OFFICIAL FILE COPY
CLERK OF THE BOARD
OF COUNTY COMMISSIONERS
MIAMI-DADE COUNTY, FLORIDA

MEMORANDUM

Amended
Agenda Item No. 11(A)(13)

TO:	Honorable Chairman Esteban L. Bovo, Jr. and Members, Board of County Commissioners	**DATE:**	October 17, 2017
FROM:	Abigail Price-Williams County Attorney	**SUBJECT:**	Resolution directing the Chairman of the Board of County Commissioners to negotiate agreements with Akerman, LLP, GrayRobinson, P.A., Ronald L. Book, P.A. and Rutledge Ecenia, P.A. to obtain governmental representation and consulting services in Tallahassee, Florida for the Office of Intergovernmental Affairs; and directing the Chairman to return recommendation on such agreements for Board approval

Resolution No. R-942-17

The accompanying resolution was prepared and placed on the agenda at the request of Prime Sponsor Chairman Esteban L. Bovo, Jr.

Abigail Price-Williams
County Attorney

APW/smm

MEMORANDUM

(Revised)

TO: Honorable Chairman Esteban L. Bovo, Jr.
and Members, Board of County Commissioners

DATE: October 17, 2017

FROM: Abigail Price-Williams
County Attorney

SUBJECT: Amended
Agenda Item No. 11(A)(13)

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**
_____	**Statement of social equity required**
_____	**Ordinance creating a new board requires detailed County Mayor'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 _____

Amended
Agenda Item No. 11(A)(13)
10-17-17

RESOLUTION NO. R-942-17

RESOLUTION DIRECTING THE CHAIRMAN OF THE BOARD OF COUNTY COMMISSIONERS OR DESIGNEE TO NEGOTIATE AGREEMENTS WITH AKERMAN, LLP, GRAYROBINSON, P.A., RONALD L. BOOK, P.A. AND RUTLEDGE ECENIA, P.A. TO OBTAIN GOVERNMENTAL REPRESENTATION AND CONSULTING SERVICES IN TALLAHASSEE, FLORIDA FOR THE OFFICE OF INTERGOVERNMENTAL AFFAIRS; AND DIRECTING THE CHAIRMAN TO RETURN RECOMMENDATION ON SUCH AGREEMENTS FOR BOARD APPROVAL

WHEREAS, on July 6, 2017, this Board adopted Resolution No. R-685-17, approving the advertisement of Request for Qualifications (RFQ) No. 00600 for Governmental Representation and Consulting Services in Tallahassee, Florida; and

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

WHEREAS, the Board waived the procedures contained in Section 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 for determinations the Board makes on the proposals received pursuant to the RFQ; and

WHEREAS, the solicitation tasked the evaluation committee with evaluating the proposals and recommending which proposers are qualified to perform the required services and which three qualified proposers, or a lesser number if appropriate, should be awarded a contract; and

WHEREAS, the evaluation committee's report is attached as Exhibit A and incorporated by reference; and

WHEREAS, the RFQ authorized by the Board provides that the Board shall be entitled to award contracts in its sole discretion upon application of the evaluation criteria and shall not be bound by the recommendation or finding of the evaluation committee,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board directs the Chairman of the Board of County Commissioners (the "Chair") or designee to negotiate agreements to obtain governmental representation and consulting services in Tallahassee, Florida for the Office of Intergovernmental Affairs with the following proposers: (1) Akerman, LLP; (2) GrayRobinson, P.A.; (3) Ronald L. Book, P.A.; and (4) Rutledge Ecenia, P.A.; and directs the Chair to return a recommendation relating to the award of such agreements with the above-referenced proposers to the Board for approval.

The Prime Sponsor of the foregoing resolution is Chairman Esteban L. Bovo, Jr. It was offered by Commissioner **Rebeca Sosa**, who moved its adoption. The motion was seconded by Commissioner **Javier D. Souto** and upon being put to a vote, the vote was as follows:

Esteban L. Bovo, Jr., Chairman **aye**
Audrey M. Edmonson, Vice Chairwoman **aye**

Bruno A. Barreiro	**aye**	Daniella Levine Cava	**nay**
Jose "Pepe" Diaz	**absent**	Sally A. Heyman	**aye**
Barbara J. Jordan	**absent**	Joe A. Martinez	**aye**
Jean Monestime	**aye**	Dennis C. Moss	**aye**
Rebeca Sosa	**aye**	Sen. Javier D. Souto	**aye**
Xavier L. Suarez	**nay**		

The Chairperson thereupon declared the resolution duly passed and adopted this 17th day of October, 2017. This resolution shall become effective upon the earlier of (1) 10 days after the date of its adoption unless vetoed by the County Mayor, and if vetoed, shall become effective only upon an override by this Board, or (2) approval by the County Mayor of this Resolution and the filing of this approval with the Clerk of the Board.

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

HARVEY RUVIN, CLERK

By: Christopher Agrippa
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

Eduardo W. Gonzalez

Memorandum

MIAMI-DADE COUNTY

Date: September 18, 2017

To: Honorable Chairman Esteban L. Bovo, Jr.
and Members, Board of County Commissioners

From: Rita Silva, CPPO
Chairperson, Evaluation Committee

Subject: Report of Evaluation Committee for RFQ-00600, Governmental Representation and Consulting Services in Tallahassee, FL

Background:
On July 6, 2017, the Board of County Commissioners (Board) adopted Resolution No. R-685-17 authorizing the advertisement of a Request for Qualifications (RFQ) to obtain governmental representation and consulting services in Tallahassee, FL. The resolution also appointed an evaluation committee, waived Section 2-8.5 of the Miami-Dade County Code relating to local preference, waived Sections 2-8.3 and 2-8.4 of the Miami-Dade County Code relating to bid protest procedures as the Board will select the highest qualified firms, and authorized extension of the current contracts on a month-to-month basis until the contracts resulting from the RFQ are awarded.

The evaluation committee has completed the evaluation of proposals submitted in response to the solicitation and hereby reports its recommendation.

