County as it works to ensure that post-panamax shipping is realized at the Port of Miami; the port's throughput capacity is maximized through the utilization of the port tunnel and the Hialeah Rail Hub; and that freight and cargo destined for Florida

Major Metropolitan County Issues, Key County Issues and Working Relationships

Consumers is off loaded at the port of Miami and has a place to go, also known as Inland Ports.

Through Akerman's past representation of various municipalities, special districts and county governments, we have consistently been directly involved in obtaining funding for public works programs. Of particular note, was our success in securing funding for the 25th Street Viaduct Project for the City of Doral.

e. Homeless Programs

Akerman represents City of Miami Community Redevelopment Agency and Miami's Camillus House, South Florida's largest center for assisting the homeless by providing healthcare assistance, housing, job training and drug and alcohol abuse services. We have represented Camillus House for the past 10 years and have obtained millions of dollars over the years of representation. We also represent Citrus Health Care which is involved with eradicating homelessness in Miami-Dade County.

Further, when Akerman's Mike Abrams served in the Florida House of Representatives as its Finance and Tax Committee Chair, he ushered through passage of the Homeless Tax and the Jackson Memorial half-penny tax.

f. Empowerment and Enterprise Zones

Through our representation of the City of Miami and its Downtown Development Authority (DDA), as well as are numerous private sector clients, we have tracked and been involved in much of the enterprise zone legislation that has been developed over the years. We are also involved in Brownfields legislation and the new Energy Zone initiatives being debated in Tallahassee. We also have attorneys in our firm that do legal work within enterprise zones.

g. Human Services

Akerman represents the Public Health Trust of Miami-Dade County, which operates Florida's largest public hospital, and Akerman has assisted them with a range of medical research and public health

Major Metropolitan County Issues, Key County Issues and Working Relationships

issues, including Medicare reimbursement disputes, federal appropriations for mobile health services, pandemic flu preparedness, and helping the Hospital obtain \$8 million in post-hurricane disaster recovery funds from FEMA.

We also consult for the Palm Beach Human Services Coalition, give advice on legislative strategy and priorities. In addition, we have advocated on behalf of the nutrition centers through our representation of the City of Miami. We have also consulted for the Children's Trust and assisted them with legislative issues.

Akerman also represents Shands Health Care on a variety of human services issues.

h. Criminal/Juvenile Justice

Akerman has represented the Guardian Ad Litem program as well as Foster Care review and Voices for Children for many years. As result, we have been very involved with criminal and juvenile justice issues over the years. Additionally, these issues have been important to Palm Beach County as well and has been part of our engagement with Palm Beach County in on those issues.

i. Local Government Preemption

Akerman has represented a variety of local government clients such as Palm Beach County, the City of Miami, the City of Orlando and the City of Doral. Preemption is a major issue to all local government clients. We have helped defeated countless pieces of legislation that would preempt local authority, from licensing to permitting issues.

j. Construction/Wetlands Development Permitting

Akerman manages the legal aspects of major construction initiatives and infrastructure projects around the world, providing practical counsel on contract formation and administration issues, as well as construction litigation, arbitration and mediation services. We represent the National Association of Electrical Contractors and many private sector clients involved in the construction industry.

Major Metropolitan County Issues, Key County Issues and Working Relationships

The Akerman team has significant experience in the environmental policy and wetlands management areas and highlight the work performed on behalf of Palm Beach County noted as examples in the previous sections of this Request For Qualifications.

On a regular basis Akerman's seasoned team of experienced lawyers who assist clients in working through the complex legal, policy, and political trends in environmental law and regulation. We also have followed closely the consolidation of the Department of Community Affairs and the Department of Environmental Protection into the newly formed Department of Economic Opportunity and its impact upon development and permitting in Florida.

Akerman represents clients before Congress and the Executive Branch to achieve legislative initiatives in the areas of environmental, science, and engineering policy development and implementation.

k. Finance and Taxation

As previously mentioned, Mike Abrams chaired the Florida House Finance and Taxation committee while serving as a state legislator from 1982 through 1994. During this time he sponsored and passed both the JMH half penny tax and the homeless tax. His experience is an invaluable asset to relevant finance issues and his long and continued excellent relationships on the committee.

l. Consumer Services & Insurance

Our Tallahassee regulatory and policy team has extensive experience with Consumer Services and Insurance. Akerman enjoys an excellent working relationship with the Executive Branch agencies such as the Department of Business and Professional Regulation and the Department of Health as well as the Department of Agriculture's Consumer Services division and the Attorney General's Office in matters relating to consumer affairs.

We have former Department of Insurance staff members who have helped earn Akerman the reputation of being one of Tallahassee's premier insurance regulation firms. Akerman has numerous private

Major Metropolitan County Issues, Key County Issues and Working Relationships

sector clients who rely upon our insurance regulatory expertise. We also represent the Florida Association of Insurance Agents.

m. Everglades Restoration

Akerman has represented the Miccosukee Tribe of Indians for nearly ten years. Everglades' conservation continues to be critical to the Tribe and we have assisted them with ensuring the "River of Grass" and its ecosystem is protected. We also have several members in our policy group that specialize in environmental issues and are very knowledgeable of Everglades Restoration issues.

n. Environmental Issues/Green Initiatives

Akerman professionals have worked on a range of environmental issues including clean air, clean water, hazardous waste removal and wildlife restoration. We have helped local communities pursue brownfields grants from the Environmental Protection Agency for the cleanup of old industrial sites.

We are currently assisting several of our local government clients with green development projects, including working with the City of Tallahassee on its Innovative Energy Initiative. The City has a comprehensive plan to implement energy efficiency technologies and develop renewable energy sources. Helping with funding requests, we secured \$570,900 in FY2009 and \$250,000 in FY2010 for the project. We are also working with the City to obtain Recovery Act funding for its green energy projects.

We are also working with the Miami Science Museum and the City Hall in Orlando to construct green facilities or incorporate green technology into existing facilities. This year we also worked with City of Miami to obtain funding to help small businesses retrofit their facilities with energy efficient technologies.

Additionally, we also assisted with the passage of the PACE bill, an innovative idea that will assist property owners and businesses with converting to green technology. We are aware of the progress that YGreen is making with its "green corridor" in Miami-Dade County securing six communities to-date.

Major Metropolitan County Issues, Key County Issues and Working Relationships

We also represent the Florida Alliance for Renewable Energy; the Distributed Energy Coalition; and the Florida Brownfields Association.

o: Water and Sewer Projects:

Through our representation of municipalities such as the cities of Miami and Doral we have been successful in obtaining millions of dollars in water projects including the funding for the 25th Street Viaduct Project for the City of Doral.

Through our representation of County Governments, throughout the years, we have helped obtain tens of millions of dollars in water and sewer money. From Brown water reclamation to storm water, we have been successful in obtaining funding for our clients.

Akerman's clients have included drinking and wastewater districts and local governments concerned with water quality and infrastructure. We have worked on budget requests from both the Environmental Protection Agency and the U.S. Army Corps of Engineers to secure funds for critical water treatment projects; flood control and mitigation projects; wetlands restorations; and environmental projects intended to improve water quality.

Environment:

Akerman has long and extensive experience in all areas of environmental public policy and legal representation. Our Tallahassee office is noted for its environmental permitting expertise. From approximately 1982 until 1995, many of our current Tysons Corner office attorneys practiced at the firm of Wickwire Gavin, which was then acquired by Akerman Senterfitt. During that time period, legal services were provided to the Miami-Dade Water & Sewer Authority and later to the Miami-Dade Water & Sewer Department. Such services included being construction counsel on numerous projects to include the Interceptor on Kendall Drive and the South District Waste Water Treatment Plant among many other projects and assisting in contract administration issues as well as dispute resolution in Court. Other assignments had to do with US Environmental Protection Agency Federal Waste Water Treatment

Major Metropolitan County Issues, Key County Issues and Working Relationships

Grants, compliance, and audits as well as approval and renewal of Environmental Discharge Permits. Likewise representation was provided in connection with receipt of Federal Assistance for a sizable Air-Stripping Facility Construction under the Super-Fund Legislation which included providing detailed explanations for such funding entitlement to directly to the United States Senator Graham.

Our Federal Policy practice has worked on a range of environmental issues including clean air, clean water, hazardous waste removal and wildlife restoration. We have helped local communities pursue brownfields grants from the Environmental Protection Agency for the cleanup of old industrial sites.

p. Protection of County Revenue

Akerman has a complete understanding of all local government revenue issues including unfunded mandates, permitting fees, licensing fees and local government preemption initiatives. Most importantly, we understand the need to protect local government revenue streams and the impact the state legislature can have upon those funding mechanisms.

Most recently, our representation for Palm Beach County included defeat of the Taxpayer's Bill of Rights initiative known as TABOR. Also, we were instrumental in working with the Florida Association of Counties to defeat the taxation preemption for online travel companies which would have meant a significant loss in tourist development revenues for Miami-Dade County.

q. Economic Development/Tourism/International Trade

Our Policy practice has extensive experience in drafting legislation and amendments that promote and create incentives for job and economic development growth for local governments.

Currently, we are working on proposed legislation that will create economic development incentives in certain blighted neighborhoods in Miami. Also, we are working on draft proposals with the Department of Economic Opportunity to promote the formation of local government economic development incentive funds which

Major Metropolitan County Issues, Key County Issues and Working Relationships

targets industries such as biotech; energy; aerospace; international trade, etc.

As stated previously, Akerman was instrumental in working with the Florida Association of Counties to defeat the taxation preemption for online travel companies which would have meant a significant loss in tourist development revenues for Miami-Dade County. We also represent United States Direct marketing, which is one the nation's innovators and leaders in tourist and convention visitor marketing through their proprietary online search engine.

Jose Villalobos in our Miami office is an expert in international trade issues and has extensive experience working with governments in many Latin American countries specifically as it relates to international trade and tourism opportunities.

Akerman not only represents the Port of Palm Beach in both Tallahassee and Washington, DC, but we have obtained state funding for the promotion and development of trade and cargo infrastructure for the benefit of the entire South Florida region. We are currently working with the Florida Port's Council and FDOT on draft legislation which will target incentives for sea based cargo destined for Florida consumers and which utilize Florida ports such as the Port of Miami. Also, legislative proposals which will provide grants to local governments for transportation infrastructure projects that promote trade and cargo logistics facilities.

r. Florida Retirement System (FRS) & Human Resources Benefits

There is no greater challenge facing local governments today than the funding of their pension obligations for government employees as well as police and fire personnel. Through our current representation of the City Of Miami, City of Orlando, City of Doral and Palm Beach County, we have been very involved in retirement and pension debates in Tallahassee and analyzing the impact each proposal might have upon our local government clients.

s. Welfare to Work WAGES

Major Metropolitan County Issues, Key County Issues and Working Relationships

Many of the issues involving food or health or welfare subsidies emanate from the federal government. However, we have been monitoring the legislative proposals being discussed in Tallahassee. Many of the proposals are coming from the Workforce Alliance Division, which is now part of the Department of Economic Opportunity. Without a doubt, the proposals are trending toward job skill training incentives rather than straight subsidies.

Also, proposals shifting post-secondary dollars towards vocational education are also being discussed. How these various proposals will ultimately affect local workforce boards and local governments could very well be decided during the upcoming Legislative Session.

t. Children's Services

Akerman represents the Children's Movement, headquartered in Miami, which gives us special insight into the needs of children and children's services, and are well aware of all issues before the state in this regard.

Akerman also represents Foster Care Review, Voices for Children and the Guardia Ad Litem Association. Additionally, Akerman's Monica Rodriguez currently serves on the board of Children's Home Society and has served on the Kristi House Board for several years. Policy team member Fatima Perez has recently joined the Kristi House Board lending her leadership skills to their cause. Akerman is intricately involved with children's services issues.

u. Home Rule Charter Authority

Because we are a large law firm we have attorneys who are well versed in the law as it relates to Home Rule Charter Authority and understand the implication of Home Rule Charter on Legislation. When we prepare draft legislation concepts for our local government clients, we are always cognizant of the potential impact any legislative proposals might have upon the Home Rule Authority of Miami-Dade County.

v. Uniform Building Code/Building & Permitting

Major Metropolitan County Issues, Key County Issues and Working Relationships

We recognize and fully appreciate the fact that the Miami-Dade building code is held as the highest standard throughout the entire State of Florida. We respect the need and are committed to protecting that standard. Because 2012 is the third year in the triennial in which the State's Building Code Commission meets to adopt changes to the state code, history has told us that legislation is once again likely to surface during the upcoming Session which will affect and possibly preempt local government's ability to maintain certain building code standards.

Influences from the construction trades and smaller local government jurisdictions will all be exercising their influence to guide the Commission in their respective advantage. Akerman will be monitoring this process closely and will be prepared to become fully engaged if adverse proposals are offered.

w. Telecommunications/ECommerce

The 2011 Florida Legislature removed the final Public Service Commission function of land-line phone service oversight which means Florida has totally and completely achieved deregulation of the telephone industry. Only competitive issues between industries such as cable, satellite, internet and cellular remain and will be fought through the legislature from time to time.

Communication Services Tax Issues will again be debated this Session and their impact upon local government as well issues involving local government's right to offer wi-fi services in public areas. Akerman has been active in the area of telecommunication policy through our client representation of AT&T.

Online purchases of products which are also sold in retail outlets in Florida will once again be hotly debated during the upcoming Session. Florida, and in turn local governments, lose millions of dollars in annual sales tax revenues to online retail sales. The Florida Retail Federation will of course be leading the charge against a growing coalition of national companies that believe the online sales will suffer if their products are subject to state sales tax.

x. Housing and Community Development

Major Metropolitan County Issues, Key County Issues and Working Relationships

The Florida Housing Finance Corporation (FHFC), responsible for issuing tax credits for the development of affordable housing projects has been moved into the Department of Economic Opportunity. FHFC derives its tax credit source from documentary stamps from the sales of real estate in Florida and is also the conduit for federal housing dollars and SHIP dollars which make their way to local government. Consequently, due to Florida's stagnate real estate market, monies for local housing initiatives have dwindled considerably.

The Legislature is clearly looking for creativity on the part of local governments to help with affordable housing and community redevelopment. The key will be private sector involvement and proposals involving local government-owned land in partnership with private developers for housing or economic development is currently being pursued.

y. Business Development Retention

Governor Rick Scott has pledged the creation of 700,000 jobs in seven years. To that end, most legislative proposals surround job creation and economic development incentive and tax credits.

As stated previously, most of these proposals derive their funding from various pots of money housed in either Enterprise Florida; Department of Economic Opportunity; or the Florida Department of Transportation.

Akerman believes Miami-Dade County is poised to take advantage of much of the Governor's focus upon international business development. South America has become Florida's biggest trading partner and the Governor's recent trade mission to South America underscored that fact. Coupled with the Governor's commitment to make the Port of Miami an international cargo port of entry as outlined in the Florida Chamber Foundation's Trade study, and Miami-Dade County becomes the focal point for business devilmnt and retention.

In cooperation with certain legislators, we are currently working on draft proposals with the Department of Economic Opportunity to

Major Metropolitan County Issues, Key County Issues and Working Relationships

promote the formation of local government economic development incentive funds which targets industries such as biotech; energy; aerospace; international trade, etc.

We also represent the Design Area Community Redevelopment Area (DACRA) in Miami.

z: Unfunded Mandates

Through our representation of various municipalities, special districts and counties over the years, we have been involved in helping to defeat many of the proposed unfunded mandates. We have worked together with the League of Cities and the Florida Association of Counties to ensure our tactical strategies are coordinated and effective. We know what unfunded mandates look like; we know how to uncover them; and we know how to kill them.

aa. Solid Waste/Waste to Energy

Akerman has represented several private sector clients involved in solid waste issues from permitting to compliance. Also, through our Palm Beach County engagement, solid waste issues are frequently tracked.

We also represent Southern Waste Systems and New England Fertilizer Company which builds and operates solid waste pellitizer plants. And through our involvement in alternative energy and renewable energy sources, Akerman is well versed in the environmental issues surrounding waste to energy development.

bb. Planning/Zoning/Growth Management

Akerman has a significant reputation as one of Florida's leading land use firms. Our policy professionals and attorneys are regarded as experts in the fields of urban planning, growth management and zoning. After passage of the 2011 legislation which rolled back Florida's 30 year old growth management laws, the national Urban Land Institute called upon Akerman's professionals to join with them in a Growth Management Seminar tour presented in several communities throughout the state.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Additionally, Akerman has formed a local government planning initiative called Akerman Urban Strategies to provide innovative development strategies to local governments and not for profits seeking exposure to cutting edge projects throughout the country and different financing structures to accomplish their redevelopment projects.

cc. Emergency Management & Disaster Mitigation

Fortunately, Florida has not had any significant disaster relief efforts as a result of hurricanes. There has been local government flooding impacts which have been eligible for federal emergency dollars. Of particular note, is the federal policy change regarding disaster relief for housing that will now fall under HUD jurisdiction rather than the traditional FEMA relief effort.

Akerman historically has developed an excellent track record of facilitating emergency management and disaster relief help for our clients. On behalf of Jackson Health System, Akerman's lobbyists developed and shepherded a successful strategy to secure millions in FEMA reimbursements as a result of the 2004 and 2005 Florida hurricanes. Our efforts have resulted in total FEMA reimbursements for Jackson of \$14,554,139 for infrastructure damage, debris removal and overtime wages.

Akerman's Augusto Maxwell while an Assistant County Attorney (1990-2001) had significant responsibilities in handling emergency management and disaster mitigation issues for the County.

dd. Parks and Recreation

Although Akerman has had measurable success in securing green space funding for local governments, budget reductions in Tallahassee have made specific Proviso language in the state budget a thing of the past. Funding for projects such as bike trails, etc., must now all come through state agency program requests.

Akerman regularly tracks state agency grant opportunities for parks and recreation projects that generally require local matches and/or

Major Metropolitan County Issues, Key County Issues and Working Relationships

private sector participation. We will happy to assist the County identify funding opportunities that match state objectives.

ee. Grants

Cultural grants; storm water grants; planning grants; weatherization and energy grants; and basically all state grants in general have understandably become extremely competitive. Understanding what is available as a federal pass through or as a state initiative is an expertise that Akerman has specialized in. Equally important, are the state agency relationships Akerman has established with key agency personnel that play a pivotal role in helping our clients navigate the grant application and decision making process.

We have also successfully assisted several private sector clients with identifying and understanding economic development grant opportunities.

ff. Funding for Public Hospitals & Healthcare

Akerman has combined its knowledge of the Health Appropriations process for public healthcare with its knowledge of federal and state healthcare issues, to become one of Florida's leading lobbying practices for public hospitals and healthcare reform. We represent the two largest providers of charity care in the state, Jackson Memorial Hospital and Shands. Lawmakers regularly seek out Akerman's professionals on public policy and funding proposals affecting public healthcare. We also represent Citrus Health Network, Inc. a large federally qualified health Center and mental health center headquartered in Hialeah, FL. We also follow healthcare issues for Camillus house- another federally qualified health center.

gg. Police/Fire/Public Safety

Our firm is regularly called upon by our local government clients to seek help in funding requests for law enforcement; fire rescue initiatives; pension reform policy; and public policy affecting public safety. We currently represent Florida's statewide organization of 9-

Major Metropolitan County Issues, Key County Issues and Working Relationships

1-1 Emergency Dispatchers and our lobbying professionals have previously represented the Professional Firefighters and Paramedics.

Akerman has helped secure funding for law enforcement programs, technology and equipment. On behalf of the City of Tallahassee, we helped secure \$750,000 for upgrades to the police communications network and helped the City obtain \$1.5 million over two years for CrimeTrax, a joint state and local law enforcement technology project to develop a system to electronically monitor and track parolees. We also worked on behalf of Tallahassee to obtain \$788,000 in funding for their joint Tallahassee/Leon County Emergency Communications Center. We have also secured over \$700,000 for Carson City, Nevada to implement a program to combat-methamphetamine-use-in-the-community. On behalf of the City of Orlando, we obtained \$575,000 for a law enforcement surveillance system and \$200,000 for the City to deploy camera and communications technology system in downtown Orlando. We have also obtained earmarks and grants for the Tallahassee Airport and the City of Miami for homeland security improvements, and we are currently at work on a range of security issues that impact airports, customs operations at airports, and passenger and cargo screening.

Akerman has helped many of our local government clients win Byrne's Grants for local law enforcement and also grants for after-school programs targeted at crime prevention.

hh. Courts/Clerk

Akerman, on behalf of its local government clients was continually involved in the Article V debates in Tallahassee and as mentioned previously, closely monitor any issue that may result in being an unfunded mandate, particularly in the area of court costs and clerk fees. Many issues involving foreclosure court, drug court and juvenile justice reform will have a direct affect upon local government court funding.

Also, recent Regular Sessions of the Florida legislature has seen a significant uptick in Clerk of the Court fees for licensing and other

Major Metropolitan County Issues, Key County Issues and Working Relationships

filing of records fees. Akerman follows these issues on behalf of our local government clients including Palm Beach County.

ii. Immigration

We understand the serious issues on immigration in South Florida. While mainly a federal issue, we have followed legislative issues that would give Florida residency rates for college aid for illegal immigrants. Our attorneys at Akerman have international immigration experience that if needed for could be added to our team. Through our representation of Jackson Memorial Hospital, several healthcare related immigration issues have arisen and we have been engaged in advocating on behalf of the hospital.

jj. Military/Base Realignment & Closure

Monica Rodriguez and Fatima Perez both participated in the Joint Civilian Orientation Conference giving them deep insight and knowledge into the military and its programs. Akerman's Jane Sargent served as Staff Counsel for former Senator Max Cleland (D-Georgia) advising him on all Senate Armed Services Committee matters, including the Base Realignment and Closure (BRAC) process as well as annual appropriations and authorization of defense projects, national security, military and veterans' affairs. She currently represents a number of clients helping them to obtain funding in the annual Defense appropriations bill and can assist the County on issues related to BRAC and the major military installations based in Miami Dade County.

Experience on Major Metropolitan County Issues and Key Miami-Dade County Issues

Jackson Health: We have represented Jackson Health for nearly a decade. Mike Abrams sponsored and passed the half penny tax for Jackson when he was a legislator. Monica Rodriguez has a long standing personal and professional commitment to Jackson. Our experience and history with Jackson is deep having successfully obtained millions of dollars in appropriations through our years of

Major Metropolitan County Issues, Key County Issues and Working Relationships

representation. We have also assisted Jackson in obtaining mental health lives.

Elderly Services: The funding of elderly services is critical to the City of Miami, Palm Beach County and the Palm Beach Human Services Coalition, as such we were intimately involved in helping these services get restored in the Senate last session.

TABOR and restrictions on local revenue: This was an extremely contentious issue in the 2008 legislative session. It surfaced in 2009 but fizzled. We were concerned with Haridopolos as Senate President that it would be a priority for him however last year he elected to leave municipalities out.

Early Voting: As part of the Palm Beach County lobbying team we had several meetings with legislators in order to ensure that the Counties were reimbursed for expenditures for the many special elections.

Tri-Rail: As part of the Palm Beach County team we understand the importance of this Tri-County gem.

Home Rule and Preemption: As mentioned in response to number 20, Akerman has worked to defeat countless legislation that attempted to preempt local rule.

Cost Shifts and Unfunded Mandates: This is another issue on every local watch list and we are committed to work to defeat any of these Mandates.

Protect current funding: In the era of cuts, we have been diligent in ensuring that the programs we represent are not cut. Last session, none of our programs received cuts.

Promote Partnerships: Our economic incentive team can assist with creating and promoting partnerships

Seaport Security: Through our former representation of POMTOC, we understand the importance of enhancing seaport security while

Major Metropolitan County Issues, Key County Issues and Working Relationships

at the same time promoting efficient flow of traffic in order to encourage that our Seaport remains a cargo draw.

Parks and recreation: We have worked on getting the sparse funds available in this area for some of our municipal clients.

Water and Sewer issues: As mentioned above we have been successful in obtaining water and sewer funding for many of our clients.

Miami Dade Blue Premium Assistance Program: Our federal team was instrumental with this program.

Homeless Trust: the Akerman team worked hard to ensure that Homeless funding was intact. We also received additional dollars for Camillus House.

Film and Entertainment Incentives: This was a priority for the city of Miami and we worked with the City Commission to obtain incentives.

Library: We worked through our representation of Palm Beach County, up until the last days of the budget process to ensure that libraries were fully funded.

Housing: Our professionals have vast experience in this area. Richard Pinsky represents several Housing Authorities.

Plan for Providing Services on Issues and Subject Areas Outside the Expertise of the Team

Akerman has an established Policy practice with a long history of representing clients before the Florida legislature and executive branch. We are proposing a core team of lobbying professionals to assist the County on the state representation initiatives. Should the County need assistance on issues and subject areas outside the expertise of its team members, the firm will call on other members of

Major Metropolitan County Issues, Key County Issues and Working Relationships

the firm to provide assistance the County and the lobbying team. However, as is evident in our biographical information, our team covers nearly every aspect of the legislative process in Florida. Our experience is deep and we have one of the largest state lobbying practices serving a diverse client base in Tallahassee.

Akerman is distinguished by its comprehensive Corporate, Real Estate, Construction, Government Relations, Labor & Employment, Litigation, and Intellectual Property practices. Providing services to local, regional, national and international clients, our team of legal advisors and consultants represents private and public companies, government entities, educational institutions and high net-worth individuals in over 40 different practice areas, and provide clients with not only sound legal advice, but innovative and effective solutions. We believe that through Akerman's vast resources we will be able to assist the County on its key state subject areas and issues.

Plan for Enhancing the County's Position for Legislation and Budgetary Authorization and Appropriations

The expanded Akerman state Policy team is well poised to enhance the County's position in Tallahassee. Members of Akerman's team have served in significant positions within the state legislature and executive branch. We have assembled a team with depth and breadth of knowledge of the legislative and budgetary authorizations and appropriations. This exceptional team of professionals outlined in the Key Personnel section of the RFQ will work together with the County to meet the strategic objectives established by the County. We will let the County know of different opportunities to testify as well as different events and activities that County representatives can attend with us.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Plans to Establish, Maintain and Enhance Working Relationships between County Elected Officials and Staff and the Executive and Legislative Branches of the State Government and Relevant State Agencies

Working as a team with the County establishing and maintaining relationships with key decision makers in Tallahassee, will enhance the County's position and help to accomplish its legislative objectives.

Akerman has a high energy lobbying team in Tallahassee. As part of our strategic legislative agenda, we would encourage representatives of the County to come to Tallahassee during critical budget times or times in which we have priority bills before committees. We will arrange and prepare testimony as needed and set meetings with the bill sponsors as well as committee members in order to request support. We would then set meetings for the elective official and key cabinet members who we maintain excellent relationships with. During Dade Days, we also provide our Public clients with a bound report on the session, including the bills we are tracking, a list of our delegation members, bills that are up in committee that week that are on our hot lists, along with the committee members and other pertinent information. We will then give a thirty (30) minute report and update.

Conflicts of Interest

Akerman does not foresee any potential conflicts of interests if selected to continue its representation of the County.

Akerman uses a rigorous process to identify potential conflicts. The first step in developing our response to this request for qualifications was to initiate a conflict check for all the affiliates and subsidiaries that were provided. No direct or indirect conflicts arose from that process. If a potential business-related conflict were to arise, we will follow a rigorous process, as outlined below, to resolve the conflict.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Akerman has appointed a general counsel and established an Ethics Committee to consider and resolve all significant ethical questions, including conflict of interest questions. If a conflict of interest issue arises prior to undertaking representation of a client, or in the course of such representation, the general counsel or one or more members of the Ethics Committee must be consulted. All lawyers are required to abide by any such decision of the general counsel or the Ethics Committee, although if a lawyer is dissatisfied with the decision, he or she may appeal it to the firm's Board of Directors. Any situations that raise potential or actual conflict of interest issues must be reported to the general counsel.

Akerman is bound by the rules of the District of Columbia and Florida Bars. ~~As such, we are unable to take on the new~~ representation of a client if it will result in a conflict with a current client, unless each party agrees to said representation. However, should an actual or perceived conflict arise, we would notify the County immediately to be sure that there is a clear understanding of the situation and a solution that would ensure a positive outcome for the County. If a conflict arises after an engagement agreement is entered with the County, our commitment and obligation to the County would take precedent and all steps would be taken to prevent a conflict from arising.

Given the recent release of the RFQ and the deadline to submit the response, in an effort to be responsive, an inquiry was made firm wide via our internal communication system to seek the required information on disclosures and conflicts. We acknowledge the importance of this information and recognizing such, the information including a comprehensive list of existing contractual relationships or other business affiliations will be presented if selected and is therefore not included in this response.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Accomplishments Achieved on Behalf of Local Governments During Recent Sessions

Palm Beach County

We have represented Palm Beach County for the past five six years. Throughout our representation we have been part of a team that has successfully obtained tens of millions of dollars for them and have also helped them pass and defeat countless legislation. Below are appropriations issues that we assisted Palm beach with this last session recently.

2011 Session

Article V Funding

Language was included again in section 23 of the implementing budget bill that will repeal the requirement that local governments increase Article V funding by at least 1.5 % a year.

DJJ Proviso

We assisted with securing budget proviso language that would:

- Create a working group of the Department of Juvenile Justice and the Florida Association of Counties to formulate recommendations to fund alternatives for locally funded and operated juvenile detention and to provide these recommendations to the Governor and the Legislature by November 1, 2011; and
- Cap the funding liability of local governments responsible for funding pre adjudication detention. It is expected that some local governments may take on the responsibility of juvenile detention on their own. Other Counties do not want to be responsible for making up the difference in the overall funding pool. The proviso language states counties that opt to remain in the Department's detention centers shall have their billings decreased by the actual reductions in cost, with an exception to fiscally constrained counties.

HHS Equity Funding

Palm Beach Counties CBC Lead Agency for Palm Beach County, Children and Family Connections, saw an increase this year of

Major Metropolitan County Issues, Key County Issues and Working Relationships

\$1,366,318. The Core funding Gain of \$869,587 was based on a DCF re-calculation of recurring base and Equity Model funding. An additional \$496,731 was gained from Title IV allocations based on the Fair Share model. The reallocation was made on the basis of the four factors listed below. This affected only the Core Service funding and did not touch funds for independent living, maintenance adoption subsidies, protective investigations training, nonrecurring funds, mental health wrap-around or special projects.

The equity allocation calculated based on the following weights: (1) Children in poverty 30%; (2) Child abuse hotline 30%; (3) Children in care 30%; (4) Reduction in out-of-home care 10%.

Beginning this fiscal year 75% of recurring funding is based on the prior year and 25% on the equity allocation model.

Libraries

Libraries will not see any reduction in state aid this year as \$21.3 million was allocated from general revenue and an additional \$2.79 from the Federal Grants trust Fund. In addition, \$1 million was allocated for library cooperatives.

Special Elections Funding

Statewide, \$1.6 million was allocated for special elections.

Transportation Disadvantaged Funding

Transportation Disadvantaged increased from \$38.4 million in FY11 to \$39.9 million in the FY12 budget. However, Medicaid non-emergency transportation was reduced by \$2,017,665 (4%) to \$63.47 million.

Bills we assisted with passage:

CS/CS/HB 39 — Controlled Substances - by Rep. Adkins and others (CS/CS/SB 204 by Senators Wise and Dockery)

The bill amends ss. 893.02, 893.03, and 893.13, F.S., in order to schedule several synthetic cannabinoids or synthetic cannabinoid-mimicking compounds in Schedule I of Florida's controlled substance schedules. Because of this scheduling, Florida law

Major Metropolitan County Issues, Key County Issues and Working Relationships

enforcement officials and prosecutors will be able arrest and prosecute the possession and sale of these substances under Florida law. Possession of 3 grams or less of the scheduled substances, which is not in powdered form, is a first degree misdemeanor.

Pill Mills/Prescription Drug Monitoring Program - HB 7095 by Rep. Schenck/SB 818 by Sen. Fasano

HB 7095 was the final version that was passed unanimously by both the House and Senate on the last day of the 2011 Legislative Session. This legislation was a collaborative effort by many including Attorney General Pam Bondi and Governor Rick Scott, both of whom were present for the final vote in the House.

This bill makes comprehensive changes to the way that pill mills are regulated. The major portion of the bill prohibits doctors from dispensing pain meds in their offices, creates new penalties for doctors who overprescribe controlled substances, and requires prescriptions to be filled at pharmacies. The bill also requires the use of the Prescription Drug Monitoring Program (PDMP) Database, which according to the Department of Health will become operational by the end of August 2011. The reporting requirement for the PDMP has been reduced from 15 to 7 days and requires criminal background checks of those who have access to it.

The approved version of HB 7095 now contains an exemption of hospices, nursing homes, and cancer centers from the 5,000-unit cap on Schedule II and III controlled substances and modifies the pharmacy permitting process. It also includes tracking of narcotics sold by wholesalers to pharmacies and doctors, and provides for a buy-back program for doctors who return unused narcotics to distributors. Pharmacies, including those located at pain management clinics, will now operate under stringent regulations.

Governor Rick Scott signed SB2100 into law on May 26, 2011. The new changes take effect July 1, 2011. Employees affected by the new changes will begin to see the 3% FRS contribution deduction from their paychecks as of July 1, 2011.

Major Metropolitan County Issues, Key County Issues and Working Relationships

FRS Pensions

The House and Senate made changes to FRS pension plans this session. Thank you to Sen. Lizbeth Benacquisto who was one of the lead negotiators in the Senate on the legislation. The table below is a summary of the major components in the bill. CS/CS/HB 1405 & SB 2100

EMPLOYEE CONTRIBUTION

Requires a 3 percent employee contribution for all FRS members. DROP participants are not required to pay employee contributions.

DROP

Maintains the Deferred Retirement Option Program to all participants. ~~Changes the interest rate for DROP to 1.3% for~~ members entering on or after 7/1/11.

RETIREMENT ELIGIBILITY - AGE/YEARS OF SERVICE (CS)

Increases the normal retirement date for all members initially enrolled on or after July 1, 2011:

For Special Risk: Increases the age from age 55 to 60 or from 25 to 30 years of service. For all other classes: Increases the age from 62 to 65 or from 30 to 33 years of service.

COMPENSATION and AVERAGE FINAL COMPENSATION

For members initially enrolled after 7/1/11, AFC means the average of the 8 highest fiscal years of compensation for creditable service prior to retirement, termination or death.

VESTING

Employees initially enrolled in the pension plan on or after 7/1/11, such members will vest 100% of employer contributions upon completion of 8 years of creditable service.

DEFINED BENEFIT PLAN

Maintains Defined Benefit plan for all employees.

COLA

Eliminates cost-of-living adjustments (COLA) for service earned on or after July 1, 2011. Subject to the availability of funding and the

Major Metropolitan County Issues, Key County Issues and Working Relationships

Legislature enacting sufficient employer contributions specifically for the purpose of funding the expiration of COLA, the COLA formula will expire effective June 30, 2016, and the 3% cost of living adjustment will be reinstated.

2010 Session

Our team assisted in getting a provision in the budget conforming bill that removes, for the FY2010/2011 budget year, the requirement for counties to increase expenditures by 1.5% for court related functions.

Petroleum Tank Cleanup

After having to bond funds for the Petroleum Tank Cleanup program, the legislature fully funded the program at \$120 million.

Libraries

Funding for State Aid to Libraries came down to the wire as \$21.3 million was funded which preserves the state's ability to draw down another \$8 million in federal funds. Library co-ops were again funded at \$1.2 million, consistent with last year's level. We worked with the appropriations chairs, along with others, to ensure that this funding was reinstated.

Special Elections Funding

Special Elections have cost local governments a tremendous amount of money. Last year, reimbursement for these funds was allocated at \$344,256. This year, with a concerted push from Florida's Counties and Supervisors of Elections, it was funded at \$1.95 million. We met with several legislators to obtain this funding.

Jackson Memorial Hospital

JMH was in a very difficult situation in so far as the budget was concerned. We were able to fare well in the LIP pool. However Hospitals took a 10 percent Medicaid rate cut. We were able to buy back some of those rates so the sting was not as strong.

BUDGET & WHAT WE FACED:

Elimination of Medically Needy and Medically Aged and Disabled programs -- \$63 million reduction Reducing eligibility for pregnant women from 185% to 150% -- \$2.5 million, 13% Medicaid cuts.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Total Proposed Reductions -- \$250 million

WHAT PASSED:

We obtained \$720,000 for the South Florida Aids Network in a time when funding opportunities were scarce. S. Fl. Aids Network. We were also instrumental in ensuring the passage of the UM Sovereign immunity bill.

JMH received 221 million net LIP payments

However in Medicaid all hospitals took 12% rate reduction which amounted to a \$72.5 million impact to Jackson but with a 6% buy back the cut was a bit smaller. WE had an issue that the Governor did not want to release

\$35 million we obtained in the last session. We worked with the Governor's office and our delegation and were able to ensure that we received the money.

2010: The Legislature passed two Low Income Pool (LIP) program budgets -- one based on 6 month stimulus dollars and the other with 12 months of stimulus dollars. Obviously, the 12 month model is most beneficial and we must now lobby Congress to ensure the additional 6 months of funding is passed.

Within the 12 month of stimulus funding model, Jackson received \$25 million in non-recurring general revenue which was maximized with federal dollars within the LIP program. The total net increase in LIP dollars from last year is \$41,132,766. The Legislature also funded hospitals with trauma centers their previous years rate cuts with general revenue, freeing up the \$8,895,566 that Jackson was providing in match funds in order to buy back those rate cuts. This nets Jackson \$50,028,332 in new funding this year through the LIP program.

The Legislature implemented a 7% Medicaid rate reduction which will cost Jackson \$14 million in local match funds it must provide to buy that rate back. If Jackson was unable to buy the rate back, it would face \$43.4 million in rate reductions. Instead, Jackson will

Major Metropolitan County Issues, Key County Issues and Working Relationships

buy back the rate cuts with local intergovernmental transfer funds of \$14 million. This will net Jackson \$36 million in new state funding for 2010-2011, if the FMAP gets extended by Congress. If FMAP does not get extended, we are prepared to work on other options such as a special session fix.

The cash flow analysis for this new funding is as follows: \$41 million in additional LIP funds will be allocated on a quarterly basis, giving Jackson an additional \$10 million per quarter in lump sum payments. The rate reduction, combined with the buyback funds will flow to the hospital on a weekly basis, imbedded in the rate structure and funded based on volumes. We anticipate receiving \$100,000 less per week based on previous volumes.

Historic State Funding For Jackson

The Jackson Lobbying Team is happy to report four years of extremely positive budget outcomes from the Legislature. The team has brought nearly \$160 million of new funding to Jackson in just four (4) Legislative Sessions.

2007 -- \$20 million general revenue appropriation for Jackson and \$38 million increase in LIP -- total INCREASE -- \$58 million

2008 -- \$20 million general revenue appropriation for Jackson and \$8.8 million decrease in LIP/rates -- total INCREASE -- \$11.2 million (\$19.2 million with carryover LIP)

2009 -- \$9 million additional LIP dollars for current year (bringing 2008 total to \$19.2 million) and \$45 million increase for 09-10 -- total INCREASE -- \$45 million

2010 -- \$50 million net increase in LIP (\$25 million GR); rate reductions impact \$14 million -- total INCREASE -- \$36 million

Substantive Legislation and Bills & Major Issues that PASSED:

2011

Trauma Funding/Red Light Cameras -- HB 325 Reagan (SB 2166 Altman) After five years in the process, the red light camera bill passed. Under the legislation, the fine for running a red light,

Major Metropolitan County Issues, Key County Issues and Working Relationships

whether captured by camera or written by an officer is \$158 dollars, of which \$10 dollars goes to the Department of Health Trust Fund for distribution to trauma centers. In its first year, the Revenue Estimating Conference has estimated that \$39.6 million will be generated. The number increases to \$127.9 in SFY 2013-14. This will provide an estimated \$3.5 to \$14 million to trauma centers. Under the existing \$125 fine, trauma centers historically received between \$5-6 million annually. Jackson's share is estimated to be \$650,000.

Medicaid Reform Pilot 1115 Waiver – SB 1484 Peadar (HB 7223 & 7225 Cannon/Grimsley) This bill directs the Agency for Health Care Administration (AHCA) to request an extension of the current Medicaid Reform waiver obtained under section 1115 of the Social Security Act and to preserve the Low Income Pool provisions of the waiver by no later than July 1, 2010.

Extension of Provider Service Network Fee-for-Service – SB 1484 Peadar (HB 7223 & 7225 Cannon/Grimsley) This bill extends the guidelines for phasing-in financial risk for approved provider service networks over the period of the waiver and the extension thereof.

Intergovernmental Transfer Study – SB 1484 Peadar (HB 7223 & 7225 Cannon/Grimsley) This bill directs AHCA to develop methodologies to maintain the use of intergovernmental transfers and certified public expenditures in a Medicaid managed care environment. Requires the Secretary of AHCA to convene a workgroup of stakeholders that will include individuals representing hospitals, counties, medical schools, managed care plans, and Medicaid provider-service-networks and directs AHCA to provide a report by January 1, 2011, on the developed methodologies. The AHCA is specifically forbidden from implementing such methodologies without express legislative authority.

Medicaid Fraud Task Force - SB 1484 Peadar (HB 7223 & 7225 Cannon/Grimsley) This bill creates the Medicaid and Public Assistance Fraud Strike Force within the Department of Financial Services to develop a statewide strategy to prevent, investigate and prosecute Medicaid and public assistance fraud. The bill requires each Medicaid managed care plan to adopt an anti-fraud plan to

Major Metropolitan County Issues, Key County Issues and Working Relationships

address overpayment, abuse, and fraud in the provision of Medicaid services and to submit the plan for approval to the Office of Medicaid Program Integrity within AHCA. SB 1484 also establishes minimum standards for anti-fraud plans and requires each Medicaid managed care plan to establish a fraud investigative unit or contract with such an entity. In addition to this requirement, the bill provides penalties for Medicaid managed care plans that fail to comply with these provisions. It also requires all Medicaid managed care plans to report any suspected instance of overpayment, fraud, or abuse to the Office of Medicaid Program Integrity within 15 days.

Physician Workforce – HB 5311 Grimsley (SB 1256 Peadar / HB 953 Homan) This Department of Health budget conforming bill combines the Community Hospital Education Program graduate medical education duties with the activities of the physician workforce assessment and development efforts and creates the Physician Workforce Advisory Council. Of this 19-member Council, the Safety Net Hospital Alliance and the Florida Hospital Association each recommend one Council member. Among other things, the Council is to annually review the number, location, cost, and reimbursement of graduate medical education programs and positions. As well as, monitor and provide recommendations to the state regarding the need for an increased number of primary care or other physician specialties to provide the necessary current and projected medical services to the state.

Sovereign Immunity Cap Increase – SB 2060 Bennett (HB 1107 Nehr) As passed, this bill raises the sovereign immunity caps to \$200,000 per individual and \$300,000 per incident.

AHCA Program to Reduce Hospital Readmissions – HB 5301 Grimsley (SB 1464 Peadar) Budget conforming language authorizes AHCA to develop and implement a program to reduce the number of hospital readmissions in AHCA Areas 9, 10 & 11.

Bills & Major Issues that DID NOT Pass:

"Sick Tax" PMATF Increase – (Senate budget proposal)

Major Metropolitan County Issues, Key County Issues and Working Relationships

AHCA Authority to Implement Efficiency Based Hospital Medicaid Rate Adjustments – (Senate budget proposal)

AHCA Authority to Limit Medicaid Spending to Amount Appropriated – (Senate budget proposal)

AHCA Authority to Reduce Timeframe for Provider to Submit Billings from 12 to 6 months – (Senate budget proposal)

Nurse Staff Ratios – (SB 2316 Hill / HB 1283 Braynon)

Statewide Uniform Hospital Lien law – (SB 2464 Peaden)

Sovereign Immunity for Emergency Care Providers – (SB 1474 Thrasher / HB 791 Renuart)

Reduction of Public Depository Security Standards – (SB 2430 Smith / HB 98 Stargel)

Requirement for Election of Boards with Authority to Adopt Millage Rates – (SB 1180 Negron / HB 493 Domino)

Inmate Medical Rates Cap – (SB 218 Jones / HB 319 Hooper)

2009 Legislative session successes for JMH

Low Income Pool:

Priority – JMH provides the largest amount of charity care in the state and is the largest provider of tax dollars for the LIP program. JMH asks the Legislature to maintain current levels of funding and policies for the LIP program, distributing funds based on the level of charity care and Medicaid volumes, and rewarding communities, such as Miami-Dade, for our participation in providing IGT.

Final Result – LIP funds were increased significantly both for current year and next year. JMH received an additional \$9 million for the last fiscal year and \$45 million in this year in LIP funds. This is an increase in \$54 million dollars for the hospital.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Medicaid Rates

Priority – As the state's largest Medicaid provider, JMH wanted to avoid Medicaid cuts. They also urged the Legislature to find recurring sources of funding for critical programs and services that ensure adequate health access for the poor and needy of the state, such as the Medically Needy Program and Aged & Disabled Program.

Final Result – Medicaid rates for inpatient services were reduced 1.5% and outpatient services 1.6%, which results in a \$6.5 million reduction for Jackson Health System. However, we were able to "buy back" the rate cuts to a certain extent, bringing the effective cut rate .5%. The Medically Needy and Meds AD programs were both fully funded with non-recurring federal stimulus funds. This was a win considering most other hospitals took a much greater hit than .5%.

Medicaid Reform

Priority – It was critical to monitor the implementation and transition of Medicaid reform in the pilot counties of Broward, Duval, Nassau, Clay and Baker as it relates to statewide implementation. The Provider Service Networks, which include Jackson, North & South Broward and Shands Jacksonville are working on legislative fixes to a number of PSN issues related to Medicaid reform. We oppose further expansion of reform into Miami-Dade County without significant changes to the existing pilot.

Final Result – Medicaid reform was not expanded to other areas of the state and the PSN's were allowed to continue being paid fee-for-service for the duration of the waiver.

Managed Care

Priority – The managed care organizations are consistently supporting efforts to eliminate fee-for-service payments to hospitals and enroll all Medicaid recipients in managed care plans. This would cause a reduction in payments for Jackson as well as limit care and choice to Medicaid recipients.

Final Result – There was no further erosion of fee-for-service into managed care.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Multi-Visceral Organ Transplant Reimbursement

Priority – JMH performs numerous Medicaid organ transplants every year; overall, these cases are performed at a significant loss. The Agency for Health Care Administration (AHCA) has recognized the reimbursement inequities associated with transplants. We will work with AHCA to have them submit a legislative budget request to the Governor and the Legislature to enhance transplant reimbursement.

Final Result – Funding for multi-visceral transplants was included in the budget, so long as JMH could provide the matching dollars. Approximately \$6 million was included in the budget for these specialized transplants that only JMH performs.

Mental Health Lives

Several years ago, the Legislature assigned half of the Area 11 mental health lives to the Jackson Health System (JHS) Provider Service Network (PSN) for their mental health portion of their care. Currently, they care for over 56,000 mental health members. Of those, they see 9,200 in their PSN for their overall medical coverage. We were able to include in the budget, proviso language that will allow JHS PSN to integrate provisions of acute care and behavioral health services in a managed care model that will allow for greater continuity of care and patient choice. This not only improves the health status of our patients, but saves the state nearly \$10 million and is a major initiative of the JHS.

Liver Transplant Reimbursement

The Legislature included approximately \$6 million for the purposes of reimbursing transplant hospitals a global rate for Medicaid liver transplants. This will result in a higher reimbursement for liver transplant services.

Guardian Ad Litem

With the legislature having to make major budgetary cuts the past three years, the Guardian Ad Litem (GAL) was held harmless during several sessions. We were able to secure an additional \$1.25 million for the GAL program in the final moments of the budget conference last year and were able to hold the program harmless once again.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Camillus House

We have represented Camillus House for 10 years. Throughout those years we have obtained Camillus house funding for their substance abuse center every year in varying amounts. we have also assisted with the passage of legislation that would protect Homeless persons.

Citrus Health Network

We have represented Citrus Health Network for five years. In that time we have obtained money for them for their crisis stabilization units as well as assisted them with the passage of legislation. We have also gotten contentious amendments passed that assists them with their federally qualified health centers. They have been able to expand the number of patients they treat and ensure continuity of care. This year we were able to pass language in the Medicaid reform bill that would allow PSNs to be treated like HMO's in so far as Medicare is concerned as long as they meet all of the same financial qualifications as HMO's.