Committee Members:
The evaluation committee for this solicitation is as follows:

Rita Silva, Interim Division Director, Procurement Management and
Chief, Policy and Legislation, Internal Services Department (non-voting chair)
Joe Rasco, Executive Director, Office of Intergovernmental Affairs
Christina White, Supervisor of Elections, Elections Department
Aileen Boucle, Director, Transportation Planning Organization
Debra Owens, Director, Government and International Relations, PortMiami
Tony Quintero, Associate Director, Aviation Department
Rene Diaz, Director, Office of Community Advocacy (alternate)

Committee Meeting Date:
August 9, 2017 (kick-off meeting)
September 1, 2017 (evaluation and recommendation)

List of Proposers:

Proposer	*Proposed Annual Fee*
The Advocacy Group at Cardenas Partners, LLC	$84,000
Akerman, LLP	$97,000
Capital City Consulting, LLC	$120,000
GrayRobinson, P.A.	$96,000
Greenberg Traurig	$60,000
Ronald L. Book, P.A.	$175,000
Rutledge Ecenia, P.A.	$150,000

Contract measures:
A Small Business Enterprise selection factor was assigned to this solicitation. None of the proposers qualified for the selection factor.

Evaluation Committee Task and Evaluation Criteria:
RFQ-00600; Governmental Representation and Consulting Services in Tallahassee, FL, as approved by the Board, provides for the evaluation committee to evaluate proposals and report to the Board which proposers are qualified to perform the required services. In addition, the evaluation committee was tasked with providing a recommendation to the Board of which three qualified proposers, or a lesser number if appropriate, should be awarded a contract. 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 approach to providing the requested services 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.

Recommendation:
After review of each proposal, and discussions held at a publicly noticed meeting, the evaluation committee unanimously determined that all seven proposers were qualified to perform the services. The evaluation committee recommends that the Board award contracts to the following three proposers listed in alphabetical order: 1) GrayRobinson, P.A.; 2) Ronald L. Book, P.A.; and 3) Rutledge Ecenia, P.A.

GrayRobinson, P.A. was unanimously recommended by the five voting committee members. Ronald L. Book, P.A. and Rutledge Ecenia, P.A. were recommended by four members. Capital City Consulting, LLC was recommended by one member. Accordingly, the evaluation committee determined that oral presentations were not needed.

Summary:
Below are summaries of the proposals and reasons each was recommended for contract award, along with the list of proposed subcontractors and key personnel.

1. <u>GrayRobinson, P.A.</u>

GrayRobinson, P.A. has a thorough understanding of key County issues and a history of positive results for clients. The proposer has experience with appropriations, revenue sharing, transportation issues and funding, and mosquito control issues among other policy areas.

GrayRobinson, P.A. advocated for the creation of SunRail, which serves as the primary commuter rail system in Orlando. The proposer advocated for the expansion of Port Everglades and beach renourishment projects for Broward County, which secured appropriations.

The experience of the firm's proposed team, including Mr. Dean Cannon, Mr. Eddie Gonzalez, and Mr. John Wayne Smith, will be an asset for the County. The team includes two former Speakers of the Florida House, the immediate past General Counsel to Florida Governor Rick Scott, and a former Chairman of the Miami-Dade County Legislative Delegation. Another team member, Dr. Kim McDougal, coordinated the State's Zika response on behalf of various state and local health agencies. This is a lobbying firm with experience on key County issues that can effectively represent the County's interests.

GrayRobinson, P.A. proposed Sun City Strategies, LLC and Peebles & Smith, LLC as subcontractors. The key personnel are as follows.

	Name	Title
GrayRobinson, P.A.	Dean Cannon	Executive Vice President
	Timothy M. Cerio	Of Counsel
	Larry Cretul	Senior Director Government Affairs
	David Griffin	Of Counsel
	Kim McDougal	Senior Director Government Affairs
	Kirk Pepper	Senior Director Government Affairs
	Joseph R. Salzverg	Associate
Subcontractors		
Sun City Strategies, LLC	Eduardo Gonzalez	President
Peebles & Smith, LLC	William J. Peebles	Principal
	John Wayne Smith	Principal
	Ryan E. Mathews	Team Member

2. **Ronald L. Book, P.A.**

Ronald L. Book, P.A. submitted a proposal which demonstrated a clear understanding of County issues and included key personnel that have achieved favorable results for clients. The proposer has experience with appropriations, transportation priorities and funding, and local government preemption, among other policy areas.

Ronald L. Book, P.A. advocated for the passage of legislation that required the Miami-Dade Expressway Authority to dedicate funding for transit-related projects and assisted with securing a commitment from the Florida Department of Transportation that the state funding limitations for transportation projects would not apply to the SMART Plan. During the most recent legislative session, the proposer was instrumental in securing appropriations for elderly meal programs in Miami-Dade County.

The proposer's personnel, which includes Mr. Ronald Book, Mr. Nelson Diaz, and Mr. Sean Pittman, has the experience to represent the County. Mr. Book currently serves as the Chair of the Miami-Dade Homeless Trust and Mr. Pittman has successfully secured state appropriations for various projects on behalf of Broward and Palm Beach counties. The proposer's current clients include Miami-Dade County, Brevard County, Broward County, Pinellas County, Miami-Dade County School Board, City of Aventura, and City of Ft. Lauderdale, among others. While the proposer represents many local governments throughout South Florida and the State of Florida, the evaluation committee noted that the proposer has demonstrated an ability to consistently deliver positive results for its clients and should be able to successfully advocate on behalf of the County's interests.

Ronald L. Book, P.A. proposed Pittman Law Group, P.L and Southern Strategy Group as subcontractors. The key personnel are as follows:

	Name	Title
Ronald L. Book, P.A.	Ronald L. Book	President and CEO
	Kelly Mallette	Director, Governmental Affairs
	Rana G. Brown	Governmental Affairs Consultant
Subcontractors		
Pittman Law Group, P.L.	Sean Pittman	Managing Partner
	Jasmyne Henderson	Attorney
Southern Strategy Group	Nelson Diaz	Managing Partner
	Edgar Castro	Equity Shareholder
	Kevin M. Cabrera	Associate

3. **Rutledge Ecenia, P.A.**

Rutledge Ecenia, P.A. has a strong record of state lobbying achievements and submitted a proposal that demonstrates a history of advocating on various issues for clients. The proposer has significant accomplishments in the areas of appropriations, vacation rental regulation, and other policy areas.