City of Miami 2011

Billboard Language on 1363

A small paragraph was inserted into the House Transportation bill that would severely limit the amount a municipality could receive from revenues off of billboards. This language was a priority of House leadership and was protected by the Speaker. We defeated it by recognizing early on that it would be the Senate charged with conforming HB 1363 with its Senate companion, SB 1180 by Senator Latvala. We worked with Senator Latvala and prepped him on the issue while it was still in the House. When the Senate received the bill, the language was immediately removed. At no time did the billboard language ever appear in any Senate bill.

Red Light Cameras HB 4087 & SB 672

HB 4087, the House Bill to repeal provisions allowing the implementation and use of Red Light Cameras, passed all of its committees and cleared the House floor on a very close 59-57 vote. We actively lobbied both House and Senate members on the issue. While we knew the bill would move through the House, our lobbying

Major Metropolitan County Issues, Key County Issues and Working Relationships

ensured a close vote and we targeted it in the Senate in its second committee and ensured it would not progress.

Municipal Pension SB 1128

The bill revises the definition of compensation for all local government defined benefit retirement plans (general employee, police, fire and other plans). For plans that are not subject to collective bargaining, for service earned on or after July 1, 2011, up to 300 hours of overtime compensation may be included for pension purposes as specified in the plan, but payments for accrued unused sick or annual leave may not be included. For plans that are subject to collective bargaining, effective for the first agreement reached on or after July 1, 2011, for service earned on or after that date, up to 300 hours of overtime compensation may be included for pension purposes as specified in the collective bargaining agreement or plan, but payments for accrued unused sick or annual leave may not be included.

- Local plans' actuarial reports are required to include the present value of all benefits using a standard rate of return, to promote comparisons between plans;

- DMS is required to post on their website a five-year history of each plan's funded ratio, and local plans are required to link to this DMS website;

- Actuarial or cash surpluses in a local plan may not be used outside the plan;

- Local plans may not reduce contributions required to fund normal cost;

- For all local plans, accrued sick or annual leave may not be included in calculations of retirement benefits; overtime may be included, but is capped at 300 hours;

- With approval of the members, firefighter and police plans are allowed to increase member contributions without increasing member benefits;

Major Metropolitan County Issues, Key County Issues and Working Relationships

-The bill changes the date in 1939 by which local law plans are deemed to be in compliance with Chapters 175 and 185;

-The bill creates a Task Force on Public Employee Disability Presumptions to study and make recommendations on statutory disability presumptions;

-The Department of Management Services is required to create a plan for providing standardized ratings for the financial strength of all local government defined benefit plans in Florida, and provide recommendations to the Legislature in January 2012.

State Pension SB 2100

The new pension plan requires Florida's firefighters, teachers, police officers and other public employees to pay 3 percent of their salary to cover their pension costs. It also requires that any public employee who enrolls in the pension plan on or after July 1 must work longer. The retirement age would go from 62 to 65 years old for rank-and-file employees and from 55 to 60 years old for special risk employees. The deal also eliminates cost-of-living increases for any service earned on or after July 1. But this provision sunsets in 2016 and COLA will return. DROP is retained but only pays 1.3% interest for those who enroll in it after July 1.

-Effective July 1, 2011, requires three percent employee contribution for all FRS members. DROP participants are not required to pay employee contributions.

-For employees initially enrolled on or after July 1, 2011, the definition of "average final compensation" means the average of the 8 highest fiscal years of compensation for creditable service prior to retirement, for purposes of calculation of retirement benefits.

-For employees initially enrolled prior to July 1, 2011, the definition of "average final compensation" continues to be the average of the 5 highest fiscal years of compensation.

-For employees initially enrolled in the pension plan on or after July 1, 2011, such members will vest in 100 percent of employer contributions upon completion of 8 years of creditable service. For

Major Metropolitan County Issues, Key County Issues and Working Relationships

existing employees, vesting will remain at 6 years of creditable service.

-For employees, initially enrolled on or after July 1, 2011, increases the normal retirement age and years of service requirements, as follows:

For Special Risk Class: Increases the age from 55 to 60 years of age; and increases the years of creditable service from 25 to 30.

For all other classes: Increases the age from 62 to 65 years of age; and increases the years of creditable service from 30 to 33 years.

~~Maintains DROP; however, employees entering DROP on or after July 1, 2011 will earn interest at a reduced accrual rate of 1.3%. For employees currently in DROP or entering before July 1, 2011, the interest rate remains 6.5%.~~

-Eliminates the cost-of-living adjustment (COLA) for service earned on or after July 1, 2011. Subject to the availability of funding and the Legislature enacting sufficient employer contributions specifically for the purpose of funding the reinstatement of the COLA, the new COLA formula will expire effective June 30, 2016, and the current 3 percent cost-of-living adjustment will be reinstated.

-To implement the bill for the 2011-12 fiscal year, funds the Division of Retirement with four positions and \$207,070 in recurring funds and \$31,184 in non-recurring funds.

TABOR

The passed version of TABOR, SB 958, did not include municipal language. We met with Senate leadership at the beginning of session and they were agreeable to keep municipal language out and it never appeared. The bill passed and if the constitutional amendment is approved by voters in 2012, it does the following:

-Replaces the existing state revenue limitation based on Florida personal income growth with a new state revenue limitation based on changes in population and inflation.

Major Metropolitan County Issues, Key County Issues and Working Relationships

-Requires excess revenues to be deposited into the Budget Stabilization Fund, used to support public education, or returned to the taxpayers.

-Adds fines and revenues used to pay debt service on bonds issued after July 1, 2012 to the state revenues subject to the limitation.

-Authorizes the Legislature to increase the revenue limitation by a supermajority vote.

-Authorizes the Legislature to place a proposed increase before the voters, requiring approval by 60 percent of the voters.

HB 381 passed both chambers and reduces the annual growth in assessment limitation on certain non-homestead property from 10 percent to three percent upon voter approval of a constitutional amendment. The January 1, 2019, sunset of the non-homestead assessment limitation is repealed.

City of Miami 2010: We worked successfully on several issues for the City of Miami. Below is information and a description of the issues we worked on last session for the city of Miami as well as bills that passed that we were involved in working through the process.

HB 325 Related to Uniform Traffic Control

Akerman was instrumental in the passage of the Red Light Camera bill this session, as we met with delegation members and attended meetings with the League of Cities. Under the measure drivers who are caught on camera running a red light would be required to pay a \$158 fine, \$75 shall be distributed to the county or municipality issuing the traffic citation. However, no points shall be imposed for a violation of s. 316.074(1) or s. 316.075(1)(c)1. when a driver has failed to stop at a traffic signal and when enforced by a traffic infraction enforcement officer. The county will send the ticket via certified mail to the registered owner of the vehicle. If the registered owner of the vehicle is not the one driving the car, they can submit an affidavit with the name of the person who had the car at the time of violation. The bill requires signage at intersection using these red light cameras, and provides that the cameras may not be used to

Major Metropolitan County Issues, Key County Issues and Working Relationships

enforce violations when the driver is making a right or left turn, where such turns are allowed.

Florida Forever

House budget negotiators agreed this session to provide \$15 million in fiscal year 2010-11 for Florida Forever, the nation's largest land-buying program.

The program has received \$300 million a year since 1990 but received nothing from the Legislature last year after the House declined to provide funding amid declining state revenues. During conference committee meetings, House negotiators offered funding close to the Senate's \$15-million offer. But the issue was left up to the budget chairmen for the House and Senate to reach agreement, which they did this session.

Some programs that received no Florida Forever dollars last year still will experience steep cuts compared to previous years. The Florida Communities Trust program, which had provided \$63 million a year in state matching grants to cities and counties for parks, would get \$3.15 million in fiscal year 2010-11. The Stan Mayfield Working Waterfronts Program, which received \$7.5 million in 2008, would receive \$375,000 in fiscal year 2010-11. This program was definitely cut, however it was at least revived to some extent.

HB 1503 Relating to Assisted Living Facilities

Thanks to Erik Fresen and Carlos Lopez-Cantera we were successful in getting our language relating to assisted living facilities passed out of the House. We attempted to place our language on several bills but were finally able to place it on HB 1503 by Rep. Flores, this was a health care bill. Our language was placed in an Amendment to the bill which stated that assisted living facilities or community residential homes within an area zoned for residential use in a municipality having a population of more than 400,000, which house persons identified as being part of a priority population that includes adult and adolescent residents who have severe and persistent mental illness or substance abuse disorders, as described in s. 394.674, must maintain 24-hour security services provided by uniformed security personnel licensed under part III of chapter 493. The bill died in the Senate and there were not any other agreeable

Major Metropolitan County Issues, Key County Issues and Working Relationships

vehicles. We do have a commitment from Rep. Fresen to sponsor the bill next year.

HB 923 Relating to Homelessness

This bill establishes a homelessness prevention grant program. It authorizes the collection of voluntary contributions in the amount of \$1 to be added to motor vehicle registration and driver's license fees - initial and renewal fees - to aid the homeless. It also replaces the existing Emergency Financial Assistance for Housing program with a homeless prevention grant program to be administered by local homeless continuums of care to provide emergency financial assistance to families facing the loss of their current home due to financial or other crises.

HB 923, sponsored by Representative Reed, passed through the House, and died in Senate Messages on the final day of session.

SB 2264 Relating to Property Insurance Claims

This bill makes significant changes to the regulation of public adjusters, creating greater oversight of public adjusters. The bill would cap public adjusters' fees in supplemental or reopened cases at 30 percent and provides that the caps in existing law apply to the overall claim. It would also require a public adjuster to make reasonable and necessary effort to ensure prompt notice of property loss claims to the insurer, and prohibit a public adjuster from obstructing an insurer from communicating directly with the insured. In addition, the bill decreases the window of time to file a claim for damage caused by windstorm or hurricane from five years to three years.

SB 2264 passed in the Senate and died in House Messages on the final day of session. However, the comparable bill, SB 2044 by Senator Richter, was signed by Officers and presented to the Governor on 5/17/10. Governor Crist has until June 1, 2010 to act on this.

Major Metropolitan County Issues, Key County Issues and Working Relationships

HB 1143 Relating to Health Care

This bill amends provision relating to Drug-free Workplace Act; revises distribution of funds from civil penalties imposed for traffic infractions by county courts; directs the Department of Health to accept funds from counties, municipalities, & certain other entities for purchase of certain products made available under contract with U.S. Department of Health & Human Services for manufacture & delivery of such products in response to public health emergency.

The House fully funded elderly feeding and assistance from the beginning of the budget process however, the Senate did not. We worked hard to ensure the House remained strong on this issue and encouraged the Senate to take the House position. We were successful in accomplishing this.

The abortion debate, once thought to be dead resurfaced towards the end of session this year as a trio of controversial amendments. The Senate spent nearly two hours in debate before finally deciding to tag the amendments onto HB 1143 along mostly partisan lines. After much debate on both sides, the bill passed in the House and the Senate during the last two days of session.

Governor Charlie Crist said that he continues to have "concerns" about the measure that would require women who were in their first trimester to get an ultrasound before being allowed to have an abortion. Once the bill is sent to the Governor he will have fifteen days to review it, and make his decision.

SB 1752 Relating to Economic Development

SB 1752 amends several Florida business tax exemptions and tax credits, the Qualified Target Industry incentive program, and other economic development-related statutes in an effort to create jobs in Florida. This bill requires an agency or entity that receives county funds for economic development purposes pursuant to a contract to submit a report on the use of the funds. Authorizes counties and municipalities to extend economic development ad valorem tax exemptions under certain circumstances. Provides an exemption from the use tax for an aircraft that temporarily enters the state or is temporarily in the state for certain purposes.

Major Metropolitan County Issues, Key County Issues and Working Relationships

SB 1752 will cost nearly \$74 million in the coming year and includes everything from a sales tax cap on the sale of boats, money to help Space Florida, a film and television production tax credit, and a \$1,000 tax credit per hire to qualified businesses for hiring someone who has been out of work for at least 30 days.

The bill was passed in both the House and the Senate during the final days of session, and is scheduled to be discussed during the Office of the EDR's Revenue Estimating Impact Conference on May 12, 2010.

HB 7179 Relating to Qualifying Improvements to Real Property

In recent years, the Florida Legislature has placed an increasing emphasis on promoting renewable energy, energy conservation, and enhanced energy efficiency in Florida. The Property Assessed Clean Energy (PACE) Program is a model that has recently become popular as an innovative way for local governments to encourage property owners to reduce energy consumption and increase energy efficiency. The PACE model allows individual residential, commercial, or industrial property owners to contract directly with qualified contractors for energy efficiency and renewable energy projects, and the local government provides the upfront funding for the project through proceeds of a revenue bond issuance, which is repaid through an assessment on participating property owners' tax bills. There are no provisions in the Florida Statutes expressly providing for a program whereby local governments issue bonds to finance energy projects for property owners and repay the bonds through special assessments on participating property owners' property tax bills.

HB 7179 was substituted for SB 2322, and passed on the last day of session, April 30, 2010, in both the House and the Senate. This bill was the last to pass in the House before the Sine Die.

Voices for Children

Despite the fact that many organizations have been either cut completely or absorbed upwards of 25% cuts, we have been able to hold Voices for Children harmless throughout many budget cutting sessions and regular legislative sessions.

Major Metropolitan County Issues, Key County Issues and Working Relationships

City of Doral 2011:

25th Street Viaduct

The total Transportation Trust Fund sweep this year totaled \$150 million. Last year's was \$160 million. With these two large sweeps, many projects were cancelled or delayed. Despite that, ours remains in the year one work plan. Based on our conversations with House and Senate Budget staff and members as well as the Deputy Secretary of Transportation and the Department of Transportation Legislative Director, and the enthusiasm for the project that they showed, the project is safe and it's timeline to accept bids in July will not be affected. Rep. Nunez and Senator Garcia were instrumental in ensuring this continuously through session as was Chair Horner in keeping this in the budget. We maintained constant communication with all of these parties throughout session and kept the project a priority for all involved.

Billboard Language on 1363

A small paragraph was inserted into the House Transportation bill that would severely limit the amount a municipality could receive from revenues off of billboards. This language was a priority of House leadership and was protected by the Speaker. We defeated it by recognizing early on that it would be the Senate charged with conforming HB 1363 with its Senate companion, SB 1180 by Senator Latvala. We worked with Senator Latvala and prepped him on the issue while it was still in the House. When the Senate received the bill, the language was immediately removed. At no time did the billboard language ever appear in any Senate bill.

Red Light Cameras HB 4087 & SB 672

HB 4087, the House Bill to repeal provisions allowing the implementation and use of Red Light Cameras, passed all of its committees and cleared the House floor on a very close 59-57 vote. We actively lobbied both House and Senate members on the issue. While we knew the bill would move through the House, our lobbying ensured a close vote and we targeted it in the Senate in its second committee and ensured it would not progress.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Municipal Pension SB 1128

The bill revises the definition of compensation for all local government defined benefit retirement plans (general employee, police, fire and other plans). For plans that are not subject to collective bargaining, for service earned on or after July 1, 2011, up to 300 hours of overtime compensation may be included for pension purposes as specified in the plan, but payments for accrued unused sick or annual leave may not be included. For plans that are subject to collective bargaining, effective for the first agreement reached on or after July 1, 2011, for service earned on or after that date, up to 300 hours of overtime compensation may be included for pension purposes as specified in the collective bargaining agreement or plan, but payments for accrued unused sick or annual leave may not be included.

- Local plans' actuarial reports are required to include the present value of all benefits using a standard rate of return, to promote comparisons between plans;

-DMS is required to post on their website a five-year history of each plan's funded ratio, and local plans are required to link to this DMS website;

-Actuarial or cash surpluses in a local plan may not be used outside the plan;

-Local plans may not reduce contributions required to fund normal cost;

-For all local plans, accrued sick or annual leave may not be included in calculations of retirement benefits; overtime may be included, but is capped at 300 hours;

-With approval of the members, firefighter and police plans are allowed to increase member contributions without increasing member benefits;

-The bill changes the date in 1939 by which local law plans are deemed to be in compliance with Chapters 175 and 185;

Major Metropolitan County Issues, Key County Issues and Working Relationships

-The bill creates a Task Force on Public Employee Disability Presumptions to study and make recommendations on statutory disability presumptions;

-The Department of Management Services is required to create a plan for providing standardized ratings for the financial strength of all local government defined benefit plans in Florida, and provide recommendations to the Legislature in January 2012.

State Pension SB 2100

The new pension plan requires Florida's firefighters, teachers, police officers and other public employees to pay 3 percent of their salary to cover their pension costs. It also requires that any public employee who enrolls in the pension plan on or after July 1 must work longer. The retirement age would go from 62 to 65 years old for rank-and-file employees and from 55 to 60 years old for special risk employees. The deal also eliminates cost-of-living increases for any service earned on or after July 1. But this provision sunsets in 2016 and COLA will return. DROP is retained but only pays 1.3% interest for those who enroll in it after July 1.

-Effective July 1, 2011, requires three percent employee contribution for all FRS members. DROP participants are not required to pay employee contributions.

-For employees initially enrolled on or after July 1, 2011, the definition of "average final compensation" means the average of the 8 highest fiscal years of compensation for creditable service prior to retirement, for purposes of calculation of retirement benefits.

-For employees initially enrolled prior to July 1, 2011, the definition of "average final compensation" continues to be the average of the 5 highest fiscal years of compensation.

-For employees initially enrolled in the pension plan on or after July 1, 2011, such members will vest in 100 percent of employer contributions upon completion of 8 years of creditable service. For existing employees, vesting will remain at 6 years of creditable service.

Major Metropolitan County Issues, Key County Issues and Working Relationships

-For employees, initially enrolled on or after July 1, 2011, increases the normal retirement age and years of service requirements, as follows:

-For Special Risk Class: Increases the age from 55 to 60 years of age; and increases the years of creditable service from 25 to 30.

-For all other classes: Increases the age from 62 to 65 years of age; and increases the years of creditable service from 30 to 33 years.

-Maintains DROP; however, employees entering DROP on or after July 1, 2011 will earn interest at a reduced accrual rate of 1.3%. For employees currently in DROP or entering before July 1, 2011, the interest rate remains 6.5%.

-Eliminates the cost-of-living adjustment (COLA) for service earned on or after July 1, 2011. Subject to the availability of funding and the Legislature enacting sufficient employer contributions specifically for the purpose of funding the reinstatement of the COLA, the new COLA formula will expire effective June 30, 2016, and the current 3 percent cost-of-living adjustment will be reinstated.

-To implement the bill for the 2011-12 fiscal year, funds the Division of Retirement with four positions and \$207,070 in recurring funds and \$31,184 in non-recurring funds.

TABOR

The passed version of TABOR, SB 958, did not include municipal language. We met with Senate leadership at the beginning of session and they were agreeable to keep municipal language out and it never appeared. The bill passed and if the constitutional amendment is approved by voters in 2012, it does the following:

-Replaces the existing state revenue limitation based on Florida personal income growth with a new state revenue limitation based on changes in population and inflation.

-Requires excess revenues to be deposited into the Budget Stabilization Fund, used to support public education, or returned to the taxpayers.

Major Metropolitan County Issues, Key County Issues and Working Relationships

-Adds fines and revenues used to pay debt service on bonds issued after July 1, 2012 to the state revenues subject to the limitation.

-Authorizes the Legislature to increase the revenue limitation by a supermajority vote.

-Authorizes the Legislature to place a proposed increase before the voters, requiring approval by 60 percent of the voters.

HB 381 passed both chambers and reduces the annual growth in assessment limitation on certain non-homestead property from 10 percent to three percent upon voter approval of a constitutional amendment. The January 1, 2019, sunset of the non-homestead assessment limitation is repealed.

Growth Management HB 7207

The Growth Management bills were passed as a conforming bill in the budget process. Its final provisions include:

- Deletes the requirement that comprehensive plans be financially feasible.
- Deletes the twice a year limitation on comprehensive plan amendments.
- Revises the small scale amendment process.
- Specifies that population projections should be a floor for requisite development except for areas of critical state concern.
- Allows additional planning periods for specific parts of the comprehensive plan.
- Abolishes 9J-5 (DCA's growth management regulations and incorporates certain provisions into the bill).
- Removes many of the state specifications and requirements for optional elements in the comprehensive plan, but allows local governments to continue to include optional elements.

Major Metropolitan County Issues, Key County Issues and Working Relationships

- Expands and revises the optional sector plan process.
 - Reduces the requirements of the evaluation and appraisal process.
 - Revises the rural land stewardship program.
 - Restricts the state's ability to interpret joint planning agreements.
 - Clarifies and broadens the window for permit extensions.
 - Creates a 4-year development of regional impact permit extension.
-
- Removes industrial areas, hotels/motels, and theaters from the list of developments of regional impact.
 - Creates an exemption from the DRI process for mining projects and allows those mines to enter into agreements with the Department of Transportation.
 - Adds a new 2-year permit extension, but caps the maximum extension at 4 years.
 - Prohibits local governments from having referenda for local comprehensive plan amendments.
 - Encourages planning innovation technical assistance.
 - Sunsets the Century Commission in two years.
 - Clarifies requirements for adopting criteria to address compatibility of lands relating to -military installations.
 - Allows a certain plan amendment to be readopted by a local government without being resubmitted to the state land planning agency.

Major Metropolitan County Issues, Key County Issues and Working Relationships

- Clarifies when a local government can reject a proposed change to a development of regional impact.
- Encourages adaptation strategies.
- Requires DOT to study the proportionate share calculation.
- Allows DCA to have procedural issues on their website.

Budget

The 2011 Legislative Session came to a close early Saturday morning, May 7, with the passing of a \$69.7 billion dollar budget as well as a series of conforming bills to accompany it. The new budget does not raise taxes but covers a budget shortfall by cutting day to day school operational spending by \$1.3 billion, eliminating 5,000 state positions and requiring state workers to pay 3% of their income into their pension. Most state agencies and programs received reductions in funding. A new department, the Department of Economic Opportunity takes over the responsibilities of several agencies including the Office of Tourism, Trade & Development and the Department of Community Affairs which has been significantly downsized. \$524 million were swept out of 95 trust funds, including \$150 million from the Transportation Trust Fund.

Before signing the budget, Governor Scott line-item vetoed \$615 million dollars, an unprecedented total.

City of Doral 2010:

74th Street Truck Restrictions

We worked hard to get language that will enable us to get a truck quiet zone on NW 74th Street between the hours of 11:00 PM – 6:00 AM. There was an issue because the legislature has never done this before. Since we couldn't get language in any bill, we instead met with Representative David Rivera, Senator Alex Diaz de la Portilla, and the Secretary of the Department of Transportation, Stephanie Kopelousos. They are working on this issue and will get back to us with possible solutions.

Major Metropolitan County Issues, Key County Issues and Working Relationships

25th Street Viaduct

The budget that passed placed the NW 25th Street viaduct in the Department of Transportation's five year plan for 29 million dollars. With a new administration taking the helm in January, we hope to move it forward.

HB 325 Related to Uniform Traffic Control

Akerman was instrumental in the passage of the Red Light Camera bill this session, as we met with delegation members and attended meetings with the League of Cities to ensure its success in the Legislature. Beyond passage of this legislation we have also been active in the implementation of this legislation in the City. We have advised the City of meetings with the Florida Department of Transportation and have assisted them with interpretation of bill language and rulemaking.

HB 7179 Relating to Qualifying Improvements to Real Property (PACE)

In recent years, the Florida Legislature has placed an increasing emphasis on promoting renewable energy, energy conservation, and enhanced energy efficiency in Florida. The Property Assessed Clean Energy (PACE) Program is a model that has recently become popular as an innovative way for local governments to encourage property owners to reduce energy consumption and increase energy efficiency. The PACE model allows individual residential, commercial, or industrial property owners to contract directly with qualified contractors for energy efficiency and renewable energy projects, and the local government provides the upfront funding for the project through proceeds of a revenue bond issuance, which is repaid through an assessment on participating property owners' tax bills. There are no provisions in the Florida Statutes expressly providing for a program whereby local governments issue bonds to finance energy projects for property owners and repay the bonds through special assessments on participating property owners' property tax bills.

The bill that was the companion to the House PACE Bill is CS/CS/SB 2322 that provides supplemental authority for local governments to finance energy efficiency and renewable energy improvements, and changes or improvements made for the purpose

Major Metropolitan County Issues, Key County Issues and Working Relationships

of improving a property's resistance to wind damages for property owners that wish to participate in this financing program on a voluntary basis.

The bill authorizes a local government to levy a non-ad valorem assessment to fund such improvements. A property owner may apply to the local government for funding to finance such an improvement and enter a financing agreement with the local government. Costs incurred by the local government for such purposes may be collected as a non-ad valorem assessment, a municipal or county lien, or other lawful method. The bill also grants local governments the authority to issue debt, payable from revenues received from the improved property, and to partner with one or more local governments for the purpose of providing such improvements.

The bill deletes an obsolete requirement that the Public Service Commission (PSC or commission) adopt rules for a renewable portfolio standard. It also requires that the commission provide for full cost recovery for certain renewable energy projects; provides a legislative finding of need for these projects, presumably avoiding the existing statutory requirement for the

PSC to make such a determination; and requires that the commission approve a petition filed by a provider for approval of a facility after considering specified factors. Finally the bill redefines the term "electrical power plant" for purposes of the Florida Electrical Power Plant Siting Act to exclude solar electrical generating facilities. Although this bill was read twice in the Senate, in the end it was Substituted for HB 7179 which passed in both the House and Senate on the last day of Session. HB 7179 was presented to the Governor on May 17th, and signed by the Governor on May 27, 2010.

SB 1752 Relating to Economic Development

SB 1752 amends several Florida business tax exemptions and tax credits, the Qualified Target Industry Incentive program, and other economic development-related statutes in an effort to create jobs in Florida. This bill requires an agency or entity that receives county funds for economic development purposes pursuant to a contract to

Major Metropolitan County Issues, Key County Issues and Working Relationships

submit a report on the use of the funds. It authorizes counties and municipalities to extend economic development ad valorem tax exemptions under certain circumstances as well as provides an exemption from the use tax for an aircraft that temporarily enters the state or is temporarily in the state for certain purposes.

This bill, which now awaits the Governor's signature, invests more than \$175 million in job creation over the next three years. The legislation improves Florida's competitiveness in international trade, space and defense-related industries, the film and digital media industries, marine and boating, manufacturing, real estate, and the commercialization of products and research developed by Florida companies and universities. SB 1752 gives preferences to businesses that hire Floridians.

The Senate Select Committee on the Economy, created by President Atwater, held workshops throughout the state to gather the best ideas from Floridians on job creation as well as retention. Some highlights of the bill include:

- caps the sales tax on boats at \$18,000 in order to make our state competitive with Georgia and other neighbors and thereby add jobs in an industry which Florida should dominate.
- creates greater public transparency, by requiring reports on economic development incentives, at the local level, to allow citizens to see how every economic development dollar is spent.
- creates a grant program to help Florida manufacturers compete with neighboring states. 'Jobs for Florida' creates a 2 year program for manufacturing and equipment purchases in excess of the amounts spent during 2008. These refunds will be allocated on a first come, first serve basis. The total funding available for this particular program is \$19 million for the first year, 2010-2011, and \$24 million for 2011-2012.
- eliminates a loophole for condo construction, by deleting an enterprise zones building materials sales tax exemption for condominiums. This is a net gain of \$13.2 million which the bill redeploys in job-creating incentives.

Major Metropolitan County Issues, Key County Issues and Working Relationships

- creates the "Jobs for the Unemployed" Tax Credit. Senate Bill 1752 provides a tax credit of \$1,000 per hire to qualified businesses who hire Floridians that have been unemployed for at least 30 days. These businesses will have to keep their newly hired employee for at least 12 months in order to qualify for the credit. This program will be administered by OTTED and is funded for two years at \$5 million annually.
- assist in the creation of technology-based jobs in Florida, by funding university-based research through the Board of Governors. It will appropriate \$2 million for early stage, seed capital for eligible projects.
- appropriate \$3 million in grants administered by the Institute for Commercialization of Public Research to assist small businesses seeking federal research and development funding.
- \$4.9 million appropriation to provide access to capital for the Florida Export Finance Corporation to assist Florida small businesses in completing short-term export sales transactions.
- provides \$4 million to local communities to support projects associated with Florida's military installations, which provide immediate investment resulting in jobs and economic activity while ensuring Florida's bases remain open and mission ready.
- re-enacts the admissions tax exemption for certain events sponsored by the government and non-profit entities, and an additional tax exemption on admissions to certain sporting events.
- authorizes regional rural development matching grants to be used by economic development organizations in order to provide technical assistance to businesses creating jobs within rural communities.
- helps first-time home buyers, by extending the Florida Homebuyer Opportunity Program which provides \$8,000 bridge loans to persons purchasing their first homestead in Florida.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Governor Crist approved SB1752 on May 28, 2010.

Growth Management

Fortunately, the proposed growth management bill did not pass. The growth management bill introduced by Sen. Mike Bennett, chairman of the Senate Community Affairs Committee, faced opposition from 1000 Friends of Florida, the Florida League of Cities and the Florida Association of Counties. SB 1742 by Bennett, R-Bradenton, exempted so-called "transit-oriented development" from state review as a development of regional impact. The bill also provided more frequent review of land use changes related to "transportation concurrency exception areas" as established last year in the SB-360 growth management overhaul bill. This year's bill, SB 1742, was temporarily passed on April 7 by the Senate Transportation Committee. 1000 Friends of Florida says the bill does not require mass transit to be in those transit-oriented developments and further removes state oversight of development. "There wasn't supposed to be any growth management legislation this session that wasn't going to be fully worked out (among stakeholders)," said 1000 Friends President Charles Pattison.

HB7109/SB1856 Relating to Tax Refund Program for Qualified Target Industry Businesses

HB7109 The Qualified Target Industry (QTI) Incentive Tax Refund Program, in s. 288.106, F.S., was created in 1994 as part of a retooling of Florida's economic development efforts. The QTI program was designed to encourage the recruitment or creation of higher-paying, higher-skilled jobs for Floridians, by awarding eligible businesses refunds of certain state or local taxes paid in exchange for creating jobs. The amount of the refund is based on the wages paid, number of jobs created, and where in the state the eligible business chooses to locate or expand, but the minimum is \$3,000 per employee over the term of the incentive agreement signed by the business and the Governor's Office of Tourism, Trade and Economic Development (OTTED).

The bill makes a number of changes to the QTI program. The significant changes include:

Extending the QTI program until June 30, 2020.

Major Metropolitan County Issues, Key County Issues and Working Relationships

Creating a definition of return on investment (ROI) for QTI projects.

Allowing leased employees to be included in the job count.

Directing OTTED to begin a review of terminated QTI projects.

Requiring a review of the targeted industry list every three years in cooperation with economic development partners and universities.

Exempting renewable-energy economic development projects from the requirement that qualified target industries must be independent of Florida resources and markets.

SB 1856 was substituted for HB 7109 and passed in both the House and the Senate. The bill was signed by officers and presented to the Governor on May 17, 2010. Governor Crist approved the bill on May 27, 2010.

SB 2430/ HB 989 Relating to Public Deposits/Security

SB 2430 would have provided additional parameters for determining pledging levels for each qualified public depository. It also would have provided a procedure by which a qualified public depository may become an electing public depository, as well as providing that such a depository may terminate its election upon written notice to the Chief Financial Officer (CFO). The bill would also have authorized the CFO to deny such revocation upon consideration of specified factors.

Both the SB 2430 and the HB 989 died in Committee meetings during this year's Session.

Service Cost

Akerman proposes a monthly retainer fee of \$5,000.00 per month. We look forward to an opportunity to answer additional questions related to our proposal response at an oral interview.

Forms and & Attachments

Form A-2

**AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION**

(1) Project Title: Gov. Rep. & Consulting Serv. in TLH Project No.: 801
 (2) Department: Intergovernmental Relations
 (3) Proposer's Name: Akerman Senterfitt
 Address: One SE Third Ave., 25th FL., Miami, FL Zip: 33131
 Business Telephone: (305) 982-5676

(4) List All Members of the Presentation Team Who Will Be Participating in the Oral Presentation

| NAME | TITLE | EMPLOYED BY | TBL NO. |
|---------------------|-------------|---------------------------------------|--------------|
| Michael I. Abrams | Co-Chair | Government Affairs Akerman Senterfitt | 305-982-5678 |
| Monica L. Rodriguez | Shareholder | Akerman Senterfitt | 850-521-8021 |
| Fatima Perez | Consultant | Akerman Senterfitt | 305-982-5654 |
| Eli Nortelus | Consultant | Akerman Senterfitt | 850-877-6756 |
| Jesse A. Villalobos | Of Counsel | Akerman Senterfitt | 305-982-5625 |
| David Roberts | Consultant | Akerman Senterfitt | 850-224-9634 |

(ATTACH ADDITIONAL SHEET IF NECESSARY)

The individuals named above are Registered and the Registration Fee is not required for the Oral Presentation ONLY.

Any person who appears as a representative for an individual or firm for an oral presentation before a County certification, evaluation, selection, technical review or similar committee must be listed on an affidavit provided by the County. The affidavit shall be filed with the Clerk of the Board at the time the response is submitted. The individual or firm must submit a revised affidavit for additional team members added after submittal of the proposal with the Clerk of the Board prior to the oral presentation. Any person not listed on the affidavit or revised affidavit may not participate in the oral presentation, unless he or she is registered with the Clerk's office and has paid all applicable fees.

Other than for the oral presentation, Proposers who wish to address the county commission, county board or county committee concerning any actions, decisions or recommendations of County personnel regarding this solicitation in accordance with Section 2-11.1(s) of the Code of Miami-Dade County MUST register with the Clerk of the Board and pay all applicable fees.

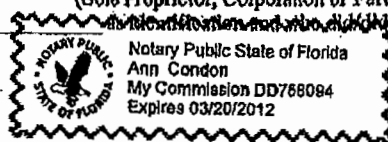
I do solemnly swear that all the foregoing facts are true and correct and I have read or am familiar with the provisions of Section 2-11.1(s) of the Code of Miami-Dade County as amended.

Signature of Authorized Representative: [Signature]
 STATE OF Florida
 COUNTY OF Miami-Dade

Title: Chairman & CEO

The foregoing instrument was acknowledged before me this 18th day of November, 2011
 by Andrew Smolia, a Chairman & CEO, who is personally known
 to me or who has produced [Signature] (Sole Proprietor, Corporation or Partnership)
 as identification and who did not take an oath.

[Signature]
 (Signature of person taking acknowledgement)
Ann Condon
 (Name of Acknowledger typed, printed or stamped)



(Title or Rank)

(Serial Number, if any)

Revised 2/7/05

ACKNOWLEDGEMENT OF ADDENDA

Instructions: Complete Part I or Part II, whichever is applicable.

PART I: Listed below are the dates of issue for each Addendum received in connection with this solicitation.

Addendum #1, Dated November 17, 2011

Addendum #2, Dated _____, 201____

Addendum #3, Dated _____, 201____

Addendum #4, Dated _____, 201____

Addendum #5, Dated _____, 201____

Addendum #6, Dated _____, 201____

Addendum #7, Dated _____, 201____

Addendum #8, Dated _____, 201____

Addendum #9, Dated _____, 201____

PART II;

 No Addendum was received in connection with this solicitation.

Authorized Signature: Michael I. Abrams

Date: 11/21/11

Print Name: Michael I. Abrams

Title: Co-Chair, National Government
Affairs & Public Policy Practice
Group

Firm Name: Akerman Senterfitt

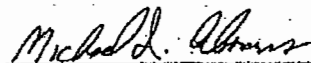
**FORM A-5
SUBCONTRACTOR/SUPPLIER LISTING
(Ordinance 97-104)**

Name of Proposer Akerman Senterfitt

This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, **MUST** be completed by all bidders and proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of \$100,000 or more, and all bidders and proposers on County or Public Health Trust construction contracts which involve expenditures of \$100,000 or more. This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, must be completed and submitted even though the bidder or proposer will not utilize subcontractors or suppliers on the contract. The bidder or proposer should enter the word "NONE" under the appropriate heading in those instances where no subcontractors or suppliers will be used on the contract. A bidder or proposer who is awarded the contract shall not change or substitute first tier subcontractors or direct suppliers or the portions of the contract work to be performed or materials to be supplied from those identified except upon written approval of the County.

| Business Name and Address of First Tier Subcontractor/Subconsultant | Principal Owner | Scope of Work to be Performed by Subcontractor/Subconsultant | (Principal Owner) | |
|---|-----------------|--|-------------------|------|
| | | | Gender | Race |
| NONE | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| Business Name and Address of Direct Supplier | Principal Owner | Supplies/Materials/Services to be Provided by Supplier | (Principal Owner) | |
| | | | Gender | Race |
| NONE | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

I certify that the representations contained in this Subcontractor/Supplier Listing are to the best of my knowledge true and accurate.


 Michael I. Abrams *Co-Chair 11/21/11
 Signature of Proposer's Authorized Representative Print Name Print Title Date

(Duplicate if additional space is needed)
Form A-5 (rev 5/7/99)

*Title: Co-Chair, National Government Affairs & Public Policy Practice Group

FAIR SUBCONTRACTING POLICIES
(Section 2-8.8 of the Miami-Dade County Code)**FAIR SUBCONTRACTING PRACTICES**

In compliance with Section 2-8.8 of the Miami-Dade County Code, the Proposer submits the following detailed statement of its policies and procedures for awarding subcontracts:

Our policy is not to involve subcontractors not presented in the proposal, unless so directed by Miami-Dade County.

I hereby certify that the foregoing information is true, correct and complete.

Signature of Authorized Representative: Michael J. Senterfitt

Title: Co-Chair, Nat'l Government Affairs

Date: 11/21/11

Firm Name: Akerman Senterfitt

EEO-1 Summary Report

Akerman Senterfitt

Effective Date 9/30/2011 Report Date 10/11/2011

| EEO Category | Male | | | | | | | | Female | | | | | | | |
|--------------------------------|----------|-------|---------------------------|---|-------|----------------------------------|-------------------|---------|----------|-------|---------------------------|---|-------|----------------------------------|-------------------|---------|
| | Hispanic | White | Black or African American | Native Hawaiian or Other Pacific Islander | Asian | American Indian Or Alaska Native | Two or More Races | Unknown | Hispanic | White | Black or African American | Native Hawaiian or Other Pacific Islander | Asian | American Indian Or Alaska Native | Two or More Races | Unknown |
| Total Paralegals | 1 | 7 | 1 | 0 | 0 | 0 | 0 | 0 | 12 | 69 | 4 | 0 | 2 | 0 | 0 | 0 |
| Total Staff | 24 | 35 | 14 | 0 | 2 | 0 | 0 | 0 | 74 | 198 | 64 | 0 | 2 | 2 | 3 | 0 |
| Total Executive/Senior Level | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total First/Mid Level | 3 | 9 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 17 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Income Shareholders | 8 | 132 | 2 | 0 | 0 | 0 | 0 | 0 | 2 | 34 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Contract Shareholders | 3 | 37 | 3 | 0 | 0 | 0 | 0 | 0 | 3 | 5 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Contract Shareholders NE | 1 | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 0 | 0 | 1 | 0 |
| Total Of Counsels | 6 | 37 | 0 | 0 | 1 | 0 | 0 | 0 | 3 | 37 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Associates | 8 | 72 | 6 | 0 | 6 | 0 | 1 | 0 | 3 | 87 | 2 | 1 | 1 | 0 | 1 | 0 |
| Total Consultants | 0 | 8 | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 6 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Other Professional | 4 | 27 | 3 | 0 | 2 | 0 | 0 | 0 | 3 | 20 | 2 | 0 | 1 | 0 | 0 | 0 |
| Grand Total | 68 | 380 | 30 | 0 | 11 | 0 | 4 | 0 | 108 | 464 | 62 | 1 | 8 | 2 | 5 | 0 |

Akerman

City of Miami Week 5 Update

> Billboard Advertising as affected by HB 1363

We brought in the City of Doral on this issue with us and talked to Representative Nunez and Representative Trujillo about removing this language. The language is only in the House version and Latvala has told us he will keep it out. Mike Abrams has reached out to the Outdoor Advertising groups to bring them in as well.

> ALF

Representative Fresen has continued to work with us on finding different vehicles for this language. After speaking with Senator Garcia, we had to slightly modify the language of the amendment from security officer to just security which could have a broader meaning. This was done for fiscal reasons. We have also been working with AHCA to try and achieve this through rulemaking without requiring legislative action.

> Pension SB 2100 & HB 1405

SB 2100 (formerly PCB-7094) passed its third reading Thursday on the Senate Floor and is now in messages. The final bill requires employees to contribute 2 percent on their first \$25,000 worth of salary, 4 percent on anything earned between \$25,001 and \$50,000 and 6 percent on any salary above \$50,000. They removed a provision that would have extended the retirement age from 55 to 62 for firefighters, police officers and others in the special risk class. They also agreed to delay for five years the closing of DROP. Additionally, the new pension plan would only require high-paying state workers and elected officials who are hired or elected past July 1 to enroll in a 401 (k) styled private pension plan. New hires would have to work for 10 years before they would be vested in the state pension plan.

HB 1405: Placed on third reading 4/6. Would require state workers to contribute three percent to their pension plan, while also eliminating DROP. The proposal would increase the retirement age for special risk workers to either age 55 or 30 years of service. Rank-and-file state workers would have to work 33 years or until age 65 in order to start receiving their pension.

> Police & Fire Pensions PCB GOVOPS 11-17

This PCB is appearing in committee Friday afternoon. It states after July 1, 2011, or for collective bargaining agreements entered into after this date, overtime compensation, as specified in a collective bargaining agreement but not to exceed 300 hours per year, and payments for accrued sick or annual leave, may not be used for pension determination purposes. For plans that meet the statutory minimum benefit provisions (which most plans do), additional premium tax revenues are to be used: to pay for police/fire pension benefits that are

greater than the pension benefit levels provided to general employees, regardless of when such additional benefit was provided to police/fire; or to pay for any unfunded actuarial accrued liabilities of the plan. For plans that do not meet the statutory minimum benefit provisions, as additional premium tax revenues become available they are to be used to incrementally fund the cost of coming into compliance with the minimum benefits requirements. Once the minimum benefit provisions are met, the process described in paragraph 1. applies.

➤ **Red Light Cameras HB 4087 & SB 672**

Neither of these bills has moved in the last week or appeared yet on an agenda for the next week.

➤ **TABOR SJR 658 & HJR 381, SB 958**

SJR 658 was on the agenda in Judiciary this week but not considered. It has been placed on next Tuesday's agenda instead. HJR 381 is still in Appropriations. SB 958, the original Senate bill that caused concern has had an identical House version filed on April 4.

➤ **Medicaid Reform SB 1972**

Before clearing its second committee, 1972 had a key provision removed relating to medical loss ratios. Instead of a 90% MLR, the plan now calls for an "achieved savings rebate". Providers would keep the first 5% of profits. For the next 5%, half of those earnings would be returned to the State. At 10%, all profits are returned to the State.

➤ **Bert Harris HB 701 & SB 998**

HB 701 was heard in Economic Affairs Thursday and passed 16-0. This was its final stop before the House floor. SB 998 did not move this week.

➤ **Growth Management SB 1122 & HB 7129**

Both 1122 and 7129 remained stationary this week and are not agendaed for next week.

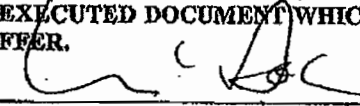
| | | |
|---|-------------------------------|--|
| PROPOSER'S NAME (Name of firm, entity or organization): Ronald L. Book, P.A. | | |
| FEDERAL EMPLOYER IDENTIFICATION NUMBER: 59-2769674 | | |
| NAME AND TITLE OF PROPOSER'S CONTACT PERSON: Name: Ronald L. Book, Esq. Title: President and CEO | | |
| MAILING ADDRESS: Street Address: 18851 NE 29th Avenue, Suite 1010 City, State, Zip: Aventura, FL 33180 | | |
| TELEPHONE: (305) 935-1866 | FAX: (305) 935-9737 | E-MAIL ADDRESS: Ron@rlbookpa.com |
| PROPOSER'S ORGANIZATIONAL STRUCTURE: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other (Explain): | | |
| IF CORPORATION: Date Incorporated/Organized: 01-29-1987 State Incorporated/Organized: Florida States registered in as foreign corporation: none | | |
| PROPOSER'S SERVICE OR BUSINESS ACTIVITIES OTHER THAN WHAT THIS SOLICITATION REQUESTS FOR: legal services, law firm | | |
| LIST NAMES OF PROPOSER'S SUBCONTRACTORS OR SUBCONSULTANTS FOR THIS PROJECT: Pittman Law Group, P.L. - Sean Pittman, Esq., President and CEO | | |
| CRIMINAL CONVICTION DISCLOSURE: Pursuant to Miami-Dade County Ordinance No. 94-34, any individual who has been convicted of a felony during the past ten years and any corporation, partnership, joint venture or other legal entity having an officer, director, or executive who has been convicted of a felony during the past ten years shall disclose this information prior to entering into a contract with or receiving funding from the County. <input type="checkbox"/> Place a checkmark here only if Proposer has such conviction to disclose to comply with this requirement. | | |
| Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List: By executing this proposal through a duly authorized representative, the proposer certifies that the proposer is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, as those terms are used and defined in sections 287.135 and 215.473 of the Florida Statutes. In the event that the proposer is unable to provide such certification but still seeks to be considered for award of this solicitation, the proposer shall execute the proposal through a duly authorized representative and shall also initial this space: In such event, the proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 of the Florida Statutes. The proposer agrees to cooperate fully with the County in any investigation undertaken by the County to determine whether the claimed exception would be applicable. The County shall have the right to terminate any contract resulting from this solicitation for default if the proposer is found to have submitted a false certification or to have been placed on the Scrutinized Companies for Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List. | | |
| PROPOSER'S AUTHORIZED SIGNATURE The undersigned hereby certifies that this proposal is submitted in response to this solicitation. THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BELOW BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE COUNTY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS OFFER. Signed By:  Date: 11/16/00 Print Name: Ronald L. Book Title: President and CEO | | |

TABLE OF CONTENTS

| TAB | | PAGE |
|-----|--|------|
| | Form A-1, Cover Page of Proposal | |
| I | Proposer's Experience, Qualifications and Past Performance (Questions 1 through 9) | 2 |
| II | Key Personnel and Subcontractors Performing Services (Questions 11 through 14) | 26 |
| III | Major Metropolitan County Issues, and Key County Issues and Working Relationships (Questions 15 through 21) | 46 |
| IV | Service Cost (Question 22) | 57 |
| V | Required Forms | 58 |
| | Form A-2, Lobbyist Registration for Oral Presentation | |
| | Form A-3, Acknowledgement of Addenda | |
| | Form A-5, Proposer's Disclosure of Subcontractors and Suppliers | |
| | Form A-6, Fair Subcontracting Policies | |

PROPOSER'S EXPERIENCE, QUALIFICATIONS AND PAST PERFORMANCE

1. Describe the following about the Proposer:

- (i) State the number of years that the Proposer has been in existence;
- (ii) History and background;
- (iii) Tax status;
- (iv) Principals, officers, owners, board of directors and/or board of trustees;
- (v) The total current number of employees and the current number of professional employees by classification;
- (vi) The primary markets served.

Ronald L. Book, P.A., is a law firm specializing in government affairs and consulting. The firm is a subchapter "S" corporation, incorporated in Florida in 1987. The firm's owner is Ronald L. Book, an attorney licensed to practice law in Florida, who also serves as the firm's president and chief executive officer. The firm works exclusively in the lobbying and government affairs arena, offering state legislative and executive branch lobbying services to a wide variety of interests, including local governments, corporations, professional associations, health care providers and not-for-profit organizations.

The firm has seven employees: the firm principal, two firm executive employees, three executive support employees and one clerical staff.

2. Describe the Proposer's past performance and experience in governmental representation and consulting. Discuss in detail the extent of Proposer's lobbying experience, including the use of any subconsultants and their role in any engagement(s) of the Proposer. Specifically address each of the areas listed in the Scope of Services, Section 2.1(A), Qualifications.

Ronald L. Book, P.A. is considered one of the premier lobbying firms in the state, with unparalleled experience in the appropriations process. We have a long history representing local governments, health care districts, professional associations, not-for-profit associations and various political subdivisions throughout Florida. Our law firm works exclusively in the government affairs arena, specializing in legislative and executive advocacy, strategic planning and general government consulting. We are proud to be involved in the legislative process 365 days-a-year. We enjoy extensive bipartisan relationships with members of both the legislature and executive branch, allowing us to be effective in today's political climate.