Rutledge Ecenia, P.A. assisted the County in securing appropriations during the past two legislative sessions for the Ludlam Trail, Underline, Miami-Dade County Shore Protection Project, and various cultural affairs projects. The proposer's advocacy efforts include the defeat of preemption efforts related to vacation rentals and the Home Rule Charter.

The proposer's team includes a number of individuals who have demonstrated an ability to achieve results, including Mr. Gary Rutledge and Ms. Diana Ferguson. The evaluation committee noted that the proposer's work product, which includes written monthly reports, is of high quality.

Rutledge Ecenia, P.A. proposed Becker & Poliakoff, P.A. as a subcontractor. The key personnel are as follows.

	Name	Title
Rutledge Ecenia, P.A.	1. Gary R. Rutledge	Vice President
	2. Jonathan Costello	Government Consultant
	3. Diana Ferguson	Associate
	4. Corinne Mixon	Government Consultant
	5. Jessica Janasiewicz	Government Consultant
Subcontractor		
Becker & Poliakoff, P.A.	6. Yolanda Cash Jackson	Shareholder
	7. Ellyn Bogdanoff	Shareholder
	8. Jose Keichi Fuentes	Senior Government Relations Consultant
	9. Jose A. Bermudez	Senior Government Relations Consultant
	10. Nicholas Matthews	Senior Government Relations Consultant

Contract Award:

This report is provided to the Board as guidance and the Board is entitled to award the contracts to the proposers it selects, in its sole discretion, upon application of the evaluation criteria. The approved solicitation provided for award of up to three contracts for a one year period, with three, one-year options to renew valued up to $340,000 per year in the aggregate. The proposed annual fee by each proposer is presented herein for the Board's consideration.

The three recommended proposers have provided a Collusion Affidavit in accordance with Section 2-8.1.1 of the Miami-Dade County Code. None of the proposers took exception to the solicitation or reported any conflicts of interest in providing the required services. Copies of the proposals are attached.

The proposers selected by the Board for award will be offered a contract based on the terms and conditions of the solicitation at the contract value determined by the Board. The Board's decision to award shall be final.

Attachment

Solicitation Tabulation Packet
for
Solicitation RFQ-00600

Governmental Representation and Consulting Services in Tallahassee, FL

Solicitation Designation: Public

Miami-Dade County

Greenberg Traurig

Bid Contact **Ashlee Tising**
tisinga@gtlaw.com
Ph 850-425-8515

Address **TALLAHASSEE, FL 32301**

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
RFQ-00600-01-01	Governmental Representation and Consulting Services in Tallahassee, FL	**Supplier Product Code:**	**First Offer -** $60,000.00	1 / fee	**$60,000.00**	Y	Y

Supplier Total **$60,000.00**

Greenberg Traurig

Item: **Governmental Representation and Consulting Services in Tallahassee, FL**

Attachments

GT_PM Miami Dade RFP Final.pdf

All Forms and Affidavits Signed.pdf

PooleMcKinley Contractor Due Diligence Affidavit.pdf

MD Weekly Report_Wk 8.pdf

PROPOSER INFORMATION SECTION

Proposer's Experience, Qualifications, Past Performance and Capabilities

1. ***Describe the following about the Proposer:***

Number of years that the Proposer has been in existence –

Greenberg Traurig ("GT") has been in existence for 50 years.

PooleMcKinley ("PM") has been in existence for 25 years.

History and background –

GT: Greenberg Traurig was founded in Miami, Florida, in 1967 by three attorneys, Mel Greenberg, Robert Traurig and Larry Hoffman. Over the past 50 years, the firm has grown rapidly, expanding from its strong local roots in South Florida. Today, GT is home to approximately 2000 attorneys and government law and policy professionals in 38 locations in commercial centers across the United States, Europe, Mexico, China and Japan.

From its early days as a local Miami law office, GT has become the go-to firm for clients ranging from members of the Fortune 500 to some of today's most progressive entrepreneurs. Over 25 years ago, Greenberg Traurig acquired an already well-established government affairs firm located one block from the Capitol. With its continued growth, Greenberg Traurig's Government Law and Policy Practice represents clients before the Legislature, Governor's office, Cabinet, and state agencies. Recognizing Greenberg Traurig's "Florida Roots, Global Reach," many of the nation's most prominent companies and institutions turn to our international firm on an ongoing basis to solve their complex legal, business, and political issues. From our humble beginnings in 1967 in South Florida, our focus has never changed: serve clients better.

PM: Van Poole and Will McKinley began their working relationship decades ago. Van and Will have worked together in the Legislature, leadership positions at Florida state agencies, the Republican Party of Florida, and established their first private lobbying practice in 1993. And now, PooleMcKinley is a leader in government and business consulting in Florida and the South East. PooleMcKinley has developed an association with elected officials and their staff, as well as state agencies and political parties. This ensures that our clients' needs are met both with the legislative and executive branches of government and that they do not suffer competitive disadvantages. The firm helps clients develop strategies to frame the public policy debate in order to create favorable results. We also help guide clients to define policy positions, craft persuasive message and educate policy makers who can advance the client's agenda. Additional services include, but are not limited to, tracking bills and monitoring hearings of interest. Our firm also helps secure government contracts by identifying opportunities and guiding clients through the procurement process.

(i) tax status –

GT – For Profit, FL Offices – 59-1270754
PM – S-Corporation – 81-2831198

(ii) principals, officers, owners, board of directors and/or board of trustees –

GT – Brian Duffy, CEO; Hilarie Bass, Co-President; Ernest LaMonte Greer Co-President; Cesar L. Alvarez Esq. Senorit Co-Chairman; Larry J. Hoffman Co-Founder and Founding Chairman; Richard A. Rosenbaum J.D. Executive Chair
PM - Van B. Poole, Chairman; Will McKinley, President

(iv) the total current number of employees and the current number of professional employees by classification; and

GT – Total Employees: 3,323; Attorneys/Professionals: 1,678
PM – Total Employees: 8; Professionals: 6

(v) the primary markets served –

GT provides representation to clients throughout the world. It has offices located in the following locations: Albany, Amsterdam, Atlanta, Austin, Boston, Berlin, Chicago, Dallas, Delaware, Denver, Fort Lauderdale, Houston, Las Vegas, London, Los Angles, Mexico City, Miami, New Jersey, New York, Northern Virginia, Orange County, Orlando, Palm Beach County, Philadelphia, Phoenix, Sacramento, San Francisco, Seoul, Shanghai, Silicon Valley, Tallahassee, Tampa, Tel Aviv, Tokyo, Warsaw, Washington D.C., and Westchester County.

PM provides representation to clients throughout the country before the Florida Legislature and the State of Florida Executive Branch. PM's office is located in Tallahassee, FL.

2. Describe the Proposer's past performance and experience in governmental representation and consulting. Specifically address each of the areas listed in the Scope of Services, Section 2.1(A), Qualifications.

GT and PM are among the more experienced governmental relations firms in the state and we look forward to working together to help the County achieve its goals in Tallahassee.

Strong working knowledge of legislative, administrative, and regulatory processes at the state level:

GT's team includes a former legislator and deputy attorney general, a former senior staffer to both Governor Scott and Governor Bush, a member of the Constitution Revision Commission and Supreme Court Judicial Nominating Committee, and a former chief of staff to a Senate President. This deep experience from working inside state government, combined with many years of representing clients at the state level, allows Greenberg Traurig to help its clients achieve their goals. Our team's focus areas include health care policy and regulation, insurance policy and regulation, gaming, financial services, transportation and infrastructure, local government and bonding, long term care, telecommunications, criminal justice, procurement, technology, and state appropriations.

Working at the intersection of business, government and the law, Greenberg Traurig's Tallahassee office is home to a multidisciplinary professional team with deep Florida roots. For more than 50 years, our attorneys and government policy professionals have provided clients with a wide range of practical legal counsel and services, from dispute resolution and transactional representation to governmental advocacy and corporate advice. Located one block from the state's Capitol and legislative buildings, and three blocks from Florida's Supreme Court, Greenberg Traurig's Tallahassee office is our clients' immediate physical and political link to the heart of the nation's third largest state.

PM is a full-service government consulting and business development firm, providing our clients with an immediate presence in Tallahassee before Florida's executive and legislative branches. Specifically, our close relationships with leadership and key decision makers within the Florida executive and legislative branches, as well as our deep knowledge of Florida policy and the political process, will enable us to effectively advocate on your behalf.

Our team boasts a wide range of experience in and with Florida government; experience that will serve the County well in understanding where Florida is headed and how to best to position the County for success. As detailed in our respective biographies, we are made up of former agency secretaries and chiefs of staff, an advisor to the state's CIO, a legislative affairs director for Governor Scott, and a Republican Party of Florida Chairman and Executive Director, among many other positions previously held. PM focus areas include healthcare, entertainment, gaming, telecommunications, education, transportation, technology, local government, finance and taxation, and state

appropriations.

Clear understanding of large urban areas, including specific knowledge of Miami-Dade County

GT roots run deep in Miami-Dade. GT's professionals have worked to improve the quality of life for all Miami-Dade residents through participation in efforts to benefit the arts, increase access to health care, and reduce homelessness, among other civic involvement. GT is proud to continue to represent Miami-Dade in Washington D.C. for 24 years and understands well the issues the County faces. At the state level, GT has represented a number of clients on issues affecting Miami-Dade. GT Tallahassee assisted in the representation of the winning bidder of the Miami Tunnel Project and worked closely with the Florida DOT and Legislature to move that project forward. GT Tallahassee has worked on several other projects to improve transportation and mobility in the County. GT Tallahassee is currently working to reduce the threat of Zika exposure and transmission in South Florida and to reduce recidivism through improved re-entry services following incarceration. GT's team members have also worked in both the Governor's office and the Legislature on numerous issues affecting Miami-Dade and other large urban areas.

PM has been honored to represent Miami-Dade since 2005, twelve years. We have advocated for and against a wide variety of issues on behalf of the County, ranging from economic development, to taxation, to transportation. Our firm has successfully worked with the County, Miami-Dade delegation, and other legislative members and staff to pass legislation relating to ad valorem taxation, the entertainment industry incentive program and taxes, among many other issues.

History of successful lobbying experience at the state level

The GT Tallahassee professionals have been in the mix of almost every major legislative debate since it opened its doors there 25 years ago. Its team worked to develop and pass notable legislation including: creation of the Dade County Expressway Authority; creation of the Florida Hurricane Catastrophe Fund; Workers' Compensation Reform; Nursing Home 'Tort Reform'; the 1995 Telecommunications Act; Privacy and HIPPA Implementation; Personal Injury Protection (PIP) Automobile Insurance Reform; Pension Issues; Medical Marijuana Amendment Implementation; the first state definition of 'Green Energy;' Rate Rebalancing; and, Florida's Unified Building Code. Most recently, GT played a key role in the state's Medicaid reform efforts, as well as succeeded in securing significant appropriations on behalf of various clients, including the City of North Port, the Brain Injury Association of Florida, and the Florida Holocaust Documentation and Education Center, among others. Greenberg Traurig has also helped maintain markets for Florida's independent power producers and developed new markets for Florida's life, health, and auto insurers.

PM has realized great successes representing clients such as Comcast, Telemundo, Universal Studios, Broward Health, United Technologies Corporation, the Seminole Tribe of Florida, General Motors, Guy Harvey Ocean Foundation, KPMG and the Motion Picture Association of America and we would be happy to provide references upon request. With over 100 years combined years of experience at PM, we have demonstrated excellent judgement, character, and extensive knowledge of the legislative process. With the expertise needed to navigate Florida's political and administrative waters, our team has realized long-term successes for our clients, excelling when the stakes have been high.

Clear strategy for representing the County at meetings with key legislators and members of the Executive Branch.