Our firm offers a powerful combination of talent and experience with a proven track record before the legislative and executive branches of government. The firm's contact base extends throughout state government and includes legislative leadership, legislative staff, and executive branch officials. We provide hands-on monitoring, intelligence and oversight of government activity coupled with a highly professional, performance oriented approach for meeting client goals and objectives. We work closely with our clients to develop a concise and focused agenda with strategies designed exceed client expectations.

Submitted by Ronald L. Book, P.A.

Ronald L. Book, P.A. boasts a virtually flawless record of success attaining clients' goals, which range from legal counseling on corporate and private matters to persuading lawmakers to support meritorious programs and causes. Professional skill is complemented by responsive, personal service as evidenced by the fact that the vast majority of clients have retained the firm's services for many years. Operating full-time offices in Aventura and Tallahassee affords the firm principals consistent proximity to clients and legislators, providing access to, and visibility amongst, key decision-makers. The end result for our clients is maximum accessibility.

The firm's mission is to provide a full range of government relations services to its clients -- "anything and everything government." We utilize our knowledge of the legislative process and our relationships with the "players" in the process to assist clients by representing their interests and advocating their legislative agendas -- be it a change in substantive law, a grant opportunity, an executive order or a budget line item.

With vast experience representing local governments, we understand that capable representation is critical to your success in the legislative process. Our reputation for effective advocacy on behalf of Miami-Dade County over the many years we have provided lobbying services is proof that we are capable of continuing to advance your agenda and produce successful results on a number of issues of critical importance. Whether it is an appropriations request, an economic development proposal or an taxation issue, our firm will be at the center of the debate, making a difference for the future of the community.

There is one guarantee in government affairs and politics, and that is change -- changes in leadership, changes in priorities and changes to the process are all commonplace in Tallahassee. For more than 20 years, Ronald L. Book, P.A. has remained a constant in Tallahassee politics, and our clients have looked to us for advice and counsel to navigate that sea of change. We are able to provide effective solutions and achievement by offering our clients:

- Strategic planning with a proactive approach.
- Professional and experienced government relations consultants.
- Bipartisan contacts throughout Florida government.
- Dedication and determination to get the job done.

Ronald L. Book, P.A., currently provides governmental representation and consulting services for Miami-Dade County in a contract that began in 2010. We have utilized Pittman Law Group, P.L., as a subcontractor to assist us in providing said services to Miami-Dade County. We occasionally utilize the assistance of subcontractors in the representation of larger governmental entities. We find that employing the use of subconsultants can be helpful as it can broaden the depth of experience on issues of importance to the client. Subconsultants also bring additional relationships that may be of value in a government relations setting.

In our proposal, we have outlined our approach to representing Miami-Dade County, which we will implement if selected to represent your interests in Tallahassee. Some of the highlights of our approach include:

- Working closely with the County in the development of the annual legislative agenda;

RFQ 801: Governmental Representation and Consulting Services in Tallahassee, FL

Submitted by Ronald L. Book, P.A.

- Assisting with the drafting and analysis of proposed legislation, and recommending amendments as necessary;
- Providing assistance throughout the budget process, advocating for full-funding County's requests;
- Facilitating meetings for County leaders and staff with members of the Florida Legislature as well as Executive Branch officials and staff;
- Monitoring committee meetings and testifying as needed;
- Providing written reports and updates on a regular basis during both the legislative session and the interim.

Our firm offers unparalleled knowledge and experience in the political process, gained from direct participation in the process. Each member of our firm has, at one time or another, worked for government. Hence, we bring the kind of perspective that only an "insider" can offer. With nearly 100 years of experience in legislative affairs between us, we stand ready to represent Miami-Dade County. We are confident that we can provide meaningful and effective service as we work toward accomplishing your legislative goals. We are fully prepared to:

- Report and meet with the County on a weekly or as needed basis during the legislative session, interim committee meetings and special sessions on those issues important to the County and the actions taken on such issues.
- Report and meet with the County on a monthly basis when the Florida Legislature is not in session.
- Prepare monthly report (weekly during session), in a timely manner, advising the County of the current status of all issues that they are monitoring or tracking that may affect Miami-Dade County, the actions taken on such issues, and recommendations for future actions on such issues. We understand that all reports must be provided in a format and level of detail that is acceptable to the County.
- Raise, discuss and recommend any affirmative legislative action that may benefit the County.
- Be available on a twenty-four hour basis during the session: assisting in writing, interpreting and monitoring legislation and regulations; drafting legislation, amendments, proviso language, position papers and testimony; and providing monthly written progress reports detailing services that have been rendered.
- Provide a full range of lobbying, legislative counsel and advocacy services including meeting with members of the Legislature, testifying at committee meetings on the County's behalf, assigning a designated person to closely monitor and review all substantive floor amendments and bills and preparing reports advising the County of the current status of legislation during the legislative session.
- Integrate our efforts with the County's Office of Intergovernmental Affairs to ensure a strong consistent legislative program.

RFQ 801: Governmental Representation and Consulting Services in Tallahassee, FL

Submitted by Ronald L. Book, P.A.

- Obtain documentation and research material upon request.
- Forward all required reports to the County upon request by the County in the number of copies as requested by the County for that particular instance.
- Arrange for meetings with members of the Miami-Dade County Legislative Delegation, and other members of the state legislature, including those in leadership positions and on key committees, senior staff of the state legislature and key officials in the Governor's office and critical state agencies.
- Provide a comprehensive end of session report detailing the resolution of all issues worked on, detailing all actions taken on such issues.

3. Provide a detailed description of comparable contracts (similar in scope of services to those requested herein) which the Proposer has either ongoing or completed within the past three years. The description should identify for each project:

- (i) client,
- (ii) description of work,
- (iii) total dollar value of the contract,
- (iv) dates covering the term of the contract,
- (v) client contact person and phone number,
- (vi) statement of whether Proposer was the prime contractor or subcontractor, and
- (vii) the results of the project.

Where possible, list and describe those projects performed for government clients or similar size private entities (excluding any work performed for the County).

Brevard County | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$30,000 per year | Contract is new, under one year | Contact Howard Tipton, (321) 633-2001 | Ronald L. Book, P.A. is a subcontractor

Brevard County has been a client since the 2010 session. Space and Economic Development are critical issues to Brevard County. With the advent of the end of the Space Shuttle program in Cape Canaveral and the subsequent job loss of approximately 7000 people, Brevard County made a strong push for a myriad of incentives to alleviate the economic impact on this area by such a substantial loss in jobs. Ronald L. Book, P.A., as part of the Brevard County lobbying team, worked with the team from Space Florida to pass several pieces of legislation and appropriations to stave off the impending economic shock of job losses of this magnitude. We worked to pass legislation that would provide flexibility to spend \$10 million in funds allocated in 2008 to make improvements at existing launch complexes; create the "Space Transition and Revitalization (STAR) Act" which would allow for 20 percent of the Quick Action Closing Fund to be used for attracting and retaining aerospace and high-tech jobs; provide Space Florida with flexibility in using funds appropriated for Launch Complex for other complexes and related use; and streamline the board of Space Florida by reducing the number of board members from 19 to 15 to better enable the Board to recruit and retain aerospace businesses. Also, funding was also allocated for the space industry as a whole through projects within the budget in the following amounts: \$10 million for project financing, \$3 million for business development, \$3.6 million for infrastructure needs and \$3.2 million for

Submitted by Ronald L. Book, P.A.

workforce retraining. Additionally, we worked to secure funding in the amounts of \$7.5 million for facility infrastructure and \$3.8 million for Space Florida operations.

In addition to the critical space related issues, we also secured \$500,000 in funding for the Harry T. and Harriette V. Moore historic project.

Broward County | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$50,000 per year | Contract is ongoing for more than 10 years | Contact Gretchen Harkins, (954) 357-7575 | Ronald L. Book, P.A. is the prime contractor

Our firm has fought hard for include issues critical to Broward County, including Article V, Affordable Housing and Growth Management. We developed legislation creating Florida's Extremely Low Income housing program and secured \$30 million in funds for the program. We successfully defeated legislation that sought to preempt counties from regulating moving services, a critical priority for Broward County. Additionally, we have assisted in passage of numerous local bills, the most notable of which was creation of the countywide special district to fund children's services.

Pinellas County | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$40,000 per year | Contract is ongoing approximately 8 years | Contact Carl Harness, (727) 464-3485 | Ronald L. Book, P.A. is a subcontractor

We have assisted Pinellas County with funding for non-emergency transportation services, passed legislation creating statutory guideline for disposition of unclaimed bodies and indigent burials, funds for beach renourishment and funds for bridge construction and renovation.

Indian River County | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$75,000 per year | Contract is ongoing for approximately 4 years | Contact Joe Baird, (772) 226-1408 | Ronald L. Book, P.A. is the prime contractor

We have assisted Indian River County by securing millions in beach renourishment and transportation funds. We have also negotiated issue related to spring training tax rebates for spring training facilities.

City of Aventura | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$50,000 per year | Contract is ongoing for more than 10 years | Contact Eric Soroaka, (305) 466-8910 | Ronald L. Book, P.A. is the prime contractor

The City of Aventura has been our client since its incorporation in 1995. We have secured millions in funding for improvements to stormwater systems as well as funding for the city's emergency operations center. We passed legislation expanding the city's eminent domain powers for public school purposes, and we passed legislation that removed the state's pre-emption of local governments to conduct termite and pest inspections. Additionally, we secured funding to assist the City in development of their comprehensive plan.

Village of Bal Harbor | State Legislative and Executive Branch Lobbying and Government Relations Services | contract is approximately \$30,000 per year | Contract is ongoing for more than 10 years | Contact Alfred J. Treppeda (305) 866-4633 | Ronald L. Book, P.A. is the prime contractor

We have been retained on issues such as red light cameras, tourist taxes, local government rentals of government facilities and retirement issues.

City of Cooper City | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$70,000 per year | Contract is ongoing for more than 10 years | Contact Bruce Loucks, (954) 434-4300 | Ronald L. Book, P.A. is the prime contractor

Cooper City's priorities have included funding for parks and water project. To that end, we have secured millions for stormwater/drainage improvements, \$100,000 for basketball courts at the sports complex,

RFQ 801: Governmental Representation and Consulting Services in Tallahassee, FL

Submitted by Ronald L. Book, P.A.

\$100,000 for community schooling projects for "at-risk" youth, \$112,500 for improvements for the Cooper City Tennis Park. We have assisted the city with several annexations, including Royal Palm Ranches annexation and the Waldrep Dairy annexation.

City of Lauderdale Lakes | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$45,000 per year | Contract is ongoing for approximately 5 years | Contact Jonathan Allen, (954) 535-2820 | Ronald L. Book, P.A. is the prime contractor

We have secured millions in funding for the operation of the city's Alzheimer Day Center and protected the Center from funding cuts as well. We have also brought the city millions in funds for stormwater project along with funds for the City's library and Northgate Park.

City of Miami | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$50,000 | Contract is ongoing for more than 10 years through to 2011 | Contact Kirk Menendez, (305) 250-5400 | Ronald L. Book, P.A. is the prime contractor

The City of Miami is a long-time firm client. Over the years, we have secured millions for the Miami River Dredging Project, the preservation of the historic Black Police Precinct, parks improvements, mentoring programs, and juvenile justice and youth programs. We have also assisted the City of Miami with several substantive measures to address their financial crisis several years ago, including the passage of the parking surcharge legislation. The legislation was challenged in the courts, and as a result, we have amended the statute several times to ensure that it remained effective. The City of Miami continues to derive millions in revenues as a result of the surcharge. Additionally, our firm successfully negotiated the issues related to the deed restrictions as Watson Island. We worked closely with the Division of State Lands, the Department of Community Affairs, the Governor and Cabinet to accomplish this. Ultimately, the Governor and Cabinet approved modifications to the deed restriction. Due to the City's financial constraints, the lobbying team work has been placed on hold until further notice.

City of Miramar | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$120,000 per year | Contract is ongoing for more than 5 years | Contact Robert Payton, (954) 602-3115 | Ronald L. Book, P.A. is the prime contractor

The City of Miramar is a growing city, and we are proud to have had the opportunity to assist them. We have secured funding for a number of projects, including more than \$1 million for improvements to stormwater systems, \$500,000 for library renovations, \$50,000 for the purchase and installation of hurricane shutters for city facilities, \$200,000 for improvements to Sunset Lake Park. We have also successfully assisted the City of Miramar with annexations. Most recently, we secured funding for the city's cultural arts center, and two regional parks.

City of North Miami | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$60,000 per year | Contract is ongoing for more than 10 years | Contact Stephen Johnson, (305) 895-9888 | Ronald L. Book, P.A. is the prime contractor

The City of North Miami is a long-time client whom we have represented them for well over ten years. During that time we have secured millions in funding for the development of the city's Museum of Contemporary Art, millions for stormwater/drainage improvements, hundreds of thousands for various youth programs, and hundreds of thousands for economic development.

City of North Miami Beach | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$60,000 per year | Contract is ongoing for more than 10 years | Contact Lyndon L. Bonner, (305) 948-2900 | Ronald L. Book, P.A. is the prime contractor

Submitted by Ronald L. Book, P.A.

We have represented the City of North Miami Beach for more than 10 years, during which time we have secured millions in funding for stormwater projects, parks and recreation and economic development projects.

City of Palm Bay | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$60,000 per year | Contract is ongoing for 3 years | Contact Lee Feldman, (954) 828-5959 (Mr. Feldman has recently been hired as City of Fort Lauderdale Manager and the telephone contact number reflects this change) | Ronald L. Book, P.A. is the prime contractor

The City of Palm Bay is a relatively new client to the firm. Most recently, we secured \$4 million in funds for the Palm Bay parkway. We have assisted the City with enterprise zone issues and have also assisted with the proposed Palm Bay interchange project.

City of Pinellas Park | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$60,000 per year | Contact Tim Caddell, (727) 541-0721 | Contract is ongoing for approximately 8 years | Ronald L. Book, P.A. is the prime contractor

We have secured millions in funding, year after year, to assist the City with renovations to Park Boulevard, a major thoroughfare. Additionally, we have assisted the City in stopping several local bills that would have adversely impacted their fire rescue operations services. We have also assisted with substantive issues related to their water management district.

City of Riviera Beach | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$30,000 per year | Contract is new, under 1 year | Contact Sean Pittman, (850) 216-1002 | Ronald L. Book, P.A. is a subcontractor

The City of Riviera Beach is also a new client to the firm as the 2010 session was our first session representing them. We secured funds for \$500,000 in funds for a transportation project in the City. Unfortunately, the project was vetoed by the Governor.

Village of Royal Palm Beach | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$60,000 per year (including subcontractor) | Contract is ongoing for approximately 5 years | Contact Raymond Liggins, (561) 790-5103 | Ronald L. Book, P.A. is the prime contractor

Some of our accomplishments on behalf of Royal Palm Beach include approximately \$1.2 million in funding for City water projects as well as \$250,000 in funding for renovations to Veteran's Park Amphitheatre. We have also assisted with various annexation issues.

City of Sunny Isles Beach | Ronald L. Book, P.A. works on an a limited basis providing monitoring services | Contract is approximately \$10,000 per year | Contract is ongoing for more than 10 years | Contact Alan Cohen, (305) 792-1701

We have represented the City of Sunny Isles Beach since its incorporation in 1997. We have secured funding to defray the costs of the preparation of the City's comprehensive plan as well as millions in funding for stormwater improvements and renovation of City parks. Recently, we assisted the city with the restoration of a beach pier, an important economic development project.

City of Sunrise | Services include State Legislative and Executive Branch Lobbying | Contract is ongoing for approximately 6 years | Contract is approximately \$50,000 | Contact Mr. Bruce Moeller, (954) 746-3430

Recently, we worked with City of Sunrise on pill mill issues, specifically those related to pharmacies. We have assisted with the ocean outfall issue and various economic development issues. Pension reform was also a high priority for the City.

Submitted by Ronald L. Book, P.A.

City of Tallahassee | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$90,000 per year | Contract is ongoing for more than 10 years | Contact Rick Minor, (850) 891-8002 | Ronald L. Book, P.A. is the prime contractor

We have been successful on a wide range of issues for the City of Tallahassee. We secured funding for the City's homeless program and have secured millions in funding for the remediation of Cascades Park, a once contaminated site. We have also secured millions in funding for various stormwater and wastewater projects. During the 2010 legislative session, we worked with the city's lobby team on the red light camera program; juvenile justice funding; growth management and permitting; sovereign immunity; recycling; and claims bills. In addition to these issues, we monitored and advised the city on all retirement issues. Changes to the state's retirement policies have a disproportionate impact on the City of Tallahassee due to the large number of state employees who live there. Any reduction in Florida's retirement benefits could have the potential to have a crippling effect on the local economy.

City of Tamarac | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$60,000 per year | Contract is ongoing for more than 10 years | Contact Jeff Miller, (954) 724-1230 | Ronald L. Book, P.A. is the prime contractor

We have worked with Tamarac to secure funds for stormwater and wastewater projects. We have also secured funds for parks and youth activities. We have also assisted the City of Tamarac with a number of local bills. During the 2010 session, we passed HB 1129, related to the "Prospect Bend" annexation.

Miami-Dade County Public Schools | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$90,000 per year | Contract is ongoing for approximately 6 years | Contact Alberto Carvalho, (305) 995-2532 | Ronald L. Book, P.A. is the prime contractor

Our efforts related to the Miami-Dade School District have been, in large part, focused on bringing dollars home, whether it is FEFP funding, DCD mitigation funding or flexibility in the 2-mil discretionary millage or flexibility in categoricals. Most recently, we fought tirelessly to establish the prior period funding adjustment millage for school districts to allow the district to realize the value of the 2008-09 base student allocation. We have been successful for the district even in the most difficult circumstances. For example, during the 2009 legislative session, despite a dramatic budget shortfall, we prevented additional cuts to the education operating budget, essentially, holding education harmless in a very difficult time, by encouraging the use of state reserve funds for education purposes. We have also been successful at fending off a number of proposals that would have been detrimental to the district, including efforts to break-up large districts and shifting of capital funds to charter schools. Simply, we have ensured that the needs and concerns of the School Board of Miami-Dade County are considered at the state level, and we have ensured that the District has a seat at the table even in the most controversial of issues. Other accomplishments throughout our representation include: Extending DROP for teachers to 96 months, and approval of legislation authorizing the Board to set travel reimbursement rates that exceed the rates established by state statute;

Village of Palmetto Bay | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract is approximately \$48,000 per year (including subcontractor) | Contract is ongoing for approximately 7 years | Contact Ron Williams, (305) 259-1234 | Ronald L. Book, P.A. is the prime contractor

We have represented the Village of Palmetto Bay since their incorporation in 2002. In 2007, when the Legislature proposed property tax reforms and mandated local rollbacks, we were successful in obtaining a five-year exemption from proposed rollbacks to allow the city ample time to capture the full amount of tax value available. We have secured approximately \$2.7 million for the purchase of the C-100 Historic Bayfront property and hundreds of thousands in FRDAP grants for parks projects. We have also secured brought home millions for various stormwater projects.

Submitted by Ronald L. Book, P.A.

Village of Pinecrest | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract was approximately \$45,000 per year | Contract dates from approximately 2007 to 2009 | Contact Peter Lombardi, (305) 234-2121 | Ronald L. Book, P.A., was the prime contractor
We were hired to provide lobbying services for the City of Pinecrest for appropriations matters. During our tenure, the Village of Pinecrest has had one critical priority relating to the replacement of the City's potable well water system and our firm secured millions of funding for that project.

City of Riviera Beach | State Legislative and Executive Branch Lobbying and Governmental Relations Services | Contract is \$30,000 | Contact Sean Pittman, (850) 216-1002 | Ronald L. Book, P.A. is a subcontractor

We have been retained on transportation funding, local government related issues, red light cameras and retirement issues.

City of South Bay | State Legislative and Executive Branch Lobbying and Governmental Relations Services | fee agreement is on a project by project basis | Contact Corey L. Alston, (561) 996-6751 | Ronald L. Book is the prime contractor

We have been retained for job development projects economic development issues and grant applications, on an as-needed basis.

City of West Palm Beach | State Legislative and Executive Branch Lobbying and Government Relations Services | Contract was approximately \$45,000 per year | Contract dates from approximately 2006 to 2009 | Contact Ed Mitchell, (561) 822-1400 | Ronald L. Book, P.A. was the prime contractor

Ronald L. Book, P.A. was enlisted to assist the City of West Palm Beach with appropriations issues. We were successful in obtaining funds for several stormwater projects. We also secured funds for various parks projects via the FRDAP program.

Submitted by Ronald L. Book, P.A.

4. List all contracts which the Proposer has performed for Miami-Dade County. The County will review all contracts the Proposer has performed for the County in accordance with Section 2-8.1(g) of the Miami-Dade County Code, which requires that a "Bidder's or Proposer's past performance on County Contracts be considered in the selection of Consultants and Contractors for future County Contracts." As such the Proposer must list and describe all work performed for Miami-Dade County and include for each project:

- (i) name of the County Department which administers or administered the contract,
- (ii) description of work,
- (iii) total dollar value of the contract,
- (iv) dates covering the term of the contract,
- (v) County contact person and phone number,
- (vi) statement of whether Proposer was the prime contractor or subcontractor, and
- (vii) the results of the project.

Our firm is proud that Miami-Dade County is a long-time firm client. We have been providing governmental affairs services for the County for well over ten years. We are proud to have led the County's lobbying efforts on the successful outcome of many legacy type issues for our community, beginning with the creation of the Hurricane Andrew Trust Fund to the creation of the food and beverage tax for homeless services to, most recently, the affordable housing surtax and the Port of Miami Tunnel project.

Miami-Dade County | Governmental Representation and Consulting Services in Tallahassee, FL | Contract is approximately \$230,000 per year (subcontractor included) | Contract is ongoing since 2010 | Contact Joe Rasco, (305) 375-5600 and Jess McCarty, (305) 375-1634 | Ronald L. Book, P.A. is the prime contractor, Pittman Law Group, P.L. is a subcontractor

Our most recent contract in the County began in 2010 and continues to the present, prior to that our contract with the County began in 2006, and continued through to 2010. The past several years have been challenging times for state and local governments. The state, like many local communities, has suffered from the downturn in the economy. In May of 2007, the state approved a \$73.5 billion budget. Within weeks of implementing that budget, the Governor initiated a series of agency holdbacks of funds. The Legislature ended the 2010 session after approving a \$70.4 billion budget, which is an increase from the \$66.5 billion budget approved in 2009. Additional cutbacks in 2011 have impacted local governments further. Despite these difficult times, our firm has had some significant victories on behalf of the County, including:

- Reauthorization of the affordable housing surtax (2008 Session)
- Long term lease of the South Florida Evaluation and Treatment Center, which yielded an \$18 million savings to the County (2007 Session)
- Long term lease of the Graham Building (2008 Session)
- Restored the Port of Miami Tunnel Project (2009 Session)
- Funding for the County's Jail Diversion GAP Program (2007-2010 Sessions)
- Funding for the County's elderly meals programs (long term/all years)
- \$5 million for construction/renovation of the Miami-Dade County Health Department (2007 Session)
- \$2.5 million for the construction/renovation of the Liberty City Clinic (2010 Session)

Submitted by Ronald L. Book, P.A.

- Funding and fund carryover for Miami-Dade Blue Premium Assistance Program and (2010 Session)
- Continued funding for Miami-Dade Juvenile Assessment Center (long-term/all years)
- Continued funding for Miami-Dade JASP Program (long-term/all years)
- Creation of Extremely Low Income Housing Program, with \$30 million in funds for the program (2006 Session)
- County/Municipal authorization of the use of red-light cameras (2010 Session)
- Funding for Crisis Outplacement/Homeless (long-term/all years)
- Prevented pre-emption of County regulation of movers and locksmiths (long-term)

Ronald L. Book, P.A. served as a prime contractor, with Pittman Law Group, P.L. as a subcontractor, providing governmental representation and consulting services in Tallahassee, FL, in a contract which ran from 2002 – 2006. The total value of the contract was approximately \$250,000; however, it was divided amongst several subcontractors. The contact for the contract was Joe Rasco. Some of the accomplishments throughout that contract period included:

- Creation of state empowerment zone program and funding for the Miami-Dade Empowerment Zone program
- Passed legislation authorizing Miami-Dade County to adopt ordinances to impose a \$15 surcharge on certain infractions to provide a revenue stream for state court facilities
- Secured \$200,000 in funds for supportive housing
- Passed legislation allowing the property appraiser more time to process evidence in value adjustment hearings
- Stopped legislation creating an airport authority
- Secured funding for Juvenile Assessment Center
- Secured funding for JASP
- Exempted Miami-Dade County from legislation prohibiting the placement of schools near airport facilities (vetoed)

Prior to the 2002 contract, Ronald L. Book, P.A. was a subcontractor providing governmental representation and consulting services in Tallahassee, FL. Information on the total amount of the contract and the contact person was not available, however, some accomplishments included:

- Creation of the Hurricane Andrew Trust Fund
- Passed legislation creating the 1% food and beverage tax to fund homeless and domestic violence programs
- Passed legislation designating the federal Empowerment Zone and secured funding for the zone

5. Describe Proposer's approach to project organization/management, identifying responsibilities of Proposer's management, senior and other professional staff that will perform work in this project, and identifying the role of each member of the Proposer's team.

Perhaps the most important aspect to lobbying and advocacy work is to be prepared and one-step-ahead in the legislative process. Preparation of a substantive legislative agenda, with concise and defined goals must be available well in advance of the legislative season, prior to the commencement of interim legislative committee meetings and the legislative session. We will work in conjunction with the County's elected officials, manager and intergovernmental team, to assemble and prioritize the annual legislative package. Additionally we will coordinate the lobbying effort by disseminating the information to the Miami-Dade Legislative Delegation and key members of the Legislature.

Mr. Book will serve as the lead lobbyist for the team, and will serve as the direct contact to the County. Mr. Book's associates, Ms. Mallette and Ms. Brown, along with Mr. Pittman, the proposed subcontractor and his associates, will report directly to Mr. Book, who will directly oversee the work of the team and provide assignments based on their particular areas of expertise.

6. Describe the Proposer's approach to the scheduling of work and prioritizing of the County's requests.

As a result of the fast-paced nature of the legislative process, it is important to begin implementing strategies that will allow us to accomplish our goals well in advance of the legislative session. More importantly, however, it is important to maintain constant communication as the legislative process and the priorities and direction of legislative leadership can change at a moment's notice. We pride ourselves on the fact that we are prepared for anything, ready to respond to such change and develop new strategy as often as necessary to obtain successful results.

We treat every issue – every amendment, every bill, and every budget request – as a priority, to ensure that we are not approaching issues from a reactionary perspective, but a proactive one. Furthermore, we understand that the legislative process is not a process that begins and ends in the 60-day legislative session, but rather a year-round process that requires constant vigilance, commitment and dedication.

If our team is selected to continue to represent Miami-Dade County, we will continue to give Miami-Dade's issues top priority. We are proud that throughout our long relationship with the County, we have been available at a moment's notice to discuss strategy, provide intelligence or respond to a crisis.

7. Estimate the hours of availability of the Proposer for the County's required services, including the hours of availability of Proposer's key personnel. If subcontractors are utilized, estimate the hours of availability of each.

During the legislative session and the interim Ronald L. Book of Ronald L. Book, P.A., and firm associates, along with Sean Pittman of the Pittman Law Group, P.L., will be fully available to the Miami-Dade County's elected officials, Manager, Intergovernmental Affairs staff and any of their designees.

We understand that a successful legislative program requires that each member of the team be available to Miami-Dade County 24 hours-a-day, seven days a week to respond to questions and comments, to provide direction and facilitate strategy as we work toward accomplishing the County's goals.

8. Confirm Proposer's ability to fulfill all elements of the Scope of Services. Specifically address the Proposer's ability to comply with the requirements and provide the services in Section 2.2 and the Proposer's ability to provide the optional services in Section 2.3.

Ronald L. Book, P.A., has reviewed the Scope of Services, Section 2.2, of RFQ 801, Governmental Representation and Consulting Services in Tallahassee, FL. We are confident that if we are selected to continue to represent Miami-Dade County, we can fulfill all elements of the Scope of Services in providing said services. To that end, we are fully prepared to:

- Report and meet with the County on a weekly or as needed basis during the legislative session, interim committee meetings and special sessions on those issues important to the County and the actions taken on such issues.

Submitted by Ronald L. Book, P.A.

- Report and meet with the County on a monthly basis when the Florida Legislature is not in session.
- Prepare monthly report (weekly during session), in a timely manner, advising the County of the current status of all issues that they are monitoring or tracking that may affect Miami-Dade County, the actions taken on such issues, and recommendations for future actions on such issues. We understand that all reports must be provided in a format and level of detail that is acceptable to the County.
- Raise, discuss and recommend any affirmative legislative action that may benefit the County.
- Be available on a twenty-four hour basis during the session: assisting in writing, interpreting and monitoring legislation and regulations; drafting legislation, amendments, proviso language, position papers and testimony; and providing monthly written progress reports detailing services that have been rendered.
- Provide a full range of lobbying, legislative counsel and advocacy services including meeting with members of the Legislature, testifying at committee meetings on the County's behalf, assigning a designated person to closely monitor and review all substantive floor amendments and bills and preparing reports advising the County of the current status of legislation during the legislative session.
- Integrate our efforts with the County's Office of Intergovernmental Affairs to ensure a strong consistent legislative program.
- Obtain documentation and research material upon request.
- Forward all required reports to the County upon request by the County in the number of copies as requested by the County for that particular instance.
- Arrange for meetings with members of the Miami-Dade County Legislative Delegation, and other members of the state legislature, including those in leadership positions and on key committees, senior staff of the state legislature and key officials in the Governor's office and critical state agencies.
- Provide a comprehensive end of session report detailing the resolution of all issues worked on, detailing all actions taken on such issues.

Reviewing the optional services outlined in Section 2.3, Ronald L. Book, P. A. does maintain full-time offices in Miami-Dade County and Tallahassee, Florida. Our Tallahassee office is located directly across from the Capitol at 104 West Jefferson Street. While we are unable to provide full-time Tallahassee office space to the County at this time, we can certainly allow the County, including elected officials and staff, to utilize our space on a limited basis as necessary. We take pride in our "open door, open house" policy. County staff and any other designated representatives of Miami-Dade County may feel free to use our space on a limited basis and we will ensure that County staff has access to computers, telephones, fax and copy machines and the conference room.

Additionally, as we have done in the past, we will continue to make our conference room available for lobbying team meetings when requested.

Submitted by Ronald L. Book, P.A.

9. Address Proposer's approach to complying with the reporting requirements in the Scope of Services. Describe the proposed report outline (i.e., sections, contents, etc.) and attach a sample report (if available).

Ronald L. Book, P.A. is fully prepared to provide weekly session reports and monthly reports during the interim on all issues assigned to our firms. We will also provide additional updates by e-mail and/or telephone as necessary. Our reports include a brief summary of pertinent issues assigned to our firm, with an explanation of the issue and its status. We also provide additional information that the County may find of interest. We pride ourselves on providing insightful, accurate and timely reports.

Attached please find a sample report from the 2011 session from Ronald L. Book, P.A.

Memorandum

To: Jess McCarty, Esq.
Assistant County Attorney

From: Ronald L. Book, Esq.
Kelly C. Mallette
Rana G. Brown

Date: June 6, 2011

RE: 2011 Session - Final Session Report

The Florida Legislature ended the 2011 session in the wee hours of Saturday morning, after a short extension to address budget conforming bills. What began as a session of cooperation and admiration between the House and Senate came to a somewhat contentious end, after Senators became concerned about the large number of budget conforming bills, which included provisions that were not fully vetted by the large majority of Senators.

Despite the snag at the end, the overwhelming Republican majorities were able to pass some meaningful reforms that were part of their overall agenda. Changes to education including teacher tenure, tort reform and Medicaid reform quickly come to mind. Additionally, they managed to balance the budget after tense negotiations which led to nearly \$4 billion in cuts.

Below, please find a summary of action on legislation assigned to our firm from Miami-Dade County's legislative package.

Bill Assignments

SB 982 and HB 241 - Wage Theft

Proposed by the Florida Retail Federation, these bills would have simply preempted Miami-Dade County's wage theft ordinance. We worked closely with our Delegation, particularly Senator Flores, who chairs the Senate's Judiciary Committee, the second committee of reference in the Senate. Ultimately, Senator Flores assisted in amending the bill to exempt Miami-Dade County from the statewide preemption. Ultimately, the bill did not pass.

SB 884 - Taxi Operators

SB 884 would have preempted portions of Miami-Dade County's taxi ordinance, and created a property right in certain circumstances. The substance of SB 884 was amended in the Department of Transportation's legislative package, and we worked closely with the Senate sponsor, Senator Latvala, to amend the legislation to ease Miami-Dade's concerns. Although the final version of the legislation was in a form that we could support, the DOT package did not pass.

Submitted by Ronald L. Book, P.A.

SJR 1954 and HJR 1321-- Home Rule Charter of Miami-Dade County

The House version of this legislation passed, while the Senate version of the bill was defeated on the Senate floor by a vote of 21 nays to 15 yeas.

SB 1354 and HB 983-- Juvenile Detention

The County had several concerns with this legislation. The bills were not heard in any committees in the House or Senate, and did not pass.

SB 990 and HB 877 -- Title Loans

This bill would have preempted the regulation of title loans to the state. The bill was not heard in any committees in either the House or Senate and did not pass.

SB 396 and HB 849 -- Building Construction and Inspection

SB 396, the 2011 building code package, included language that would have detrimentally impacted Miami-Dade County's design requirements for building and structures within the High Velocity Hurricane Zone (HVHZ). This legislation would have forced expiration of any amendment to the building code when a new edition of the Florida Building Code is issued every 3 years.

We worked closely with the industry representative and with Senator Bennett to insert language that would ensure the amendments and modifications relating the design of buildings and structures with the HVHZ would not expire and would be carried forward with the currently required review.

CS/CS/CS/HB 849, 2nd Engrossed and Enrolled passed and is awaiting action by the Governor

SB 1198 and HB 887 -- Communications Services Tax

Language was filed to HB 887 which would have capped the communications services tax at 4 percent. If approved, the cap would have had a \$13 million annual fiscal impact on Miami-Dade County. We worked closely with the House and Senate sponsors on the bill, and the amendment including the 4 percent cap was not approved.

HB 887 was approved by the Legislature, without the harmful language, and has since been approved by the Governor.

SB 2118 -- Crime Lab Fee

SB 2118 was a budget conforming bill which included language requiring defendants, through fines, to pay for certain crime lab costs. The bill was approved by the Legislature and later vetoed by the Governor due to other provisions in the bill relating to oversight of private prison contracts.

Library Funding

Once again, funding for public libraries was decided in the final days of Florida's Budget conference. We worked closely with the House and Senate budget chairs, and funding for Public Libraries was allocated at \$21.3 million, this funding will allow for an \$8.4 million federal match.

Submitted by Ronald L. Book, P.A.

Resolutions

R-411-10 - Reduce State Prison Spending

Senator Bogdanoff led the charge on this issue, and filed SB 1338 which removed minimum mandatory sentences for certain offenses and required DOC to develop and implement reentry programs for nonviolent offenders. Although the issue received a great deal of discussion, legislation related to reducing state prison spending via this route did not pass. Rather, the Legislature found savings via prison privatization initiatives.

R-815-10 - Ban Possession of K2 and other synthetic marijuana-like drugs

*This item was assigned to Pittman Law Group, P.L. A full update can be found in their report. However, this legislation passed.

R-816-10 - Memorial re: Repeal of Section 511 of the Tax Increase Prevention and Reconciliation Act

*This item was assigned to Pittman Law Group, P.L. A full update can be found in their report. However, this memorial did not pass.

R-918-0 Early Voting

*This item was assigned to Pittman Law Group, P.L. A full update can be found in their report. However, language was approved to provide counties additional flexibility related to early voting and county elections that do not involve state or federal offices or issues. Specifically, the ability to offer early voting for one week opposed to two weeks.

A second issue of importance to Miami-Dade County was language to allow the Supervisor of Elections to use any site convenient and accessible as an early voting location. In addition, allow for the Supervisor of Elections (SOE) to dictate hours of operation. This language was not approved.

R-950-10 - Prohibit Texting while Driving

A number of bills were filed to provide various limitations on texting while driving. It was apparent, however, early in the session, that there was not an appetite to approve such legislation. Although we worked closely with the House and Senate appropriations chairs, no language to prohibit texting while driving was approved.

R-957-10 - Oppose Immigration Legislation similar to Arizona SB 1070

Throughout the session, it seemed that approval of immigration legislation was a priority for House and Senate leaders. However, both bodies approved conflicting proposals, and ultimately, no legislation was approved.

R-1056-10 - Sovereign Immunity to the University of Miami

SB 1676 by Senator Thrasher and HB 1393 by Representative Artiles (formerly Representative Bovo) and Representative Nunez, extends the sovereign immunity of Jackson Memorial Hospital, as a public teaching hospital, to University of Miami physicians and employees when working at Jackson Memorial Hospital.

SB 1676 was approved by the Legislature. It has not yet been transmitted to the Governor, but we do expect the Governor to sign the legislation when it reaches his desk.

R-1112-10 - Long-Term Mobile Home Park Tenants

While legislation was introduced related to mobile home park tenants, we were unable to get support for the resolution offering tenant's the right of first refusal on underlying property.

R-1113-10 – Beacon Council – Urban Job Creation

SB 1962 and HB 1269 were the Beacon Councils' update of the Enterprise Zone program. We were successful in moving the bills through committees in both the House and Senate, but ultimately, the bills did not pass.

R-1218-10 – Inmate Medical Care

Once again, legislation was proposed (SB 490 and HB 257) that would have compelled the County to pay a higher reimbursement for health services rendered to inmates. While the bill did get some movement, particularly in the Senate, it did not pass.

R-35-11 – Carbon Monoxide Detectors

This session, no legislation relating to discounts for the installation of carbon monoxide detectors was filed. Although we did review possible amendatory vehicles, we were not able to amend any language to an appropriate vehicle.

R-104-11 – Work with Local Governments/New Business

This resolution called on the state to work with the County to provide funds to subsidize licensing requirements for new businesses. While the Legislature did not approve specific legislation providing said funds, they did approve an economic development package with numerous incentives. A description can be found later in our report.

R-119-11 – Crane Preemption

Miami-Dade County once again opposed SB 612 and HB 1057, which would have preempted the regulation of cranes to the state. Neither of these bills were heard in any committee and did not pass.

R-170-11 – Sexual Predators

SB 494 and HB 265 prohibited the release of sexual offenders prior to first appearance. We made significant progress on this legislation, which was approved by the House. However, the bill stalled in the final Senate committee and did not pass.

R-172-11 – Bingo at Parimutuel Facilities

Senator Diaz de la Portilla and Representative Fresen introduced legislation (SB 522 and HB 299) that would have allowed pari-mutuel facilities to conduct bingo games. Unfortunately, very few "gaming" type issues were heard, and although SB 522 was approved in one committee in the Senate, HB 299 was not heard and the bills were not approved.

R-184-11 – Website and E-mail for Public Notices

Senator Bennett and Representative Workman (SB 914 and HB 89) introduced legislation to enable local governments to utilize their websites and e-mail for public notice purposes. Ultimately, we could not overcome the strong opposition to this legislation by the newspaper industry, and the bills did not pass.

R-209-11 – Tour Guides

*This issue was assigned to Pittman Law Group, P.L. A full update can be found in their report. However, this legislation did not pass.

R-253-11 – Public High School Students from Leaving Grounds

SB 1138 and HB 791 did not receive hearings in either the House or Senate.

R-267-11 – Community Redevelopment Act

SB 468 and HB 1343 would have included former lands used as military bases in the definition of slum and blight for CRA purposes. We worked with Senator Bullard and Representative Bullard on the passage of the legislation. While we made good progress in the Senate, we were unable to move the bill in the House.

R-270-11 – Secondary Metals Recyclers

SB 1528 and HB 753 provided additional regulation for secondary metals recyclers. While SB 1528 did make progress in the Senate, HB 753 did not get a hearing.

Departmental Assignments

Consumer Services

- National Criminal Background Checks – Amendatory language was offered to authorize national criminal background checks to taxi drivers. The language was included in the Department of Transportation package, SB 1180, but was not approved.
- Taxicab Lease Rates – No language impacting taxicab lease rates was approved.

Corrections

- Limited Arrest Authority – No legislation was introduced providing corrections officers with limited arrest authority.
- Lewd or Lascivious Behavior – Although we worked to create additional penalties for lewd and lascivious behavior by inmates, we were unsuccessful as the Legislature was generally opposed to creating new penalties this session, except in certain very limited exceptions.

Cultural Affairs

Cultural Affairs Grants – Funding provided for Cultural Affairs Grants. See amounts below.

- Cultural Museum Grants – \$2.2 million for an increase of \$1.2 million from the previous fiscal year
- Historic Preservation Grants – \$1.1 million for an increase of \$450,000 from the previous fiscal year
- Public Libraries – \$21.3 million in funding, which will draw down an \$8.4 million federal match

Elections

- Early Voting – This issue was assigned to Pittman Law Group, P.L., and a full update can be found in their report.
- HAVA Funds – This issue was assigned to Pittman Law Group, P.L., and a full update can be found in their report.
- Community Development District Elections – This issue was assigned to Pittman Law Group, P.L., and a full update can be found in their report.

Emergency Management

- Florida Building Commission/High Velocity Hurricane Zone – SB 396 proposed changes to the Zone. We amended the bill to alleviate the County's concerns as described earlier in our report.
- EMPA Trust Fund – EMPA Trust Fund funded.

Homeless Trust

- GAP Funding – At the time of this report submittal, we are still working with the Department of Corrections to determine if funding will be provided for the Jail Diversion GAP Program. This funding has traditionally been funded via the Department.
- Crisis Outplacement Beds – Recurring funding in the amount of \$180,000 was provided for Crisis Outplacement Beds.

Human Services

- Elderly High Risk Meals – Recurring funds provided for all Local Services Programs. The Legislature provided increases for two programs, one in Little Havana and the other in Allapattah. However, the increased funds were vetoed by the Governor.
- Wait List Reduction – No additional funds were provided for waitlist reduction.

Jackson Health System

A high priority for Jackson Health System throughout the session was release of the \$35 million in funds from the Agency for Health Care Administration. We worked closely with key leaders and the Office of the Governor to ensure provisions were made to release said funds. Language was included in the back of the appropriations bill to ensure the release of funds.

Health Care Budget

Clearly, budget issues were also a high priority. With Florida's revenues down, Medicaid utilization up and no increased FMAP to speak of, it was again a very challenging year to put together a health care budget for Florida. House and Senate Health Budget Committees began in very different places. The House Health Care budget fully funded programs such as Medically Needy and MEDS-AD, but proposed a hospital rate cut of 7 percent. The Senate version of the budget limited Medically Needy to coverage for ONLY physician services, and eliminated MEDS-AD in its entirety. It also included a 10 percent rate cut for hospitals.

Had the initial Senate proposal been approved and these cuts implemented, the total projected loss to Jackson would have been absolutely devastating.

However, our firm worked closely with other hospital stakeholders and after a highly coordinated lobbying effort amongst the various hospital associations and hospital interests, House and Senate leaders ultimately decided to fully fund Medically Needy and MEDS-AD, but did include a 12 percent hospital rate cut. While cuts are never pleasant, the decision to fully fund Medically Needy and MEDS-AD was paramount to fully funding rates, since rate cuts can be somewhat mitigated through buybacks, as is the case for Jackson.

Medicaid Reform (HB 7107 and HB 7109)

After numerous public hearings throughout the state and more than a year of work, the House and Senate passed Medicaid reform legislation, which, in the simplest terms, requires Medicaid recipients to enroll in managed care plans. The term managed care is not limited to traditional Health Maintenance Organizations, but also includes Provider Service Networks and Accountable Care Organizations. We worked closely with hospital interests to ensure that hospitals have an opportunity to participate via provider service networks and accountable care organizations, and to ensure that the plans are required to be responsive to hospitals.

Another aspect of Medicaid Reform debate this session was discussion regarding tort reform. The Senate's original Medicaid Reform proposal included several tort reform provisions, such as sovereign immunity for the University of Miami Medical School and Shands Healthcare along with limited liability for nursing homes and developmentally disabled service providers. Early House versions included only limited tort reform. Ultimately, the Legislature agreed to tort reform for Medicaid service providers, including physicians and hospitals. Specifically, HB 7109 limits non-economic damages that a Medicaid recipient can recover against hospital and physician providers to a maximum of \$300,000, regardless of the number of provider defendants. The maximum that can be recovered against any single hospital or physician is \$200,000 per claimant in non-economic damages. The bill does allow the court to pierce these caps in circumstances where the provider has acted in bad faith or with willful disregard of human rights.

Here are the specifics of the reform plan:

- Creates two separate managed care programs: the medical assistance program for primary and acute care; long-term managed care for residential, home and community-based care.
- The Agency will issue Invitations to Negotiate for plans. Full enrollment in long-term managed care must be completed by October 1, 2013, and full enrollment of medical assistance program must be completed by October 1, 2014.
- Establishes 11 state regions within which plans will compete for state Medicaid contracts based on value, and limits the number of plans allowed in each region. In each region, one slot is reserved for a PSN. Miami-Dade and Monroe comprise one region, region 11.
- Plans are paid risk-adjusted rates, based on patient encounter data. PSNs may opt for fee-for-service rates with a shared savings settlement for the first two-years of operation, but are required full capitation thereafter. This was critical for Jackson's PSN.
- Medically Needy and MEDS-AD population are covered, and would pay a premium for coverage.
- Preference will be given to plans that demonstrate:

Submitted by Ronald L. Book, P.A.

- Signed contracts with primary and specialty physicians and with essential providers;
 - Well-defined programs for recognizing patient-centered medical homes and accountable care organizations;
 - Ability to produce a greater economic benefit by being headquartered in Florida and employing Floridians to meet contract terms;
 - Provider networks in which over 10 percent of providers use electronic health records;
 - A contract with AHCA to provide managed long-term care services in the same region;
 - Contracts or other arrangements for cancer disease management programs;
 - Contracts or other arrangements for diabetes disease management programs;
 - A process for prompt payment of claims.
- The bill requires the plans to contract with "essential providers," which include:
- Federally qualified health centers;
 - Statutory teaching hospitals;
 - Hospitals that are trauma centers;
 - Hospitals located at least 25 miles from any other hospital with similar services;
 - Faculty plans of Florida medical schools;
 - Regional perinatal intensive care centers;
 - Specialty children's hospitals;
 - Accredited and integrated systems serving medically complex children that comprise separately licensed, but commonly owned, health care providers delivering at least the following services: medical group home, in-home and outpatient nursing care and therapies, pharmacy services, durable medical equipment, and prescribed pediatric extended care.

HB 7107 and HB 7109 were approved by the Governor on June 2, 2011.

Sovereign Immunity

SB 1676 and HB 1393 were also priorities for Jackson. SB 1676 was approved by the Legislature and a full explanation can be found on page 3 of this report.

Library

- State Aid to Libraries - \$21.3 million in funding provided in the General Appropriations Act.

Countywide Healthcare Planning

- Miami-Dade Premium Assistance Program - Funding provided in the General Appropriations Act via Florida's LIP program.
- Miami-Dade County Health Department - No capital funds for the Miami-Dade County Health Department were approved this session.

Police

Public Resource Accountability and Profiteering Act – This legislation was not considered this session, due largely to the Legislature's position not to create new felony offenses.

Procurement

- Repeal of 511 – This issue was assigned to Pittman Law Group, P.L. However, the memorial urging the repeal of 511 was not approved.

Senior Advocate

- Maintain Funding of General Revenue Programs – Funding maintained.

Tourism

- Local Regulation of Tour Guides – This issue was assigned to Pittman Law Group, P.L. A full update can be found in their report. However, no legislation authorizing local regulation of tour guides was approved.

Submitted by Ronald L. Book, P.A.

10. Identify if Proposer has taken any exception to the terms of this Solicitation. If so, indicate what alternative is being offered and the cost implications of the exception(s).

Ronald L. Book, P.A., does not take exception to any of the terms of this Solicitation.

KEY PERSONNEL AND SUBCONTRACTORS PERFORMING SERVICES

11. List the names and addresses of all first tier subcontractors, and describe the extent of work to be performed by each first tier subcontractor. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of the subcontractors who will be assigned to this project.

Ronald L. Book, P.A., will utilize Pittman Law Group, P.L., ("PLG"), to assist us in fulfilling the scope of services as described in RFQ 801, Governmental Representation and Consulting Services in Tallahassee, FL. PLG founder, attorney Sean Pittman, and his firm have been an essential part of Miami-Dade County's Tallahassee lobbying effort since they first joined the team in 2002. PLG is headquartered in Tallahassee, FL at 1028 East Park Avenue, Tallahassee, FL 32301

The Pittman Law Group (PLG), a Professional Liability Corporation, was founded in 2001 and provides legal and governmental representation within the state of Florida. The firm maintains offices in Tallahassee and South Florida, with the Tallahassee office as headquarters. The South Florida office allows us to be in close proximity of our clients in that area, while the Tallahassee office is located downtown in close proximity of the state Capitol.

PLG provides legal, lobbying and consulting services before the Florida Legislature and other tribunals, including Congress. The firm represents clients at both state and local levels of government, including formal and informal resolutions with agencies and staff. The firm specializes in legislative issues within the jurisdiction of Florida regulatory agencies and Cabinet departments. PLG's presence in Tallahassee allows for strategic monitoring of governmental activities and direct access to state legislators, agency officials and their staff. Firm principals and associates are positioned to effectuate state ad hoc committees and task forces for aggressive representation of our clients. Additionally, firm attorneys participate in rule-making proceedings and administrative litigation.

PLG takes pride in consistent and effective client communication. Firm professionals are experienced strategic planners; educating and navigating clients through the state and federal processes.

The focus at PLG is "the client" and the firm represents some of the top interests in the State of Florida, including several local governments. PLG's team has extensive background covering a myriad of issues that face local governments. Through nine years representing municipalities and cities, PLG has gained a vast amount of experience in many areas that we believe Miami-Dade County would consider priorities. Detailed accounts of our work on several broad issues close to Miami-Dade County are listed below:

Appropriations: We have secured millions of dollars in appropriation funds for our local municipal and county clients over the past decade.

Social Services: We have worked to secure permanent and increased funding for statewide affordable housing assistance programs like CWHIP and other community development programs.

Public Finance and Taxation: We have worked intimately with members during the Regular and Special Sessions on property tax reform to ensure that with each proposal our client's impacts were known to members.

Submitted by Ronald L. Book, P.A.

Public Works: We have been heavily involved in the red-light legislation, right of way issues, building code regulation issues, local government construction and contractor regulation issues, taxicab/limousine and towing preemption attempts.

Seaports and Aviation: We have worked to secure increased funding for seaports as well as legislation to connect Watson Island to the seaport.

Growth Management: For several years we have worked to represent our clients in all facets associated with growth management such as the Developments of the Regional Impact review process, impact fees, and transportation concurrency. We also worked to resolve unintended consequences our clients faced due to the growth management glitch bills.

Environment: The Pittman team participated in the Solid Waste Management Act Review Workgroup and has experience with environmental issues specifically relating to wetlands regulation, environmental resource permitting, incentive based permitting, and the Florida Springs Protection Act to name a few. Additionally, Mr. Pittman served on Governor Charlie Crist's transition team in the area of Environmental Protection.

Healthcare: We have lobbied extensively on behalf of several healthcare clients including; the Hospital Corporation of America (HCA), The Florida Health Care Association (FHCA), The Florida Hospital Association (FHA) and Mental Health Services of America. Some of the issues we worked on included but were not limited to; nursing homes and nurses, trauma centers, low income pool funding and board structure, detached emergency room issues, certificate of need (CON) issues, and Medicaid reform.

Insurance: We actively lobbied our clients' positions during Regular and Special Session (Jan 07) as it related to property insurance. We have also worked extensively on issues related to personal injury protection and health insurance matters.

Attorney Sean Pittman is the managing partner and principal lobbyist at PLG. All of Pittman Law Group's key professional staff are properly licensed and/or registered to practice law and/or lobby in the State of Florida. Our clients are serious about accomplishing objectives and look to create long lasting relationships with key players in the political arena. We ensure our clients meet their objectives by using the perfect guide and the perfect strategy.

PLG will assist Ronald L. Book, P.A., in all aspects of Miami-Dade County's lobbying effort, including, but not limited to:

- Assisting the County in the preparation of the annual legislative agenda
- Monitoring proposed legislation and work closely with Ronald L. Book, P.A., and County staff to analyze impacts of legislation
- Prepare legislation, amendments and obtain sponsors for such
- Prepare budget requests and obtain sponsors for such
- Represent Miami-Dade County at legislative committee meetings, testifying as necessary
- Facilitate meetings and discussion between County officials and staff and legislators, legislative staff and executive branch officials
- Attend all Miami-Dade County team meetings
- Provide weekly reports during session, and reports as necessary in the interim, but minimally, on a monthly basis
- Work to defeat legislation that may have a detrimental impact on the County's agenda or interests

Submitted by Ronald L. Book, P.A.

12. Provide an organizational chart showing all key personnel, including their titles, to be assigned to this project. This chart must clearly identify the Proposer's employees and those of the subcontractors or subconsultants and shall include the functions to be performed by the key personnel. All key personnel includes all partners, managers, seniors and other professional staff that will perform the work and/or services in this project.

Ronald L. Book, Esq., President & CEO | Ronald L. Book, P.A. | Prime Contractor/Proposer
Ronald L. Book will serve as the project manager. He will direct all aspects of the services provided, providing assignments and oversight to the subcontractor, Pittman Law Group, P.L. Additionally, he will oversee the work of Ronald L. Book, P.A., firm professionals. He will provide governmental affairs and consulting services, including direct legislative and executive branch lobbying.

Sean Pittman, Esq., President & CEO | Pittman Law Group, P.L. | Subcontractor

Pittman Law Group, P.L., will serve as a subcontractor to Ronald L. Book, P.A. Mr. Pittman will provide governmental representation and consulting services for Miami-Dade County under the direction of Ronald L. Book. Mr. Pittman services will include direct legislative and executive branch lobbying.

Kelly C. Mallette | Director of Government Affairs | Ronald L. Book, P.A.

Ms. Mallette will provide direct legislative and executive branch lobbying under the direction of Mr. Book.

Phillip Singleton | Legislative Director | Pittman Law Group, P.L.

Mr. Singleton will provide direct legislative and executive branch lobbying under the direction of Mr. Pittman.

Rana G. Brown | Government Affairs Consultant | Ronald L. Book, P.A.

Ms. Brown will provide direct legislative and executive branch lobbying under the direction of Mr. Book.

13. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of all key personnel, including those of subcontractors, who will be assigned to this project.

Ronald L. Book, P.A.

Established in 1987, Ronald L. Book, P.A. specializes in providing government affairs services. Although we have a diverse and varied clientele, our firm was a pioneer in the representation of local governments nearly 20 years ago simply because we believe that local governments deserve the same professional and effective representation as any Fortune 500 company. As a result, our local government clients have benefited from our firm's philosophy - "It CAN be done."

At Ronald L. Book, P.A. we are proud that we have more experience in the appropriations process than any of our competitors. Our immense success in the budget process is attributable to our direct knowledge of that process. Our firm has experience with budget matters at all levels of government gained from direct employment with those entities. Each associate brings a working knowledge of budget matters from executive, legislative and local perspectives. For example, as Special Counsel to Governor Bob Graham, Ron Book drafted and passed, literally, hundreds of budget amendments, giving him a rare

Submitted by Ronald L. Book, P.A.

and unique insight and detailed knowledge of Florida's appropriations process. His ability to locate dollars, or "find the money," is unparalleled.

Furthermore, our experience representing local governments allows us to bring an in-depth perspective on major areas of importance to these entities such as economic development, emergency preparedness, local government pre-emption, taxation and water and sustainability issues.

We believe our qualifications are best evaluated through the success we have had on behalf of similar clients. As such, below you will find a description of a few notable accomplishments for our clients.

Client: Miami-Dade County

Issue: Completion of the Port of Miami Tunnel

Background: For many years, Miami-Dade County planned a tunnel which will allow truck traffic to move quickly from the Port to other regional roads. Through a partnership with the state and federal government, Miami-Dade County secured funds to complete the initial stages of tunnel development. In late 2008, it became clear that the state had concerns related to the tunnel project and could not continue to move the project forward, ending years of effort by many stakeholders to complete the project, and threatening the growth of the County's port and the decline of the economy in the region. Our office worked closely with Miami-Dade Delegation, key legislative leaders, the office of the Governor and the Secretary of the Department of Transportation to find a solution to the issues which prevented the project from moving forward.

Outcome: Issues resolved amongst all parties and project is moving forward.

Client: Miami-Dade County

Issue: South Florida Evaluation and Treatment Center

Background: Miami-Dade County was in negotiations with the state to purchase the South Florida Evaluation and Treatment Center, which they planned to renovate and use for housing mentally-ill inmates. The state offered the property to the County at a price of \$18 million. We suggested that the County file legislation to allow a long-term \$1 per year lease of the property since the property was going to serve an important state interest.

Outcome: Passed language in the 2007 Appropriations Implementing Bill granting the County a \$1 per year lease on the building.

Client: City of Miami

Issue: Modification of Deed Restriction at Watson Island

Background: The City of Miami was seeking a modification of the deed restriction at Watson Island. The original deed restriction prohibited the City of Miami from leasing any of the property to, "any private person, firm or corporation for any private use or purpose." Furthermore, the deed restriction also prohibited, "any private person, firm or corporation to construct any islands, fills, embankments or structures for any private use or purpose." The City of Miami asked us to work with the state to release the City from the deed restrictions in order to lease the property so that it could be developed into a mixed use facility to include marina, hotel use, fractional share/timeshare licenses and retail. Our firm immediately began by utilizing our relationships at the Department of Environmental Protections, Division of State Lands in order to negotiate a partial modification of the Deed Restriction. We worked closely with the Division of State Lands and advocated on behalf of the City to negotiate an agreement that would allow the City to proceed with the development.

Outcome: After much negotiation, we were successful. We reached an agreement with the Division of State Lands for a partial modification of the deed restriction. Once that was completed, the matter had to be approved by the Florida Cabinet. We met with the Cabinet members and Cabinet aides and the agreement was approved.

Submitted by Ronald L. Book, P.A.

Palman Law Group, P.L. ("PLG")

Founded in 2001, PLG has been providing legal, lobbying and consulting services before the Florida Legislature and other tribunals for nearly a decade. PLG's legislative advocacy experience is decorated with representation of clients from various industries. These experiences have left us with a vast array of knowledge in both the legislative process and its diverse set issues. PLG has never lost a client due to displeasure in the production of our team, and we continue to increase our knowledge base by taking on more challenging projects each year.

Palman Law Group's legislative advocacy experience is decorated with representation of clients from various industries. Miami-Dade County will benefit directly from the significant working relationships our team members have established through years of work both in the public and private sector. Our lobbying team shares all areas of responsibility to accomplish the goals of our client. Select examples of our experience include the following representations. We would be pleased to provide additional details about any of these assignments.

Brevard County | Length of Contract: 2002-Present

Juvenile Justice Cost Shift: During the 2010 Legislative Session, we were successful in defeating Juvenile Justice Legislation that would have allowed financial cost to be shifted to the counties.

Alternative Water Supply: During the 2008 regular legislative session, we were able to successfully defeat a measure which would have authorized a study to consider desalination and its viability as an alternative water source, but would have taken its funding from the Alternative Water Resource funding. This would have decreased the funding available for future alternative water source projects.

Moving Services: We defeated the moving bill which would have been detrimental to the County. We discussed the County's opposition with assigned members and were able to win NO votes. We also worked to defeat last minute attempts to amend the moving bill language on the floor to another bill. Our work was substantial in defeating this legislation.

Municipal Annexation: For two years we worked to successfully avert legislation to allow cities to annex into the county without the approval of the county.

Campaign Finance-Local Government: We met with the appropriate committee members to defeat SB 749 which died after being heard in one committee. The House Bill (HB 749) was never heard.

City of Port Orange | Length of Contract: 2005-Present

Training Legislation: In 2010, we worked to pass legislation which gave relief to those families of firefighters who were killed during training exercises. The issue was directly linked to a Volusia County family.

Cambridge Basin Stormwater and Drainage Improvements and Halifax Hospital Project: In 2006, we successfully secured \$650,000 in state funding for improvements to this municipality's outdated drainage system. The Cambridge Basin area was prone to catastrophic flooding after an onslaught of numerous hurricanes damaged the outdated drainage system. In 2007, we secured \$1.25 million in state funding for improvements to this municipality's outdated drainage system and the construction of a multi-use hospital/fire station community facility. These funds were however vetoed by the Governor.

Rose Bay Project Funding from the Ecosystem Management and Restoration Trust Fund: In 2008, we successfully secured \$350,000 in funding for the City of Port Orange's Rose Bay dredging project in the midst of the legislatures need to cut \$6 billion from the state's budget.

City of Miami | Length of Contract: 2005-2010

Energy Efficient Sales Tax Holiday: We worked to successfully pass a bill which covered a key provision in which we were assigned (Create an "energy efficient week" where sales of any new energy efficient product having a selling price of below \$1,500 would be sold tax free.)

City of Riviera Beach | Length of Contract: 2009 - Present

Appropriations: During the 2010 Regular Session, we were instrumental in securing \$500,000 dollars for the City of Riviera Beach 13th Street Improvement project in the final Legislative Budget. Unfortunately, the project was clumped together with a large group of South Florida budget "turkeys" and vetoed by the Governor.

City of Tallahassee | Length of Contract: 2003-Present

Appropriations: During the 2007 Regular Session, we were instrumental in securing the City of Tallahassee \$1,500,000 for restoration of Cascades Park, \$200,000 for the Leon County Big Bend Homeless Coalition, and \$1,000,000 for Tallahassee Advanced Wastewater treatment improvements.

Capital Cascades Park Remediation: Secured in excess of \$3 million in General Revenue funds for the clean-up of Cascades Park in Tallahassee (2006).

FSU National High Magnetic Lab: This lab is the cornerstone of Tallahassee's plan to create high paying, quality jobs for its citizens. In 2004, members of the legislature were adamant on not fully funding the project. With bi-partisan efforts and the City's lobbying team, we secured the \$10 million requested to keep the lab open.

Alternative Water Supply: During the 2008 Regular Legislative Session, we were able to successfully defeat an authorized study to consider desalination and its viability as an alternative water source.

This would have taken its funding from the Alternative Water Resource funding and decreased the funding available for future alternative water source projects.

Miami-Dade County | Length of Contract: 2003-Present

Red Light Cameras: During the 2009 and 2010 Sessions, our team aided in finally passing the Red-Light Camera legislation. Further, we worked with several members, including Rep. Bernard, to insure all harmful language was omitted from the good bill.

ADA Extension: Also in 2010, we worked to extend the 2010 ADA Election deadline to 2012, which is expected to save the county millions of dollars.

JESCA Funding: During the 2008 Legislative Session, we secured full funding for the JESCA Program which had been zero funded in all proposed budgets. Due to PLG's efforts, the JESCA Program continues to aid the disadvantaged today.

Residential Mortgage Fraud: During the 2007 Regular Session our team was integral in the passage of legislation relating to fraudulent activity during the mortgage lending process becoming a third-degree felony. The bill unanimously passed both houses and was approved by the Governor.

Vizcaya Donors Public Records Exemption: In 2007, our team also worked to obtain a public records exemption for publicly owned house museums. Our work was successful and the bill was approved by the Governor.

Senior Homestead Exemption: PLG worked on a proposed constitutional amendment on behalf of Miami-Dade County. The amendment would create an additional homestead exemption for seniors struggling to pay rising property tax bills. As the sole firm appointed to work on this issue, we recruited House Democratic Leader, Representative Chris Smith, and Republican Senator Mike Haridopolos to push the legislation. Although it was unsuccessful the first year, the next year we came back with the Senate Pro-Tempore, Alex Diaz de la Portilla, then House Speaker Johnnie Byrd, and South Florida Republican Juan Zapata, to stand behind us on the issue and help pass this legislation.

Miami Dade Performing Arts Center: The PLG team secured funding for the construction and operations for what will be one of the county's finest performing arts venues which will provide numerous jobs for local residents.

RFQ 801: Governmental Representation and Consulting Services in Tallahassee, FL

Submitted by Ronald L. Book, P.A.

Palm Beach County Government | Length of Contract: 2003-Present

Ethics Legislation: In 2010, we assisted the team in passing ethics legislation aimed at preventing corruption in local government. The bill was specific to Palm Beach County.

Election Laws: In 2009, we effectively worked to kill the elections bill that would have been a complete overhaul of election laws in Florida.

Lake Region Water Treatment Plant Project: During the 2007 Legislative Session, we secured \$1.5 million in funding for the project.

Lake Okeechobee Scenic Trail Project: During the 2007 and 2008 Legislative Sessions, we secured over \$1 million in funding for the project.

Village of Royal Palm Beach | Length of Contract: 2005-Present

Stormwater Enhancement Project: In 2006, we secured \$500,000 in requested state funding for this wet detention stormwater drainage improvement project. During the 2007 Session, we secured an additional \$422,000 to complete the project, a year in which 80% of local projects were not funded.

Loxahatchee Groves Incorporation: At the request of the Village, we successfully defeated attempts by some to incorporate an unincorporated neighborhood town (Loxahatchee Groves) as its own city government. A year later, a compromise was reached and the town was incorporated according to an agreed set of standards.

14. Provide resumes with job descriptions and other detailed qualification information on all key personnel who will be assigned to this project, including any key personnel or subcontractors.

Ronald L. Book, Esq. | Proposer | Project Manager | Ronald L. Book, P.A.

Mr. Book is President and Chief Executive Officer of Ronald L. Book, P.A., a law firm that specializes in government affairs. Established in 1987, it is considered one of the premier lobbying firms in the state, with unparalleled experience in the appropriations process. Ron's history in the Florida political process dates back to the 1970's, when he began working for the Florida Legislature. He later served as Special Counsel to Florida Governor Bob Graham and as Director of the Administrative and Governmental Law Department for Miami-based Sparber, Shevin, Shapo, Heilbronner & Book, one of Florida's most influential law firms from 1977 to 1987.

Since opening his own firm in 1987, Ron has developed a client list that is literally a "who's who" of local governments, business and industry, health care and not-for-profit associations. His reputation as a hard worker, dedicated to his client's causes, has earned him a place in the upper echelon of Tallahassee power. Associates, clients and lawmakers describe Ron Book and his firm as committed, tenacious, knowledgeable and credible.

It is difficult to narrow Mr. Book's areas of expertise to simply a few. He has experience with a vast array of local government issues including: appropriations, economic development, environmental remediation, public finance and tax issues, human and social services, transportation, growth management, health care, seaports and aviation, brownfields and many, many more. Simply put, if it is an issue that impacts local governments, Mr. Book has been at the center of the debate, influencing the decisions of policymakers for the past 30 years.

He is responsible for hundreds of millions in appropriations for his various clients, including most recently:

- \$50 million for Jackson Health System (2010 Session)
- Passage of the Miami-Dade County affordable housing surtax

RFQ 801: Governmental Representation and Consulting Services in Tallahassee, FL

Submitted by Ronald L. Book, P.A.

- Passage of the Extremely Low Income housing program and \$30 million in funds
- Negotiated revitalization of Port of Miami Tunnel Project
- Dedicated revenue source amounting to millions for the Miami Project to Cure Paralysis (2010 Session)
- Increased funds for Recording for the Blind & Dyslexic during the 2010 session
- \$8 million for the Miami Beach Community Health Center
- Millions for Diabetes Research
- Tens of millions for Miami-Dade County Public Schools (over the course of the representation)
- Hundreds of millions to Miami-Dade County (over the course of the representation)

Mr. Book is a member in good standing of the Florida Bar. He is a registered lobbyist and a member of the Florida Association of Professional Lobbyists (FAPL).

Kelly C. Mallette | Director of Government Affairs | Ronald L. Book, P.A.

Kelly Mallette has been lobbying with Ronald L. Book, P.A. for 9 years and currently serves as the firm's Director of Government Affairs. She provides lobbying and advocacy services for numerous firm clients, including not-for-profit organizations, professional associations, multiple local governments and many other firm clients. She utilizes her expertise to facilitate winning strategies to achieve client objectives. She has been instrumental to the firm in securing funding for special projects and making various substantive changes which are now law in Florida. Kelly's experience as a Senate aide to the former Chairman of the Senate Appropriations Subcommittee on Health and Human Services has provided her with a unique insight into Florida's HHS budget, including knowledge of important policies and priorities. She has also served as Senior Policy Advisor to the former Mayor of Miami. Her experience working in local government provides her with a unique knowledge and perspective on public sector issues. Kelly Mallette recently completed a 4-year term as a Commissioner in the Village of Biscayne Park.

Rana G. Brown | Government Affairs Consultant | Ronald L. Book, P.A.

In 2008, Rana Brown joined Ronald L. Book, P.A., with over 17 years of experience in government affairs. Ms. Brown is based in the Aventura office and specializes in legislative procedure with emphasis on state and local government and various private sector interests. Ms. Brown provides executive direction services for the Florida Regional Councils' Association, which provides her a depth of knowledge regarding local government, transportation, growth management and environmental issues. Prior to joining Ronald L. Book, P.A., Ms. Brown headed the Advocacy Department of the Greater Miami Chamber of Commerce where she restructured the Chamber's government affairs focus to address issues affecting the business community at the local, state and federal levels. Prior to her work at the Chamber, Ms. Brown held the position of Assistant Director of Intergovernmental Affairs within the office of the Mayor of Miami-Dade County, where she worked on behalf of the County before the state legislature, state agencies and executive branch. Ms. Brown's experience also includes nine years as staff in the Florida Senate, both in Tallahassee and Miami, in the office of the Senate President and six years as a legislative assistant to a South Florida legislator. Ms. Brown holds a B.A. in History from Florida State University.

Sean A. Pittman, Esq. | Subcontractor | Pittman Law Group P.L.

Sean Pittman is one of the most exceptional legal minds working within the environs of the State Capitol and the State of Florida today. Noted as one of the top twenty-five most influential people in Tallahassee, Florida by the Tallahassee Democrat, Sean Pittman is known to be one of the most thoughtful political analysts who possess "a valuable ability to cut through the muddle and articulate what's really in play." Florida Trend Magazine has labeled him the "One to look for" in the new wave of politics in Florida. Sean was been featured in the Tallahassee Democrat article, "Capitol Clout" as a significant political

Submitted by Ronald L. Book, P.A.

insider alongside former House Speaker John Thrasher and former Republican Party Chair Al Cardenas. In December 2006, he was named to Governor-Elect Charlie Crist's Transition Team.

Sean's expertise with governmental affairs has afforded him the opportunity to serve as a Political Consultant to various state and local campaigns. His experience lobbying on behalf of several municipalities and counties, including: Broward County, the City of Miami, Miami-Dade County, the City of Port Orange, the City of Riviera Beach, the City of Tallahassee, Village of Royal Palm Beach, and Palm Beach County. In addition to his legal and lobbying efforts Sean serves as the Chairman of the Children's Home Society of Florida, Tallahassee Chamber of Commerce - Executive Board of Directors, Hancock Bank - Board of Directors, and Chairman of both the Governmental Relations and Team Outings Committee within the Orange Bowl Committee.

Pittman received his Bachelor of Science degree from Florida State University in 1990, where he served as Student Body President and two-times Chairman of the Florida Student Association Board of Directors. In 1994, Sean earned his Juris Doctor degree from The Florida State University-College of Law and was appointed by Governor Lawton Chiles to serve on the Florida Board of Regents. His alma mater, then, honored him with the "Sean Pittman Leadership Award" which is given to the outstanding student leader at the President's annual Leadership Awards Night. Sean Pittman was honored with a seat on the Miami Herald Legislative Ranking Committee that annually ranks member performance of the Florida House and Senate, and is generally regarded as an "expert" in the legislative process. His service on the Miami Herald Legislative Ranking Committee has given him direct access to many legislators who care about the outcome of the process.

Sean Pittman has been heavily involved in state government over the past 15 years. His extensive legislative background, including both public and private, has lead to his vast knowledge of the process and a valuable historic perspective related to "getting things done" on the hill.

In addition to his legal and lobbying efforts, Sean serves as a co-host for the exceedingly popular North Florida political talk show, "The Usual Suspects." The Usual Suspects airs on the CBS Network and is broadcast in 38 counties across North Florida and South Georgia. Sean has interviewed various national and state political figures, such as, Governor Jeb Bush, U.S. Senator Mel Martinez, Congressman Allen Boyd and Chief Financial Officer Alex Sink.

Phillip A. Singleton | Legislative Director | Pittman Law Group, P.L.

Phillip Singleton is a dedicated worker and young professional with several years of experience working with Fortune 500 companies, the Florida Legislature, collegiate sports teams, and the banking industry. He has gained a plethora of experience through various events that have given him adequate knowledge of diverse political and marketing strategies, along with Florida's political history and the legislative process.

Mr. Singleton's hardworking nature and charisma have pushed him to the forefront as one of the bright new faces in the Democratic Party of Florida. Although he is a registered Democratic voter, Phillip has established bi-partisan relationships with some of the most well known and respected politicians throughout the state.

Today, a PLG Governmental Consultant, Phillip is consummately organized and assists the teams other registered lobbyist by coordinating meetings with legislators and legislative staff, preparing correspondence and issue briefs, and budget memorandums for legislative offices, tracking and monitoring legislation, meeting with legislators and staff, and attending pertinent legislative and budgetary meetings and workshops.

Submitted by Ronald L. Book, P.A.

As a loyal and committed team player, Phillip oversees and assists in the preparation of legislative reports to clients. He has a keen memory and is often able to recall specific comments during legislative meetings, and fine details of a proposed bill. His organization skills and attention to detail are essential to the success of the PLG lobby team.

Phillip's work with Pittman Law Group extends to the firm's Campaign Consulting Division. Campaigns often call for tireless late nights and weekend work, Phillip dedicates himself completely to the campaigns. He consistently analyzes voter demographics and voting trends of various districts and areas to advise our team when strategizing. In addition, he organizes campaign events, drafts political advertisements, briefs volunteers on campaign etiquette and other duties required to execute a successful political campaign. Phillip has also coordinated countless fundraisers for incumbent and new legislative candidates

Those that know Phillip consistently commend him on his die hard work ethic, leadership qualities and his proven track record for success. He has an uncanny ability to think outside the box, which continually gives him a bird's eye view of the issues at hand and potential solutions.

Since June 2009, Phillip Singleton has served as the Legislative Director and Research Assistant for Pittman Law Group, P.L. In this capacity he assists this diverse firm with their lobbying efforts, campaign strategizing, research, marketing, and advertising efforts throughout Florida.

Resumes for Mr. Book, Ms. Mallette, Ms. Brown, Mr. Pittman and Mr. Singleton are attached.

RONALD L. BOOK, ESQ.

EDUCATION:

1977

Tulane University, Juris Doctor

1974

Florida International University, Bachelor of Arts

1970-1973

University of Florida

(Member of Student Senate 1972-1973)

(Member of Fighting Gator Track Team 1971-1973)

1971

North Miami Senior High

EMPLOYMENT:

1987 Present

Ronald L. Book, P.A.

Firm specializes in Governmental Affairs and Administrative Law.

1983-1985

Sparber, Shevin, Shapo & Heilbronner and Book, P.A., Partner and Director of Administrative and Government Law Department.

1981-1983

Sparber, Shevin, Rosen, Shapo & Heilbronner, P.A., Associate.

1978-1981

Governor Bob Graham - Special Assistant, Cabinet and Legislative Affairs Office, 1978-1979.

Director of Governor's Cabinet and Legislative Affairs Office, 1979-1980.

Five (5) for Florida's future, 1980.

Special Counsel on Cabinet and Legislative Affairs, 1980-1981.

1978-1975

Florida House of Representatives

ACTIVITIES & MEMBERSHIPS:

Former Member of the University of Florida Fighting Gator Track Team; Board Member of Florida International University Alumni Association; Founder, President, and Member of North Miami Track Club; Member of Dade County and Florida Bar Associations; American Bar Association and American Judicature Society; Member of the Florida Bar Administrative Law; Health Law and Judicial Poll Committees; Member of Florida International University Presidential Search Advisory Committee; Member of Special Governor's Committee to Study and Recommend Revisions to the Operation of the Division of Administrative Hearings; Previously served as Pro Bono Counsel to Coconut Grove Playhouse; Chairman of Greater Miami Sports Council; Trustee Member of Greater Miami Chamber of Commerce; Local Organizing Committee Sunshine State Games; Vice-Chairman of Finance Committee; Chairman of North Dade Area Council of the Greater Miami Chamber of Commerce; State Affairs Committee; Legislative Affairs Committee; Special Olympics Gold Sponsor; Board Member Memorial Hospital Foundation; Member of the Steering Committee for the Summit of the Americas; Member of the Board of Directors of the Epilepsy Foundation of South Florida, Inc.; Member of the University Outreach Development Council; Chairman of the Olympic Soccer State Affairs Committee; and Member of the Governmental Relations Committee; Member of the Board of Joe DiMaggio Children's Hospital; Member of the Board of Directors of the Milton Littman Scholarship Foundation; Chairman of the Miami-Dade Homeless Trust,

administering a \$41 million budget; Member and Chairman of the Board for the Baudhuin Oral School Board of Governors; Member of the Board of the Inner City Youth Center, Inc.; Member of the Miami-Dade County Article V Implementation Advisory Committee, and Member of the Greater Miami Chamber of Commerce distinguished Board of Governors; Pro Bono Counsel to Florida's Council on Physical Fitness; Special Pro Bono Counsel to Broward Partnership on Homeless; Special Pro Bono Counsel to Epilepsy Foundation of South Florida and the Florida Breast Cancer Coalition; Florida Council Against Sexual Violence; Member of the Orange Bowl Foundation Board of Directors 2005 - 2008; Chair of Children's Home Society of Florida Foundation; Trustee Member of United Way of Miami-Dade; Executive Committee Member, The National Conference for Community and Justice; Trustee Member of United Way of Miami-Dade; Executive Committee Member, The National Conference for Community and Justice; and Trustee Member of United Way of Miami-Dade; Member of Miami-Dade County Mayor's Mental Health Task Force; Chairman of the Mental Health Care Finance and Sustainability Subcommittee; Member of Advisory Board for new *Master's Degree in Education Law* at Shepard Broad Law Center, Nova Southeastern University; member of *Miami-Dade Community Affordable Housing Strategies Alliance Task Force*; Board Member, Overtown Youth Center Board of Directors; Chairman, *Partnership For Recovery/No Blue Roofs*, administering a \$15 million budget. Book is a founding member of Lauren's Kids, Inc., a 501(c)(3) created to help children who have become victims and survivors of sexual assault; Florida Senate's appointment to Board of Directors for the Council on the Social Status of Black Men and Boys; Board member, Domestic Violence Oversight Board.

PERSONAL:

Mr. Book currently operates his own practice out of Aventura and Tallahassee. Of all his accomplishments, Ron and his wife, Pat, are most proud of their children, Lauren (25), Samantha (23) and Chase (18).

KELLY C. MALLETT

PROFESSIONAL PROFILE

Kelly Mallett is a results-driven public and government affairs specialist with expertise in government relations, lobbying and advocacy, public relations, community outreach and media communications. She is bright, resourceful and determined, with excellent relationships amongst government and community leaders and stakeholders.

Director of Government Affairs • Ronald L. Book, P.A.

November 2002 to Present

2999 Northeast 191 Street, PH 6, Aventura, FL 33180, (305) 935-1866

106 East College Avenue, 14th Floor, Tallahassee, FL 32301, (850) 224-3427

Ronald L. Book, P.A. is considered one of the most prestigious lobbying and governmental relations firms in Florida. The firm represents a long list of clients including Fortune 1000 companies, healthcare providers, professional sports franchises, community organizations and professional associations.

Provided legislative, government relations, strategic planning and public relations services, including direct legislative lobbying, legislative drafting services, legislative research, analysis and monitoring, report preparation, legislative committee testimony, and other services for the firm's clients. Built broad-based coalitions of support for key issues. Acted as client spokesperson before the Legislature. Served as liaison between clients and legislators, cabinet members, and state agencies. Provided various public relations services for the firm's clients, including media relations and strategy, community outreach and development and implementation of charitable and fundraising plans. Developed relationships between clients and stakeholders, including community organizations and public interest groups. Provided planning and logistics services for charitable and political fundraising events.

October 1999 to October 2002

Senior Legislative Aide • Office of Senator Ronald A. Silver

12000 Biscayne Boulevard, Suite 411, North Miami, FL 33181, (305) 893-4088

Senator Ron Silver began his service in the Legislature in 1978. He was the Dean of the Legislature and Chairman of the Appropriations Subcommittee on Health and Human Services.

Assisted the Senator in preparing his annual legislative agenda, including legislation and budget items. Formulated, prepared, reviewed and analyzed legislation and budget requests. Utilized knowledge of Senate rules and procedures to forward the Senator's agenda including making presentations before legislative committees and staff, working with members of the Senate, House of Representatives, Cabinet members, executive staff and lobbyists. Responsible for a working knowledge of current issues, Florida laws as well as detailed knowledge of legislative and budget processes. Prepared briefing papers, speeches, press releases, advertisements, position papers, newsletters and press packets. Hired and supervised legislative staff. Acted as Executive Director of Ronald A. Silver Charitable Foundation, duties included fundraising and organization of annual fundraising gala, management and oversight of financial accounts.

Senior Policy Advisor • Office of Mayor Joe Carollo

July 1997 to September 1999

3500 Pan American Drive, Miami, FL 33133, (305) 250-5300

Mayor Joe Carollo was the Mayor of the City of Miami during the City's financial crisis, one of the most difficult times in the city's history.

Advised on all policy matters. Researched and prepared Mayor Carollo for all city commission meetings. Drafted and reviewed legislation. Acted as formal press secretary including direct contact with members of the press, both print and broadcast. Wrote and issued formal press releases, and coordinated media conferences. Acted as liaison between the Mayor's office and the city administration as well as other local, state, national, and international agencies. Prepared speeches for mayoral presentations including annual state-of-the-city address and budget address. Organized

RFQ 801: Governmental Representation and Consulting Services in Tallahassee, FL

Submitted by Ronald L. Book, P.A.

large-scale special events including the annual state-of-the-city address. Advised on matters of protocol including meetings with various heads of state of international governments. Delivered speeches and proclamations on behalf of the mayor, and represented him at various political and community events.

AWARDS, HONORS AND AFFILIATIONS

- Commissioner, Village of Biscayne Park
- Board Member, Safe Neighborhood Parks Bonds Committee, appointed by Miami-Dade County Commissioner Sally Heyman
- Board of Directors, Downtown Bay Forum
- City of Miami Beach Certificate of Appreciation for Outstanding Service
- City of Miami Salute for Outstanding Service
- Leadership Miami Alumnus, Greater Miami Chamber of Commerce (1998)

RANA G. BROWN

WORK EXPERIENCE

Ronald L. Book P.A.

- **Government Affairs Consultant (February 2008 – Present)**

Responsible for assisting in the advancement of client issues at state and local levels. Responsible for research, briefings and written reports on legislative developments during the state legislative session.

Greater Miami Chamber Of Commerce

- **Senior Vice President, Advocacy (October 2004 – February 2008)**

Lead and managed the Advocacy division of the nation's fifth largest chamber of commerce. Develop and implement all governmental relations for the Chamber's Chairman, President and the over 2,000 community business leaders who are active in the Chamber. Responsible for developing a local, state and federal committee system, defining and developing business issues, engaging Chamber members, elected officials and addressing issues at all levels of government. Responsible for Chamber events with all local, state and federal officials. Successfully coordinated and hosted the 2006 Gubernatorial Candidate Forum, an issues debate during the Chamber's annual Goals Conference. Responsible for writing a local, state and a federal issues package, guiding issues through the Chamber's substantive committee process, the advocacy committee process as well as the executive committees of the Chamber. Responsible for development and enactment of a new year-long series of governmental relations events which includes the development of a detailed departmental budget. Promoted to management team within the Chamber executive staff within seven (7) months. The Chamber management team responsibilities include staff leadership and overall direction of the Chamber.

Office of Mayor Alex Penelas, Miami-Dade County Office of Intergovernmental Affairs

- **Assistant Director (December 2003-October 2004)**

Assisted in advancement of legislative and budgetary agenda items of the Mayor and County Commission at the State and Federal government level; coordinated goals of various elected State officials, County officials and departments including lobbying, communications, writing on a wide range of issues. Advanced issues such as access to health care, early childhood education, transportation, homeland security and emergency preparedness, funding for state judicial system and regional impact of the Base Realignment and Closure Act. Responsible for the development of an ongoing comprehensive 2004 State Legislative Agenda and the 2004 State Legislative Report.

- **State Government Coordinator (March 2000–August 2002)**

Assisted in managing the state legislative, funding and policy goals for the County with the Miami-Dade County lobbying team and County staff. Advocate on behalf of Miami-Dade County on issues such as access to health care, early childhood education, transportation, homeland security and emergency preparedness, funding for state judicial system and regional impact of the Base Realignment and Closure Act. Responsible for the development of an ongoing comprehensive State Legislative Agenda for the 2001 and 2002 Sessions and the State Legislative Report of the 2000, 2001 and 2002 Sessions.

Roetzel and Andress

- **Legislative Assistant for Governmental Affairs (February 2003 – December 2003)**

Responsible for assisting head lobbyist in the advancement of client issues which included health care, pari-mutuels, transportation, affordable housing, prison manufacturing industry, and state university funding.

Performing Arts Center of Greater Miami

- **Director of Governmental Relations (October 1999–March 2000)**

Developed and advanced legislative policy to further the goals of the Center working with State government, Miami-Dade County and the City of Miami. Established and implemented the policy of the Performing Arts

Submitted by Ronald L. Book, P.A.

Center Neighborhood Committee, comprised of board members, residents and business owners, for the betterment of the surrounding neighborhood in downtown Miami.

Florida Senate

- **Senior Legislative Assistant, State Senator Ron Silver (January 1994 – October 1999)**
Responsible for legislation, policy and briefings on Florida current affairs. Assisted in the development and promotion of the legislative agenda. Responsible for guiding the Senator's extensive legislative and budget agenda which included issues for Miami-Dade County, and cities within the district, as well as on behalf of organizations in South Florida. Represented the Senator while working with all members of the Senate, House of Representatives, Governors, lobbyists and staff as well as represented the Senator at district functions and meetings throughout the community.
- **Research Assistant, Majority Office (October 1993 – January 1994)**
Researched and monitored legislation and prepared briefings for all Senators.
- **Research Assistant, President Pro-Tempore (December 1992 – October 1993)**
Researched and monitored legislation and prepared briefings for all Senators.
- **Assistant to the Press Secretary, Office of the President (January 1991–December 1992)**
Assisted the Press Secretary in speechwriting, researched and prepared briefings, coordinated media interviews and events.

Florida Democratic Party

- **Assistant to the Press Secretary (July 1990 – January 1991)**
Assisted the Press Secretary with research, speechwriting, campaign literature for local, state and statewide elections. Researched current affairs for a statewide television show involving a political point/counterpoint discussion.

Education

- Florida State University, B.A. in History, April 1991

Personal Interest

- Member, Executive Committee, Miami-Dade County Homeless Trust Board
- Hobbies include travel, music, arts and reading history, culture and politics

Submitted by Ronald L. Book, P.A.

SEAN A. PITTMAN

(850) 216-1002

Sean@pittman-law.com

1028 East Park Avenue • Tallahassee, Florida 32301

EDUCATION

The Florida State University
College of Law
Juris Doctorate, 1994

Tallahassee, Florida

The Florida State University
College of Social Sciences
B.S. in Political Science, 1990

Tallahassee, Florida

EMPLOYMENT AND PROFESSIONAL EXPERIENCE

| | |
|-----------------|--|
| 2006 to Present | ESPMedia Productions Co. President |
| 2007 to Present | Hancock Bank Board of Directors |
| 2002 to Present | TV Political Talk Show Co-Host & Analyst "The Usual Suspects" CBS Broadcasting Network Station - Tallahassee, FL |
| 1999 to Present | President and Chief Executive Office, PITTMAN LAW GROUP, P.L. West Palm Beach - Tallahassee, FL |
| 1998 to 1999 | Staff Attorney Florida House of Representatives |
| 1995 to 1998 | Senior Executive Assistant to the Secretary FL Dept. of Business and Professional Regulation |
| 1994 to 1995 | Staffer of the Florida Governor Lawton Chiles |
| 1993 to 1994 | Law Clerk Katz, Kutter, Haigler, Alderman, Davis & Marks Tallahassee, FL |
| 1992 to 1993 | Law Clerk to Speaker Designate Peter Wallace FL House of Representatives - Rules Committee |
| 1992 to 1993 | Member, Florida Board of Regents |

1990 to 1992

Executive Director and Chief Lobbyist
Florida Student Association - Tallahassee, FL

1989 to 1990

Student Body President
The Florida State University

AFFILIATIONS

Professional:

- ♦ Board of Directors, Hancock Bank of Florida
- ♦ Florida Bar Association
- ♦ American Bar Association
- ♦ National Bar Association
- ♦ Young Lawyers Division
- ♦ West Palm Beach Bar Association
- ♦ Tallahassee Barristers Association
- ♦ West Palm Beach Barrister Association
- ♦ Florida Administrative Law Section
- ♦ Miami Herald Ranking Committee

Civic:

- ♦ Chairmen - Children's Home Society
- ♦ Orange Bowl Committee
- ♦ Executive Board of Directors - Tallahassee Chamber of Commerce
- ♦ Leadership Florida Council of Advisors
- ♦ Board Member and Chair - Children Home Society of Florida
- ♦ Board Member - Leon County Civic Center Authority
- ♦ Board Member - Capital City Chamber of Commerce
- ♦ Board Member - United Way of the Big Bend Board
- ♦ Board of Directors - Seminole Boosters
- ♦ Board of Directors - Brogan Museum
- ♦ Board of Directors - Children's Campaign
- ♦ Board of Governors - Governors Club
- ♦ Board of Directors, Chair Elect - Florida State Torchbearers
- ♦ Board of Governors - University Center Club
- ♦ Founder and Executive Board Member - FSU Burning Spear
- ♦ FSU Black Alumni Association
- ♦ Leadership Tallahassee (Class 15)
- ♦ Leadership Florida (Class 21)
- ♦ Kappa Alpha Psi Fraternity, Incorporated.
- ♦ Masonic Lodge - Riviera Beach, Florida
- ♦ National Association for the Advancement of Colored People (NAACP)
- ♦ Urban League of Palm Beach County
- ♦ Capital Tiger Bay Club
- ♦ Member- West Palm 100
- ♦ Member- Sigma Pi Phi Boulé

PHILLIP A. SINGLETON

5329 DREAMERS LANE * TALLAHASSEE, FLORIDA 32303 * 561-670-0007 *

PHILLIP@PHILLIPSINGLETON.COM

"I've always felt it was not up to anyone else to make me give my best." – Akeem Olajuwon

EXPERIENCE

Pittman Law Group, P.L. – Tallahassee, FL

Legislative Director

- Assisting firm lobbyist with legislation that is presented before committees, legislators and clients.
- Researching, amending and monitoring legislation for clients and firm lobbyist.

ESPMedia, Inc – Tallahassee, FL

Research Assistant

- Assist in building marketing strategies and researching market demographics
- Organize Grassroots work; building volunteer groups.
- Develop various social networks for clientele and campaigns.

Florida House of Representatives – Tallahassee, FL

Legislative Intern for State Representative Dwayne Taylor

- Legislative research, correspondence, proposals and reports: bills, amendments, and press releases.
- Formulated legislative agendas and gave analysis on political and policy matters.
- Office operations including financial accounts, constituent service and community outreach along with intergovernmental relations with local, state and federal officials.

BankAtlantic, Corporation – Palm Beach Gardens, FL

Personal Banking Specialist

- Served as the Branch Marketing Coordinator specializing in promotional advertising.
- Observed and complied with security policies and Federal procedures

C. Douglas Claims and Risk Services – Palm Beach Gardens, FL

Assistant Accounting Controller

- Supervise and coordinate activities of workers engaged in calculating, posting, verifying and typing duties to obtain and record financial data for use in maintaining accounting and statistical records.
- Oversee bookkeeping for Accounts Payable and Receivable, taking and transcribing dictation, auditing records, reconciling bank statements and compiling reports required by management and government agencies.

Submitted by Ronald L. Book, P.A.

Florida Agricultural & Mechanical University - Men's Basketball - Tallahassee, FL

Assistant to Director of Basketball Operations

- Coordinated the day-to-day activities of the University's basketball program including; the teams travel arrangements, and practices
- Assisted with the student athletic academic requirements
- Handled most media relations and similar activities.

Hilton Hotels - Tallahassee, FL

Front Desk Shift Leader

- Provided regular reports/metrics to the senior leadership team on items such as user-generated content trends, guest safety concerns/issues, guest feedback and the guest experience.

EDUCATION

FLORIDA A&M UNIVERSITY

B.A. Political Science

B.S. Economics

PALM BEACH COMMUNITY COLLEGE, May 2007

AFFILIATIONS

- FAMU New Beginnings Day Care
- Boys & Girls Club of the Big Bend
- Big Brother's, Big Sister's of the Big Bend
- Alzheimer's Community Care Association
- Democratic Party of Florida
- Democratic Executive Committee of Leon County - Ranking Member
- Democratic Club of North Florida
- Young Democrats of Leon County
- Florida A&M University Men's Basketball Program
- Rickard's High School Men's Basketball Program
- Nims Middle School Men's Basketball Program
- National Association for the Advancement of Colored People - Florida A&M University Chapter - Board Member

MAJOR METROPOLITAN COUNTY ISSUES, AND KEY COUNTY ISSUES AND WORKING RELATIONSHIPS

15. Describe the Proposer's understanding of major metropolitan county issues and key issues to the County (refer to Attachment A) and what unique aspects Proposer can provide which makes Proposer different than other potential proposers.

Appropriations: Since 2007, the Legislature has cut the budget by approximately \$4 billion. Meanwhile, revenue projections continue to outpace actual revenues. As we move farther into what are truly unprecedented times for our state government, Miami-Dade County can have confidence that our firms are monitoring Florida's economic situation on a daily basis. The Legislature has already begun to annualize cuts taken during the FY 2011, and the expected deficit moving forward will be anywhere between \$1.5 and \$2.5 billion. How will this impact Miami-Dade County? First, the County could experience significant losses in any state revenue sharing. Additionally, as you well know, unfunded mandates have continued to grow throughout the years and the state of Florida continues to pass a number of state responsibilities to local governments. Further complicating this issue is the fact that the state recently enacted statutory tax reform, limiting the amount of local government taxation. As revenues continue to decline, Miami-Dade County will need to be prepared to fend-off any attempts to pass state costs along to County government or to pass additional unfunded mandates. Additionally, we will need to vigilantly oppose any cuts to state services that have a direct impact on our operations, such as special transportation services funding, cuts to Medicaid programs that could impact Jackson emergency rooms, cuts to transportation projects that could jeopardize improvements to our roads, and programs that provide meals and other services to our frail, elderly population.

Ronald L. Book, P.A. excels in the appropriations process because we do more appropriations work than any other firm in Tallahassee. We have a thorough and exhaustive understanding of Florida's budget, including budget procedures and funding priorities. We monitor the revenue estimates and sales tax collections so that we always know Florida's bottom line. We also monitor the Legislative Budget Commission as they meet throughout the year to make changes to Florida's spending. We know where to find money for projects that do not have a home. Throughout our representation of Miami-Dade, we have helped to secure millions in funding for various County priorities.

Revenue Sharing: We understand that revenue sharing is extremely important to Miami-Dade County. As a rule, Miami-Dade County is a "donor" County. We have worked with the state to find innovative ways for Miami-Dade County to pool its resources with the state's in order to better serve the needs of the residents of Miami-Dade County and the state of Florida. We believe it is our job, as the County's legislative representatives, to ensure that Miami-Dade gets its fair share of state funding.

Transportation Issues/Transit Funding: Transportation trust fund sweeps continue to threaten the amount of resources the state has available for transportation projects, thereby threatening the availability of funds for projects in the five-year plan. Additionally, as gas prices rise and consumers try to economize fuel spending, the gas tax revenues also decline, impacting the amount of money available for transportation projects. To ensure Miami-Dade gets its fair share of transportation funding, the County's Tallahassee team must engage the entire Miami-Dade Legislative Delegation, particularly the senior leadership in the Delegation, with a unified message as to our transportation funding priorities.