The GT/PM team proposes to facilitate strategic political and stakeholder relationships in Florida; assisting in the advancement, and ensuring the success, of the goals set forth by the County. Together, we will work diligently to ensure that the County is not only kept apprised of all relevant legislation, but that we engage according to the County's direction with both the executive and legislative branches. We would look forward to working closely with the County to assist in the development of legislation and budget proposals as is appropriate, and schedule any necessary meetings to advocate and educate legislators, policy and appropriations staff, and applicable Executive Branch leadership about the County's initiatives. We would work with the County to identify and secure sponsors for the County's substantive legislative and budget proposals and move the agenda through the legislative and appropriations process. Additionally, we would

continue advocating with the Governor's Office after session to ensure project dollars and substantive legislation survive the Governor's review and veto process. Relationships are a vital piece of the political puzzle when it comes to positioning yourself and your agenda in front of the right people. Whether this is an agency head, legislative staff director, state association, or a presiding officer, making sure that your message is heard and consequently acted upon is of the utmost importance.

3. **Discuss Proposer's understanding of major metropolitan county issues and key issues to the County (refer to Attachment A) and describe what unique aspects of Proposer's experience and qualifications makes Proposer different than other potential proposers.**

GT/PM's understanding, experience, and qualifications related to major metropolitan county issues as demonstrated by representation of Miami-Dade County during the last twelve years. Below we discuss some of those key issues:

Appropriations – GT/PM has extensive experience working with success on appropriations issues in the areas of local projects, healthcare, education, transportation and economic development. Our combined team considers this a core competency of our capabilities.

Revenue sharing – GT/PM has extensive experience representing clients before the Legislature and state agencies in matters involving revenue sharing arrangements. Such representations include transportation and infrastructure and agency commodities.

Transportation issues/transit funding – The GT/PM team has extensive experience in the area of transportation. Our team-members have been directly involved in a number of large-scale, transportation projects including the I-4 Ultimate Project and the Miami Tunnel project, among others. We have helped autonomous vehicle technology companies navigate state regulations and have represented clients before the Legislature and Executive Branch on issues related to permitting, tolling, the rental car industry and towing industry. We have secured funds for transportation projects for clients. Additionally, Fred Dickinson from PM served as Executive Director of the Florida Department of Highway Safety and Motor Vehicles for 23 years.

Aviation, seaport, public works – GT/PM has represented a number of clients in the areas of aviation, sea ports and public works. This representation has included alternative funding arrangements for airport expansions, P3 financing, and direct appropriations. We represent clients deeply involved in the aviation and seaport sectors.

Homeless programs – GT/PM team members have worked on issues related to homelessness and are able to effectively advocate for the Commission's priorities as it relates to homelessness.

Empowerment and enterprise zones – GT/PM members have experience representing clients on matters relating to zoning to promote economic development.

Human services – GT/PM has deep experience representing clients in health and human services matters including those involving victims of traumatic brain injuries, persons born with developmental disabilities, and disabled infants needing private-duty nursing. The GT/PM team also represents clients providing long-term care and assisted living services.

Criminal/juvenile justice – GT/PM members have successfully represented clients in criminal justice issues. These issues include reducing recidivism, drug and alcohol treatment, re-entry, and return to work. Additionally, GT/PM has worked with the executive branch on information-technology issues related to criminal justice.

Local government preemption – The GT/PM team has many years' experience representing clients determined to preserve home rule authority. Obviously, this is an annual battle in Tallahassee.

Finance and taxation – The GT/PM team has worked on numerous local finance and tax related issues over the last several years. GT/PM has represented clients in funding partnerships with local governments and has

advocated successfully on finance and taxation issues, including policy related to tax credits, economic development incentives, ad valorem taxation, and homestead tax exemptions. Additionally, GT/PM has represented clients opposed to elimination of taxes to promote economic development efforts.

Consumer services and insurance – GT/PM has a deep understanding of insurance-related issues facing county residents. This experience includes property insurance, PIP and automobile insurance, assignment of benefit issues, sinkhole coverage, and CAT fund issues.

Everglades restoration – GT/PM has worked closely with the state and federal officials on matters related to protection of our water resources including Lake Okeechobee projects, drainage and reservoir funding, water quality and septic tank regulations.

Environmental issues/green initiatives – GT/PM has represented numerous clients on issues related to protection of our water resources including Lake Okeechobee projects, drainage, reservoir funding, and water quality and septic tank regulations.

Water and sewer issues/projects – The GT/PM team has successfully advocated for funding for water projects and protection of our water resources. GT secured $1.35 million in funding for storm water management system upgrades to address water quality in Charlotte Harbor between 2005 and 2007.

Protection of county revenue – The PM team has worked with Miami-Dade County and the Florida Legislature in order to protect county revenues considering the political climate.

Economic development/tourism/international trade – Economic development, tourism and international trade are areas in which the GT/PM team has been deeply involved. GT's ranks include the current chair of the Beacon Council and former member of Enterprise Florida and Space Florida. The team has represented clients and successfully advocated for economic development initiatives, including but not limited to those related to the film and entertainment industry, Visit Florida, Enterprise Florida and the Quick Action Closing Fund.

Florida retirement system and human resources benefits – GT/PM has represented public entity clients who have advocated for responsible, sustainable benefits and has worked with clients to improve the Florida Retirement System. Team members while working in the executive branch have also worked on numerous pension and benefits issues.

Children's services - The GT/PM team has represented several clients on issues related to children's services including provision of needed health care services and services to children with developmental disabilities.

Home rule charter authority – Through the representation of Miami-Dade County, the PM team has worked with the Legislature on issues related to protection of home rule charter authority.

Uniform building code/building and permitting – GT/PM has successfully represented clients before the Legislature on various building code and permitting issues.

Telecommunications/E commerce – The GT/PM team has successfully represented clients on a number of telecommunications initiatives.

Housing and community development – GT/PM regularly works on a number of affordable housing and affordable senior housing issues.

Business development/retention – GT/PM has deep experience in the area of business development and retention. Hayden Dempsey recently served on the Enterprise Florida Board of Directors and the team is fortunate to represent clients committed to growth in Florida. Additionally, the GT/PM team has represented major corporations to ensure that they continue to operate in Miami-Dade County and employ Miami-Dade residents.

Unfunded mandates – GT/PM has annually advocated against any unfunded mandates on local governments.