Submitted by Ronald L. Book, P.A.

A recent critical transportation issue related to the state's plan to "table" the construction of the Port of Miami Tunnel. We worked closely with key members of the Miami-Dade Delegation, the Office of the Governor and the Department of Transportation to negotiate issues which could have killed the entire project. We are pleased that we were successful in restoring the project, which is now underway.

Aviation, Seaport, Public Works: Miami-Dade County's airport and seaport are major drivers of our local economy. Projects like the Port Tunnel and the deep dredge will allow our Port to remain competitive and drive economic growth in the future. Governor Scott has made it clear that funding projects like the deep dredge are critical to Florida's future, and he has supported Miami-Dade's effort. Our firm led the effort to restore the Port Tunnel project after Governor Crist and the Florida Department of Transportation put it on hold. This was a lengthy effort, but we are so proud that the Tunnel is now under construction. Additionally, we assisted the team with securing state funds for the deep dredge during the 2011 session.

Economic development is not the only issue at our seaport. Seaport security issues have been of particular concern since the September 11, 2001 terrorist attacks. Terrorist events on 9/11 forced the entire nation to reevaluate our operations at all of our important transportation centers. This has been a challenge for local governments, from both a funding and a bureaucratic perspective. We need to be cautious about state and federal unfunded mandates in this area. Additionally, we must ensure that any changes to security standards are not so cumbersome that they threaten our commerce and industry.

As for public works, funding for local public works programs is another area that has seen cuts in the past several years. During the Bush administration, the Legislature was discouraged from funding any local capital improvement programs unless the facility was state-owned. This policy was a major shift from prior years, when the Legislature often allocated funding for capital projects, since they were tangible and non-recurring. Both the Crist and Scott administrations have followed Bush's example, and there has been relatively no funding for capital projects. While funding for public works projects has not been available in a traditional sense, recent legislative efforts in the area of economic development have allocated funding to incentivize business relocation and retention, and these funds can be accessed, particularly if the project is a public-private partnership. Our firm has been successful at accessing these dollars and we have also been successful at coordinating strategies amongst public and private interests to ensure that we maximize our chances for success.

Additional substantive issues in public works issues generally relate to preemption, from preemption of crane regulation to preemption of rules relating to bidding procedures on public works projects. Over the years, we have thwarted many Tallahassee attempts to preempt the County's regulatory authority in these areas.

Homeless Programs: Ronald L. Book has a thorough understanding of the difficult issues surrounding the homeless population in Miami-Dade County. Mr. Book led the County's efforts to pass legislation enabling the County to levy a 1% food and beverage tax to provide a dedicated funding source for care of the homeless. Additionally, Ron has successfully lobbied the Legislature for funding for various homeless beds and programs in Miami-Dade County, such as the Crisis Outplacement Program and the Supportive Housing Program. He also assisted in the passage of the extremely low income program and secured \$30 million in funds for the program, which ensures that funding is available to build housing for the most needy. Ron's dedication to homeless programs is also personal. He has dedicated thousands of hours of his time to the Miami-Dade County Homeless Trust, which he currently chairs. Most recently, Ron worked closely with County to address issues related to zoning laws for housing sexual offenders and predators.

Submitted by Ronald L. Book, P.A.

Empowerment and Enterprise Zones: Ronald L. Book, P.A., was proud to represent Miami-Dade County when it received the important empowerment zone designation from the federal government. We assisted the County with the passage what is now Section 290.0491, F.S., which created the empowerment zone program in Florida. We also successfully lobbied the state Legislature to provide funding for the program. In recent years the state has been reluctant to create new zones. However, we were successful in getting a new zone approved for the City of Palm Bay during the 2011 session.

Human Services: The need for expansion of human services programs continues to grow, while resources continue to decline. The waiting list for services for Floridians with developmental disabilities continues to grow, while those who receive services have sustained significant cuts. Other services that have been at risk are elderly services programs, including Alzheimer's, respite and meal programs.

We have a history of success protecting critical programs. For example, the County operates several meals programs, which provide hot meals to low-income seniors and we have prevented cuts to these programs each and every year. The County also continues to receive funds for homeless beds and homeless services such as the Crisis Outplacement Program.

Looking ahead, recent Medicaid reform proposals could also have impacts on human services. The Legislature continues to work to move Medicaid recipients into managed care plans, which can have impacts on Miami-Dade County residents and our safety net hospital, Jackson. Federal approval of Medicaid reform waivers can have serious impacts on LIP funding, which is absolutely critical to Jackson.

Even while the Legislature continues to cut programs around that state, our efforts have helped to make Miami-Dade County's projects priorities for state funding.

Criminal/Juvenile Justice: Criminal and Juvenile Justice are two areas which are often targeted for cost shifts. As the state continues to struggle to deal with losses in revenues, the County's Tallahassee team must be vigilant in ensuring that legislators do not attempt to shift state costs to local taxpayers.

While cost shifts in this area are of primary concern, we must also protect state funding for the essential county programs such as, the County's Juvenile Assessment Center and JASP program.

With new leadership at DJJ, the state is beginning to look more favorably at prevention programs, which could benefit Miami-Dade County.

The approach to corrections issues are also changing. Prison privatization will continue to be an issue, and the Governor and Legislature are beginning to look more closely at the Corrections system, with an eye toward providing a continuum of care for prisoner, including how we house them and how we train them to be productive citizens upon release.

Additionally, as the budget tightens, legislators, and the state in general, are reluctant to create new felonies and have even begun to review some of Florida's minimum mandatory requirements - all issues that could impact Miami-Dade.

Local Government Preemption: Local government preemption continues to be an issue each and every session. Most recently, we have thwarted attempts to preempt Miami-Dade County's regulation of moving services, towing services, locksmith services and taxi services. We were also successful in protecting Miami-Dade County from attempts to preempt the wage theft ordinance.

Submitted by Ronald L. Book, P.A.

Construction/Wetlands Development Permitting: The start of the Florida Everglades lies in the western wetlands of Miami-Dade County. Mining, farming and landfill sites about the eastern most point of the Everglades. The Florida Everglades is a national park and preserve, therefore it is the state's duty to work with the County to ensure that any commercial activities, such as mining, farming, dredging or plowing are closely monitored to ensure the integrity of the area.

Finance and Taxation: Our firm has led the effort on nearly every public finance project for stadiums in recent state history. We led the effort for Blockbuster Park, Dolphins Stadium and Spring Training Baseball Facilities. Most recently, we secured legislative approval to reauthorize Miami-Dade County's affordable housing surtax. There is no one lobbyist or firm with more experience in this field than Ron Book or Ronald L. Book, P.A.

However, the most pressing issue related to taxation today continues to be the Legislature's efforts to cap local government spending and pass additional property tax reform measures. A top priority for the Senate will likely be "TABOR" (taxpayer bill of rights), which could place additional limits on County spending and taxation and could all but cripple many local governments.

Consumer Services and Insurance: We have been strong advocates on the County's behalf when it comes to protecting consumers. We have worked on issues to protect consumers and preserve the County's ability to regulate industries to protect the public from unscrupulous players, with specific attention to pawnbrokers, towing companies and taxi cab services.

Everglades Restoration: Everglades restoration continues to be an important priority for Miami-Dade County. We have worked with the Miami-Dade Legislative Delegation to encourage full funding for Everglades restoration. Budget shortfalls and the Florida Forever Trust Fund sweeps continue to threaten Everglades restoration efforts. Cuts to water management districts also potentially threaten the Everglades restoration effort.

Environmental Issues/Green Initiatives: Local governments often have numerous environmental issues, but several are of particular importance to Miami-Dade County, including Brownfield mitigation, beach restoration, the FRDAP program, water projects and the Florida Forever Program. Our firm has provided assistance in securing funds for dredging of the Miami River and for beach renourishment. We have also been supportive of legislative efforts to offer sales tax rebates on energy efficient appliances.

Water and Sewer Issues/Projects: Although we have not been the lead firm for the County's water projects, we have provided valuable insights and advice to the County regarding funding for water projects. Our close working relationship with the South Florida Water Management District has allowed us to advise the County of important procedures and priorities for the approval of water projects. Additionally, we have been successful on projects which we were assigned. One good example is funding for dredging the Miami River. Our firm worked closely with the Miami-Dade Delegation, including both state and federal representatives, to make the dredging project a priority. As a result, the Miami River is in the initial stages of dredging, a project worth tens of millions to Miami-Dade County. We have also assisted with the deep dredge at the Port of Miami, securing the state share of funds for this purpose.

Protection of County Revenue: Protecting County revenues grows more and more difficult, particularly in the challenging times we face today. The demands for more schools, more health care services, more roads and infrastructure spread state resources thin, and the state continues to look for ways to shift the costs of many of these expenditures to local governments. In order to protect Miami-Dade County, we have worked closely with the Florida Association of Counties, Broward County and Palm Beach County,

Submitted by Ronald L. Book, P.A.

to protect large, urban governments, your businesses and taxpayers. We have always been able to ensure that Miami-Dade County's voice is heard. Finally, we have fought to prevent cuts to programs, such as the Medically Needy program, that, if left unfunded by the state, would have a direct impact on the County's bottom line.

Economic Development/Tourism/International Trade: Economic development has been a high priority for the Legislature recently, as they look to find ways to create jobs and attract new businesses in this difficult economic environment. While Miami-Dade County would agree that creating a climate that is favorable to business and industry is important to our economy, we must also be sure that the state is providing resources to support growth, such as adequate roads and transportation systems.

Florida Retirement System (FRS): Possibly the most significant issue during the 2011 Session was a complete rewrite of the state's retirement system. Beginning months before the legislative session, proposals for such an overhaul were many, and options were varied. During these committee weeks prior to the start of Session and throughout the full Session, we worked with members of both House and Senate, and particularly members of leadership charged with this rewrite. The final legislation contains several main changes to the system: a requirement that pension plan participants contribute three percent (3%) of their salaries towards retirement, applying to all FRS membership classes; higher retirement ages and vesting times for participants entering the system after July 1, 2011; and suspension of retiree cost-of-living-adjustments for a five-year period starting July 1st. The overhaul enables the Legislature to redirect nearly \$1.1 billion to help fill a nearly \$4 billion budget shortfall.

Welfare to Work WAGES: We have worked to ensure that Miami-Dade County gets its fair share of funding for workforce programs and we have also generated support for legislation to improve the workforce innovation funding formula so that it accounts for the unique needs of Miami-Dade County.

Children's Services: The Miami-Dade County Commission has made children's services a priority, and therefore, was one of the first counties in the state to dedicate a funding source for children's services. Miami-Dade County is doing its part. However, last session, legislation was filed that could have severely impacted Miami-Dade County's Children's Services Council. We worked closely with our Delegation to find a compromise on that legislation that was acceptable for our hometown CSC. A second issue of concern for the County has been KidCare. We have continued to advocate the County's position to expand enrollment and to remove barriers to eligibility.

Home Rule Charter Authority: Since Miami-Dade County is a home rule county, it is important to oppose any legislation that limits or attempts to usurp our authority in any way. Over the years, there have been some attempts by members of the Legislature that would have threatened that County's autonomy. We have worked closely with our delegation and House and Senate leadership, and have successfully led the fight against such proposals. In the future, as new members enter the House and Senate, it is the responsibility of the County's lobbying team to educate such members as to the unique governance structure of Miami-Dade County.

Uniform Building Code/Building & Permitting: We have worked closely with the Florida Association of Counties and the Florida League of Cities to support measures that protect, and where appropriate, increase local control over building codes.

Telecommunications/E Commerce: Our firm has a good understanding of the telecommunications issues that local governments face, including franchise fees, placement of cellular towers, public safety communications systems, 311 and 211 public service telephone numbers and wireless 911 service fees.

Housing and Community Development: As Chairman of the Miami-Dade County Homeless Trust, Ron Book has volunteered countless hours of time to homeless problems in Miami-Dade County. Our firm has successfully lobbied for funding for the Crisis Outplacement Program, which provides housing to those who are homeless and mentally ill. Our firm has also been involved in creating opportunities for affordable housing by urging the Legislature to fully fund the SHIP program, which is a statewide dedicated funding stream for affordable housing. Our firm was instrumental in creating the extremely low income program and securing \$30 million in funds for the program. Finally, we were recently successful in passing the reauthorization of the Miami-Dade County affordable housing surtax.

Business Development/Retention: Tax incentives, the designation of enterprise zones and community redevelopment agencies are helpful tools in creating an environment for Miami-Dade County to develop and retain businesses. Equally important is ensuring that there is appropriate infrastructure to support large-scale employment, such as available workforce housing, access to quality health care facilities and adequate transit/transportation facilities.

Unfunded Mandates: Miami-Dade County opposes unfunded mandates. It is important to work closely with the Florida Association of Counties and other local government representatives to build coalitions to oppose any unfunded mandates.

Solid Waste/Waste to Energy: Miami Dade County operates the largest waste collection and disposal system in the southeast United States. The County provides waste collection and recycling services within the County both in unincorporated Miami-Dade and for several municipalities. The state of Florida through the Energy, Climate Change, and Economic Security Act of 2008 establishes a new statewide recycling goal of 75 percent to be achieved by 2020. DEP is developing a program with assistance from Miami Dade County and other counties to meet this goal. Wastewater ocean outfall legislation also passed in the 2008 legislative session that would require Miami Dade County to work to end the discharge of domestic wastewater through its two ocean outfalls. Specifically, the state law would require that by 2018 the existing outfall discharges meet advanced wastewater treatment and management requirements and require by 2025, 60 percent of the facility flows be reused for beneficial purposes, and use of the outfalls for wastewater disposal be restricted to wet weather flows from permitted reuse systems.

Planning/Zoning/Growth Management: As the largest county in Florida, Miami Dade County is consistently involved in planning and zoning and growth management as it pertains to western expansion and urban infill projects. Over the last several years the County has had an abundance of construction and zoning issues to contend with including issues such as transportation concurrency, affordable housing, downtown high rises, infrastructure and commercial construction. All of these are affected by state legislative and executive branch actions that must be monitored and shaped to ensure the County's goal of maintaining a high quality of life for residents and tourists. During the last session, the Legislature completed a multi-year attempt at overhauling the growth management laws and rules of the state. The rewrite has given local governments more leadership in development and growth, focusing local growth decisions at the local level.

Emergency Management & Disaster Mitigation: Natural disasters, such as storms, tornadoes and hurricanes are common occurrences in Florida. More recently, the Gulf oil spill reminds us that we cannot always be prepared for every disaster and the impact a disaster can have on our community, which depends largely on tourism as our economic engine. Our County government is at the front lines of South Florida's emergency response, and must have the cooperation and support of the state. Federal disaster relief funds and, when necessary, disaster relief personnel must move swiftly down to the County. State policies relating to emergency management response must be closely examined to ensure that they support local response efforts. Furthermore, the County must encourage the state to adopt policies that

Submitted by Ronald L. Book, P.A.

support emergency preparedness efforts, such disaster mitigation insurance discounts and the My Safe Florida Home program.

Parks and Recreation: Providing funding for parks and recreation has not been a priority for the Legislature in recent years. For the past two years, the Legislature has not been able to fund the FRDAP program as a result of Florida Forever Trust fund sweeps. One area that could prove helpful to Miami-Dade would be reforming the FRDAP program to ensure that large-scale urban areas such as UMSA get their fair share of available projects.

Grants: The decline in Florida's economy has impacted grant programs across the board. For instance, the state has not funded the FRDAP program for the past two years. Cultural facilities and historical resources grants have been impacted as well. For the past two years, our firm worked to ensure that libraries are funded, a high priority for Miami-Dade County.

Funding for Public Hospitals & Healthcare: The growth in Medicaid case load, coupled with increases in the number of uninsured and underinsured patients, disproportionately impacts Florida's largest safety net provider, Jackson Health System. We have worked diligently over the years to educate legislators throughout the state about the unique needs of Jackson. As Florida's continues to make cuts in the healthcare budget, we need to be particularly vigilant. Cuts to the Medically Needy Program and MEDS-AD, have a stunning impact on Jackson. Additionally, when the Legislature cuts hospital rates, we need to be sure that Jackson has an opportunity to buy back any cuts.

Now, as Florida seeks approval to for a new federal waiver to implement the Medicaid reform proposal, we need to protect Jackson's share of LIP dollars. It is likely that the Legislature, at a minimum, will propose "glitch" type changes to last session's reform proposal. We need to be sure that Jackson has an opportunity to compete in a reform environment – in the hospital, in the PSN and in the managed care plan.

Over the years, our efforts on behalf of the County have included working to ensure that JHS gets its fair share of Low Income Pool (LIP) funds. LIP funds are often under attack by various special interests who continue to espouse the "money should follow the patient" mantra, to the detriment of JHS. Educating legislators, legislative staff and other policymakers about the unique needs and role of Jackson in our state is critical to ensuring that JHS does not suffer cuts to LIP funds. We have had success in securing additional special appropriations for JHS out of the LIP program, including a \$50 million appropriation during the 2010 session.

There will likely be additional substantive proposals in 2012 to creating barriers to the sale or lease of public hospitals. We need to be sure that JHS has the ability to make decisions in the best interests of the County and the Hospital, without overly broad or cumbersome regulations.

Police/Fire/Public Safety: Recent issues impacting police, fire and public safety have largely related to cuts to retirement benefits that could impact our first responders. We expect these issues to be at play again during the 2011 session.

Courts/Clerk: Our firm has been engaged on a number of courts and clerk issues for Miami-Dade County, particularly during the implementation of Article V, Revision 7, during which we had some significant victories for Miami-Dade.

Most recently, the Legislature made policy changes related to the powers and duties of clerks and the administration of clerk's budgets. These changes were only recently implemented, and we expect

Submitted by Ronald L. Book, P.A.

continued debate on clerk and court funding issues. For Miami-Dade, it is important to ensure that any changes made to the clerk's budgets or funding formulas do not cause any "cost-shifts" to the County.

Immigration: The immigration issue took center stage at the end of last session, including dozens of protests, vigils and demonstrations inside the Capitol and emotional speeches and testimony from elected leaders. The Senate's version of the bill would have allowed police officers to check immigration status, and the House version went much further. Governor Scott has already made clear, through public comments, that he would like the Legislature to address the issue during the 2012 session. With redistricting to tackle and the 2012 elections, it is not yet clear whether or not the Legislature will follow the Governor's plan.

Military/Base Realignment & Closure: Largely a federal issue, Congress established the Base Realignment and Closure Commission to provide an objective and independent analysis of the military installation closure and realignment recommendations issued by the Department of Defense in 2005. This Commission went through a process of gathering information on the potential local impact of the proposed base closures as well as the possible economic, environmental, and other effects on the surrounding communities. At the state and local level, it was the option of each community to contribute information regarding these impacts and the community value of each military base or operations. While not in a formal active military base, Miami Dade County contains a large military presence through the United States Southern Command (SOUTHCOM) in Doral and the Homestead Air Reserve Base in Homestead. The County and State of Florida actively worked to support these facilities by providing the Commission information on the value of each as well as enacting several state and local incentives for the facilities and for military personnel. This review process ended in 2005 and both military installations were preserved and even expanded.

16. Discuss Proposer's specific experience on major metropolitan county issues and key Miami-Dade County issues.

Ronald L. Book, P.A. has vast experience representing large, urban governments at the state level, and we are proud to have a history of success representing them. Our firm currently represents:

- Broward County
- Brevard County
- Pinellas County

In addition to the large county governments above, we also represent a number of Florida's largest cities, including:

- City of Miramar
- City of Palm Bay
- City of Tallahassee

We have chosen to utilize a subcontractor in this engagement, Pittman Law Group, P.L., who also counts a number of large, urban local governments as clients, including:

- Broward County
- City of Port Orange
- City of Tallahassee
- Palm Beach County

Our long history representing local governments, including Miami-Dade County, has allowed us to engage on a number of local government issues. Examples of success on each of these issues can be found throughout our proposal, including experience in the following areas:

Submitted by Ronald L. Book, P.A.

- Appropriations
- Revenue Sharing
- Transportation
- Aviation, Seaport, Public Works
- Homeless Programs
- Empowerment and Enterprise Zones
- Health and Human Services
- Criminal and Juvenile Justice
- Local Government Preemption
- Finance and Tax
- Environmental Issues
- Consumer Services
- Insurance
- Retirement and Pension
- Social Services
- Growth Management
- Telecommunications
- Affordable Housing
- Community Redevelopment Agencies
- Economic Development
- Clerks and Court Funding
- Article V, Revision 7
- Public Health and Hospitals
- Public Safety
- Parks and Recreation
- Water
- Solid Waste/Recycling
- Emergency Management
- Beach renourishment

17. Discuss how Proposer plans to provide services on issues and subject areas outside the expertise of its team members, specifically on key Miami-Dade issues.

Throughout the many years we have represented Miami-Dade County, Ronald L. Book, P.A. has often been asked to "take-on" a tough issue mid-session, and we have been largely successful on your behalf. We pride ourselves on the fact that we are experts on nearly every issue. Our team's varying background and experience in the legislative process is vast, and, quite frankly, we cannot envision an issue that could arise that would be outside our expertise. In the world of lobbying and governmental relations, it is important to always be prepared and to "expect the unexpected." Each member of our team is a "quick study" and the nature of our work often requires us to learn a lot about an issue in a very short period of time. Furthermore, one of the reasons we are proposing a "team" effort, with Pittman Law Group, P.L., as a subcontractor, is to broaden our knowledge, experience and overall depth. If, however, our team is presented with an issue about which we are not fully educated, we will work closely with the County staff until we have a full understanding.

18. Describe how the Proposer would enhance the County's position with respect to legislation and budgetary authorizations and appropriations.

Ronald L. Book, P.A. is considered one of the premier lobbying firms in Florida, and we are proud that we have more experience in the appropriations process than any of our competitors. Our vast knowledge of the budget process and all that it entails has allowed us to capture, literally, hundreds of millions in funding for our clients. Ron Book has served as lead lobbyist on budget issues for Miami-Dade County's lobbying team for a number of years and has coordinated the team's appropriations items on behalf of the County. Our firm has a proven track record of bringing home dollars to Miami-Dade County, which is clearly evidenced by the millions for projects such as the Juvenile Assessment Center, homeless programs, the Miami River Dredging Project, elderly meals programs and much more.

Our immense success in the budget process is attributable to our direct knowledge of that process. Our team has experience with budget matters at all levels of government gained from direct employment with those entities. Each brings a working knowledge of budget matters from Federal, State and Local perspectives. For example, as Special Counsel to Governor Bob Graham, Ron book drafted and passed, literally, thousands of budget amendments, giving him a rare and unique insight and detailed knowledge of Florida's appropriations process. His ability to locate dollars, or "find the money," is unparalleled.

Submitted by Ronald L. Book, P.A.

Ronald L. Book, P.A. follows the budget process day-in and day-out. We monitor the activities of the revenue estimates, considering the gross receipts collected. We have an institutional knowledge of the budget process and we work closely with key legislators and executive agencies to determine which budget areas will be prioritized and which might be programmed for cuts. In the interim, we monitor the activity of the Legislative Budget Commission in order to understand mid-year changes to state spending.

By collecting and analyzing the state's financial information, we are in a position to advise our clients as to where the dollars will be to fund projects. We then assist our clients throughout the session, ensuring that they meet all the important project deadlines for CBIRs and other required forms. We are in constant communication with the House and Senate appropriations chairs, and we stay in close contact with our delegation members in order to ensure that our projects are considered priorities by local policymakers.

19. Describe how the Proposer plans to establish, maintain and enhance working relationships between County elected officials and staff and the executive and legislative branches of state government and relevant state agencies.

As exhibited through our past performance working on behalf of Miami-Dade County, Ronald L. Book, P.A., has long-term, established relationships with the leadership in the Florida House and Senate, legislative staff, the Executive Branch, executive staff and state agencies. We work in the legislative process on a daily basis and we know the players.

Each member of the team has, at one time in their career, been employed by one or more of the three branches of government; hence each person has direct knowledge and practical experience as to how government works. Each has maintained close relationships with former colleagues who still work as public servants.

Additionally, our firm understands that the best way to keep and maintain working relationships with Legislators and staff is to be honest, forthright and ethical in any and all activities. We are well respected throughout the Capitol for our business practices. We believe that relationships are easily enhanced when built on a foundation of honesty, understanding and mutual respect. We carry that philosophy into the Capitol every day, and it contributes to our success in the process.

Simply put, each member of our team has good relationships with the Florida Governor and Cabinet, state agencies, House and Senate Members, both Democrat and Republican, and we count the new and future leaders in both chambers of the Legislature as close friends.

20. Identify any actual and/or potential conflicts of interest in providing services requested herein (refer to Section 2.2(A)).

Neither Ronald L. Book of Ronald L. Book, P.A. or Sean Pittman of the Pittman Law Group, P.L., or any of their associates, has any actual or potential conflicts that would preclude them from advocating on behalf of Miami-Dade County.

However, should an actual or perceived conflict arise, as we have done in the past, we would immediately notify the appropriate parties, as required by the Contract, to be sure that there is a clear understanding of the situation and a solution that would ensure a positive outcome for the County. We cannot envision any potential conflict that we would not be able to resolve to the County's satisfaction. We have, throughout our tenure on the County team, always notified the County regarding potential, perceived or actual conflicts.

21. Provide a list of and discuss Proposer's accomplishments achieved on behalf of local governments during recent sessions.

Miami-Dade County

- Secured funding for Libraries (2010 and 2011 Session)
- Exempted Miami-Dade County from legislation preempting regulatory authority over moving services (2010)
- Defeated legislation which would have required Miami-Dade County to pay more for medical care for jail inmates
- Prevented cuts to elderly meals programs (2010 and 2011 sessions)
- Secured \$2.5 million in funds for the Liberty City Clinic (2010 session)
- Defeated legislation preempting towing and locksmith services (2010 and 2011 sessions)
- Reauthorization of the affordable housing surtax (2008 Session)
- Long term lease of the South Florida Evaluation and Treatment Center, which yielded an \$18 million savings to the County (2007 Session)
- Passed legislation authorizing county/municipal use of red-light cameras (2010 Session)
- Long term lease of the Graham Building (2008 Session)
- Restored the Port of Miami Tunnel Project (2009 Session)
- Funding for the County's Jail Diversion GAP Program (2007-2010 Sessions)
- Funding for the County's elderly meals programs (long term/all years)
- \$5 million for construction/renovation of the Miami-Dade County Health Department (2007 Session)
- \$2.5 million for the construction/renovation of the Liberty City Clinic (2010 Session)
- Funding and fund carryover for Miami-Dade Blue Premium Assistance Program and (2010 Session)
- Continued funding for Miami-Dade Juvenile Assessment Center (long-term/all years)
- Continued funding for Miami-Dade JASP Program (long-term/all years)
- County/Municipal authorization of the use of red-light cameras (2010 Session)
- Funding for Crisis Outplacement/Homeless (long-term/all years)
- Prevented pre-emption of County regulation of movers and locksmiths (long-term)

Additional Recent Local Government Accomplishments:

- Creation of Extremely Low Income Housing Program, with \$30 million in funds for the program (Broward County)
- Passed legislation creating countywide special district for Children's Services (Broward County)
- Passed legislation providing statutory guidelines for the disposition of unclaimed bodies and indigent burials (Pinellas County)
- Passed legislation expanding municipal eminent domain powers for public school purposes (City of Aventura)
- Secured executive approval of modification of the deed restriction on Watson Island (City of Miami)
- Secured \$4 million in funds for the construction of the Palm Bay Parkway (City of Palm Bay)
- Secured \$2.5 million for Sector 7 beach renourishment (Indian River County)
- Secured \$100,000 in funds for Lauderdale Lakes Education and Cultural Resource Center (City of Lauderdale Lakes)
- Secured \$600,000 for 172nd Street Draining Project (City of Sunny Isles Beach)
- Secured \$200,000 for Big Bend Homeless Program (City of Tallahassee)
- Secured \$1 million in funds for Stormwater System Improvements (Village of Palmetto Bay)

SERVICE COST

22. State proposed annual fee to provide all services requested herein. (The fee shall include all costs, including subcontractor fees, travel, and miscellaneous expenses, as they will not be reimbursed separately by the County. The fee shall not include any amount for Work Order assignments or Optional Services.)

Ronald L. Book P.A. diligently strives to work within all budget constraints. Our proposal is inclusive of all costs, including all travel expenses.

Ronald L. Book, P.A., in proposing to represent Miami-Dade County, will provide Consulting, State Legislative Lobbying services including the services as required by RFQ No. 801, Governmental Representation and Consulting Services in Tallahassee, FL, for the sum of \$200,000.00 per year.

210

Form A-2

AFFIDAVIT OF MIAMI-DADE COUNTY LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Project Title: Governmental Representation and Consulting Services Project No.: RFQ No. 801
 (2) Department: Internal Services Department for Office of Intergovernmental Affairs
 (3) Proposer's Name: Ronald L. Book, P.A.
 Address: 18851 NE 29th Avenue, Suite 1010, Aventura, FL Zip: 33180
 Business Telephone: (305) 935-1866

(4) List All Members of the Presentation Team Who Will Be Participating in the Oral Presentation:

| NAME | TITLE | EMPLOYED BY | TEL. NO. |
|--------------------|--------------------------------|-------------------------|----------------|
| Ronald L. Book | President & CEO | Ronald L. Book, P.A. | (305) 935-1866 |
| Kelly C. Mallette | Director of Government Affairs | Ronald L. Book, P.A. | (305) 935-1866 |
| Rana G. Brown | Government Affairs Consultant | Ronald L. Book, P.A. | (305) 935-1866 |
| Sean Pittman, Esq. | President & CEO | Pittman Law Group, P.L. | (850) 216-1002 |
| Philip Singleton | Legislative Director | Pittman Law Group, P.L. | (850) 216-1002 |

(ATTACH ADDITIONAL SHEET IF NECESSARY)

The individuals named above are Registered and the Registration Fee is not required for the Oral Presentation ONLY.

Any person who appears as a representative for an individual or firm for an oral presentation before a County certification, evaluation, selection, technical review or similar committee must be listed on an affidavit provided by the County. The affidavit shall be filed with the Clerk of the Board at the time the response is submitted. The individual or firm must submit a revised affidavit for additional team members added after submittal of the proposal with the Clerk of the Board prior to the oral presentation. Any person not listed on the affidavit or revised affidavit may not participate in the oral presentation, unless he or she is registered with the Clerk's office and has paid all applicable fees.

Other than for the oral presentation, Proposers who wish to address the county commission, county board or county committee concerning any actions, decisions or recommendations of County personnel regarding this solicitation in accordance with Section 2-11.1(s) of the Code of Miami-Dade County MUST register with the Clerk of the Board and pay all applicable fees.

I do solemnly swear that all the foregoing facts are true and correct and I have read or am familiar with the provisions of Section 2-11.1(s) of the Code of Miami-Dade County as amended.

Signature of Authorized Representative: _____

Title: President & CEOSTATE OF FloridaCOUNTY OF Miami-Dade

The foregoing instrument was acknowledged before me this 17th day of November
 by Ronald L. Book, CEO of Ronald L. Book, P.A., who is personally known
 (Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)
 to me or who has produced _____ as identification and who did/did not take an oath.

(Signature of person taking acknowledgement)

(Name of Acknowledger typed, printed or stamped)

(Title or Rank)

(Serial Number, if any)



Kelly C. Mallette
 COMMISSION # DD959764
 EXPIRES: FEB. 09, 2014
 WWW.AARONNOTARY.COM

Revised 2/7/05

ACKNOWLEDGEMENT OF ADDENDA

Instructions: Complete Part I or Part II, whichever is applicable.

PART I: Listed below are the dates of issue for each Addendum received in connection with this solicitation.

Addendum #1, Dated November 17, 2011

Addendum #2, Dated _____, 201____

Addendum #3, Dated _____, 201____

Addendum #4, Dated _____, 201____

Addendum #5, Dated _____, 201____

Addendum #6, Dated _____, 201____

Addendum #7, Dated _____, 201____

Addendum #8, Dated _____, 201____

Addendum #9, Dated _____, 201____

PART II:

 No Addendum was received in connection with this solicitation.

Authorized Signature: 

Date: 11/17/11

Print Name: Ronald L. Book

Title: President & CEO

Firm Name: Ronald L. Book, P.A.

FORM A-5
SUBCONTRACTOR/SUPPLIER LISTING
 (Ordinance 97-104)

Name of Proposer Ronald L. Book, P.A.

This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, **MUST** be completed by all bidders and proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of \$100,000 or more, and all bidders and proposers on County or Public Health Trust construction contracts which involve expenditures of \$100,000 or more. This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, must be completed and submitted even though the bidder or proposer will not utilize subcontractors or suppliers on the contract. The bidder or proposer should enter the word "NONE" under the appropriate heading in those instances where no subcontractors or suppliers will be used on the contract. A bidder or proposer who is awarded the contract shall not change or substitute first tier subcontractors or direct suppliers or the portions of the contract work to be performed or materials to be supplied from those identified except upon written approval of the County.

| Business Name and Address of First Tier Subcontractor/Subconsultant | Principal Owner | Scope of Work to be Performed by Subcontractor/Subconsultant | (Principal Owner) | |
|---|--------------------|--|-------------------|------|
| | | | Gender | Race |
| Pittman Law Group, P.L. | Sean Pittman, Esq. | government relations/lobbying | M | B |
| 1028 East Park Avenue | | | | |
| Tallahassee, FL 32301 | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| Business Name and Address of Direct Supplier | Principal Owner | Supplies/Materials/Services to be Provided by Supplier | (Principal Owner) | |
| None | | | Gender | Race |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

I certify that the representations contained in this Subcontractor/Supplier Listing are to the best of my knowledge true and accurate.

Signature of Proposer's
Authorized Representative

Print Name

Print Title

Date

(Duplicate if additional space is needed)
Form A-5 (new 5/7/99)

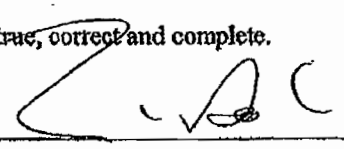
FAIR SUBCONTRACTING POLICIES
(Section 2-8.8 of the Miami-Dade County Code)**FAIR SUBCONTRACTING PRACTICES**

In compliance with Section 2-8.8 of the Miami-Dade County Code, the Proposer submits the following detailed statement of its policies and procedures for awarding subcontracts:

Ronald L. Book, P.A. adheres to the following guidelines when seeking subcontractors:

1. We notify the broadest number of local subcontractors of the opportunity to be awarded a contract;
2. We invite local subcontractors to submit bids and proposals;
3. We provide local subcontractors with access to information necessary to prepare a bid or proposal;
4. We allow local subcontractors to meet with appropriate personnel of the proposer to discuss the proposer's requirements;
5. We award subcontracts based on full and complete consideration of all submitted proposals in accordance with the proposer's stated objectives.

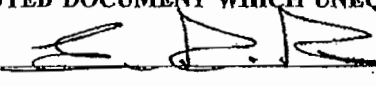
I hereby certify that the foregoing information is true, correct and complete.

Signature of Authorized Representative: 

Title: President and CEO

Date: 12/6/01

Firm Name: Ronald L. Book, P.A.

| | | |
|--|------------------------------|---|
| PROPOSER'S NAME (name of firm, entity or organization): Rutledge, Ecenia & Purnell, P.A. | | |
| FEDERAL EMPLOYER IDENTIFICATION NUMBER: 59-3142223 | | |
| NAME AND TITLE OF PROPOSER'S CONTACT PERSON: Name: Gary R. Rutledge Title: President | | |
| MAILING ADDRESS: Street Address: 119 South Monroe Street, Suite 202 City, State, Zip: Tallahassee, Florida 32301 | | |
| TELEPHONE: (850) 681-6788 | FAX: 850) 681-6515 | E-MAIL ADDRESS: gary@reuphlaw.com |
| PROPOSER'S ORGANIZATIONAL STRUCTURE: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Proprietorship <input type="checkbox"/> Joint Venture Other (Explain) _____ | | |
| IF CORPORATION: Date Incorporated/Organized: September 14, 1992 State Incorporated/Organized: Florida State registered in as foreign corporation: N.A. | | |
| PROPOSER'S SERVICE OR BUSINESS ACTIVITIES OTHER THAN WHAT THIS SOLICITATION REQUESTS FOR: Legal Services (Law Firm) | | |
| LIST NAMES OF PROPOSER'S SUBCONTRACTORS OR SUBCONSULTANTS FOR THIS PROJECT: Becker & Poliakoff, P.A.; Dutko Worldwide, LLC; Gomez Barker Associates, Inc. | | |
| CRIMINAL CONVICTION DISCLOSURE: Pursuant to Miami-Dade County Ordinance No. 94-34, any individual who has been convicted of a felony during the past ten years and any corporation, partnership, joint venture or other legal entity having an officer, director, or executive who has been convicted of a felony during the past ten years shall disclose this information prior to entering into a contract with or receiving funding from the County. Place a checkmark here only if Proposer has such conviction to disclose to comply with this requirement. | | |
| Scrutinized Companies with Activities to Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List: By executing this proposal through a duly authorized representative, the proposer certifies that the proposer is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, as those terms are used and defined in sections 287.135 and 215.473 of the Florida Statutes. In the event that the proposer is unable to provide such certification but still seeks to be considered for award of this solicitation, the proposer shall execute the proposal through a duly authorized representative and shall also initial this space: _____. In such event, the proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 of the Florida Statutes. The proposer agrees to cooperate fully with the County in any investigation undertaken by the County to determine whether the claimed exception would be applicable. The County shall have the right to terminate any contract resulting from this solicitation for default if the proposer is found to have submitted a false certification or to have been placed on the Scrutinized Companies for Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List. | | |
| PROPOSER'S AUTHORIZED SIGNATURE The undersigned hereby certified that this proposal is submitted in response to this solicitation. THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BELOW BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE PROPOSAL NON-RESPONSIVE. THE COUNTY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE PROPOSER TO THE TERMS OF ITS OFFER. Signed by: <u></u> Date: <u>11-18-11</u> Print Name: Gary R. Rutledge Title: President | | |

**Miami-Dade County
Request for Qualifications RFQ No. 801**

**Proposer
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**Subcontractors
Becker & Poliakoff, P.A.
Dutko Worldwide, LLC
Gomez Barker Associates, Inc.**

Proposer Information

Proposer's Experience, Qualifications and Past Performance

| | | |
|-----|--|---|
| 1. | Proposer's history and background | 4 |
| 2. | Proposer's past performance and experience in governmental representation and consulting | 4 |
| 3. | Detailed description of comparable contracts..... | 5 |
| 4. | Miami-Dade County Contracts..... | 6 |
| 5. | Approach to Project Organization/Management..... | 6 |
| 6. | Approach to Scheduling of Work and Prioritizing the County's Requests | 6 |
| 7. | Hours of Availability..... | 6 |
| 8. | Availability to Perform Scope of Services..... | 7 |
| 9. | Approach to Complying With Reporting Requirements | 8 |
| 10. | Exceptions | 8 |

Key Personnel and Subcontractors Performing Services

| | | |
|-----|--|----|
| 11. | Names and Addresses of Subcontractors..... | 9 |
| 12. | Organizational chart | 10 |
| 13. | Key Personnel | 11 |
| 14. | Resumes | 16 |

Major Metropolitan County Issues, and Key County Issues and Working Relationships

| | | |
|-----|---|----|
| 15. | Understanding Major County Issues | 17 |
| 16. | Specific Proposer's activity on behalf of the County | 18 |
| 17. | Coverage of subject area outside of Proposer's expertise..... | 22 |
| 18. | Enhancing the County's Position..... | 22 |
| 19. | Relationships..... | 23 |
| 20. | Conflicts of Interest..... | 23 |
| 21. | Proposer's accomplishments on behalf of local governments | 24 |
| 22. | Service Cost..... | 26 |

Sample Legislative Reports

Monthly Report, November 2011

2011 End of Session Legislative Report

Affidavits/Acknowledgments

Form A-1

Form A-2, Affidavit of Miami-Dade County Lobbyist Registration for Oral Presentation

Form A-3, Acknowledgement of Addenda

Form A-5, Subcontractor/Supplier Listing

Form A-6, Fair Subcontracting Policies

Policy and Procedure for Awarding Subcontracts

Proposer's Experience, Qualifications, Past Performance, and Capabilities

1. Proposer's history and background

The law firm of Rutledge, Ecenia & Purnell, P.A. (Rutledge, Ecenia) was incorporated on September 28, 1992. The firm's shareholders are Gary R. Rutledge, President, Stephen A. Ecenia, Harold F.X. Purnell, J. Stephen Menton, R. David Prescott and Richard Ellis. The firm also employs Martin McDonnell, Marsha Rule, Maggie Schultz, Mike Barry, Gabe Warren, and Diana Ferguson as associate attorneys, and one governmental consultant, Ryan Anderson. Other personnel currently include an office administrator, paralegals, support staff and couriers. The firm has a total of 22 employees. Rutledge, Ecenia is a professional, for-profit Florida corporation.

The firm's Board of Directors is comprised of Gary R. Rutledge, Stephen A. Ecenia and Harold F.X. Purnell. All of the firm's employees are located at the firm's office at 119 South Monroe Street, Suite 202 in Tallahassee. Rutledge, Ecenia is a firm dedicated to providing the highest quality of professional services to public and private clients before the Legislature and governmental agencies. The firm is an equal opportunity employer and is in compliance with the Americans with Disabilities Act of 1990 (effective 1992). While the firm provides legal representation and governmental representation primarily in Tallahassee and Georgia, services have been provided statewide, nationally and internationally.

2. Proposer's past performance and experience in governmental representation and consulting

Rutledge, Ecenia, currently, and for over 15 years, has represented Miami-Dade County as a prime contractor. Subcontractors currently include Dutko Worldwide, LLC, Gomez Barker Associates, Inc. and Becker & Poliakoff, P.A. Our subcontractors provide us with the ability to implement strategies of an impressively large scale and scope. Our combined knowledge, relationships and ability to work as a team give us the ability to respond to legislative issues in a reasoned, organized and timely fashion.

The firm, currently, and for over 15 years, has represented the City of Miami Beach as the prime contractor. In the past, the firm also represented the City of Palm Bay, the City of Tallahassee and Gary Rutledge has represented the City of Miami.

Section 2.1(A) Qualifications -

Gary Rutledge served as Secretary of the Department of Business from 1981 to 1984. In this position, he was responsible for the regulation of licensed professionals as well as all of the administrative responsibilities of a state agency. Mr. Rutledge has been a professional lobbyist for over 25 years. Mr. Rutledge has represented Miami-Dade County before the Legislative and Executive Branches for over 15 years. He is very familiar with County issues.

Mr. Rutledge has represented national and international clients for many years which speaks to his successful career. Mr. Rutledge's strategy for representing the County is simple: develop and

maintain relationships with key legislators; thoroughly understand the County's issues; engage proponents and opponents of various issues and communicate effectively and persistently on behalf of the County.

3. Detailed description of comparable contracts

City of Miami Beach - Rutledge, Ecenia, currently, and for over 15 years, has represented the City of Miami Beach before the Legislative and Executive Branches. The current contract, for which Mr. Rutledge is the prime contractor, covers October 1, 2010 to September 30, 2012 for the sum of \$107,254.92.

Representative accomplishments from the previous three years include:

- Guided the City through the successful application process to become one of only two local governments designated as an Energy Economic Zone Pilot Community in 2009 Session. Successfully lobbied in 2011 for improvements to the energy economic zone program.
- Negotiated a legislative settlement in 2011 related to the Bert Harris Act, successfully putting an end to a years' long battle over the Act.
- Successfully lobbied in 2010 for a delay in the implementation date for residential condominium elevator upgrades.
- Successfully lobbied in 2011 for delinquent owners to be excluded in calculating a quorum for homeowners associations.

Contact: Kevin Crowder 305-673-7010.

Kraft Foods International - The firm successfully accomplished having a bill filed and passed which conforms Florida advertising law relative to manufacturers' game promotions to other states nationwide, a priority of the client. Contact: Derek Crawford 847-646-0534. Client in excess of ten years.

Florida Society of Landscape Architects - In 2010, the firm successfully defeated an attempt to prevent the practice of stormwater management by Landscape Architects. In 2011, the firm successfully removed landscape architects from proposed legislation to deregulate certain professions. Contact: Shawn Kalbli 850-391-0360.

Community Advocacy Network - In 2011, the firm successfully passed legislation to exempt homeowners associations from joint and several liability for past due assessments when the association takes title to a property via foreclosure. Contact: Donna Berger (954) 558-8746.

4. Miami-Dade County Contracts

Rutledge, Ecenia is currently, and has been consecutively for over 15 years, under contract with Miami-Dade County to provide state legislative and executive governmental affairs representation. The contract for which Rutledge, Ecenia is the prime contractor is administered by the Office of Intergovernmental Affairs. Contacts: Joe Rasco 305-375-5600. Jess McCarty 305-375-1634.

5. Approach to Project Organization/Management

Gary Rutledge will be responsible for organizational paperwork relative to the contractual agreement and for coordinating meetings, deadlines and communications.

The team will meet with County staff at least twice during interim committee meetings and weekly during the Legislative Session to evaluate progress on the County's priorities, as well as identify other issues of concern to the County through a free exchange of ideas, culminating in recommendations to the County and receiving further directives for actions after County review. Team members will attend meetings of the Miami-Dade County delegation during Session, and work with the delegation chair to bring issues and speakers to delegation meetings as necessary.

Overall responsibilities governing the team will be coordinated by Gary Rutledge. Diana Ferguson will be responsible for reviewing all bills and coordinating coverage of all legislative floor activity and floor amendments. She will also coordinate providing reports and schedules through County staff. Specific legislative responsibilities will be delegated by Gary Rutledge with direction from County staff to all team members as set forth in the organizational chart. Final responsibilities of team members and other contract lobbyists will only be made by County staff consistent with the abilities and experiences of other contract lobbyists selected by the County.

6. Approach to Scheduling of Work and Prioritizing the County's Requests

Rutledge, Ecenia personnel are seasoned lobbyists, experienced in scheduling and prioritizing assignments. Gary Rutledge frequently communicates with the County Office of Internal Affairs (OIA) to discuss requests from the County Commission and County department staff. Through the years of representing Miami-Dade County, Rutledge, Ecenia has learned the issues, and requests conference calls with staff when needed. Priority is given to requests which have positive or negative fiscal impacts to the County.

7. Hours of Availability

Rutledge, Ecenia personnel are available 24 hours, 7 days a week, during Session and otherwise when required on urgent matters. Between Sessions, personnel will be available Monday through Friday during regular office hours and otherwise as needed for urgent matters. All personnel are equipped with state-of-the-art computers and mobile devices.

8. Ability to Perform Scope of Services

Rutledge, Ecenia and its subcontractors (the team) are fully capable of fulfilling all elements of the Scope of Services as described in Section 2.0 of the RFQ. The team, as described herein, possesses a strong knowledge of the legislative, administrative and regulatory processes of the state and has a successful record of accomplishments. In addition, team members have many years of experience representing the County and, therefore, possess accompanying institutional knowledge. The team's performance is based on a strong work ethic maintaining confidentiality and discretion. Members will abide strictly to the county's agenda as established by the Commission. Members of the team are well known for their hard work, which translates into meeting goals through anticipating needs, recognizing the "big picture," while following up on details, meeting deadlines and being consistently attentive. Team members maintain high ideals and respect for their work.

The team has a clear strategy for representing the County at meetings with legislators and members of the Executive Branch. Work begins with identifying each team member's areas of expertise and depth of relationships with legislators, Cabinet members, agency heads, committee chairs and staff. The Rutledge, Ecenia team will meet with County Intergovernmental Affairs staff at the earliest opportunity to discuss the County's legislative priorities and assign priorities to team members based on their expertise and relationships. Personnel will remain flexible and assume new assignments throughout the session as issues emerge. In addition, team members can, on almost all issues, provide back-up to County staff and other contract lobbyists on issues not specifically delegated to them. Team members know County Commissioners and can be assigned to accompany them when in Tallahassee to meet with legislators, legislative committee staff and agency personnel. With short notice, briefings can be prepared for Commissioners and County administrators. Team members will be available to the Mayor, Commissioners, and staff on a 24-hour basis through use of communication devices such as mobile devices, e-mail and office staff.

Simultaneously, each of the over 2,000 legislative bills filed annually will be reviewed for implications to the County. Through the use of a specially designed Web service, the pertinent bills will be prioritized and tagged "important," "monitor only" or "watch only" (for final action) and placed in a tracking system which through daily e-mail alerts will notify the team when action is anticipated on the bills. The bill priorities will be frequently reviewed and adjusted as needed. Intergovernmental Affairs staff will be notified regarding significant legislation. This is the same process previously utilized by the team on behalf of the County.

Team members will find bill sponsors, help develop bill language, interface with bill sponsors, and write amendatory language as needed. Members will seek additional information from committee staff as needed, and work with both opponents and proponents of legislation, including the Florida Association of Counties and other local governments and their associations. Members will write position papers and talking sheets to clearly present the County's position on key issues. As in the past, the team, upon request, will obtain documentation and research materials. They will attend interim and legislative committee meetings and testify or arrange for County staff and officials to testify as needed. During the very crucial last weeks of Session and at all other times the House or Senate is in session, a team member with a historical

understanding of County issues will review floor amendments and notify appropriate County staff and/or team members regarding issues impacting the County.

Team members will timely review the Florida Administrative Weekly and agency Web sites and refer pertinent information to the County. All team members subscribe to a political news service and have computer access to legislative calendars, bills, and bill staff analyses.

Team members will work with appropriate legislative committee chairmen and staff members as well as Miami-Dade County legislators to process County appropriations needs. All team members are very familiar with the appropriations process and are experienced at securing funds on behalf of the County. Even as the Community Budget Information Request (CBIR) process has fallen by the wayside in tough economic times, the team still secures a significant amount of funding in the budget for Miami-Dade County priorities each year.

Each summer and fall, team members will follow House and Senate interim projects by communicating with legislative committee staff, and attending and testifying at meetings as needed. Legislative and agency reports will be continuously reviewed and forwarded to the County as needed.

The Proposer is not bidding on Optional Services as described in the RFQ, Scope of Service 2.3. However, if these services become a factor in awarding the contract, the Proposer is prepared to further discuss such services.

9. Approach to Complying With Reporting Requirements

Communication both verbally, and in writing, with County staff, will be essential to the success of the team's efforts. Reports by the Proposer and each subcontractor will be sent to the County monthly, except during the legislative session, when they will be sent weekly, including a comprehensive end of session report at the conclusion of the legislative session. Reports will include the status of county priorities, recommended actions, analysis of the political climate and its potential impact on the County. Sample reports are attached.

10. Exceptions

Rutledge, Ecenia takes no exceptions to the terms of this solicitation.

Key Personnel and Subcontractors Performing Services

11. Names and Addresses of Subcontractors

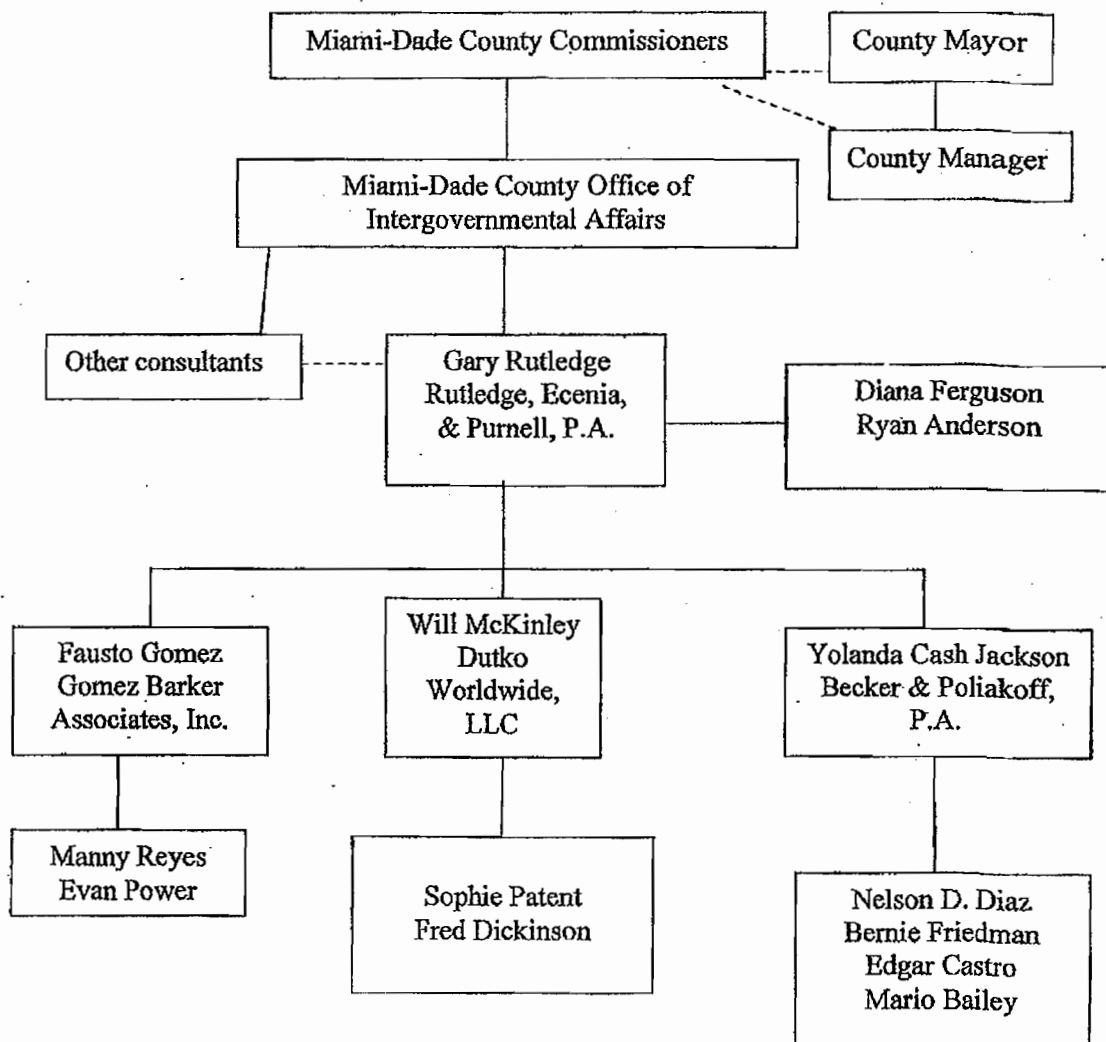
Becker & Poliakoff, P.A.
Contact: Yolanda Cash Jackson
3111 Stirling Rd.
Ft. Lauderdale, FL 33312
954/985-4132

Dutko Worldwide, LLC
Contact: Will McKinley
106 East College Ave., Suite 1100
Tallahassee, FL 32301
850/681-1980

Gomez Barker Assoc., Inc.
Contact: Fausto Gomez
2350 Coral Way, Suite 301
Miami, FL 33145
305/860-0780

See Items 13(b) and 6 for additional information regarding the experience, qualifications, and relevant experience on similar projects of our subcontractors.

12. Organizational Chart



13. Key Personnel

a) Proposer

Rutledge, Ecenia & Purnell, P.A.

Gary R. Rutledge, founding principal, serves as President of Rutledge, Ecenia and coordinates the firm's legislative and governmental affairs section. He is one of the firm's most active attorneys in governmental, administrative and legislative matters. Mr. Rutledge works directly with numerous governmental officials in the State of Florida, including legislators, the Governor and other Cabinet officers and employees at all levels of government. In legislative and regulatory matters, he serves as lobbyist and attorney for local, state, national and international clients, both public and private. Mr. Rutledge also has served as Special Counsel for the Florida Department of Business Regulation and the National Association of State Racing Commissioners. He was recently appointed by Governor Rick Scott to the Judicial Nominating Commission for the First District Court of Appeals.

Mr. Rutledge attended the University of Florida, receiving his Bachelor of Arts degree with honors in 1972 and his Juris Doctorate in 1976. While at the University of Florida, he served as President of the Student Senate, was a member of the Law School Council of 10 and Florida Blue Key, and was elected to the University of Florida Hall of Fame and Who's Who Among Students in American Universities and Colleges. He was also recognized for significant legal research in the public interest by the University of Florida's Center for Governmental Responsibility.

Mr. Rutledge is admitted to the Florida Bar, the United States District Court, Southern District of Florida and the United States Court of Appeals, Eleventh Circuit. In addition, Mr. Rutledge is a member of the Florida Bar Administrative Law Section. Mr. Rutledge maintains an AV rating with Martindale-Hubbell.

Mr. Rutledge is the author of numerous articles concerning the regulatory aspects of the industries regulated by the Department of Business and Professional Regulation and other legislative and governmental matters. He also has addressed many organizations on these areas of law, as well as other administrative, legislative, and regulatory matters. He served on Tallahassee's initial Board of Directors of the Boys and Girls Club and on the Children's Home Society Board of Directors.

Diana M. Ferguson joined Rutledge, Ecenia in January 2011 as an attorney and registered lobbyist. Prior to joining the firm, Mrs. Ferguson provided legislative counsel to the Florida Association of Counties (FAC). In that capacity, she lobbied a variety of legislative issues, including administrative, environmental, and local government law. Additionally, she provided policy support to the FAC Growth, Environmental Planning, and Agriculture Policy Committee, as well as several Commissioner Workgroups, including Water Policy, Energy Independence, and Sustainability.

Mrs. Ferguson has also participated in numerous rulemaking proceedings and lobbied various regulatory issues within several state and regional agencies, including the Department of Environmental Protection, the Department of Agriculture and Consumer Services, the Fish and Wildlife Conservation Commission, and the water management districts. She has worked on issues involving environmental regulations, water policy, beach restoration, and private property rights. Her practice at REP is concentrated in the areas of regulated industries, administrative law, and governmental relations. She currently represents several clients, including businesses and local governments.

Mrs. Ferguson received a Bachelor of Arts degree in Political Science from the University of Missouri at Kansas City in 1997 and a Juris Doctorate from Oklahoma City University School of Law in 2000. She is admitted to practice law in Texas and Florida. She is a graduate of the National Resources Leadership Institute, an environmental leadership program within the Institute of Food and Agricultural Sciences at the University of Florida. She is currently a member of the Environmental and Land Use Law and City, County, and Local Government Law Sections of the Florida Bar.

Ryan Anderson joined Rutledge, Ecenia in October of 2011 as a governmental consultant. Mr. Anderson previously served as the Chief Legislative Aide to state Representative Robert Schenck, where he worked on a myriad of issues relating to health and human services, government operations and procurement, public safety, and economic development. He also performed all constituent outreach, media relations and communications functions for Representative Schenck. Mr. Anderson has managed successful legislative campaigns, developing core messaging for the candidates, organizing grassroots voter outreach efforts, as well as managing media relations and day to day operations. Mr. Anderson first joined Rutledge, Ecenia in 2008 as a legislative researcher and analyst, where he became familiar with our team and clients. Mr. Anderson is a graduate of Florida State University, with a Bachelors degree in Political Science and a Bachelors degree in Social Science.

b) Subcontractors

Becker & Poliakoff, P.A.

Yolanda Cash Jackson is an experienced government law attorney who has established a strong reputation in the community for her leadership and commitment to civic, charitable and professional organizations. She concentrates her practice in the area of Governmental Relations and has developed a proficiency in state government funding and appropriations. Ms. Jackson has excellent working relationships with the state's leading elected officials and policymakers. She was selected to serve as a judge for the annual ranking of most effective legislature rankings by the Miami Herald. Ms. Jackson heads the Tallahassee lobbying practice of the firm.

Ms. Jackson is a member of the Orange Bowl Committee, the Carrie Meek Foundation, the Greater Miami Chapter of the Links, Inc., and the Greater Miami Chamber of Commerce (Chair-State Advocacy Committee). Ms. Jackson is a member of the United States Senate Military Affairs Committee where she served on the Service Academy Nominating Board to screen and recommend applicants to West Point, Annapolis, the U.S. Marine Academy, and U.S. Air Force

Academy. Ms. Jackson is also very involved in local politics having managed the successful State Senate campaign for Senator Kendrick Meek. Ms. Jackson served as General Counsel to the NAACP - Miami-Dade Branch where she was also a member of the Executive Committee. She was chosen to participate in Leadership Florida, a highly selective, statewide leadership training program, as a member of the Class of XIX (2000-2001). She also served on the Board of several community organizations including Wolfsonian-FIU Advisory Board, Human Services Coalition of Dade County, Board of Directors of Hospice Care of Broward and of the Board of Miami's River of Life, Inc. (Chair, 1995-98), Dade Partners for Safe Neighborhoods (Executive Committee, 1995-97), and Delta Sigma Theta Sorority.

Ms. Jackson has been honored by numerous community and business organizations. She was recognized as one of the 100 Most Accomplished Blacks in Law in South Florida and was the only attorney selected to write the foreword for its publication and speak at its VIP event. She was honored by Florida Memorial University as "Community Leader of the Year" for her many contributions to the University and the community. She was also twice honored by her peers as one of the "Florida Legal Elite" featured in Florida Trend Magazine. She was honored as a "Distinguished African American Woman with Vision, Dare and Care" by Les Bonnes Amies Club. She has also been recognized as a "Woman to Watch" by the Sun Post magazine. Ms. Jackson is a recipient of the In the Company of Women 2007 award presented by Miami-Dade County Commission on the Status of Women. She was also recognized for her participation in The Florida Bar Young Lawyers Division of Governors Government Affairs symposium in 2007. Ms. Jackson was recognized on May 11, 2010 by the Miami Herald in an article "Networking Key to Success for Busy Lawyer-Lobbyist."

Ms. Jackson received her B.S. and law degree from the University of Florida. She was admitted to The Florida Bar in 1991 and is authorized to practice in United States District Court of Appeals Eleventh Circuit as well as the United States District Courts, Southern and Middle Districts of Florida.

Nelson Diaz concentrates his business on government relations and lobbying. Mr. Diaz has served as Chief Legislative Aide to the former Speaker of the Florida House of Representatives, Marco Rubio. Mr. Diaz was appointed by Miami-Dade County Commissioner Joe Martinez to the Miami-Dade County Community Council of West Kendall, a local Board that reviews land use and zoning inquires and disputes. Mr. Diaz has successfully represented local governments, businesses, trade associations and other corporate clients before the Legislative and Executive Branches of state government. He has been successful in guiding legislation through the committee process, to the floor of the Florida House of Representatives and the Florida Senate, and ultimately, for the Governor's signature. His experience as a Legislative Aide gives him an insider's knowledge of the legislative process, familiarity with committee procedures and rules, and strong ties to members of the leadership of both Chambers and their respective staff. Mr. Diaz is a graduate of the University of Florida College of Law.

Bernie Friedman is the shareholder in charge of the firm's Government Law and Lobbying Practice Group. He represents a wide variety of businesses, non-profit organizations, developers, and trade associations before local governments in South Florida, the Florida Legislature and executive agencies in Tallahassee. He has helped public and private sector clients secure

millions of dollars in government grants, procurements, concessions and contracts. Mr. Friedman was selected as a "Florida Super Lawyer" by Law & Politics magazine which named Florida's top lawyers as chosen by their peers. He was recognized as a "Power Broker of Broward County" by the Sun-Sentinel, and "King of the City Hall" by the Miami Herald. Mr. Friedman is a graduate of the George Washington School of Law.

Edgar Castro concentrates his business on government relations and lobbying in South Florida and Tallahassee. Since joining Becker & Poliakoff, Mr. Castro has successfully advocated for issues addressing the needs of businesses, associations, municipalities and The Florida Bar, before various government agencies and the Florida Legislature. His clients rely on him to offer strategic advice and to help them access government and elected officials. Mr. Castro assists in advancing his clients' political and legislative agenda by monitoring their issues and lobbying in favor of, and sometimes against, legislation and regulations that impact their various industries. He has helped pass budget appropriation requests and has experience passing controversial legislation, including claims relief bills. Mr. Castro began his political career in Tallahassee working in the Governor's office and as a Legislative Assistant for the Florida House of Representatives. As a legislative assistant, he helped direct the Representative's agenda and testified before of various House Committees. Mr. Castro is a graduate of the University of Florida College of Law.

Mario Bailey concentrates his business on government relations and lobbying in South Florida and Tallahassee. Joining Becker & Poliakoff, Mr. Bailey addresses the needs of business, municipalities, schools, colleges and universities before various government agencies and the state legislature. He assists in advancing his clients' political and legislative interests in legislation and regulation that impact their various industries. Prior to joining Becker & Poliakoff, P.A., Mr. Bailey served as the Chief Legislative Aide to Florida State Representative Dwight M. Bullard. This experience taught him the intricacies of the legislative process, committee procedures, and helped him build strong ties to members of both parties and chambers. Mr. Bailey began his political career as a field coordinator on a congressional campaign in South Florida. Since then, he has been active in various civic and business organizations locally. He is an alumnus of the Greater Miami Chamber of Commerce's Leadership Miami Program.

c) Dutko Worldwide, LLC

Will McKinley is Managing Principal of Dutko Worldwide and has extensive leadership experience in the Republican Party, Florida state government, and the field of marketing. Mr. McKinley has built close relationships with state leaders and key policymakers at the Executive and Legislative levels of government since serving in the Governor Bob Martinez Administration as Chief of Staff of the executive agency now known as the Department of Business and Professional Regulation. During his tenure as Executive Director of the Republican Party of Florida, Will contributed to significant Republican gains in United States Congress, Florida Senate and Florida House seats. He has served as a consultant to both the Republican Party of Florida and the National Republican Congressional Committee. During the Reagan-Bush re-election campaign, he was appointed the Southeastern Florida Regional Director.

Sophie Patent joined Dutko in 2007 as Legislative Director. As Legislative Director, she has an extensive knowledge of the legislative process, as well as Florida policy issues. Ms. Patent keeps clients informed on their respective issues, conducts policy research, and compiles campaign finance information during election years. Throughout the legislative session, Ms. Patent attends committee meetings, reads all filed legislation, monitors amendments that may impact clients, and maintains the office's legislative calendar. At the conclusion of the legislative session, Ms. Patent prepares in-depth analyses for clients, detailing their respective issues.

Prior to joining Dutko, Ms. Patent worked as a consulting assistant for Floridian Partners, LLC in Miami. In this role she gained a great understanding of county government through monitoring County Commission meetings and RFP bid conferences, as well as attending task force meetings pertaining to specific client matters. Ms. Patent has also worked on various political campaigns and continues to volunteer through grassroots efforts.

Fred Dickinson is a Vice President in the Tallahassee office. He brings with him over two decades of experience in the Florida Department of Highway Safety and Motor Vehicles, where he served as Executive Director. In addition to law practice, Mr. Dickinson worked for the Florida House Judiciary Committee as a legislative research assistant and has been employed by Associated Industries of Florida. Mr. Dickinson has a vast understanding of statewide agencies in Florida and has built relationships at all levels of state government.

d) Gomez Barker Associates, Inc.

Fausto B. Gomez founded Gomez Barker Associates, Inc. in 1987 after successfully serving for seven years as Florida International University's (FIU) Director of Legislative Relations. Prior to that, he served as Administrative Assistant to then City of Miami Mayor Maurice Ferre. He has also been a special correspondent to the ABC and Univision television affiliates in Miami providing on-air political reporting and analysis.

Specializing in government relations and public affairs consulting, Mr. Gomez provides expert service to local governments and other public sector bodies, international and domestic businesses and associations, and educational institutions, charitable organizations, and economic development entities. Services provided include legislative and agency advocacy, research and analysis, resource development, and strategic communications. Mr. Gomez currently develops and implements insightful and winning lobbying strategies for over thirty private and public entities. He is involved in the governing process year-round and recognizes that real value is helping clients realize tangible outcomes.

Mr. Gomez has an outstanding record of success, having secured billions of dollars in support of local initiatives as well as approval of important policy goals. He offers a range of abilities and bipartisan contacts and can help guide a proposal through all levels of state government, effectuate a change in substantive law, secure a budget line item, identify and access grant opportunities, and successfully pursue valuable partnerships with state and local agencies. The firm is skilled at representing clients before the Florida Legislature and state agencies in Tallahassee and local governments in South Florida. With offices in Miami and Tallahassee,

Gomez Barker Associates delivers a statewide reach while retaining a tradition of highly personalized service.

Fausto Gomez is recognized as one of Florida's most effective government relations and public affairs counselors and his experience is the cornerstone of the firm's success. Identifying him as one of Florida's most effective government relations professionals, Florida Trend magazine called him a "leading lobbyist, polite and intellectual, who analyzes strategy and picks spots carefully." The Orlando Sentinel and the St. Petersburg Times described him as one of the "top" lobbyists in Florida, Miami Today ranked him among the best lobbyists in Miami-Dade County, and Diario Las Americas named him Miami's "go to" public affairs representative. The Miami Herald has labeled Mr. Gomez as one of state's "most influential" lobbyists and has twice selected him to serve on its panel to review and evaluate the Florida Legislature.

Active in the community, Mr. Gomez is in leadership positions of various business and civic organizations. Especially rewarding is his personal sponsorship of an endowed scholarship in Political Science and a new lecture series on State Politics at FIU.

Manuel "Manny" Reyes has been employed by Gomez Barker Associates for over thirteen years. Prior to joining the firm, he served on the campaign staff of various public officials, including Congressmen Kendrick Meek and Mario Diaz-Balart as well as Miami-Dade County Commissioner Bruno Barreiro. His ties with local and state politics and various community service and humanitarian organizations are enduring. Complementing his professional responsibilities, Mr. Reyes has volunteered and served on the Boards of Best Buddies International, Habitat for Humanity, La Liga Contra el Cancer, Next In Line, as well as numerous other philanthropic organizations. He was recognized in The St Petersburg Times as the best young lobbyist in Tallahassee.

Evan Power has been employed by Gomez Barker Associates for five years. His introduction to the legislative process began in 2003 when he served as an Intern in the House Majority Office. Subsequently, he was a part of the Speaker's Communications team and later served as the Majority Leader's Legislative Analyst. In the latter position, he coordinated all of the Majority Leader's floor actions which consisted of party policy priorities, bills, amendments, and appropriations. Mr. Power is permanently housed in the firm's Tallahassee office where he is available year-round in the state's capital and engages in monitoring, research, and lobbying legislation. He graduated from Florida State University with a Bachelor in Finance and a Masters in Political Science.

14. Resumes

See Item 13.

Major Metropolitan County Issues, Key County Issues and Working Relationships

15. Understanding Major County Issues

The complexity of issues relative to the size, international business climate, tourist population, multi-ethnic citizenry, budget constraints, growth patterns, proximity to the Everglades, and coastal living, facing Miami-Dade County, require a lobby team uniquely qualified to bring a three-prong historical perspective to representing the County. The Proposer has a history with County issues, a history with the legislative process and a history of hard work.

The Proposer has represented Miami-Dade County on 29 of the 36 subject areas listed in Attachment A. Historical knowledge has allowed the team to anticipate issues which will impact the County, frequently notifying the Office of Intergovernmental Affairs in regard to these issues. OIA can rely upon the Proposer to research complex issues by going to the right state official or entity for answers. The Rutledge, Ecenia team has become identified as a key voice for Miami-Dade County, allowing Committee and agency staff to contact the firm regarding County issues. We have already received several calls in preparation for the 2011 session from House and Senate committee staff as well as legislative aides asking for background on issues wanting to know the County's position on various legislative proposals related to mining, animal control, and local business taxes among other issues.

Understanding Miami-Dade County issues is not an isolated process, but rather a grasping of devolution or the movement and interplay of issues from Washington to Tallahassee to Miami-Dade County. The Proposer and subcontractors have this base of understanding from representing the County for many years. Relationships have been established with County staff in many departments.

The entire team has years of experience working in the legislative process in all aspects of: analyzing bills and related materials, securing bill sponsors, and getting bills heard in committees and on the floor; working with coalitions of lobbyists, both advocates and opponents; writing and securing sponsors for amendments; working committee members to secure votes; and working with state agencies and the Governor's staff to advance legislation.

Knowledge presumes the capacity to see the larger issues driving the session, which issues are influenced by "power brokers," and whether they are being driven from the House, Senate, Governor or combinations of the same. The team fosters relationships by giving support and gaining trust through honesty and constant follow-up. Once these broader issues are well-understood, then the lobbyists can more effectively interject the specific Miami-Dade priorities into the process.

The Proposer also brings to the County its history of hard work. Members of this team read bills, attend committee meetings, work with committee staff, review amendments, and research issues both during Session and during the interim. The Proposer is respected for thoroughness, availability and tenacity.

16. **Specific Proposer's activity on behalf of the County**

a) Rutledge, Ecenia & Purnell, P.A.

Gulf Oil Spill

The firm researched the availability of BP funds for the County. It then devised a plan to secure funding for tourism promotion to counter negative press coverage. Subsequently, the firm contacted the Governor's Office, the Governor's Office of Policy and Budget, Office of Tourism Trade Economic Development (OTTED), Visit Florida and the Florida Restaurant and Lodging Association to convey the message. Finally, the firm worked with the Greater Miami Convention and Visitors Bureau (GMCVB) to coordinate submission of a plan to the Governor. Rutledge, Ecenia encouraged the Miami-Dade Delegation to write letters and make calls in support of the funds. As a result of these efforts, the Governor's Office awarded \$1.25 million from BP tourism funds to the GMCVB.

Pretrial Release

The firm led the County's effort to fight an attempt to dismantle the Pretrial Release Program. The bill did not pass.

Transportation Concurrency Exemption Areas (TCEAS)

The firm successfully secured a County exemption from legislation requiring transportation exemption areas within the urban boundary.

Ocean Outfalls and Mining Mitigation Fee

The firm guided the County Water and Sewer Department through difficult negotiations related to Ocean Outfalls and the mining mitigation fee.

Beach Funding

Although the State Budget has been severely challenged for the past three years, the firm secured \$6.7 million for County beach renourishment in the 2010-2011 budget, as well as \$1.7 million in the 2011-2012 budget.

Tanks and Air Programs

The firm has protected the County's tanks and air programs from attempts to strip their funding and privatize the programs for several sessions.

Animal Control

The firm has successfully fought legislation that would have resulted in unfunded mandates to the county's animal control facility.

b) Becker & Poliakoff, P.A.

Becker & Poliakoff has represented Miami-Dade County since 2001. The firm's lead lobbyist for the team, Yolanda Cash Jackson, is a native of Miami-Dade County and has lived and worked in Miami-Dade County throughout her professional career. Similarly, the law firm itself has deep roots in Miami-Dade County. Becker & Poliakoff was founded in Miami-Dade County in 1973

and has maintained an office there since that time. Firm founder and Managing Partner Alan Becker represented Miami-Dade County in the Florida House of Representatives in the 1970s. He, Ms. Jackson and other firm attorneys continue to be very active in Miami-Dade County's civic, business, and legal communities.

During the 2011 Session, the firm's lobbying team was able to achieve an important priority for Miami Dade County by helping to pass legislation that would positively impact Florida's seaports by reducing duplicative measures related to seaport security. The team worked with legislators and port representatives on making sure the bill passed and eventually signed into law by the Governor. Also, the firm successfully worked to secure over \$117 million for seaport related projects, in addition to the Florida Ports Financing Commission 1996 and 1999 Revenue Bonds debt service of \$15 million and \$10 million, respectively. The Becker & Poliakoff team also advocated successfully for over \$55 million in this funding for the Port of Miami Dredging Project.

In the 2010 Session, the firm helped pass the Florida seaport legislation and assisted the Florida Ports Council's effort to secure dedicated funding sources for Florida's seaports. When Port Director Bill Johnson came to Tallahassee on April 13-14, 2010, the firm set up and coordinated meetings with key legislative leaders including House Committee Chair Will Weatherford, Paul Whitfield, an advisor to Senate President Atwater, Committee Chairman Rich Glorioso, and David Rivera. With the assistance of Miami-Dade and Broward County Delegation staffs, the firm was able to coordinate a joint meeting of the Miami-Dade and Broward County Legislative Delegations on April 13, 2010 for the directors of Port of Miami and Port Everglades to present their views on the seaports legislation that was being debated and voted on during the 2010 Session.

In order to stay connected with all of the Port issues, the firm participated in the weekly Florida Ports Council meetings that were held every Monday during the 2010 Session. In addition, the firm worked with Senator Ring, Representative Ray, and Florida Ports Council staff to distribute the Seaport bill's (HB 963) talking points to all Miami-Dade County Delegation members. Prior to the bill's committee and council hearings, the firm met and spoke with committee members about supporting the legislation. Firm members also testified in support of the legislation during committee hearings. HB 963 passed unanimously in all House committees and in both chambers.

The firm was also very active advocating for Seaport funding in the Budget Conference Committee on Transportation and Economic Development Appropriations during the last days of Session. The Seaports Access Program was allocated \$10 million in the 2010-11 State Budget.

During the 2009 Session, the firm helped amend legislation to revise the definition of a continuing contract, thereby increasing the threshold of construction and professional studies. The firm worked with Senator Lawson to amend SB 2666 that included the County's language. The firm also worked with the bill's sponsors, Senator Haridopolos and Representative Crisafulli to make sure they approved of the amendments. Finally, the firm made sure lobbyists representing engineers and architects were aware of the County's language to prevent their opposition.

c) Dutko Worldwide, LLC

Film & Entertainment Tax Credit Incentive

During the 2010 session, Dutko worked tirelessly to pass SB 1752, known as the "Jobs Bill." One of SB 1752's most significant provisions is the film industry tax credit incentive. Dutko had worked for the past few years to pass this legislation and was successful in the 2010 session. As many states across the country started offering lucrative tax credit incentives to entertainment industry businesses, Florida began losing its reputation as one of the world's premier locations to film movies, commercials and TV shows. It had become more apparent than ever that Florida needed to improve its approach in order to remain competitive and attractive to the entertainment industry. This provision, also championed in stand-alone bills by Senator Haridopolos and Representative Precourt, converted the current cash incentive to transferable tax credits that are redeemable in 2011. The most attractive element of this performance-based legislation is the requirement for the entertainment industry to invest in Florida's economy and have all payments verified before utilizing the tax credits. This will guarantee that Florida's economy, especially in South Florida, receive a boost from the incentive before any credits are actually utilized.

TABOR

In the years prior to the 2011 Session, Dutko worked with other to successfully prevent TABOR legislation from reaching the House and Senate floors. TABOR, otherwise known as the Taxpayers Bill of Rights, would limit state and local revenues, which would have been very harmful to Miami-Dade County. Additionally, among other provisions, the legislation would have required advance voter approval for new taxes, fees, and assessments. Over the past few years, the TABOR legislation has been filed each year and has included cities and counties, but Dutko has successfully fought the bills and kept them bottled up. In the 2011 Session, Dutko monitored the joint resolution to ensure that cities and counties were excluded. The passed bill applied solely to state revenue.

Writs of Possession

SB 426 and HB 291 authorized certified process servers to serve writs of possession in actions for possession of residential property. More specifically, upon the entry of a judgment in favor of a landlord in a possession action and issuance of the writ by the clerk of court, the landlord could elect to use a certified process server to serve the writ rather than the sheriff. After the posting of a writ by the certified process server, he or she must, within 12 hours, have provided written notice to the sheriff including the date and time the writ was posted on the premises. We spoke with the sponsors about the numerous concerns that Miami-Dade County had with the legislation and the fact that it was unnecessary. We successfully held up the bill in committee and it was unable to reach the floor for passage.

d) Gomez Barker Associates, Inc.

826/836 Interchange Reconstruction

Gomez Barker worked with the Florida Department of Transportation to keep this project high on the list of stimulus funded projects. The Florida Legislature appropriated \$87,569,810 provided through the "American Recovery and Reinvestment Act of 2009." This was done at the

April 15, 2010 meeting of the Legislative Budget Commission under Agenda Item EOGW2009-0082. The total cost of this project is \$601,429,600.

Solid Waste Disposal Fee

Gomez Barker lobbied in opposition to HB 5121 by the Natural Resources Appropriations Committee which would have imposed a new \$1.25 per ton solid waste disposal fee for the state. This was estimated to generate \$25 million annually and was a part of the House of Representative's budget. On April 17, 2010, the provisions of this bill were amended onto SB1750 on the floor of the House thus putting this issue in a posture for budget conference. The firm worked with Senator Baker, Chair of the Senate General Government Appropriations Committee, and he refused to accede to the House position, therefore, favorably resolving the issue.

Increase Criminal Penalties for Unlawful Slaughter of Horses

Gomez Baker worked with Representative Luis Garcia to pass HB 765 relating to animal protection during the 2010 Session. This bill was an initiative of Miami-Dade County which experienced a substantial increase in the unlawful slaughter of horses for the illegal sale of horse meat. This new law increases the penalty for the illegal slaughter of horses to a third-degree felony. It also imposes a fine of \$3,500 and a period of incarceration of one year. The law also expands the scope of the statute to include any person who willingly transports, distributes, sells, purchases, or possesses horse meat that is not clearly stamped, marked, and described as horse meat for human consumption or horse meat that has not been acquired from a legally licensed slaughterhouse.

Interactive Travel Services

In 2011, legislation was filed to provide that state transient rentals taxes, local tourist impact taxes, local tourist development taxes, local convention development taxes, and municipal resort taxes are imposed on the amount received by an entity operating transient rental accommodations – not on the payments received by unrelated firms facilitating the booking of reservations of such accommodations. The measures were SB 376 and HB493. The State Revenue Estimating Conference estimated that passage of this legislation would have a statewide negative fiscal impact of \$28.7 Million during the 2011-12 Fiscal Year on local governments.

Currently, more than 50 of Florida's 67 counties have joined a suit against web travel companies alleging that they collect taxes on the entire amount they charge to a consumer but only remit taxes on the wholesale price they pay a lodging establishment for the room. Senator Gaetz and Representative Brodeur spearheaded a legislative effort to settle the legal issues in favor of the online travel companies. They were unsuccessful.

After much iteration, including killing the bill in the Finance and Tax Committee of the House of Representatives, HB 493 passed the House but we were successful in defeating it in the Senate. A key priority of Miami-Dade County, we worked with the Association of Counties and other stakeholders during the legislative session to assure this outcome.

Charter Schools

Also in 2011, amendatory language pre-empting local governments from establishing zoning regulations on charter schools was filed by the House of Representatives to HB 7195. The

Senate refused to accept it. When the companion bill was sent to the House, CS/CS/CS/SB 1546, the Senate sponsor accepted amendment language which stated that "a local governing authority shall not adopt or impose any local building requirements or site-development restrictions, such as parking and site-size criteria, that are addressed by and more stringent than those found in the State Requirements for Educational Facilities of the Florida Building Code. Beginning July 1, 2011, a local governing authority must treat charter schools equitably in comparison to similar requirements, restrictions, and processes imposed upon public schools that are not charter schools." The key to this is determining the regulatory and public processes followed by Miami-Dade County Public Schools in locating a public school and coordination with local jurisdictions where the school is to be located. It appears that charter schools would now have to comply with these procedures.

In addition to our lobbying efforts, and those of the League of Cities, the Chairman of the Miami-Dade County Board of County Commissioners, Joe Martinez, sent out an e-mail on April 29th to the lobbying team elevating opposition to the original House amendment to priority status and detailing the issues the County has had with charter schools not complying with their agreements regarding enrollment, traffic, and other matters.

Funding

Gomez Barker successfully secured funding for several projects in the 2011-2012 budget, including:

Viaduct – \$33,996,427 for Engineering and Inspection, Planning for Phase 2, and other arterials from N.W. 82nd Avenue and SR826 and from SB 826 to N.W. 68th Avenue.

Aviation Capital Projects – \$1,580,786 for Miami International Airport Runway 8R/26L resurfacing and \$1,562,799 for Opa-Locka Airport Runway 9L-27R resurfacing.

Advanced Traffic Management System (ATMS) – \$2,235,000 to support high-speed wireless and fiber optic communications, video surveillance, an advanced detector system, software enhancements, signal re-timing, and a new traffic control center.

Venetian Causeway Bridge Replacement – \$1,750,000 to support the replacement of the Venetian Causeway bridges.

17. Coverage of subject area outside the expertise of Rutledge, Ecenia

Subcontractors have been carefully chosen to bring a full range of expertise to County issues. Although one cannot imagine a subject area which could not be handled by the extended team, the Proposer has the resources to seek expert advice when needed. Extensive relationships exist with administrative and legislative staff as well as with governmental entities throughout Florida.

18. Enhancing the County Position

For many years, the Proposer has served as a liaison, defender and supporter of Miami-Dade County in Tallahassee. The Proposer brings to the County its connections, integrity, knowledge

and experience cultivated over many years. This RFQ response has listed numerous examples of the Proposer and subcontractors "enhancing" the County's position in Tallahassee. Commitment to the terms of the contract is taken seriously. Accountability to the taxpayers of Miami-Dade County drive the team to bring knowledge, power and purpose to bear on their issues.

19. Relationships

Developing relationships with state officials from the Governor, Cabinet and legislators, to legislative and agency staff requires daily attention, with one day building on the next until a long history of connections has been developed. This team has that history of connections.

Relationships with elected officials begin with campaigns. Members of this team have participated for many years in campaigns for legislators and statewide office holders. They have worked on campaigns at all levels with particular focus on members of the Miami-Dade delegation and legislative leadership.

In particular, Gary Rutledge and others with Rutledge, Ecenia have had a long-standing relationship with Governor Rick Scott and were active in his gubernatorial campaign. Jon Costello, formerly a Governmental Consultant with Rutledge, Ecenia, became a member of Governor Scott's gubernatorial campaign staff and subsequently went to work in the Executive Office of the Governor. He now serves as Director of Legislative Affairs for Governor Scott.

Once relationships are established during campaigns, they are maintained and enhanced by frequent meetings, interaction, assisting officials with their projects, and being available as needed. Relationships with legislative leadership incorporate all that has been previously described in addition to strategizing with them on issues of importance. The team is constantly identifying potential leaders and assisting them with their peers and their fundraising.

Establishing relationships with agency and legislative staff is vitally important to secure access, pursue answers to client questions, and secure information in a timely fashion. This team pursues these relationships by frequent interaction and maintains them by protecting the principles of respect, honesty, and mutual assistance.

20. Conflict of Interest

As with all the best lobby firms, this team represents numerous private clients as well as other local governments. Therefore, from time to time, as issues emerge for Miami-Dade County, conflicts of interest may also occur. As in the past, and as requested by the County in Resolution No. 1236-99 and Ordinance No. 00-64, this team will declare conflicts of interest in a timely manner.

21. **Proposer's accomplishments on behalf of local governments**

a) Rutledge, Ecenia & Purnell, P.A.

Rutledge, Ecenia currently, and for over 15 years, has represented the City of Miami Beach before the Legislative and Executive Branches of Florida government. In addition to the projects previously listed on page 4 of this Proposal, the following is a representative list of accomplishments:

CDBG Disaster Recovery Funds

In 2007, Rutledge, Ecenia worked with the City of Miami Beach and Florida Department of Community Affairs to secure \$1.5 million in CDBG Disaster Recovery Funds for the Flamingo Neighborhood Stormwater Project.

Affordable Housing

In 2008, Rutledge, Ecenia successfully facilitated Miami Beach's ability to impact the State Action Plan for federal Housing and Economic Recovery Act funding. Working with Florida Housing Finance Corporation and the Department of Community Affairs, the firm guided Miami Beach through the process which eventually led to millions of dollars in Community Development Block Grant Neighborhood Stabilization Funds for affordable housing projects.

Beaches

On behalf of the Florida Shore and Beach Preservation Association, Rutledge, Ecenia secured \$16.2 million in the 2011-2012 budget for statewide beach renourishment projects.

Animal Control

On behalf of the Florida Animal Control Association, Rutledge, Ecenia successfully fought legislation in 2011 that would have increased costs for county animal control agencies, with no additional benefit regarding the care of treatment of animals.

b) Becker and Poliakoff, P.A.

Becker & Poliakoff's Government Law & Lobbying team represents numerous local governments in Tallahassee. A few examples of the firm's recent successes for three municipalities are provided below.

Cities of Miami Gardens, Opa Locka and West Park

During the 2011 Session, the Becker & Poliakoff lobbying team worked successfully to help defeat a bill that would have repealed local government's ability to deploy red light cameras. The team advocated the value of Red Light Cameras and the right of local governments to decide if they wanted to allow them within their municipal boundaries.

City of Lauderdale Lakes

During the 2010 session, the firm worked closely with Chair Denise Grimsley to hold cuts to senior programs harmless. These programs were a legislative priority for the City. During the 2010 Session, the firm lobbied successfully for full funding of Local Service Elderly Programs

and Alzheimer Projects, both priorities for the City. The budget deficit necessitated extensive work with local Senators, Committee Chairs and Conferees. The firm helped the City prepare a memo describing the impact that such funding cuts would have on the City and distributed it to the members of the Health and Human Service Appropriations Committee. The City's information was very useful and gave a poignant view of the effect the cuts would have on the City. During the Budget Conference, the firm spoke with legislators and monitored each offer. The legislators finally agreed to fully fund the Local Service Elderly Programs and Alzheimer Projects with one-time non-recurring funds.

Town of Southwest Ranches

In the 2009 session, the firm helped pass House Bill 801 which allows the Town to annex a portion of the Town of Davie with the Town's consent, a top priority for Southwest Ranches.

c) Dutko Worldwide, LLC

City of Sanibel: Fertilizer

For the past few years, Dutko has successfully defeated changes to the Model Residential Fertilizer Ordinance that would have limited the abilities of cities and counties to apply more stringent standards than currently exist. Similarly, the firm has supported beneficial growth management measures, and helped to defeat those that would have adversely affected the city. A big success in the last year was the negotiations in the passage of HB 7215, the Department of Agriculture and Consumer Services bill. The bill contained language relating to fertilizer that in its initial form saw a lot of pushback, in that it prohibited local government from regulating fertilizer and would have been detrimental to many municipalities. Opposition was reduced after it was successfully amended to allow existing local ordinances in place before July 1 to remain in effect. The bill also provides that a county or municipal government may adopt additional or more stringent standards than the model ordinance if each of a specified set of standards is met.

City of Wellington: Public Works Projects

In the 2011 session, Dutko helped to successfully defeat SB 1352, relating to Public Works Projects. The bill would have put several limits on government entities. Among numerous provisions, the bill limited government entities' ability to require a contractor, subcontractor, supplier or carrier on a public works project to provide employees' specific benefits, pay employees a predetermined wage, or enter into any type of labor agreement. Additionally, the bill would have extended the length of time for an entity to submit a notice to protest a bid specification from 72 hours to 7 days. This legislation went against Wellington's belief in supporting legislation that recognizes the fundamental principles of its Home Rule power, enabling municipalities to develop local solutions to local problems.

Universal Studio Orlando: Film and Entertainment

Just as it has been a priority of Miami-Dade County, film and entertainment issues have been Universal's biggest priority over the course of the last few years. Dutko helped to successfully pass the entertainment industry tax credit incentive, which will help boost tourism and create jobs throughout Florida.

d) Gomez Barker Associates, Inc.

Grove Harbor Marina and Caribbean Marketplace

The firm successfully guided Grove Harbor Marina and Caribbean Marketplace through the process for Cabinet approval for the use of state-owned bay bottomland near the shoreline of Dinner Key. This involved negotiations with the City of Miami, Department of Environmental Protection and DERM (now PERA). A 40 year lease was approved.

The Biltmore Hotel

On behalf of the Biltmore Hotel, owned by the City of Coral Gables, the firm secured \$2 million for the construction of the Conference Center of the Americas. This was a joint venture between the hotel and the University of Florida.

The Conference Center of the Americas is the only state-of-the-art meeting facility in South Florida for academic and professional conferences. The project was conceived by the President of the University of Florida and the President of the Biltmore, and the firm refined the concept, helping develop the political marketing materials, and lobbying for funding. In its execution, the firm prepared a written explanation of the concept, identified and lobbied all legislators who were graduates of the University of Florida, deflected opposition from legislators loyal to other postsecondary institutions, and brought to Coral Gables the Chairs of the respective appropriation committees. These legislators became strong supporters of the project who placed funding in both the House and Senate budgets.

Service Cost

22. State Proposed Annual Fee

\$200,000

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MEMORANDUM

To: Joe Rasco
Via electronic mail

Copy To: Jess McCarty
Juan del Cerro

From: Gary Rutledge
Diana Ferguson

Date: November 4, 2011

RE: **Monthly Report, November 2011**

POLITICAL ISSUES

State Can Implement Voting Law in Some Counties Before Preclearance is Granted

A South Florida federal judge has dismissed a case filed by the American Civil Liberties Union attempting to delay implementation of a controversial voting law passed by the GOP Legislature last spring.

The DOJ has already approved part of the new voter law, but a federal court in D.C. is reviewing the more controversial parts of the law. States have a choice as to whether the DOJ or court can review their laws. Last summer, Florida Secretary of State Kurt Browning decided to split the law so that DOJ would review part of it and the court would review the rest. The most controversial parts restrict voters' ability to change their names or addresses at the polls, limit the number of days for early voting, and impose tighter deadlines and bigger fines on independent groups that register voters.

Browning recently said he didn't think that the state's new law needed to go through preclearance at all and has filed a complaint with the court in Washington D.C. asking them to review the process.

Connie Mack Enters U.S. Senate Race

U.S. Rep. Connie Mack (IV) entered an already crowded field of GOP hopefuls vying to challenge Democratic incumbent U.S. Senator Bill Nelson. The Cape Coral Republican brings to the race a recognizable name that has so far eluded the field. Much of that is based on the fame of his father, a former U.S. senator.

Republican National Committee Says Florida Must Pay the Price for Moving Primary

Republican National Committee (RNC) Chairman Reince Priebus recently announced that Florida will not be forgiven for its decision to move its primary forward in violation of RNC rules. During an interview on ABC News, he stated "There is no discretion. There is no coming back. There is no kumbaya that's going to happen. They're going to lose half of their delegates and that's a pretty serious penalty".

Florida officials' decision to move the primary date to January 31st set off a domino effect among other early states. The states that chose to shift primary dates up – Florida, South Carolina and New Hampshire – will arrive at the Republican National Convention with half as many delegates. That means half as many votes for the presidential nominations and half as many passes to the convention floor – even though the convention will be held in St. Petersburg, Florida.

Florida officials previously made it clear that they believe the presidential nomination is decided before the convention, which has become a formality, and that it was more important for Florida voters have a say in shaping the nomination by holding its primary earlier.

LEGISLATIVE ISSUES

House Rulemaking and Regulations Subcommittee – Governor's Office Regulatory Update

Patricia Nelson, Deputy Director of the Governor's Office of Fiscal Accountability and Regulatory Reform (OFARR) recently gave an update to the House Rulemaking and Regulations Subcommittee on the status of OFARR's rule review and agency rule repeals. Ms. Nelson stated that OFARR will advance its mission pursuant to Executive Order 11-72, to make regulation less burdensome on citizens, taxpayers and businesses and to ensure that agencies operate more efficiently and cooperatively. OFARR reviews about 3 rules a day that have been identified for repeal. There are approximately 1,000 agency rules that have been identified for repeal, and the Governor's Office aims to get through all of those this year.

Government Efficiency Task Force

The Government Efficiency Task Force recently met to hear presentations from the heads of Florida's Regional Expressway Authorities. The ultimate mission of the task force in regards to the expressway authorities is to determine the need to consolidate parts or all of the entities' functions. Department of Transportation (DOT) Secretary Ananth Prasad expressed his opinion that there is a lot of value in having regional authorities. He also stated that DOT takes a bottom up approach in determining the priority of projects, meaning they take input from local entities into consideration. It appears it is the feeling of the task force that there is room for consolidation in regards to the administration and collection of tolls, and co-locating the administrative services is a common idea amongst board members.

Former House Speaker Larry Cretul discussed briefly the task force's charge of reviewing regulated and licensed entities. He wants to put a focus on how businesses are regulated, focusing on the various levels of government "hoops and hurdles" a business must jump through. Speaker Cretul also stated his goal of creating a measuring tool for how long it takes a new business to open in Florida.

The task force met again this week to hear several presentations on the Consultants Competitive Negotiation Act (CCNA). There has been an ongoing effort to add cost as a factor once firms have been short-listed. There is legislation to accomplish this. It is HB 155 by Representative Costello and SB 246 by Senator Bennett.

Governor's Legislative Agenda

Governor Scott began recently began laying out his agenda publicly for the coming January legislative session. The economic development portion of his plan makes rolling back taxes and streamlining regulations a priority.

He has said he wants lawmakers to raise the corporate income tax exemption to \$50,000 and to propose a constitutional amendment creating an exemption on the tax on tangible personal property by the same amount, which he believes would eliminate the tax for about half of the companies that now pay it.