Planning/zoning/growth management – The GT/PM team has represented a number of clients on zoning and growth management issues. Additionally, team members worked on significant growth management legislation initiatives while working in the executive office of the Governor.

Emergency management and disaster mitigation – The GT/PM team has extensive experience in matters relating to emergency management and disaster mitigation and has worked with the Division of Emergency Management and Legislature on such issues. Angela Dempsey, with PM, previously served in a senior staff capacity for DEM.

Grants – GT has worked with clients to assist with securing public and private grant dollars.

Parks and recreation – GT has successfully obtained state appropriations for parks projects for clients.

Funding for public hospitals and healthcare – GT/PM is deeply knowledgeable regarding funding for hospitals and health care at local, state and federal levels and has advocated successfully on numerous issues related to public hospitals, funding, health insurance, and other health care-related issues.

Police/fire/public safety – The GT/PM team has successfully represented clients on police and first responder issues at both the legislative and executive levels. As Executive Director of the Department of Florida Highway Safety and Motor Vehicles, Fred Dickinson, with PM, worked closely with the Florida Highway Patrol for 23 years and has extensive professional qualifications working issues with the Sheriffs and Police Chiefs.

Courts/clerk – GT's longstanding general counsel representation of the Florida Association of Court Clerks (FACC) has placed us at the forefront of debate on local government issues involving court and county revenues, child support depository, public records, and judicial management.

Military/base realignment and closure - GT/PM has not advocated directly on this issue, but would look forward to working closely with the subject matter representatives at the County and in DC to assist in the development of policy in order to realize success and results in this area.

4. Discuss Proposer's specific experience on major metropolitan county issues, including any Miami-Dade County key issues.

GT's professionals have worked to improve the quality of life for all Miami-Dade residents through participation in efforts to benefit the arts, increase access to health care, and reduce homelessness, among other civic involvement. GT is proud to continue to represent Miami-Dade in Washington D.C. for 24 years and understands well the issues the County faces. At the state level, GT has represented a number of clients on issues affecting Miami-Dade. GT Tallahassee assisted in the representation of the winning bidder of the Miami Tunnel Project and worked closely with the Florida DOT and Legislature to move that project forward. GT Tallahassee has worked on several other projects to improve transportation and mobility in the County. GT Tallahassee is currently working to reduce the threat of Zika exposure and transmission in South Florida and to reduce recidivism through improved re-entry services following incarceration. GT's team members have also worked in both the Governor's office and the Legislature on numerous issues affecting Miami-Dade and other large urban areas.

PooleMcKinley has specific experience on major metropolitan county issues and has represented Miami-Dade for 12 years, since 2005. We have advocated for and against a wide variety of issues on behalf of the County, ranging from economic development, to taxation, and transportation. Our firm has successfully worked with the County, Miami-Dade delegation, and other legislative members and staff to pass legislation relating to ad valorem taxation, the entertainment industry incentive program and taxes, among many other issues.

5. **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, City of North Port
(ii) description of work, GT has successfully represented North Port for over a decade in matters involving access to health care, zoning and growth management, funding for infrastructure projects, pension issues, and water projects, among others.
(iii) total dollar value of the contract, $56,100
(iv) dates covering the term of the contract, - 2004 – Present
(v) client contact person and phone number, and – Peter Lear, City Manager, (941) 429-7077
(vi) statement of whether Proposer was the prime contractor or subcontractor. – Prime Contractor

(vii) client, City of Sanibel
(viii) description of work, PM has represented the City of Sanibel for fifteen years. We have consistently delivered positive results for Sanibel, successfully passing legislation related to local ordinances and the exemption from statewide preemption. Additionally, PM has defended Sanibel against unnecessary overregulation and ensured that their beaches and other natural attractions will remain protected, and has been instrumental in the passage of budgetary line items for the City's priority water projects and other environmental initiatives including, but not limited to water quality, sewer and storm water legislation, and fertilizer regulation.
(ix) total dollar value of the contract, $30,000 annually
(x) dates covering the term of the contract, 2002 – Present
(xi) client contact person and phone number, Judie Zimomra, City Manager, (239) 472-3700
(xii) statement of whether Proposer was the prime contractor or subcontractor – Prime Contractor

6. **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:**

1.
(i) name of the County Department which administers or administered the contract
- Intergovernmental Affairs,

(ii) description of work
- PM has represented Miami-Dade for twelve years. We have advocated for and against a wide variety of issues on behalf of the County, ranging from economic development, to healthcare, taxation and transportation. Our firm has successfully worked with the County, Miami-Dade delegation, and other legislative members and staff to pass legislation relating to value adjustment boards, the entertainment industry incentive program and taxes, among many other issues.

(iii) total dollar value of the contract
- PooleMcKinley was a subcontractor to Rutledge Ecenia

(iv) dates covering the term of the contract
- 2005 – Present

(v) County contact person and phone number
- Jess McCarty, (305)375-1634

(vi) statement of whether Proposer was the prime contractor or subcontractor: Subcontractor

2.
(i) name of the County Department which administers or administered the contract
- Intergovernmental Affairs

(ii) description of work
- GT's 24-year representation of Miami-Dade County has been a fiscal and policy success. Annually, GT is tasked with specific appropriation assignments and policy issues to lobby. We have secured more than $300 million in Congressional earmarks spanning a variety of areas for Miami-Dade County. In addition to providing funding assistance, our federal team assists the County in facilitating meetings and strengthening its relationships with Members of the Florida Congressional delegation.

(iii) total dollar value of the contract

- It has been an ongoing contract for many years.

(iv) dates covering the term of the contract
- 1993 – Present

(v) County contact person and phone number
- Joe Rasco, (305) 375-5124 (jrasco@miamidade.gov)

(vi) statement of whether Proposer was the prime contractor or subcontractor: prime contractor

3. Confirm Proposer's ability to fulfill all elements of the Scope of Services, including the services in Section 2.2 and the Proposer's ability to provide the optional services in Section 2.3.

GT/PM affirms the ability to fulfill all elements of the Scope of Services, including the services in Section 2.2 and GT/PM's ability to provide the optional services in Section 2.3.