He also hopes to create one-stop registration for startups and offer temporary permits to new and expanding companies. Other priorities include revamping the state's transportation infrastructure, with a focus on toll roads and expanding the state's ports, and ramping up the production of degrees in science and engineering.

2012 Legislation

Below are the bills we will be monitoring for Miami-Dade County in the 2012 Session which have been added since our October report:

| | | |
|---------|---|---------|
| SB 0600 | Relating to Electronic Filing of Construction Plans | Bennett |
| SB 0602 | Relating to Environmental Permits | Storms |

| | | |
|---------|---|---------------------|
| SB 0604 | Relating to Fertilizer Use on Urban Landscapes | Dean |
| SB 0610 | Relating to Captive Insurance | Diaz de la Portilla |
| SB 0618 | Relating to Animal Abuse Registry | Fasano |
| SB 0640 | Relating to Local Government Energy Zones | Bennett |
| SB 0648 | Relating to Florida Climate Protection Act | Hays |
| SB 0650 | Relating to Collective Bargaining for Certain Public Employees | Hays |
| SB 0668 | Relating to Workers' Compensation Medical Services | Hays |
| SB 0670 | Relating to Real Property | Ring |
| SB 0686 | Relating to Ad Valorem Taxation | Bennett |
| SB 0688 | Relating to Open Parties | Bennett |
| SB 0702 | Relating to Seaport Employment Training Grant Program | Smith (C) |
| SB 0704 | Relating to Building Construction and Inspection | Bennett |
| SB 0708 | Relating to Ad Valorem Taxation | Norman |
| SB 0716 | Relating to Environmental Regulation | Bennett |
| SB 0720 | Relating to Miami-Dade County Home Rule Charter | Garcia (R) |
| SB 0724 | Relating to Domestic Wastewater Discharged Through Ocean Outfalls | Diaz de la Portilla |
| SB 0734 | Relating to Tax Deeds | Bogdanoff |
| SB 0738 | Relating to Solid Waste Management Facilities | Altman |
| SB 0746 | Relating to Florida Clean Indoor Air Act | Hays |
| SB 0758 | Relating to Beach Management | Jones (D) |
| HB 4003 | Relating to Growth Policy | Diaz |
| HB 4005 | Relating to Department of Health | Diaz |
| HB 4007 | Relating to Transportation Corporations | Horner |
| HB 4025 | Relating to Local Business Taxes | O'Toole |
| HB 4027 | Relating to Community-Based Development Organizations | Rouson |
| HB 4039 | Relating to Recreation and Parks | Porter |
| HB 4069 | Relating to County Courts | Weinstein |
| HB 4083 | Relating to Florida Water Resources Act of 1972 | Eisnaugle |
| SB 7016 | Relating to Juvenile Justice Education and Workforce Programs | Education Pre-K-12 |
| SB 7022 | Relating to Designation of Transportation Facilities | Transportation |

OTHER ISSUES OF INTEREST TO THE COUNTY

Florida's Unemployment Inches Down to 10.6 percent in September

New numbers released from the Department of Economic Opportunity show Florida's unemployment rate fell slightly to 10.6 percent in September, down 0.1 percent from August. Governor Scott hailed the downward slide, touting the 1.3 percent decline in the unemployment rate since he took office in January, as well as the 23,000 jobs added last month – the largest job gains in the country. "This puts our unemployment rates over the last five months at the lowest in two years while the national unemployment rate has gone up point-one percentage during the same time period," Governor Scott said.

Florida's economy continues to struggle, however, with 977,000 unemployed workers. Including discouraged workers – those who have given up looking for a job and are not counted as part of the workforce, and underutilized workers – part-time workers or those in jobs that don't match their skills, and the rate is 18.4 percent.

Department of Economic Opportunity Chief Economist Rebecca Rust said the sputtering economy is the result of the overall weak national economy, weak demand, tight credit conditions, uncertainty over the debt crisis in Europe and the remaining shadow of inventory of foreclosures that will be hitting the state after a slight blip at the beginning of the year. "Growth is modest at the national and at the state level and we are improving but it is historically low for a recovery after a recession," she said.

Senator Gaetz Presses on Job-Creation Program

Senate President-designate Don Gaetz is pushing for more information about companies that owe taxpayers money for incentive-program jobs that never were created and about any state-awarded tax breaks for job creation without strings attached to recoup the money. Gaetz sent a letter recently to Department of Economic Opportunity (DEO) Executive Director Doug Darling seeking the release of the information. A list was previously released of 1,521 incentive deals dating back to 1995 that were projected to generate a total of 224,286 new jobs over the past 16 years. DEO officials can confirm that only about one-third of those jobs were created, but say some of the contracts are still considered pending and that the jobs could still be created.

Sea Level Rise Could Hit Hard in South Florida

A sea level rise of just a few inches will bring flooding to South Florida cities, contaminate sources of drinking water and lead to sharp increases in utility bills over the next 20 to 30 years, according to a study released recently by Florida Atlantic University.

The study found that projected sea level increases of 3 to 6 inches by 2030 could overwhelm flood-control systems that in many areas are more than 50 years old. The authors provided a list of steps to be taken in the coming decades, from moving drinking-water wells inland to installing more pump stations.

Calendar

| | |
|------------------|--|
| Nov. 14-17, 2011 | Senate & House Interim Committee Meetings |
| December 2, 2011 | Deadline for submitting requests for drafts of general bills and current resolutions |
| Dec. 5-9, 2011 | Senate & House Interim Committee Meetings |
| January 10, 2012 | Regular Session convenes |
| March 9, 2012 | Last day of Regular Session |

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GOVERNMENTAL CONSULTANT
MARGARET A. MENDUNI

MEMORANDUM

To: Jose Rasco (Via E-mail)
Copy To: Jess McCarty, Juan del Cerro
From: Rutledge, Ecenia & Purnell, P. A.
Date: May 11, 2011
RE: 2011 Legislative Session, Week 9 and Final Report

After voting to extend Session until Saturday, May 7 at 6:00 p.m., the 2011 Legislative Session concluded at 3:30 a.m. on May 7. Three major pressures converged to produce a contentious Session with an explosive conclusion. Governor Scott, who was experiencing his first Session ever, had an extensive agenda which he pushed forcefully. Senate President Haridopolos had an agenda based on his U.S. Senate campaign and tried to force his members to support. In the end, many Senators revolted. The House set deregulation and streamlining of government at any cost as their driving force. The House attempt imploded in the Senate.

The following is a report on those issues assigned to Rutledge, Ecenia & Purnell.

Appropriations

We worked extensively on the following budget items:

- Beach Renourishment

Statewide, beach renourishment was funded at \$16.2 million. Miami-Dade County's request for \$1.7 million was at the top of the list and fully funded. The appropriation is contained in line 1653A of the budget and reverter money, as found in the back section of the budget.

248

- Title V/Air Permitting Funds

The budget line item 1764B funds both the air and Title V program at \$5.4 million.

- Inland Protection Trust Fund

Local Clean up of petroleum tank contamination was funded at \$7 million statewide.

Local Government

We are pleased to report that House Bill 767 by Representative Rooney passed the Legislature. This bill, which passed the 2010 Session and was vetoed by Governor Crist, authorizes the Board of County Commissioners to negotiate leases of property for five years or less without going out to bid. It further allows local governments to transfer property by deed rather than by mapping and surveying.

Home Rule Charter

We worked along with the entire Miami-Dade County legislative team to lobby against Senate Bill 1954 by Rene Garcia and House Bill 1321 by Lopez-Cantera which would have proposed an amendment to the state Constitution to authorize revisions to Miami-Dade County's home rule through the state legislative process. Both bills went through the entire committee process. The Senate Bill was the first to be addressed on the Senate Floor and failed by a vote of 15-21.

Pretrial Release

For the second year in a row, the Legislature's attempt to unravel the pretrial release programs of local governments statewide failed. This Session, Senator Bogdanoff and Representative Dorworth tried to restrict the use of the pretrial release programs to those defendants who are eligible for service by the County Public Defender. The bill passed through the committee process but was defeated by pressure from Senate members. We worked with a coalition of local governments led by the Florida Association of Counties to consistently lobby Miami-Dade delegation members throughout the process.

Public Lodging Establishments/Vacation Rentals

We were able to amend House Bill 883 to provide a grandfathering provision. The bill prohibits local governments from regulating, restricting or prohibiting vacation rentals based solely on classification use or occupancy. The exemption reads as follows:

A local law, ordinance, or regulation may not restrict the use of vacation rentals, prohibit vacation rentals or regulate vacation rentals based solely on their classification, use, or occupancy. This paragraph does not apply to any local law, ordinance or regulation adopted on or before June 1, 2011.

Ocean Outfalls Legislation

We worked with the County Water and Sewer Department to usher through the legislative process House Bill 615 and Senate Bill 796, Ocean Outfalls, which made changes to the original legislation passed in 2008. The bill passed the House and two of the three committees in the Senate. During the last weeks of Session, Senator Diaz de la Portilla, the bill sponsor, refused to follow the Senate President and Rules Chairman Thrasher's pressure to vote affirmatively on certain key legislation and they apparently retaliated by holding his bill in the Budget Committee, thereby preventing it from being considered. We spent many hours lobbying and strategizing on this legislation and in the final hours, worked on passage from many angles, but were not able to overcome the political situation which had evolved.

Local Business Tax

House Bill 4195 by O'Toole, as filed would have repealed Chapter 205, Florida Statutes, Local Business Tax. The bill would have had a severe economic impact on Miami-Dade County. We met with the bill sponsor and discouraged her from pursuing this legislation when it was initially filed and then again when the bill drew some attention mid-Session and was agendaed for the Finance and Tax Committee. The bill was not heard and, subsequently, not passed. However, Representative O'Toole does intend to address the issue again in the 2012 Session. She is doing this at the request of the Tax Collector from her District.

Bert Harris/Private Property Rights

We led a coalition of lobbying groups, including the Florida Association of Counties and the Florida League of Cities to work with Representative Eisnagle and Senator Simmons who filed Bert Harris legislation for the third or fourth consecutive year. We were able to secure several amendments to reduce the impact of this legislation which was likely to pass, and did pass. The amendments included the following issues:

- Moratoria longer than twelve months are no longer considered "not temporary." Rather, they will continue to be examined on a case by case basis.
- The length of time since passage of ordinances can be considered in determining whether there are truly reasonable investment-backed expectations when the "first application" occurs many years afterwards.
- The proposed 120-day settlement period was lengthened to 150 days.

- The "final decision" (previously the "written ripeness decision") and is now referred to as a "statement of allowable uses" in order to prevent too much weight being given to staff's letters.
- The "first application" language was clarified to provide more assertiveness.

Lake Belt Mining

A coalition of Lake Belt miners proposed language which would have diverted for five or more years, the mitigation fee which currently goes to the County to upgrade the water treatment plant near the northwest well field. We lobbied heavily against the language. We also worked out a compromise to protect the County in the event of contamination of the County's water while the money was diverted. The language was in a massive environmental permitting bill, House Bill 991 and was also in a transportation bill, House Bill 1363. Neither of those bills passed, so the language did not pass this Session. However, the miners have already indicated their intent to pursue the language in the next Session.

Growth Management

House Bill 7207 which is entitled Trust Funds, is actually a major growth management reform bill. The House and Senate passed very different versions of growth management reform. During the Budget Conference process, they agreed to take primarily the House Bill with some additions from the Senate which became House Bill 7207. The reform is primarily an attempt to return growth management decisions back to local governments. The most critical issue in the Senate Bill which would have been detrimental to Miami-Dade County was a provision that prevented a local government from adopting any super majority voting requirements for the adoption of amendments to the comprehensive plan. That provision is not in the final version of the bill. Some of the major elements include the following:

- Makes concurrency for parks and recreation, schools and transportation facilities, optional for local governments;
- Deletes the requirement that comprehensive plans be financially feasible;
- Deletes the twice a year limitation on comprehensive plan amendments;
- Abolishes 9J-5 (DCA's growth management regulations) and incorporates certain provisions of that rule into the bill;
- Creates a four-year development of regional impact permitting extension;
- Encourages DOT to study the proportionate share calculation.

The bill is effective upon becoming law.

The Legislature also dismantled the Department of Community Affairs. Part of the Department has been placed in the new Department of Economic Opportunity which is under the Governor.

In future reports to the County, we will provide more details regarding how the Department has been relocated.

Charter Schools

Senate Bill 1546 by Thrasher facilitates major changes to charter schools. A detrimental provision did appear in the final version of the bill. It amends Florida Statute 1002.33(18)(a). The new language which begins on line 812 of the bill adds specifics to current law which states,

The local government authority shall not adopt or impose local building requirements or restrictions that are more stringent than those found in the Florida Building Code.

The new language says the following:

The local governing authority shall not adopt or impose any local building requirements or site development restrictions, such as parking and site size criteria that are addressed by and more stringent than those found in the state requirements for educational facilities of the Florida Building Code. Beginning July 1, 2011, a local governing authority must treat charter schools equitably in comparison to similar requirements, restrictions, and processes imposed upon public schools that are not charter schools. The agency having jurisdiction for inspection of a facility and issuance of a certificate of occupancy or use shall be the local municipality or, if an unincorporated area, the county governing authority.

Numeric Nutrient

In response to the EPA's usurpation of Florida's water quality regulation, the Florida House passed House Bill 239. Among its provisions, this bill prohibits state, regional or local governments from implementing any of EPA's nutrient water criteria rules that are set for the state's lakes and flowing waters. The House did not take up a bill of this nature so there was no legislation which passed this Session related to nutrient numeric criteria.

Offshore Drilling

Democratic lawmakers Representative Kriseman and Senator Joyner, filed bills, House Bill 383 and Senate Bill 298, which would have banned oil exploration drilling in the Gulf. This would have been a proposed amendment to the state constitution. The bills were not heard in any committees and the topic was not discussed during the entire Session.

Surcharge Animal Violations

We were not able to amend any bill which would allow Miami-Dade County to use their animal shelter training fund for operating funds.

Funding Requests

The following funding requests were not possible due to the nearly \$4 billion budget deficit for the 2011-12 fiscal year.

- Fit to Play - \$800,000
- Biscayne Aquifer-Groundwater Model - \$150,000
- Integrated Water, Wastewater, and Reclaimed Water Master Plan - \$300,000

Off Highway Recreation Area

There was no legislation impacting the County's plans to create a recreation area with Collier County. This firm will continue to work with the County, as directed, on this issue.

Working Water Funds

Senator Diaz de la Portilla filed Senate Bill 456 which would have implemented the constitutional amendment relating to working waterfronts. However, there was no House Bill and the Senate Bill was never heard. The House, in general, believes that there does not need to be any implementing legislation.

It has been our pleasure to represent Miami-Dade County on these issues. We will continue to report the progress of legislation as it goes to the Governor and in the rulemaking process.

Form A-2

AFFIDAVIT OF MIAMI-DADE COUNTY LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Project Title: Governmental Representation & Consulting Services in Tallahassee, FL Project No. 801
 (2) Department: Dept. of Procurement Management, Office of Intergovernmental Affairs
 (3) Proposer's Name: Rutledge, Ecenia & Purnell, P.A.
 Address: 119 South Monroe Street, Suite 202, Tallahassee, FL Zip: 32301
 Business Telephone: (850) 681-6788

(4) List All Members of the Presentation Team Who will be Participating in the Oral Presentation:

| NAME | TITLE | EMPLOYED BY | TEL. NO. |
|----------------------|--------------------|-------------------------------|--------------|
| Gary Rutledge | President | Rutledge, Ecenia & Purnell | 850-681-6788 |
| Will McKinley | Managing Principal | Dutko Worldwide, LLC | 850-681-1980 |
| Yolanda Cash Jackson | Shareholder | Becker & Poliakoff, P.A. | 305-262-4433 |
| Fausto Gomez | Principal | Gomez Barker Associates, Inc. | 305-860-0780 |

(ATTACH ADDITIONAL SHEET IF NECESSARY)

The individuals named above are Registered and the Registration Fee is not required for the Oral Presentation ONLY.

Any person who appears as a representative for an individual or firm for an individual or firm for an oral presentation before a County certification, evaluation, selection, technical review or similar committee must be listed on an affidavit provided by the County. The affidavit shall be filed with the Clerk of the Board at the time the response is submitted. The individual or firm must submit a revised affidavit for additional team members added after submittal of the proposal with the Clerk of the Board prior to the oral presentation. Any person not listed on the affidavit or revised affidavit may not participate in the oral presentation, unless he or she is registered with the Clerk's office and has paid all applicable fees.

Other than for the oral presentation, Proposers who wish to address the county commission, county board or county committee concerning any actions, decisions or recommendations of County personnel regarding this solicitation in accordance with Section 2-11.1(s) of the Code of Miami-Dade County MUST register with the Clerk of the Board and pay all applicable fees.

I do solemnly swear that all the foregoing facts are true and correct and I have read or am familiar with the provisions of Section 2-11.1(s) of the Code of Miami-Dade County as amended.

Signature of Authorized Representative: [Signature] Title: President

STATE OF FLORIDA
COUNTY OF LEON

The foregoing instrument was acknowledged before me this November 18, 2011 by Gary R. Rutledge a Corporation who is personally known to me or who has produced [Signature] as identification and who did/did not take an oath.

(Signature of person taking acknowledgement)

Ruthie J. Dickson
(Name of Acknowledger typed, printed or stamped)



(Title or Rank)

(Serial Number, if any)

Revised 2/7/05

254

Form A-3
ACKNOWLEDGEMENT OF ADDENDA**Instructions:** Complete Part I or Part II, whichever is applicable.**Part I:** Listed below are the dates of issue for each Addendum received in connection with this solicitation.

Addendum #1, Dated _____, 201__

Addendum #2, Dated _____, 201__

Addendum #3, Dated _____, 201__

Addendum #4, Dated _____, 201__

Addendum #5, Dated _____, 201__

Addendum #6, Dated _____, 201__

Addendum #7, Dated _____, 201__

Addendum #8, Dated _____, 201__

Addendum #9, Dated _____, 201__

PART II:☒ No Addendum was received in connection with this solicitation.

Authorized Signature: _____



Date: _____

11-18-11

Print Name: Gary R. Rutledge

Title: President

Firm Name: Rutledge, Ecenia & Purnell, P.A.

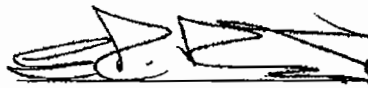
Form A-5
SUBCONTRACTOR/SUPPLIER LISTING
(Ordinance 97-104)

Name of Proposer Rutledge, Ecenia & Purnell, P.A.

This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, **MUST** be completed by all bidders and proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of \$100,000 or more, and all bidders and proposers on County or Public Health Trust construction contracts which involve expenditures of \$100,000 or more. This form, or a comparable listing meeting the requirements of Ordinance No. 97-104, must be completed and submitted even though the bidder or proposer will not utilize subcontractors or suppliers on the contract. The bidder or proposer should enter the word "NONE" under the appropriate heading in those instances where no subcontractors or suppliers will be used on the contract. A bidder or proposer who is awarded the contract shall not change or substitute first tier subcontractors or direct suppliers or the portions of the contract work to be performed or materials to be supplied from those identified except upon written approval of the County.

| Business Name and Address of First Tier Subcontractor/ Subconsultant | Principal Owner | Scope of Work to be Performed by Subcontractor/Subconsultant | (Principal Owner) | |
|--|--|--|-------------------|----------|
| | | | Gender | Race |
| Dutko Worldwide, LLC 106 East College Avenue Suite 1100 Tallahassee, FL 32301 | Dutko Worldwide Holdings | Governmental Representation & Consulting Services in Tallahassee, FL as described in RFP 728 | N/A | N/A |
| Becker & Pollakoff, P.A. 121 Alhambra Plaza 10th Floor Coral Gables, FL 33134 | Professional Association Composed of Member Shareholders | Governmental Representation & Consulting Services in Tallahassee, FL as described in RFP 728 | N/A | N/A |
| Gomez Barker Associates, Inc. 2350 Coral Way Suite 301 Miami, FL 33145 | Fausto Gomez | Governmental Representation & Consulting Services in Tallahassee, FL as described in RFP 728 | M | Hispanic |
| Business Name and Address of Direct Supplier | Principal Owner | Supplies/Materials/Services to be Provided by Supplier | (Principal Owner) | |
| | | | Gender | Race |
| NONE | | | | |
| | | | | |
| | | | | |

I certify that the representations contained in this Subcontractor/Supplier Listing are to the best of my knowledge true and accurate.


Gary R. Rutledge
President
11-18-11

Signature of Proposer's
Print Name
Print Title
Date

Authorized Representative

(Duplicate if additional space is needed)
 Form A-5(new 5/7/99)

256

Form A-6

FAIR SUBCONTRACTING POLICIES
(Section 2-8.8 of the Miami-Dade County Code)**FAIR SUBCONTRACTING PRACTICES**

In compliance with Section 2-8.8 of the Miami-Dade County Code, the Proposer submits the following detailed statement of its policies and procedures for awarding subcontracts:

The contractor has a policy and procedure in which it agrees to a commitment to the principles and practices of equal opportunity in employment and to comply with the letter and spirit of federal, state and local laws and regulations prohibiting discrimination based on race, color, religion, national origin, sex, age, handicap, marital status and political affiliation or belief. Additionally, Rutledge, Ecenia & Purnell, P.A., requires that all subcontractors comply with Rutledge, Ecenia & Purnell, P.A.'s policy and procedures in this regard. (See attached Policy.)

I hereby certify that the foregoing information is true, correct and complete.

Signature of Authorized Representative: ED. RA

Title: President

Date: 11-18-11

Firm Name: Rutledge, Ecenia & Purnell, P.A.

Policy and Procedure for Awarding Subcontracts

Rutledge, Ecenia & Purnell, P.A. is committed to providing equal opportunity in employment for all people without regard to race, color, religion, pregnancy, sex, national origin, age, disability, or other protected characteristic and to prohibiting discrimination in employment on the basis of race, color, religion, pregnancy, sex, national origin, age, disability, or other protected characteristic.

Rutledge, Ecenia & Purnell, P.A. will assure that all subcontractors comply with both the letter and spirit of federal, state, and local legislation, government regulations, and executive orders in providing affirmative action and equal employment opportunity without regard to race, color, religion, national origin, age, disability or history of disability (except where physical or mental abilities are a bona fide occupational requirement, and the individual is not able to perform the essential functions of the position even with reasonable accommodations), pregnancy, sex (unless gender is a bona fide occupational qualification), or any other protected characteristic.

All subcontractors are required to cooperate fully with the investigation and resolution of all discrimination and affirmative action complaints.

Rutledge, Ecenia & Purnell, P.A., has an internal complaint procedure designed to address and resolve complaints of discrimination, including retaliation and harassment, as quickly as possible. We will take appropriate action to prevent discrimination, retaliation, and harassment, and to ensure that the rights of subcontractors who file complaints are respected, whether the complaint is filed through the internal complaint procedure or with a local, state, or federal agency or court.

Rutledge, Ecenia & Purnell, P.A. will assure that positive steps are taken to comply with this policy.

Governmental Representation and Consulting Services
in Tallahassee, FL
Contract No. RFQ801

THIS AGREEMENT made and entered into as of this _____ day of _____ by and between _____, a corporation organized and existing under the laws of the State of _____, having its principal office at _____ (hereinafter referred to as the "Contractor"), and Miami-Dade County, a political subdivision of the State of Florida, having its principal office at 111 N.W. 1st Street, Miami, Florida 33128 (hereinafter referred to as the "County"),

WITNESSETH:

WHEREAS, the Contractor has offered to provide governmental representation before the executive and legislative branches of the state government, on a non-exclusive basis, that shall conform to the Scope of Services (Appendix A); Miami-Dade County's Request for Qualifications (RFQ) No. 801 and all associated addenda and attachments, incorporated herein by reference; and the requirements of this Agreement; and,

WHEREAS, the Contractor has submitted a written proposal dated _____, hereinafter referred to as the "Contractor's Proposal" which is incorporated herein by reference; and,

WHEREAS, the County desires to procure from the Contractor such Governmental Representation and Consulting Services in Tallahassee, FL for the County, in accordance with the terms and conditions of this Agreement;

NOW, THEREFORE, in consideration of the mutual covenants and agreements herein contained, the parties hereto agree as follows:

ARTICLE 1. DEFINITIONS

The following words and expressions used in this Agreement shall be construed as follows, except when it is clear from the context that another meaning is intended:

- a) The words "Contract" or "Agreement" to mean collectively these terms and conditions, the Scope of Services (Appendix A), all other appendices and attachments hereto, all amendments issued hereto, RFQ No. 801 and all associated addenda, and the Contractor's Proposal.
- b) The words "Contract Date" to mean the date on which this Agreement is effective.
- c) The words "Contract Manager" to mean Miami-Dade County's Director, Internal Services Department, or the duly authorized representative designated to manage the Contract.
- d) The word "Contractor" to mean _____ and its permitted successors and assigns.
- e) The word "Days" to mean Calendar Days.
- f) The word "Deliverables" to mean all documentation and any items of any nature submitted by the Contractor to the County's Project Manager for review and approval pursuant to the terms of this Agreement.
- g) The words "directed", "required", "permitted", "ordered", "designated", "selected", "prescribed" or words of like import to mean respectively, the direction, requirement, permission, order, designation, selection or prescription of the County's Project Manager; and similarly, the words "approved", "acceptable", "satisfactory", "equal", "necessary", or words of like import to mean respectively, approved by, or acceptable or satisfactory to, equal or necessary in the opinion of the County's Project Manager.
- h) The words "Extra Work" or "Additional Work" resulting in additions or deletions or modifications to the amount, type or value of the Work and Services as required in this Contract, as directed and/or approved by the County.
- i) The words "Project Manager" to mean the County Manager or the duly authorized representative designated to manage the Project.
- k) The words "Scope of Services" to mean the document appended hereto as Appendix A, which details the work to be performed by the Contractor.
- l) The word "subcontractor" or "subconsultant" to mean any person, entity, firm or corporation, other than the employees of the Contractor, who furnishes labor and/or materials, in connection with the Work, whether directly or indirectly, on behalf and/or under the direction of the Contractor and whether or not in privity of Contract with the Contractor.
- m) The words "Work", "Services" "Program", or "Project" to mean all matters and things required to be done by the Contractor in accordance with the provisions of this Contract.
- n) The words "Work Order" to mean a written assignment of work issued by the County to the Contractor for specific issues.

260

ARTICLE 2. ORDER OF PRECEDENCE

If there is a conflict between or among the provisions of this Agreement, the order of precedence is as follows: 1) these terms and conditions, 2) the Scope of Services (Appendix A), 3) the Miami-Dade County's RFQ No. 801 and any associated addenda and attachments thereof, and 4) the Contractor's Proposal.

ARTICLE 3. RULES OF INTERPRETATION

- a) References to a specified Article, section or schedule shall be construed as reference to that specified Article, or section of, or schedule to this Agreement unless otherwise indicated.
- b) Reference to any agreement or other instrument shall be deemed to include such agreement or other instrument as such agreement or other instrument may, from time to time, be modified, amended, supplemented, or restated in accordance with its terms.
- c) The terms "hereof", "herein", "hereinafter", "hereby", "herewith", "hereto", and "hereunder" shall be deemed to refer to this Agreement.
- d) The titles, headings, captions and arrangements used in these Terms and Conditions are for convenience only and shall not be deemed to limit, amplify or modify the terms of this Contract, nor affect the meaning thereof.

ARTICLE 4. NATURE OF THE AGREEMENT

- a) This Agreement incorporates and includes all prior negotiations, correspondence, conversations, agreements, and understandings applicable to the matters contained in this Agreement. The parties agree that there are no commitments, agreements, or understandings concerning the subject matter of this Agreement that are not contained in this Agreement, and that this Agreement contains the entire agreement between the parties as to all matters contained herein. Accordingly, it is agreed that no deviation from the terms hereof shall be predicated upon any prior representations or agreements, whether oral or written. It is further agreed that any oral representations or modifications concerning this Agreement shall be of no force or effect, and that this Agreement may be modified, altered or amended only by a written amendment duly executed by both parties hereto or their authorized representatives.
- b) The Contractor shall provide the services set forth in the Scope of Services, and render full and prompt cooperation with the County in all aspects of the Services performed hereunder.
- c) The Contractor acknowledges that this Agreement requires the performance of all things necessary for or incidental to the effective and complete performance of all Work and Services under this Contract. All things not expressly mentioned in this Agreement but necessary to carrying out its intent are required by this Agreement, and the Contractor shall perform the same as though they were specifically mentioned, described and delineated.
- d) The Contractor shall furnish all labor, materials, tools, supplies, and other items required to perform the Work and Services that are necessary for the completion of this Contract. All Work and Services shall be accomplished at the direction of and to the satisfaction of the County's Project Manager.

261

- e) The Contractor acknowledges that the County shall be responsible for making all policy decisions regarding the Scope of Services. The Contractor agrees to provide input on policy issues in the form of recommendations. The Contractor agrees to implement any and all changes in providing Services hereunder as a result of a policy change implemented by the County. The Contractor agrees to act in an expeditious and fiscally sound manner in providing the County with input regarding the time and cost to implement said changes and in executing the activities required to implement said changes.
- f) The Contractor shall abide by and be governed by Miami-Dade County Ordinances and Resolutions, which may have a bearing on the Services involved in this Agreement, including but not limited to, Section 2-11.1, Code of Miami-Dade County (Ordinance 72-82, Conflict of Interest Ordinance); Resolution No. R-1236-99 (Resolution Directing the County Manager to Report Intergovernmental Activity by County Staff, Lobbyists, and Entities that Represent Miami-Dade County at the State and Federal Levels); Resolution No. R-1060-93; Resolution No. R-232-01 (Resolution Instructing County Staff and Lobbyists to Limit Legislative Initiatives and Funding Requests to Those Approved by the County Commission); Section 2-11.1.2, Code of Miami-Dade County (Ordinance No. 00-64, Ordinance Relating to County's Lobbyists); and Resolution No. R-56-10 (Resolution Setting Policy for Miami-Dade County that all Contract Lobbyists shall Obtain a Waiver from the Board of County Commissioners Prior to Representing any Client in any Forum that is Adverse to the County).

Pursuant to Resolution No. R-1236-99, no County contract lobbyist or its subcontractors shall represent any client and/or issue that may be adverse to the County without first requesting permission from the County. Resolution No. R-1236-99 provides that this obligation shall be a continuing one that applies throughout the term of this Contract. Pursuant to Resolution No. R-56-10, no contract for lobbying shall be awarded or renewed, or payment made, until the Contractor, including all subcontractors and lobbyists hired under Work Orders, seeks in writing and obtains a waiver from the Board of County Commissioners for any actual or perceived conflicts of interest. If the Contractor has no conflicts, then the Contractor shall provide a written statement prior to award of the Contract and prior to Contract renewals. All such waiver requests shall be submitted directly to the Chairman of the Board of County Commissioners.

Pursuant to Sections 2-11.1 and 2-11.1.2, no person or entity, whether an individual, firm, partnership or corporation, which receives compensation either directly or indirectly from the County for lobbying on behalf of the County or any of its agencies or instrumentalities at either the municipal, state, or national level shall represent any entity in any forum to support a position in opposition to a position of the County unless the Board of County Commissioners grants a specific waiver for a specific lobbying activity. The failure to comply with this provision shall result in either or both of the following: (i) the Contractor's contract being voidable by the County or (ii) a prohibition, for a period of up to three years, as determined by the Board of County Commissioners in its sole discretion, on the Contractor entering into a lobbying contract with the County.

Concurrent with entering this Agreement, the Contractor, on behalf of itself and any and all employees, partners, and subcontractors, shall provide the Executive Director of the Office of Intergovernmental Affairs a copy of the 2011 state legislative and executive Lobbyist Registration Forms for each and every client the Contractor and its employees, partners, and subcontractors represents at the time this Agreement is entered. In the event the Contractor and its employees, partners, and subcontractors acquires additional clients after this Agreement is executed, the Contractor, on behalf of itself and

262

any and all employees, partners, and subcontractors, shall have an affirmative obligation over the term of this Agreement (including a renewal or extension term if applicable) to provide the Executive Director of the Office of Intergovernmental Affairs a copy of the legislative and executive Lobbyist Registration Forms for such clients prior to undertaking any lobbying activities for such client or within 48 hours of filing the form with the state government, whichever comes first. This obligation shall apply whether such party or interest is adverse to the County or not. Such notification must include all parties the Contractor or employees, partners, or subcontractors wishes to represent.

Separate and independent from the above-referenced obligation, the Contractor, on behalf of itself and any and all employees, partners, and subcontractors, must advise the Executive Director of the Office of Intergovernmental Affairs in writing of any position in opposition to a County position that the Contractor or any employee, partner, or subcontractor desires to take and request a waiver of such conflict before the Board of County Commissioners prior to taking such a position. A position in opposition to a County position may take the form of an adverse policy position or fiscal impact on the County, either direct or indirect. A position in opposition to a County position is not limited to a position that conflicts with an express provision of the legislative package adopted by the Board of County Commissioners. It may also arise in other areas. Not every County interest can be anticipated or enumerated in the County's legislative package, and issues arise and change over the course of the legislative process. It is incumbent on the Contractor and its employees, partners, and subcontractors to remain mindful of the County's policy and fiscal interests and positions vis-à-vis other clients. If an actual or perceived conflict arises, the Contractor and/or subcontractor must advise the Executive Director of the Office of Intergovernmental Affairs immediately in writing and seek a waiver of the conflict before the Board of County Commissioners prior to representing the adverse interest or position.

The Executive Director of the Office of Intergovernmental Affairs reserves the right to question the Contractor regarding any client or any potential and/or perceived conflict.

Once a conflict waiver request has been received by the County, the County Manager or designee, in consultation with the County Attorney's Office, reserves the right to take, in his sole discretion, any action regarding a waiver request, including but not limited to the following: (i) allow a waiver and allow the Contractor, and/or employee, partner, or subcontractor to continue to represent both the County and the other party; (ii) disallow a waiver and require the Contractor and/or employee, partner, or subcontractor to choose between representing the County or the other party, or to discontinue representing the other party; (iii) allow a limited waiver and require the Contractor and/or employee, partner, or subcontractor to continue to represent both the County and the other party under whatever limitations or restrictions the County Manager or designee, in consultation with the County Attorney's Office, determines to be appropriate. Any such actions by the County Manager or designee shall only be effective until the Board of County Commissioners has considered the conflict issue.

The Board of County Commissioners may take, in its sole discretion, any action regarding a waiver request, including but not limited to the following: (i) grant a waiver and allow the Contractor, and/or employee, partner, or subcontractor to continue to represent both the County and the other party; (ii) refuse to grant a waiver and require the Contractor and/or employee, partner, or subcontractor to choose between representing the County or the other party, or to discontinue representing the other party; (iii) refuse to grant a waiver and void its contract with the Contractor, and/or employee, partner, or subcontractor; (iv) grant a limited waiver and allow the Contractor

and/or employee, partner, or subcontractor to continue to represent both the County and the other party under whatever limitations or restrictions the County, in its sole discretion, determines to be appropriate.

Pursuant to Resolution No. R-1236-99, the Contractor and each subcontractor shall prepare reports at least monthly advising the Commission of the current status of all issues that the lobbyist is monitoring or tracking that may affect the County, the actions taken on such issues, and the recommendations for future actions on such issues. The Contractor and each subcontractor shall also raise, discuss and recommend any affirmative legislative action that may benefit the County.

Also, pursuant to Resolution No. R-1236-99, all County contracts and subcontracts for lobbying or representation at the state or federal level and/or individuals and firms hired to represent the County on intergovernmental issues must be approved by the Board of County Commissioners.

Pursuant to Resolution No. R-232-01, County lobbyists are instructed to limit legislative initiatives and funding requests on behalf of the County to those that have been approved by the Board of County Commissioners and/or set forth in the legislative package.

____ Contractor has read, understands and agrees to abide by the conflict of interest and other provisions contained in this section 4(f).

ARTICLE 5. CONTRACT TERM

The Contract shall become effective on the date on the first page and shall be for the duration of one (1) year. The County, at its sole discretion, reserves the right to exercise the option to renew this Contract for a period for three (3) additional years on a year-to-year basis. The County reserves the right to exercise its option to extend this Contract for up to one hundred-eighty (180) calendar days beyond the current Contract period and will notify the Contractor in writing of the extension. This Contract may be extended beyond the initial one hundred-eighty (180) calendar day extension period by mutual agreement between the County and the Contractor, upon approval by the Board of County Commissioners.

ARTICLE 6. NOTICE REQUIREMENTS

All notices required or permitted under this Agreement shall be in writing and shall be deemed sufficiently served if delivered by Registered or Certified Mail, with return receipt requested; or delivered personally; or delivered via fax or e-mail (if provided below) and followed with delivery of hard copy; and in any case addressed as follows:

(1) to the County

a) to the Project Manager:

Miami-Dade County
Office of Intergovernmental Affairs
111 N.W. 1st Street, Suite 1032
Miami, FL 33128

264

Attention: Executive Director
Phone: (305) 375-5600
Fax: (305) 375-5639
E-mail: jrasco@miamidade.gov

and,

b) to the Contract Manager:

Miami-Dade County
Internal Services Department
Procurement Management
111 N.W. 1st Street, Suite 1375
Miami, FL 33128-1974
Attention: Assistant Director
Phone: (305) 375-5548
Fax: (305) 375-2316

(2) To the Contractor

Attention:
Phone:
Fax:
E-mail:

Either party may at any time designate a different address and/or contact person by giving notice as provided above to the other party. Such notices shall be deemed given upon receipt by the addressee.

ARTICLE 7. PAYMENT FOR SERVICES/AMOUNT OBLIGATED

The Contractor warrants that it has reviewed the County's requirements and has asked such questions and conducted such other inquiries as the Contractor deemed necessary in order to determine the price the Contractor will charge to provide the Work and Services to be performed under this Contract. The compensation for all Work and Services performed under this Contract, including all costs associated with such Work and Services, shall be in the total amount of _____ (\$ _____) per year. The County shall have no obligation to pay the Contractor any additional sum in excess of this amount, except for a change and/or modification to the Contract, which is approved and executed in writing by the County and the Contractor.

Notwithstanding the amount stated above, the County reserves the right to request through the use of Work Orders that the Contractor provide related services for the purpose of carrying out the intent of this Agreement, for an additional amount as specified in the Work Order based on the scope and nature of the work requested. The County shall also reimburse the Contractor for certain optional services, which have been approved by the County, pursuant to Appendix A, Scope of Services. The aggregate amount paid for work requested via Work Orders and for optional services shall not exceed _____ (\$ _____) per year. This not-to-exceed amount for Work Orders and optional services represents the total aggregate amount for all contractors awarded contracts as a result of RFQ No. 801.

All Services undertaken by the Contractor before County's approval of this Contract shall be at

the Contractor's risk and expense. With respect to travel costs and travel related expenses, the Contractor agrees to adhere to Section 112.061 of the Florida Statutes, if applicable, as they pertain to out-of-pocket expenses including employee lodging, transportation, per diem, and all miscellaneous cost and fees. The County shall not be liable for any such expenses that have not been approved in advance, in writing, by the County.

ARTICLE 8. PRICING

Prices shall remain firm and fixed for the term of the Contract, including any option or extension periods; however, the Contractor may offer incentive discounts to the County at any time during the Contract term, including any renewal or extension thereof.

ARTICLE 9. METHOD AND TIMES OF PAYMENT

The Contractor agrees that under the provisions of this Agreement, as reimbursement for those actual, reasonable and necessary costs incurred by the Contractor, which are directly attributable or properly allocable to the Services, the Contractor may bill the County periodically, but not more than once per month, upon invoices certified by the Contractor. All invoices shall be taken from the books of account kept by the Contractor, shall be supported by copies of payroll distribution, receipt bills or other documents reasonably required by the County, shall show the County's contract number, and shall have a unique invoice number assigned by the Contractor. It is the policy of Miami-Dade County that payment for all purchases by County agencies and the Public Health Trust shall be made in a timely manner and that interest payments be made on late payments. In accordance with Florida Statutes, Section 218.74 and Section 2-8.1.4 of the Miami-Dade County Code, the time at which payment shall be due from the County or the Public Health Trust shall be forty-five (45) days from receipt of a proper invoice. The time at which payment shall be due to small businesses shall be thirty (30) days from receipt of a proper invoice. All payments due from the County or the Public Health Trust, and not made within the time specified by this section shall bear interest from thirty (30) days after the due date at the rate of one percent (1%) per month on the unpaid balance. Further, proceedings to resolve disputes for payment of obligations shall be concluded by final written decision of the County Manager, or his or her designee(s), not later than sixty (60) days after the date on which the proper invoice was received by the County or the Public Health Trust.

Invoices and associated back-up documentation shall be submitted in duplicate by the Contractor to the County as follows:

Miami-Dade County
Office of Intergovernmental Affairs
111 N.W. 1st Street, Suite 1032
Miami, FL 33128
Attention: Executive Director

The County may at any time designate a different address and/or contact person by giving written notice to the other party.

ARTICLE 10. INDEMNIFICATION AND INSURANCE

The Contractor shall indemnify and hold harmless the County and its officers, employees, agents and instrumentalities from any and all liability, losses or damages, including attorneys' fees and costs of defense, which the County or its officers, employees, agents or

266

instrumentalities may incur as a result of claims, demands, suits, causes of actions or proceedings of any kind or nature arising out of, relating to or resulting from the performance of this Agreement by the Contractor or its employees, agents, servants, partners principals or subcontractors. The Contractor shall pay all claims and losses in connection therewith and shall investigate and defend all claims, suits or actions of any kind or nature in the name of the County, where applicable, including appellate proceedings, and shall pay all costs, judgments, and attorney's fees which may issue thereon. The Contractor expressly understands and agrees that any insurance protection required by this Agreement or otherwise provided by the Contractor shall in no way limit the responsibility to indemnify, keep and save harmless and defend the County or its officers, employees, agents and instrumentalities as herein provided.

Upon County's notification, the Contractor shall furnish to the Procurement Management, Certificates of Insurance that indicate that insurance coverage has been obtained, which meets the requirements as outlined below:

1. Worker's Compensation Insurance for all employees of the Contractor as required by Florida Statute 440.
2. Public Liability Insurance on a comprehensive basis in an amount not less than \$300,000 combined single limit per occurrence for bodily injury and property damage. **Miami-Dade County must be shown as an additional insured with respect to this coverage. The mailing address of Miami-Dade County 111 N.W. 1st Street, Suite 1300, Miami, Florida 33128-1974, as the certificate holder, must appear on the certificate of insurance.**
3. Automobile Liability Insurance covering all owned, non-owned, and hired vehicles used in connection with the Services, in an amount not less than \$300,000 combined single limit per occurrence for bodily injury and property damage.
4. Professional Liability Insurance in an amount not less than \$1,000,000 per claim.

The insurance coverage required shall include those classifications, as listed in standard liability insurance manuals, which most nearly reflect the operation of the Contractor. All insurance policies required above shall be issued by companies authorized to do business under the laws of the State of Florida with the following qualifications:

The company must be rated no less than "B" as to management, and no less than "Class V" as to financial strength by A.M. Best Company, Oldwick, New Jersey, or its equivalent, subject to the approval of the County Risk Management Division.

OR

The company must hold a valid Florida Certificate of Authority as shown in the latest "List of All Insurance Companies Authorized or Approved to Do Business in Florida", issued by the State of Florida Department of Financial Services and are members of the Florida Guaranty Fund.

Certificates of Insurance must indicate that for any cancellation of coverage before the expiration date, the issuing insurance carrier will endeavor to mail thirty (30) day written advance notice to the certificate holder. In addition, the Contractor hereby agrees not to modify the insurance coverage without thirty (30) days written advance notice to the County.

NOTE: MIAMI-DADE COUNTY CONTRACT NUMBER AND TITLE MUST APPEAR

ON EACH CERTIFICATE OF INSURANCE.

Compliance with the foregoing requirements shall not relieve the Contractor of this liability and obligation under this section or under any other section in this Agreement.

Award of this Contract is contingent upon the receipt of the insurance documents, as required, within ten (10) business days after notification of recommendation to award. If the insurance certificate is received within the specified time frame but not in the manner prescribed in this Agreement, the Contractor shall have an additional five (5) business days to submit a corrected certificate to the County. If the Contractor fails to submit the required insurance documents in the manner prescribed in this Agreement within fifteen (15) business days, the Contractor shall be in default of the contractual terms and conditions and award of the Contract may be rescinded, unless such timeframe for submission has been extended by the County.

The Contractor shall be responsible for ensuring that the insurance certificates required in conjunction with this Section remain in force for the duration of the contractual period of the Contract, including any and all option years or extension periods that may be granted by the County. If insurance certificates are scheduled to expire during the contractual period, the Contractor shall be responsible for submitting new or renewed insurance certificates to the County at a minimum of thirty (30) calendar days in advance of such expiration. In the event that expired certificates are not replaced with new or renewed certificates which cover the contractual period, the County shall suspend the Contract until such time as the new or renewed certificates are received by the County in the manner prescribed herein; provided, however, that this suspended period does not exceed thirty (30) calendar days. Thereafter, the County may, at its sole discretion, terminate this contract.

ARTICLE 11. MANNER OF PERFORMANCE

- a) The Contractor shall provide the Services described herein in a competent and professional manner satisfactory to the County in accordance with the terms and conditions of this Agreement. The County shall be entitled to a satisfactory performance of all Services described herein and to full and prompt cooperation by the Contractor in all aspects of the Services. At the request of the County, the Contractor shall promptly remove from the project any Contractor's employee, subcontractor, or any other person performing Services hereunder. The Contractor agrees that such removal of any of its employees does not require the termination or demotion of any employee by the Contractor.
- b) The Contractor agrees to defend, hold harmless and indemnify the County and shall be liable and responsible for any and all claims, suits, actions, damages and costs (including attorney's fees and court costs) made against the County, occurring on account of, arising from or in connection with the removal and replacement of any Contractor's personnel performing services hereunder at the behest of the County. Removal and replacement of any Contractor's personnel as used in this Article shall not require the termination and or demotion of such Contractor's personnel.
- c) The Contractor agrees that at all times it will employ, maintain and assign to the performance of the Services a sufficient number of competent and qualified professionals and other personnel to meet the requirements to which reference is hereinafter made. The Contractor agrees to adjust its personnel staffing levels or to replace any its personnel if so directed upon reasonable request from the County, should the County make a determination, in its sole discretion, that said personnel staffing is inappropriate or that any individual is not performing in a manner consistent

268

with the requirements for such a position.

- d) The Contractor warrants and represents that its personnel have the proper skill, training, background, knowledge, experience, rights, authorizations, integrity, character and licenses as necessary to perform the Services described herein, in a competent and professional manner.
- e) The Contractor shall at all times cooperate with the County and coordinate its respective work efforts to most effectively and efficiently maintain the progress in performing the Services.
- f) The Contractor shall comply with all provisions of all federal, state and local laws, statutes, ordinances, and regulations that are applicable to the performance of this Agreement.

ARTICLE 12. EMPLOYEES ARE THE RESPONSIBILITY OF THE CONTRACTOR

All employees of the Contractor shall be considered to be, at all times, employees of the Contractor under its sole direction and not employees or agents of the County. The Contractor shall supply competent employees. Miami-Dade County may require the Contractor to remove an employee it deems careless, incompetent, insubordinate or otherwise objectionable and whose continued employment on County property is not in the best interest of the County. Each employee shall have and wear proper identification.

ARTICLE 13. INDEPENDENT CONTRACTOR RELATIONSHIP

The Contractor is, and shall be, in the performance of all work services and activities under this Agreement, an independent contractor, and not an employee, agent or servant of the County. All persons engaged in any of the work or services performed pursuant to this Agreement shall at all times, and in all places, be subject to the Contractor's sole direction, supervision and control. The Contractor shall exercise control over the means and manner in which it and its employees perform the work, and in all respects the Contractor's relationship and the relationship of its employees to the County shall be that of an independent contractor and not as employees and agents of the County.

The Contractor does not have the power or authority to bind the County in any promise, agreement or representation other than specifically provided for in this Agreement.

ARTICLE 14. AUTHORITY OF THE COUNTY'S PROJECT MANAGER

- a) The Contractor hereby acknowledges that the County's Project Manager will determine in the first instance all questions of any nature whatsoever arising out of, under, or in connection with, or in any way related to or on account of, this Agreement including without limitations: questions as to the value, acceptability and fitness of the Services; questions as to either party's fulfillment of its obligations under the Contract; negligence, fraud or misrepresentation before or subsequent to acceptance of the Contractor's Proposal; questions as to the interpretation of the Scope of Services; and claims for damages, compensation and losses.
- b) The Contractor shall be bound by all determinations or orders and shall promptly comply with every order of the Project Manager, including the withdrawal or modification of any previous order and regardless of whether the Contractor agrees with the Project

Manager's determination or order. Where orders are given orally, they will be issued in writing by the Project Manager as soon thereafter as is practicable.

- c) The Contractor must, in the final instance, seek to resolve every difference concerning the Agreement with the Project Manager. In the event that the Contractor and the Project Manager are unable to resolve their difference, the Contractor may initiate a dispute in accordance with the procedures set forth in this Article. Exhaustion of these procedures shall be a condition precedent to any lawsuit permitted hereunder.
- d) In the event of such dispute, the parties to this Agreement authorize the County Manager or designee, who may not be the Project Manager or anyone associated with this Project, acting personally, to decide all questions arising out of, under, or in connection with, or in any way related to or on account of the Agreement (including but not limited to claims in the nature of breach of contract, fraud or misrepresentation arising either before or subsequent to execution hereof) and the decision of each with respect to matters within the County Manager's purview as set forth above shall be conclusive, final and binding on parties. Any such dispute shall be brought, if at all, before the County Manager within 10 days of the occurrence, event or act out of which the dispute arises.
- e) The County Manager may base this decision on such assistance as may be desirable, including advice of experts, but in any event shall base the decision on an independent and objective determination of whether Contractor's performance or any Deliverable meets the requirements of this Agreement and any specifications with respect thereto set forth herein. The effect of any decision shall not be impaired or waived by any negotiations or settlements or offers made in connection with the dispute, whether or not the County Manager participated therein, or by any prior decision of others, which prior decision shall be deemed subject to review, or by any termination or cancellation of the Agreement. All such disputes shall be submitted in writing by the Contractor to the County Manager for a decision, together with all evidence and other pertinent information in regard to such questions, in order that a fair and impartial decision may be made. Whenever the County Manager is entitled to exercise discretion or judgement or to make a determination or form an opinion pursuant to the provisions of this Article, such action shall be fair and impartial when exercised or taken. The County Manager, as appropriate, shall render a decision in writing and deliver a copy of the same to the Contractor. Except as such remedies may be limited or waived elsewhere in the Agreement, Contractor reserves the right to pursue any remedies available under law after exhausting the provisions of this Article.

ARTICLE 15. MUTUAL OBLIGATIONS

- a) This Agreement, including attachments and appendices to the Agreement, shall constitute the entire Agreement between the parties with respect hereto and supersedes all previous communications and representations or agreements, whether written or oral, with respect to the subject matter hereof unless acknowledged in writing by the duly authorized representatives of both parties.
- b) Nothing in this Agreement shall be construed for the benefit, intended or otherwise, of any third party that is not a parent or subsidiary of a party or otherwise related (by virtue of ownership control or statutory control) to a party.
- c) In those situations where this Agreement imposes an indemnity obligation on the Contractor, the County may, at its expense, elect to participate in the defense if the

County should so choose. Furthermore, the County may at its own expense defend or settle any such claims if the Contractor fails to diligently defend such claims, and thereafter seek indemnity for costs from the Contractor.

ARTICLE 16. QUALITY ASSURANCE/QUALITY ASSURANCE RECORD KEEPING

The Contractor shall maintain, and shall require that its subcontractors and suppliers maintain, complete and accurate records to substantiate compliance with the requirements set forth in the Scope of Services. The Contractor and its subcontractors and suppliers, shall retain such records, and all other documents relevant to the Services furnished under this Agreement for a period of three (3) years from the expiration date of this Agreement and any extension thereof.

ARTICLE 17. AUDITS

The County, or its duly authorized representatives or governmental agencies, shall until the expiration of three (3) years after the expiration of this Agreement and any extension thereof, have access to and the right to examine and reproduce any of the Contractor's books, documents, papers and records and of its subcontractors and suppliers which apply to all matters of the County. Such records shall subsequently conform to Generally Accepted Accounting Principles requirements, as applicable, and shall only address those transactions related to this Agreement.

Pursuant to County Ordinance No. 03-2, the Contractor will grant access to the Commission Auditor to all financial and performance related records, property, and equipment purchased in whole or in part with government funds. The Contractor agrees to maintain an accounting system that provides accounting records that are supported with adequate documentation, and adequate procedures for determining the allowability and allocability of costs.

ARTICLE 18. SUBSTITUTION OF PERSONNEL

In the event the Contractor wishes to substitute personnel for the key personnel identified by the Contractor's Proposal, the Contractor must notify the County in writing and request written approval for the substitution at least ten (10) business days prior to effecting such substitution.

ARTICLE 19. CONSENT OF THE COUNTY REQUIRED FOR ASSIGNMENT

The Contractor shall not assign, transfer, convey or otherwise dispose of this Agreement, including its rights, title or interest in or to the same or any part thereof without the prior written consent of the County.

ARTICLE 20. SUBCONTRACTUAL RELATIONS

- a) If the Contractor will cause any part of this Agreement to be performed by a Subcontractor, the provisions of this Contract will apply to such Subcontractor and its officers, agents and employees in all respects as if it and they were employees of the Contractor; and the Contractor will not be in any manner thereby discharged from its obligations and liabilities hereunder, but will be liable hereunder for all acts and negligence of the Subcontractor, its officers, agents, and employees, as if they were employees of the Contractor. The services performed by the Subcontractor will be subject to the provisions hereof as if performed directly by the Contractor.

- b) The Contractor, before making any subcontract for any portion of the services, will state in writing to the County the name of the proposed Subcontractor, the portion of the Services which the Subcontractor is to do, the place of business of such Subcontractor, and such other information as the County may require. The County will have the right to require the Contractor not to award any subcontract to a person, firm or corporation disapproved by the County.
- c) Before entering into any subcontract hereunder, the Contractor will inform the Subcontractor fully and completely of all provisions and requirements of this Agreement relating either directly or indirectly to the Services to be performed. Such Services performed by such Subcontractor will strictly comply with the requirements of this Contract.
- d) In order to qualify as a Subcontractor satisfactory to the County, in addition to the other requirements herein provided, the Subcontractor must be prepared to prove to the satisfaction of the County that it has the necessary facilities, skill and experience, and ample financial resources to perform the Services in a satisfactory manner. To be considered skilled and experienced, the Subcontractor must show to the satisfaction of the County that it has satisfactorily performed services of the same general type which is required to be performed under this Agreement.
- e) The County shall have the right to withdraw its consent to a subcontract if it appears to the County that the subcontract will delay, prevent, or otherwise impair the performance of the Contractor's obligations under this Agreement. All Subcontractors are required to protect the confidentiality of the County's and County's proprietary and confidential information. Contractor shall furnish to the County copies of all subcontracts between Contractor and Subcontractors and suppliers hereunder. Within each such subcontract, there shall be a clause for the benefit of the County in the event the County finds the Contractor in breach of this Contract, permitting the County to request completion by the Subcontractor of its performance obligations under the subcontract. The clause shall include an option for the County to pay the Subcontractor directly for the performance by such Subcontractor. Notwithstanding, the foregoing shall neither convey nor imply any obligation or liability on the part of the County to any subcontractor hereunder as more fully described herein.

ARTICLE 21. ASSUMPTION, PARAMETERS, PROJECTIONS, ESTIMATES AND EXPLANATIONS

The Contractor understands and agrees that any assumptions, parameters, projections, estimates and explanations presented by the County were provided to the Contractor for evaluation purposes only. However, since these assumptions, parameters, projections, estimates and explanations represent predictions of future events the County makes no representations or guarantees; and the County shall not be responsible for the accuracy of the assumptions presented; and the County shall not be responsible for conclusions to be drawn therefrom; and any assumptions, parameters, projections, estimates and explanations shall not form the basis of any claim by the Contractor. The Contractor accepts all risk associated with using this information.

ARTICLE 22. SEVERABILITY

If this Agreement contains any provision found to be unlawful, the same shall be deemed to be of no effect and shall be deemed stricken from this Agreement without affecting the binding

force of this Agreement as it shall remain after omitting such provision.

ARTICLE 23. TERMINATION AND SUSPENSION OF WORK

- a) The County may terminate this Agreement if an individual or corporation or other entity attempts to meet its contractual obligation with the County through fraud, misrepresentation or material misstatement.
- b) The County may, as a further sanction, terminate or cancel any other contract(s) that such individual or corporation or other entity has with the County and that such individual, corporation or other entity shall be responsible for all direct and indirect costs associated with such termination or cancellation, including attorney's fees.
- c) The foregoing notwithstanding, any individual, corporation or other entity which attempts to meet its contractual obligations with the County through fraud, misrepresentation or material misstatement may be debarred from County contracting for up to five (5) years in accordance with the County debarment procedures. The Contractor may be subject to debarment for failure to perform and all other reasons set forth in Section 10-38 of the County Code.
- d) In addition to cancellation or termination as otherwise provided in this Agreement, the County may at any time, in its sole discretion, with or without cause, terminate this Agreement by written notice to the Contractor.
- e) In the event that the County exercises its right to terminate this Agreement, the Contractor shall, upon receipt of such notice, unless otherwise directed by the County:
 - i. stop work on the date specified in the notice ("the Effective Termination Date");
 - ii. take such action as may be necessary for the protection and preservation of the County's materials and property;
 - iii. cancel orders;
 - iv. assign to the County and deliver to any location designated by the County any non-cancelable orders for Deliverables that are not capable of use except in the performance of this Agreement and has been specifically developed for the sole purpose of this Agreement and not incorporated in the Services;
 - v. take no action which will increase the amounts payable by the County under this Agreement; and
- f) In the event that the County exercises its right to terminate this Agreement, the Contractor will be compensated as stated in the payment Articles herein for the:
 - i. portion of the Services completed in accordance with the Agreement up to the Effective Termination Date; and
 - ii. non-cancelable Deliverables that are not capable of use except in the performance of this Agreement and has been specifically developed for the sole purpose of this Agreement, but not incorporated in the Services.
- g) All compensation pursuant to this Article are subject to audit.

273

ARTICLE 24. EVENT OF DEFAULT

- a) An Event of Default shall mean a breach of this Agreement by the Contractor. Without limiting the generality of the foregoing, and in addition to those instances referred to herein as a breach, an Event of Default shall include the following:
- i. the Contractor has not delivered Deliverables on a timely basis;
 - ii. the Contractor has refused or failed to supply enough properly skilled staff personnel;
 - iii. the Contractor has failed to make prompt payment to subcontractors or suppliers for any Services;
 - iv. the Contractor has become insolvent (other than as interdicted by the bankruptcy laws), or has assigned the proceeds received for the benefit of the Contractor's creditors, or the Contractor has taken advantage of any insolvency statute or debtor/creditor law or if the Contractor's affairs have been put in the hands of a receiver;
 - v. the Contractor has failed to obtain the approval of the County where required by this Agreement;
 - vi. the Contractor has failed to provide "adequate assurances" as required under subsection b below;
 - vii. the Contractor has failed in the representation of any warranties stated herein.
- b) When, in the opinion of the County, reasonable grounds for uncertainty exist with respect to the Contractor's ability to perform the Services or any portion thereof, the County may request that the Contractor, within the timeframe set forth in the County's request, provide adequate assurances to the County, in writing, of the Contractor's ability to perform in accordance with the terms of this Agreement. Until the County receives such assurances, the County may request an adjustment to the compensation received by the Contractor for portions of the Services which the Contractor has not performed. In the event that the Contractor fails to provide to the County the requested assurances within the prescribed timeframe, the County may:
- i. treat such failure as a repudiation of this Agreement; and
 - ii. resort to any remedy for breach provided herein or at law, including but not limited to, taking over the performance of the Services or any part thereof either by itself or through others.
- c) In the event the County shall terminate this Agreement for default, the County or its designated representatives may immediately take possession of all applicable equipment, materials, products, documentation, reports and data.

ARTICLE 25. NOTICE OF DEFAULT - OPPORTUNITY TO CURE

If an Event of Default occurs in the determination of the County, the County may so notify the Contractor ("Default Notice"), specifying the basis for such default, and advising the Contractor

that such default must be cured immediately or this Agreement with the County may be terminated. Notwithstanding, the County may, in its sole discretion, allow the Contractor to rectify the default to the County's reasonable satisfaction within a thirty (30) day period. The County may grant an additional period of such duration as the County shall deem appropriate without waiver of any of the County's rights hereunder, so long as the Contractor has commenced curing such default and is effectuating a cure with diligence and continuity during such thirty (30) day period or any other period which the County prescribes. The default notice shall specify the date the Contractor shall discontinue the Services upon the Termination Date.

ARTICLE 26. REMEDIES IN THE EVENT OF DEFAULT

If an Event of Default occurs, the Contractor shall be liable for all damages resulting from the default, including but not limited to:

- a) lost revenues;
- b) the difference between the cost associated with procuring Services hereunder and the amount actually expended by the County for re-procurement of Services, including procurement and administrative costs; and
- c) such other direct damages.

The Contractor shall also remain liable for any liabilities and claims related to the Contractor's default. The County may also bring any suit or proceeding for specific performance or for an injunction.

ARTICLE 27. PATENT AND COPYRIGHT INDEMNIFICATION

- a) The Contractor shall not infringe on any copyrights, trademarks, service marks, trade secrets, patent rights, other intellectual property rights or any other third party proprietary rights in the performance of the Work.
- b) The Contractor warrants that all Deliverables furnished hereunder, including but not limited to: equipment, programs, documentation, software, analyses, applications, methods, ways, processes, and the like, do not infringe upon or violate any copyrights, trademarks, service marks, trade secrets, patent rights, other intellectual property rights or any other third party proprietary rights.
- c) The Contractor shall be liable and responsible for any and all claims made against the County for infringement of patents, copyrights, service marks, trade secrets or any other third party proprietary rights, by the use or supplying of any programs, documentation, software, analyses, applications, methods, ways, processes, and the like, in the course of performance or completion of, or in any way connected with, the Work, or the County's continued use of the Deliverables furnished hereunder. Accordingly, the Contractor at its own expense, including the payment of attorney's fees, shall indemnify, and hold harmless the County and defend any action brought against the County with respect to any claim, demand, cause of action, debt, or liability.
- d) In the event any Deliverable or anything provided to the County hereunder, or portion thereof is held to constitute an infringement and its use is or may be enjoined, the Contractor shall have the obligation to, at the County's option to (i) modify, or require that the applicable subcontractor or supplier modify, the alleged infringing item(s) at its own expense, without impairing in any respect the functionality or performance of the item(s),

275

or (ii) procure for the County, at the Contractor's expense, the rights provided under this Agreement to use the item(s).

- e) The Contractor shall be solely responsible for determining and informing the County whether a prospective supplier or subcontractor is a party to any litigation involving patent or copyright infringement, service mark, trademark, violation, or proprietary rights claims or is subject to any injunction which may prohibit it from providing any Deliverable hereunder. The Contractor shall enter into agreements with all suppliers and subcontractors at the Contractor's own risk. The County may reject any Deliverable that it believes to be the subject of any such litigation or injunction, or if, in the County's judgment, use thereof would delay the Work or be unlawful.

ARTICLE 28. CONFIDENTIALITY

- a) All Developed Works and other materials, data, transactions of all forms, financial information, documentation, inventions, designs and methods obtained from the County in connection with the Services performed under this Agreement, made or developed by the Contractor or its subcontractors in the course of the performance of such Services, or the results of such Services, or which the County holds the proprietary rights, constitute Confidential Information and may not, without the prior written consent of the County, be used by the Contractor or its employees, agents, subcontractors or suppliers for any purpose other than for the benefit of the County, unless required by law. In addition to the foregoing, all County employee information and County financial information shall be considered Confidential Information and shall be subject to all the requirements stated herein. Neither the Contractor nor its employees, agents, subcontractors or suppliers may sell, transfer, publish, disclose, display, license or otherwise make available to others any part of such Confidential Information without the prior written consent of the County. Additionally, the Contractor expressly agrees to be bound by and to defend, indemnify and hold harmless the County, and their officers and employees from the breach of any federal, state or local law in regard to the privacy of individuals.
- b) The Contractor shall advise each of its employees, agents, subcontractors and suppliers who may be exposed to such Confidential Information of their obligation to keep such information confidential and shall promptly advise the County in writing if it learns of any unauthorized use or disclosure of the Confidential Information by any of its employees or agents, or subcontractor's or supplier's employees, present or former. In addition, the Contractor agrees to cooperate fully and provide any assistance necessary to ensure the confidentiality of the Confidential Information.
- c) It is understood and agreed that in the event of a breach of this Article damages may not be an adequate remedy and the County shall be entitled to injunctive relief to restrain any such breach or threatened breach. Unless otherwise requested by the County, upon the completion of the Services performed hereunder, the Contractor shall immediately turn over to the County all such Confidential Information existing in tangible form, and no copies thereof shall be retained by the Contractor or its employees, agents, subcontractors or suppliers without the prior written consent of the County. A certificate evidencing compliance with this provision and signed by an officer of the Contractor shall accompany such materials.

ARTICLE 29. PROPRIETARY INFORMATION

As a political subdivision of the State of Florida, Miami-Dade County is subject to the stipulations of Florida's Public Records Law.

The Contractor acknowledges that all computer software in the County's possession may constitute or contain information or materials which the County has agreed to protect as proprietary information from disclosure or unauthorized use and may also constitute or contain information or materials which the County has developed at its own expense, the disclosure of which could harm the County's proprietary interest therein.

During the term of the contract, the Contractor will not use directly or indirectly for itself or for others, or publish or disclose to any third party, or remove from the County's property, any computer programs, data compilations, or other software which the County has developed, has used or is using, is holding for use, or which are otherwise in the possession of the County (hereinafter "Computer Software"). All third-party license agreements must also be honored by the contractors and their employees, except as authorized by the County and, if the Computer Software has been leased or purchased by the County, all hired party license agreements must also be honored by the contractors' employees with the approval of the lessor or Contractors thereof. This includes mainframe, minis, telecommunications, personal computers and any and all information technology software.

The Contractor will report to the County any information discovered or which is disclosed to the Contractor which may relate to the improper use, publication, disclosure or removal from the County's property of any information technology software and hardware and will take such steps as are within the Contractor's authority to prevent improper use, disclosure or removal.

ARTICLE 30. PROPRIETARY RIGHTS

- a) The Contractor hereby acknowledges and agrees that the County retains all rights, title and interests in and to all materials, data, documentation and copies thereof furnished by the County to the Contractor hereunder or furnished by the Contractor to the County and/or created by the Contractor for delivery to the County, even if unfinished or in process, as a result of the Services the Contractor performs in connection with this Agreement, including all copyright and other proprietary rights therein, which the Contractor as well as its employees, agents, subcontractors and suppliers may use only in connection with the performance of Services under this Agreement. The Contractor shall not, without the prior written consent of the County, use such documentation on any other project in which the Contractor or its employees, agents, subcontractors or suppliers are or may become engaged. Submission or distribution by the Contractor to meet official regulatory requirements or for other purposes in connection with the performance of Services under this Agreement shall not be construed as publication in derogation of the County's copyrights or other proprietary rights.
- b) All rights, title and interest in and to certain inventions, ideas, designs and methods, specifications and other documentation related thereto developed by the Contractor and its subcontractors specifically for the County, hereinafter referred to as "Developed Works" shall become the property of the County.
- c) Accordingly, neither the Contractor nor its employees, agents, subcontractors or suppliers shall have any proprietary interest in such Developed Works. The Developed Works may not be utilized, reproduced or distributed by or on behalf of the Contractor, or any employee, agent, subcontractor or supplier thereof, without the prior written consent of the County, except as required for the Contractor's performance hereunder.

277

- d) Except as otherwise provided in subsections a, b, and c above, or elsewhere herein, the Contractor and its subcontractors and suppliers hereunder shall retain all proprietary rights in and to all Licensed Software provided hereunder, that have not been customized to satisfy the performance criteria set forth in the Scope of Services. Notwithstanding the foregoing, the Contractor hereby grants, and shall require that its subcontractors and suppliers grant, if the County so desires, a perpetual, irrevocable and unrestricted right and license to use, duplicate, disclose and/or permit any other person(s) or entity(ies) to use all such Licensed Software and the associated specifications, technical data and other Documentation for the operations of the County or entities controlling, controlled by, under common control with, or affiliated with the County, or organizations which may hereafter be formed by or become affiliated with the County. Such license specifically includes, but is not limited to, the right of the County to use and/or disclose, in whole or in part, the technical documentation and Licensed Software, including source code provided hereunder, to any person or entity outside the County for such person's or entity's use in furnishing any and/or all of the Deliverables provided hereunder exclusively for the County or entities controlling, controlled by, under common control with, or affiliated with the County, or organizations which may hereafter be formed by or become affiliated with the County. No such License Software, specifications, data, documentation or related information shall be deemed to have been given in confidence and any statement or legend to the contrary shall be void and of no effect.

ARTICLE 31. VENDOR REGISTRATION/CONFLICT OF INTEREST

a) Vendor Registration

The Contractor shall be a registered vendor with the County – Procurement Management, for the duration of this Agreement. In becoming a Registered Vendor with Miami-Dade County, the Contractor confirms its knowledge of and commitment to comply with the following:

1. **Miami-Dade County Ownership Disclosure Affidavit**
(Section 2-8.1 of the County Code)
2. **Miami-Dade County Employment Disclosure Affidavit**
(Section 2-8.1(d)(2) of the County Code)
3. **Miami-Dade County Employment Drug-free Workplace Certification**
(Section 2-8.1.2(b) of the County Code)
4. **Miami-Dade Disability and Nondiscrimination Affidavit**
(Section 2-8.1.5 of the County Code)
5. **Miami-Dade County Debarment Disclosure Affidavit**
(Section 10.38 of the County Code)
6. **Miami-Dade County Vendor Obligation to County Affidavit**
(Section 2-8.1 of the County Code)
7. **Miami-Dade County Code of Business Ethics Affidavit**
(Section 2-8.1(f) and 2-11(b)(1) of the County Code through (6) and (9) of the County Code and Section 2-11.1(c) of the County Code)
8. **Miami-Dade County Family Leave Affidavit**
(Article V of Chapter 11 of the County Code)
9. **Miami-Dade County Living Wage Affidavit**
(Section 2-8.9 of the County Code)
10. **Miami-Dade County Domestic Leave and Reporting Affidavit**
(Article 8, Section 11A-60 11A-67 of the County Code)
11. **Subcontracting Practices**
(Ordinance 97-35)
12. **Subcontractor /Supplier Listing**
(Section 2-8.8 of the County Code)
13. **Environmentally Acceptable Packaging**
(Resolution R-738-92)
14. **W-9 and 8109 Forms**
(as required by the Internal Revenue Service)
15. **FEIN Number or Social Security Number**
In order to establish a file, the Contractor's Federal Employer Identification Number (FEIN) must be provided. If no FEIN exists, the Social Security Number of the owner or individual must be provided. This number becomes Contractor's "County Vendor Number". To comply with Section 119.071(5) of the Florida Statutes relating to the collection of an individual's Social Security Number, be aware that the County requests the Social Security Number for the following purposes:
 - Identification of individual account records

- To make payments to individual/Contractor for goods and services provided to Miami-Dade County
- Tax reporting purposes
- To provide a unique identifier in the vendor database that may be used for searching and sorting departmental records

The County endeavors to obtain the participation of all small business enterprises pursuant to Sections 2-8.2, 2-8.2.3 and 2-8.2.4 of the County Code and Title 49 of the Code of Federal Regulations.

16. Office of the Inspector General
(Section 2-1076 of the County Code)

18. Antitrust Laws

By acceptance of any contract, the Contractor agrees to comply with all antitrust laws of the United States and the State of Florida.

17. Small Business Enterprises

b) Conflict of Interest

Section 2-11.1(d) of Miami-Dade County Code requires that any County employee or any member of the employee's immediate family who has a controlling financial interest, direct or indirect, with Miami-Dade County or any person or agency acting for Miami-Dade County, competing or applying for a contract, must first request a conflict of interest opinion from the County's Ethics Commission prior to their or their immediate family member's entering into any contract or transacting any business through a firm, corporation, partnership or business entity in which the employee or any member of the employee's immediate family has a controlling financial interest, direct or indirect, with Miami-Dade County or any person or agency acting for Miami-Dade County. Any such contract or business engagement entered in violation of this subsection, as amended, shall be rendered voidable. For additional information, please contact the Ethics Commission hotline at (305) 579-2593.

ARTICLE 32. INSPECTOR GENERAL REVIEWS

Independent Private Sector Inspector General Reviews

Pursuant to Miami-Dade County Administrative Order 3-20, the County has the right to retain the services of an Independent Private Sector Inspector General (hereinafter "IPSIG"), whenever the County deems it appropriate to do so. Upon written notice from the County, the Contractor shall make available to the IPSIG retained by the County, all requested records and documentation pertaining to this Agreement for inspection and reproduction. The County shall be responsible for the payment of these IPSIG services, and under no circumstance shall the Contractor's prices and any changes thereto approved by the County, be inclusive of any charges relating to these IPSIG services. The terms of this provision apply to the Contractor, its officers, agents, employees, subcontractors and assignees. Nothing contained in this provision shall impair any independent right of the County to conduct an audit or investigate the operations, activities and performance of the Contractor in connection with this Agreement. The terms of this Article shall not impose any liability on the County by the Contractor or any third party.

Miami-Dade County Inspector General Review

According to Section 2-1076 of the Code of Miami-Dade County, Miami-Dade County has established the Office of the Inspector General which may, on a random basis, perform audits on all County contracts, throughout the duration of said contracts, except as otherwise provided below. The cost of the audit for this Contract shall be one quarter (1/4) of one (1) percent of the total contract amount which cost shall be included in the total contract amount. The audit cost will be deducted by the County from progress payments to the Contractor. The audit cost shall also be included in all change orders and all contract renewals and extensions.

Exception: The above application of one quarter (1/4) of one percent fee assessment shall not apply to the following contracts: (a) IPSIG contracts; (b) contracts for legal services; (c) contracts for financial advisory services; (d) auditing contracts; (e) facility rentals and lease

agreements; (f) concessions and other rental agreements; (g) insurance contracts; (h) revenue-generating contracts; (i) contracts where an IPSIG is assigned at the time the contract is approved by the Commission; (j) professional service agreements under \$1,000; (k) management agreements; (l) small purchase orders as defined in Miami-Dade County Administrative Order 3-2; (m) federal, state and local government-funded grants; and (n) interlocal agreements. ***Notwithstanding the foregoing, the Miami-Dade County Board of County Commissioners may authorize the inclusion of the fee assessment of one quarter (1/4) of one percent in any exempted contract at the time of award.***

Nothing contained above shall in any way limit the powers of the Inspector General to perform audits on all County contracts including, but not limited to, those contracts specifically exempted above. The Miami-Dade County Inspector General is authorized and empowered to review past, present and proposed County and Public Health Trust contracts, transactions, accounts, records and programs. In addition, the Inspector General has the power to subpoena witnesses, administer oaths, require the production of records and monitor existing projects and programs. Monitoring of an existing project or program may include a report concerning whether the project is on time, within budget and in conformance with plans, specifications and applicable law. The Inspector General is empowered to analyze the necessity of and reasonableness of proposed change orders to the Contract. The Inspector General is empowered to retain the services of independent private sector inspectors general (IPSIG) to audit, investigate, monitor, oversee, inspect and review operations, activities, performance and procurement process, including but not limited to project design, specifications, proposal submittals, activities of the Contractor, its officers, agents and employees, lobbyists, County staff and elected officials to ensure compliance with contract specifications and to detect fraud and corruption.

Upon written notice to the Contractor from the Inspector General or IPSIG retained by the Inspector General, the Contractor shall make all requested records and documents available to the Inspector General or IPSIG for inspection and copying. The Inspector General and IPSIG shall have the right to inspect and copy all documents and records in the Contractor's possession, custody or control which, in the Inspector General's or IPSIG's sole judgment, pertain to performance of the contract, including, but not limited to original estimate files, change order estimate files, worksheets, proposals and agreements form and which successful and unsuccessful subcontractors and suppliers, all project-related correspondence, memoranda, instructions, financial documents, construction documents, proposal and contract documents, back-charge documents, all documents and records which involve cash, trade or volume discounts, insurance proceeds, rebates, or dividends received, payroll and personnel records, and supporting documentation for the aforesaid documents and records.

ARTICLE 33. LOCAL, STATE, AND FEDERAL COMPLIANCE REQUIREMENTS

Contractor agrees to comply, subject to applicable professional standards, with the provisions of any and all applicable Federal, State and the County orders, statutes, ordinances, rules and regulations which may pertain to the Services required under this Agreement, including, but not limited to:

- a) Equal Employment Opportunity (EEO), in compliance with Executive Order 11246 as amended and applicable to this Contract.
- b) Miami-Dade County Florida, Department of Small Business Development Participation Provisions, as applicable to this Contract.
- c) Environmental Protection Agency (EPA), as applicable to this Contract.

- d) Miami-Dade County Code, Chapter 11A, Article 3. All contractors and subcontractors performing work in connection with this Contract shall provide equal opportunity for employment without regard to race, religion, color, age, sex, national origin, sexual preference, disability or marital status. The aforesaid provision shall include, but not be limited to, the following: employment, upgrading, demotion or transfer, recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Contractor agrees to post in a conspicuous place available for employees and applicants for employment, such notices as may be required by the Dade County Fair Housing and Employment Commission, or other authority having jurisdiction over the work setting forth the provisions of the nondiscrimination law.
- e) "Conflicts of Interest" Section 2-11 of the County Code, and Ordinance 01-199.
- f) Miami-Dade County Code Section 10-38 "Debarment".
- g) Miami-Dade County Ordinance 99-5, codified at 11A-60 et. seq. of Miami-Dade Code pertaining to complying with the County's Domestic Leave Ordinance.
- h) Miami-Dade County Ordinance 99-152, prohibiting the presentation, maintenance, or prosecution of false or fraudulent claims against Miami-Dade County.

The Contractor shall hold all licenses and/or certifications, obtain and pay for all permits and/or inspections, and comply with all laws, ordinances, regulations and building code requirements applicable to the work required herein. Damages, penalties, and/or fines imposed on the County or Contractor for failure to obtain and maintain required licenses, certifications, permits and/or inspections shall be borne by the Contractor. The Project Manager shall verify the certification(s), license(s), permit(s), etc. for the Contractor prior to authorizing work and as needed.

Notwithstanding any other provision of this Agreement, Contractor shall not be required pursuant to this Agreement to take any action or abstain from taking any action if such action or abstention would, in the good faith determination of the Contractor, constitute a violation of any law or regulation to which Contractor is subject, including but not limited to laws and regulations requiring that Contractor conduct its operations in a safe and sound manner.

ARTICLE 34. NONDISCRIMINATION

During the performance of this Contract, Contractor agrees to not discriminate against any employee or applicant for employment because of race, religion, color, sex, handicap, marital status, age or national origin, and will take affirmative action to ensure that they are afforded equal employment opportunities without discrimination. Such action shall be taken with reference to, but not limited to: recruitment, employment, termination, rates of pay or other forms of compensation, and selection for training or retraining, including apprenticeship and on the job training.

By entering into this Contract, the Contractor attests that it is not in violation of the Americans with Disabilities Act of 1990 (and related Acts) or Miami-Dade County Resolution No. R-385-95. If the Contractor or any owner, subsidiary or other firm affiliated with or related to the Contractor is found by the responsible enforcement agency or the County to be in violation of the Act or the Resolution, such violation shall render this Contract void. This Contract shall be void if the Contractor submits a false affidavit pursuant to this Resolution or the Contractor violates the Act or the Resolution during the term of this Contract, even if the Contractor was not in violation at the time it submitted its affidavit.

ARTICLE 35. CONFLICT OF INTEREST

The Contractor represents that:

- a) No officer, director, employee, agent, or other consultant of the County or a member of the immediate family or household of the aforesaid has directly or indirectly received or been promised any form of benefit, payment or compensation, whether tangible or intangible, in connection with the award of this Agreement.
- b) There are no undisclosed persons or entities interested with the Contractor in this Agreement. This Agreement is entered into by the Contractor without any connection with any other entity or person making a proposal for the same purpose, and without collusion, fraud or conflict of interest. No elected or appointed officer or official, director, employee, agent or other consultant of the County, or of the State of Florida (including elected and appointed members of the legislative and executive branches of government), or a member of the immediate family or household of any of the aforesaid:
 - i) is interested on behalf of or through the Contractor directly or indirectly in any manner whatsoever in the execution or the performance of this Agreement, or in the services, supplies or work, to which this Agreement relates or in any portion of the revenues; or
 - ii) is an employee, agent, advisor, or consultant to the Contractor or to the best of the Contractor's knowledge any subcontractor or supplier to the Contractor.
- c) Neither the Contractor nor any officer, director, employee, agency, parent, subsidiary, or affiliate of the Contractor shall have an interest which is in conflict with the Contractor's faithful performance of its obligation under this Agreement; provided that the County, in its sole discretion, may consent in writing to such a relationship, provided the Contractor provides the County with a written notice, in advance, which identifies all the individuals and entities involved and sets forth in detail the nature of the relationship and why it is in the County's best interest to consent to such relationship.
- d) The provisions of this Article are supplemental to, not in lieu of, all applicable laws with respect to conflict of interest. In the event there is a difference between the standards applicable under this Agreement and those provided by statute, the stricter standard shall apply.
- e) In the event Contractor has no prior knowledge of a conflict of interest as set forth above and acquires information which may indicate that there may be an actual or apparent violation of any of the above, Contractor shall promptly bring such information to the attention of the County's Project Manager. Contractor shall thereafter cooperate with the County's review and investigation of such information, and comply with the instructions Contractor receives from the Project Manager in regard to remedying the situation.

ARTICLE 36. PRESS RELEASE OR OTHER PUBLIC COMMUNICATION

Under no circumstances shall the Contractor without the express written consent of the County:

- a) Issue or permit to be issued any press release, advertisement or literature of any kind which refers to the County, or the Work being performed hereunder, unless the Contractor first obtains the written approval of the County. Such approval may be

withheld if for any reason the County believes that the publication of such information would be harmful to the public interest or is in any way undesirable; and

- b) Communicate in any way with any contractor, department, board, agency, commission or other organization or any person whether governmental or private in connection with the Services to be performed hereunder except upon prior written approval and instruction of the County; and
- c) Except as may be required by law, the Contractor and its employees, agents, subcontractors and suppliers will not represent, directly or indirectly, that any product or service provided by the Contractor or such parties has been approved or endorsed by the County.

ARTICLE 37. BANKRUPTCY

The County reserves the right to terminate this contract, if, during the term of any contract the Contractor has with the County, the Contractor becomes involved as a debtor in a bankruptcy proceeding, or becomes involved in a reorganization, dissolution, or liquidation proceeding, or if a trustee or receiver is appointed over all or a substantial portion of the property of the Contractor under federal bankruptcy law or any state insolvency law.

ARTICLE 38. GOVERNING LAW

This Contract, including appendices, and all matters relating to this Contract (whether in contract, statute, tort (such as negligence), or otherwise) shall be governed by, and construed in accordance with, the laws of the State of Florida. Venue shall be Miami-Dade County.

ARTICLE 39. COUNTY USER ACCESS PROGRAM (UAP)

a) User Access Fee

Pursuant to Miami-Dade County Budget Ordinance No. 03-192, this Contract is subject to a user access fee under the County User Access Program (UAP) in the amount of two percent (2%). All sales resulting from this Contract, or any contract resulting from the solicitation referenced on the first page of this Contract, and the utilization of the County Contract price and the terms and conditions identified herein, are subject to the two percent (2%) UAP. This fee applies to all Contract usage whether by County Departments or by any other governmental, quasi-governmental or not-for-profit entity.

The Contractor providing goods or services under this Contract shall invoice the Contract price and shall accept as payment thereof the Contract price less the 2% UAP as full and complete payment for the goods and/or services specified on the invoice. The County shall retain the 2% UAP for use by the County to help defray the cost of the procurement program. Contractor participation in this invoice reduction portion of the UAP is mandatory.

b) Joint Purchase

Only those entities that have been approved by the County for participation in the County's Joint Purchase and Entity Revenue Sharing Agreement are eligible to utilize or receive County Contract pricing and terms and conditions. The County will provide to approved entities a UAP Participant Validation Number. The Contractor must obtain the participation number from the

entity prior to filling any order placed pursuant to this Section. Contractor participation in this joint purchase portion of the UAP, however, is voluntary. The Contractor shall notify the ordering entity, in writing, within three (3) business days of receipt of an order, of a decision to decline the order.

For all ordering entities located outside the geographical boundaries of Miami-Dade County, the Contractor shall be entitled to ship goods on an "FOB Destination, Prepaid and Charged Back" basis. This allowance shall only be made when expressly authorized by a representative of the ordering entity prior to shipping the goods.

The County shall have no liability to the Contractor for the cost of any purchase made by an ordering entity under the UAP and shall not be deemed to be a party thereto. All orders shall be placed directly by the ordering entity with the Contractor and shall be paid by the ordering entity less the 2% UAP.

c) Contractor Compliance

If a Contractor fails to comply with this Article, that Contractor may be considered in default by the County in accordance with Article 24 of this Contract.

ARTICLE 40. SURVIVAL

The parties acknowledge that any of the obligations in this Agreement will survive the term, termination and cancellation hereof. Accordingly, the respective obligations of the Contractor and the County under this Agreement, which by nature would continue beyond the termination, cancellation or expiration thereof, shall survive termination, cancellation or expiration hereof.

IN WITNESS WHEREOF, the parties have executed this Agreement effective as of the contract date herein above set forth.

Contractor

Miami-Dade County

By: _____

By: _____

Name: _____

Name: _____

Title: _____

Title: _____

Date: _____

Date: _____

Attest: _____
Corporate Secretary/Notary Public

Attest: _____
Clerk of the Board

Corporate Seal/Notary Seal

Approved as to form
and legal sufficiency

Assistant County Attorney

284

Appendix A

Scope of Services**1. INTRODUCTION**

Miami-Dade County, hereinafter referred to as the "County", as represented by the Office of Intergovernmental Affairs, is contracting for the professional services of experienced and qualified law firms, governmental affairs consulting firms, businesses, and/or individuals to provide the County with governmental representation before the executive and legislative branches of the state government.

A. Qualifications

The Contractor should, at a minimum, possess a) a strong working knowledge of legislative, administrative, and regulatory processes at the state level; b) a clear understanding of large urban areas, including specific knowledge of Miami-Dade County; c) a history of successful lobbying experience at the state level; and d) a clear strategy for representing the County at meetings with key legislators and members of the Executive Branch.

B. Assignment of Work

It is the County's intention to award contracts with one or more Contractors. The County will have an aggregate amount available for these services per year (to be allocated based upon services requested). Additionally, the County may provide for an additional aggregate amount per year to issue Work Orders on specific issues for the purposes of carrying out the intent of the requirements herein or for optional services. The County reserves the right to request that Contractor obtain services through subcontractors to supplement the expertise and resources which may be required at any given time and for the purposes of carrying out the intent of the requirements herein.

Recommendations for Work Orders will be made by the Office of Intergovernmental Affairs' Project Manager. All Work Orders must be issue specific and performance driven, reviewed by the County Attorney's Office, and approved by the Chairperson, Board of County Commissioners or designee, and the Board of County Commissioners, prior to issuance.

2. REQUIREMENTS AND SERVICES TO BE PROVIDED**A. Lobbying Ordinances and Resolution Requirements**

The Contractor shall abide by and be governed by Miami-Dade County Ordinances and Resolutions, which may have a bearing on the services involved herein, including but not limited to, Section 2-11.1 of the Code of Miami-Dade County (Ordinance 72-82, Conflict of Interest Ordinance); Resolution No. R-1236-99 (Resolution Directing the County Manager to Report Intergovernmental Activity by County Staff, Lobbyists, and Entities that Represent Miami-Dade County at the State and Federal Levels); Resolution No. R-232-01 (Resolution Instructing County Staff and Lobbyists to Limit Legislative Initiatives and Funding Requests to Those Approved by the County Commission); Section 2-11.1.2 of the Code of Miami-Dade County (Ordinance No. 00-64, Ordinance Relating to County's Lobbyists); and Resolution No. R-56-10 (Resolution Setting Policy for Miami-Dade County that all Contract Lobbyists shall Obtain a Waiver from the Board of County Commissioners Prior to Representing any Client in any Forum that is Adverse to the County), all as such may be amended from time to time.

Pursuant to Ordinance Nos. 72-82 and 00-64 and Resolution No. R-1236-99, no person or entity, whether an individual, firm, partnership or corporation, which receives compensation either directly or indirectly from the County for lobbying on behalf of the County or any of its agencies or instrumentalities at either the municipal, state, or national level shall represent any entity in any forum to support a position in opposition to a position of the County unless the Board of County Commissioners grants a specific waiver for a specific lobbying activity. The failure to comply with this provision shall result in either or both of the following: (i) the Contractor's contract being voidable by the County or (ii) a prohibition, for a period of up to three years, as determined by the Board of County Commissioners in its sole discretion, on the Contractor entering into a lobbying contract with the County.

Appendix A

Each Contractor, on behalf of itself and any and all employees, partners, and subcontractors, shall have an affirmative obligation to notify the County Manager and the Office of Intergovernmental Affairs in writing of each and every party the Contractor and/or its employees, partners, or subcontractors wishes to represent before the Florida Legislature, the Governor's Office, or any state agency, as well as the nature of the proposed representation. This obligation shall apply whether such party or interest is adverse to the County or not. Such notification must include all parties the Contractor or employees, partners, or subcontractors wishes to represent.

Separate and independent from the above-referenced obligation, each Contractor, on behalf of itself and any and all employees, partners, and subcontractors, must advise the County Manager and the Office of Intergovernmental Affairs in writing of any position in opposition to a position of the County taken by the Contractor or any employee, partner, or subcontractor and request a waiver of such conflict before the Board of County Commissioners. A position in opposition to a position of the County may take the form of an adverse policy position or fiscal impact on the County, either direct or indirect. A position in opposition to a position of the County is not limited to a position that conflicts with an express provision of the legislative package adopted by the Board of County Commissioners. It may also arise in other areas. Not every County interest can be anticipated or enumerated in the County's legislative package, and issues arise and change over the course of the legislative process. It is incumbent on each Contractor and employees, partners, and subcontractors to remain mindful of the County's policy and fiscal interests and positions vis-à-vis other clients. If an actual or perceived conflict arises, the Contractor and/or subcontractor must advise the County Manager and the Office of Intergovernmental Affairs immediately in writing and seek a waiver of the conflict before the Board of County Commissioners.

Once a conflict waiver request has been received by the County, the County Manager reserves the right to determine whether the Contractor and/or employee, partner, or subcontractor may continue representing the County and the other interest until the Board of County Commissioners can consider the conflict issue. The Board of County Commissioners may take, in its sole discretion, any action regarding a waiver request, including but not limited to the following: (i) grant a waiver and allow the Contractor, and/or employee, partner, or subcontractor to continue to represent both the County and the other party; (ii) refuse to grant a waiver and require the Contractor, and/or employee, partner, or subcontractor to choose between representing Miami-Dade County or the other party, or to discontinue representing the other party; (iii) refuse to grant a waiver and void its contract with the Contractor and/or employee, partner, or subcontractor; or (iv) grant a limited waiver and allow the Contractor and/or employee, partner, or subcontractor to continue to represent both the County and the other party under whatever limitations or restrictions the County, in its sole discretion, determines to be appropriate.

Pursuant to Resolution No. R-1236-99, each Contractor and each subcontractor shall prepare regular monthly reports advising the Commission of the current status of all issues that the lobbyist is monitoring or tracking that may affect the County, the actions taken on such issues, and the recommendations for future actions on such issues. Each Contractor and each subcontractor shall also raise, discuss and recommend any affirmative legislative action that may benefit the County. Also, pursuant to Resolution No. R-1236-99, all County contracts and subcontracts for lobbying or representation at the state or federal level and/or individuals and firms hired to represent the County on intergovernmental issues must be approved by the Board of County Commissioners. As such, any subcontractors that a Contractor seeks to hire to fulfill the requirements herein must receive prior approval by the Board of County Commissioners.

B. Representation and Consulting Services

The Contractor shall provide governmental representation and consulting services requested by the County, for various subjects/issues assigned to the Contractor, including but not limited to those examples listed in Attachment A. The Contractor will receive issue and project assignments based on the County's annual legislative agenda.

The Contractor shall:

Appendix A

1. Report and meet with the County on a weekly basis, during the Florida Legislature's legislative session, or on an as needed basis during interim committee meetings and special sessions on those issues important to the County and the actions taken on such issues.
2. Report and meet with the County on a monthly basis when the Florida Legislature is not in session.
3. Prepare monthly reports (weekly during the Legislative session), in a timely manner, advising the County of the current status of all issues that they are monitoring or tracking that may affect Miami-Dade County, the actions taken on such issues, and recommendations for future actions on such issues. Reports shall be provided in a format, and with a level of detail, acceptable to the County. (Note: An invoice will not be accepted by the County as proper, and ready for payment, if the Contractor has outstanding reports due from that invoice period or earlier.)

The reports shall be provided by the Contractor to the Chairman and Members of the Board of County Commissioners, Commission Auditor, and Office of Intergovernmental Affairs.

4. Raise, discuss and recommend any affirmative legislative action that may benefit the County.
5. Be available, if requested, on a twenty-four hour basis during the session: assisting in writing, interpreting, and monitoring legislation and regulations; drafting legislation, amendments, proviso language, position papers, and testimony; and providing weekly written progress reports detailing services that have been rendered.
6. Provide a full range of lobbying, legislative counsel and advocacy services including meeting with members of the Legislature, testifying at committee meetings on the County's behalf, assigning a designated person to closely monitor and review all substantive floor amendments and bills, and preparing reports advising the County of the current status of legislation during and after the legislative session.
7. Integrate its efforts with the County's Office of Intergovernmental Affairs to ensure a strong consistent legislative program.
8. Obtain documentation and research materials upon request.
9. Forward all required reports to the County upon request by the County in the number of copies as requested by the County for that particular instance.
10. Upon request, arrange for meetings, including members of the Miami-Dade County State Delegation, with members of state legislature including those in leadership positions and in key committees. Arrange meetings with senior staff of the state legislature and key officials in the Governor's Office and critical state agencies.
11. Provide a comprehensive end of session report detailing the resolution of all issues worked on, detailing all actions undertaken on such issues.

3. OPTIONAL SERVICES

The County reserves the right to request office space in the vicinity of the Capitol, with ancillary services including, but not limited to, parking, phones, computer equipment, supplies, clerical support to County staff, facsimile, copy machine, filing space, and an intern/runner, for use by County staff for the duration of their time in Tallahassee. The County has the option of requiring any Contractor to provide the referenced office space and ancillary services at an agreed upon cost. All optional services and related expenses require prior written County approval.

Attachment A

State Subject Areas/Issues

- a) Appropriations
- b) Revenue Sharing
- c) Transportation Issues/Transit Funding
- d) Aviation, Seaport, Public Works
- e) Homeless Programs
- f) Empowerment and Enterprise Zones
- g) Human Services
- h) Criminal/Juvenile Justice
- i) Local Government Preemption
- j) Construction/Wetlands Development Permitting
- k) Finance and Taxation
- l) Consumer Services & Insurance
- m) Everglades Restoration
- n) Environmental Issues/Green Initiatives
- o) Water and Sewer Issues/Projects
- p) Protection of County Revenue
- q) Economic Development/Tourism/International Trade
- r) Florida Retirement System (FRS) & Human Resources Benefits
- s) Welfare to Work WAGES
- t) Children's Services
- u) Home Rule Charter Authority
- v) Uniform Building Code/Building & Permitting
- w) Telecommunications/E Commerce
- x) Housing and Community Development
- y) Business Development/Retention
- z) Unfunded Mandates
- aa) Solid Waste/Waste to Energy
- bb) Planning/ Zoning/Growth Management
- cc) Emergency Management & Disaster Mitigation
- dd) Parks and Recreation
- ee) Grants
- ff) Funding for Public Hospitals & Healthcare
- gg) Police/Fire/Public Safety
- hh) Courts/Clerk
- ii) Immigration
- jj) Military/Base Realignment & Closure