4. Address Proposer's ability to comply 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)

GT/PM will comply with the reporting requirements as outlined in the Scope of Services by providing a weekly report during the Florida Legislature's legislative session, or on an as needed basis during interim committee meetings and special session on the issues important to the County and the actions taken on such issues. A monthly report will be provided outside of the Florida Legislative session. Note the timing of these updates – daily, weekly or otherwise – would be tailored to the wishes of County officials. The weekly and monthly reports will provide up-to-date information regarding specific legislative or regulatory issues and other relevant and timely matters, including actions taken by the Legislature and the lobbyist to further such initiatives, in addition to briefings on legislative committee meetings of interest. The updates can be formatted in a manner that is most useful, but attached is a sample report from Week 8 of the 2017 Legislative Session.

5. 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 Proposers do not take exception to the Solicitation.

Key Personnel and Subcontractors Performing Services

6. 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 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.

Dempsey, Hayden – Chair, GT Government Law & Policy Practice (Lead Lobbyist/Attorney)
Corbella, Gus – Senior Director, GT Government Law & Policy Practice, Tallahassee (Lobbyist)
Dughi, Leslie – Director, GT Government Law & Policy Practice, Tallahassee (Lobbyist)
Karlinsky, Fred – Co-Chair of GT's Insurance Regulatory and Transactions Practice (Lobbyist/Attorney)
Tising, Ashlee – Assistant Director, GT Tallahassee Legislative Affairs

7. 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 following key personnel will be providing governmental affairs representation for Miami-Dade County:
Will McKinley – President, PM
Angela Dempsey – Vice President, PM
Fred Dickenson – Vice President, PM
Erik Kirk – Vice President, PM

Sophie Smith – Legislative Director, PM

- In addition to providing relevant and timely information to the County, from bills filed to briefings on legislative meetings.

This proposal and responses represent the relevant experience, qualifications and other vital information for the entire GT/PM team.

8. 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.

GT's team includes a former legislator and deputy attorney general, a former senior staffer to both Governor Scott and Governor Bush, a member of the Constitution Revision Commission and Supreme Court Judicial Nominating Committee, and a former chief of staff to a Senate President. This deep experience from working inside state government, combined with many years of representing clients at the state level, allows Greenberg Traurig to help its clients achieve their goals.

As detailed in the respective biographies, the PM team is made up of former agency secretaries and chiefs of staff, an advisor to the state's CIO, a legislative affairs director for Governor Scott, and a Republican Party of Florida Chairman and Executive Director, among many other positions previously held. The team also has a Legislative Director dedicated to providing our clients with any and all relevant and timely information, from bills filed to briefings on legislative committee meetings. PM has extensive lobbying experience, access to key decision makers in the executive and legislative branches, and has proven knowledge of the Florida political process.

The GT/PM team is confident that we offer the ideal partnership to aid the County in crafting and accomplishing your goals.

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

The GT/PM team commits to providing all the services requested, regardless of the hours necessary.

10. 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.

GT Team:

Hayden Dempsey – Hayden R. Dempsey is the Chair of the firm's Government Law & Policy Practice for the state of Florida. He focuses his practice in the areas of lobbying and public policy advocacy, procurement, health care, transportation and infrastructure, local government, and election law. He also specializes in the lobbying of insurance and other regulatory issues before the Office of Insurance Regulation and the Florida Legislature.

Hayden has extensive governmental experience, having served in four governors' administrations. Hayden served as Special Counsel to Gov. Rick Scott, where he oversaw the Legislative Affairs Office and advised the Governor and his staff on legislative, policy and budget issues. He also worked closely with the Governor's agencies to assist in development and passage of their legislative priorities. Hayden previously served as Legislative Affairs Director, Deputy General Counsel, and Special Counsel for Gov. Jeb Bush. He started his professional career working for Gov. Bob Martinez and Gov. Lawton Chiles.

Hayden lobbies on behalf of numerous private and public clients before both the Legislature and state agencies and represents clients in Medicaid and health policy matters, procurement disputes, transportation and infrastructure issues, health care regulatory matters, and election matters. Hayden has represented the presidential campaigns of Bush-Cheney '04, Florida and McCain-Palin '08, and the gubernatorial campaigns of Gov. Rick Scott, Gov. Charlie Crist, and Gov. Jeb Bush. Hayden also represented Congressman Vern Buchanan in the 2008 recount and Congressional contest of his election.

Hayden has been listed in *The Best Lawyers in America* and is active in numerous professional, community and

political organizations.

Gus Corbella – Agustin G. Corbella is Senior Director of the Government Law & Policy Practice of the firm's Tallahassee office. He joined the firm with a formidable background in state and federal government, as well as state and national campaigns. Prior to joining the firm, Gus served as Chief of Staff to the Florida Senate President, staff director for the Majority Offices of both the Florida Senate and House of Representatives, and worked for a Member of the United States Congress. His role as chief advisor to government's most prominent leaders has provided Gus with a broad knowledge of the process and issues before the Florida Legislature and state and federal government.

Gus specializes his practice in the areas of legislative and executive branch lobbying and public policy advocacy, transportation and infrastructure, health care, telecommunications, gaming, insurance, local government, appropriations and entertainment. He is an active member of numerous national and state political, professional and charitable organizations.

Leslie Dughi – Leslie Y. Dughi's state practice spans more than 20 years and includes all areas of the executive and legislative branches of government. From her representations, Leslie has gained in-depth knowledge on the inner workings of Florida government. Over the years, Leslie has represented health care entities and providers, including statewide associations, a major aerospace partnership responsible for the day-to-day operation of the Space Shuttle Program and an international auto rental and fleet management company. Further, she served as the Director of Government Affairs for the Florida Chamber of Commerce where she developed strategic relationships and led many legislative and grassroots initiatives important to the business community. Leslie has particular experience in the lobbying of health care matters, health insurance matters, local government matters, and other regulatory issues before the various state agencies and the Florida Legislature.

In addition to her lobbying experience, Leslie has considerable experience in political communications, serving as the Political Director for Associated Industries, Florida's largest statewide business association. Throughout her career she has coordinated numerous grassroots advocacy campaigns for business entities and statewide trade associations and has worked with many Florida statewide and legislative campaigns.

Fred Karlinsky – Fred E. Karlinsky is Co-Chair of Greenberg Traurig's Insurance Regulatory and Transactions Practice Group. Fred has nearly 25 years of experience representing the interests of insurers, reinsurers and a wide variety of other insurance-related entities on their regulatory, transactional, corporate and governmental affairs matters. Fred is a recognized authority on national insurance regulatory and compliance issues and has taken a leadership position in many insurance trade organizations, has led many industry-driven legislative and regulatory initiatives, and is a sought after thought leader who has spoken and presented to insurance executives and governmental officials, both nationally and internationally.

Fred is experienced in transactional law, executive and legislative governmental affairs, local government law, administrative law, and corporate representation. He advises clients on operational issues — including start-up initiatives, structuring, capitalization, and collaborative business relationships— and a complete array of regulatory and compliance issues, including licensure and corporate amendment applications, business expansion initiatives, solvency and statutory accounting issues, rate and form filings, and financial and market conduct examinations, to name a few.

Fred has a long history as a primary strategist in all types of insurance-related legislative and regulatory initiatives for all kinds of insurance, including homeowners, automobile, workers' compensation, medical malpractice and other lines of property and casualty and life and health insurance.

In addition to his role with Greenberg Traurig, Fred has been an Adjunct Professor of Law at Florida State University College of Law since 2008, where he teaches a course on Insurance Law and Risk Management. Fred is also a Florida Supreme Court Certified Mediator.

Ashlee R. Tising – Ashlee R. Tising* is the Assistant Director of Legislative Affairs of Greenberg Traurig's Tallahassee office. Ashlee is experienced in dealing with inter-governmental and legislative regulations as well as public policy, data collection, and analysis. Prior to joining the firm, Ashlee spent seven years as the Government Affairs and Communications Coordinator at the Florida Office of Insurance Regulation. There, she monitored and tracked bills during Florida legislative sessions, drafted legislative summaries at the end of every session, and addressed constituent concerns from legislative members. (*Not admitted to the practice of law.)

PM Team:

Will McKinley – Will McKinley brings to the firm extensive leadership experience in the Republican Party, Florida state government, and the field of marketing. Throughout his career, Will's dynamic leadership abilities have produced results and brought him to high level positions in the state and national Republican Party, in the executive and legislative branches of state government, representing Fortune 500 companies, and in his government affairs practice.

Will served as Executive Director of the Republican Party of Florida from 1989 to 1991 and contributed to the achievement of significant Republican gains in United States Congressional, Florida Senate and Florida House seats. As Chief of Staff, he was entrusted with the administration, creation and implementation of political programs.

Will gained considerable experience in the day-to-day contact between business and government during his years of service to Florida's Governor Martinez and his administration. As Deputy Assistant Secretary of the Department of Professional Regulation and later as Assistant Secretary for Programs and Operations with the Department of Business Regulation, Will found meaningful ways in which businesses can build productive partnerships with government administrations.

Van Poole – Van Poole draws on his success in business and politics to effectively serve our clients. With a broad background in state, national, and international politics, Van is a formidable advocate for the interests of our clients before the executive and legislative branches of government. The remarkable growth of PooleMcKinley is testimony to his effectiveness and stewardship.
In 1989, President Reagan appointed Van to the National Advisory Council on Educational Research. Van's tenure as chairman of the Republican Party of Florida from 1989 to 1993 reflects a substantial list of accomplishments. Those years saw GOP registrations soar and record numbers of Republicans elected. It was as chairman that Van mapped the strategy for achieving Republican majorities in both chambers of the Florida Legislature, and electing a GOP governor.

In President Bush's administration, Van served as Executive Chairman of the International Political Leaders Program for the 1992 Republican National Convention. As an official observer with the International Republican Institute, he has participated in the supervision of elections in Panama, El Salvador, and Bulgaria. Van has instructed local party leaders and candidates in grassroots representation and small business development in Romania, Kazakhstan, and Russia. Most recently, Van participated in the International Program at the 2012 Republican National Convention, working with ambassadors from around the world. Van also sits on the Florida TaxWatch Board of Directors.
His hands-on, detailed knowledge of the state legislative process comes from eight years as a Florida House Member and four years as a Florida Senator, including positions as House Minority Whip and Senate Minority Leader Pro Tempore. The Republican nominee for the United States Senate in 1982, Van understands the importance of local concerns in national debates.

In the Martinez administration, Van served in the Governor's Cabinet as Secretary of the Florida Department of Professional Regulation and Secretary of the Florida Department of Business Regulation. His work in these executive positions gives Van special insight into yet another aspect of government that directly affects the business community.

Throughout his tenure at PooleMcKinley, Will has represented an impressive list of clients and facilitated the passage of many pieces of landmark legislation. These accomplishments include representing some of the largest media and entertainment companies in the drafting, negotiation and passage of legislation that created a $242 million film and digital media tax credit incentive program. Will was instrumental in the creation and signing of the Compact between the Seminole Tribe of Florida and the State of Florida, a ground-breaking $1 billion, 20-year agreement. Additionally, Will has worked tirelessly on tort reform, healthcare, telecommunication, financial services and education issues in Florida.

Angela Peterson Dempsey – Angela Dempsey is a veteran Florida public policy strategist. She managed Florida Governor Rick Scott's legislative activities for his first two years in office and joined the PooleMcKinley team in January 2013. Angela has served in senior capacities in the Florida Division of Emergency Management, where she had primary responsibility for policy and financial matters; the Florida Public Service Commission; the Florida House of Representatives; and the Executive Office of Governor Jeb Bush, where she provided policy and budget analysis for the Office of Policy and Budget, with active involvement in policy development and advocacy in the areas of community planning, affordable housing, emergency management, and community development.

Her relationships across state government and her experience with both policy and budget matters in the legislative and executive branches of Florida government are exceptionally beneficial in helping companies and organizations achieve their business and policy goals.

Angela holds a Bachelor of Science in Public Relations and a Master of Science in Corporate Communication and Marketing from The Florida State University.

Fred Dickinson – Fred Dickinson brings with him 20-plus years of experience in the Florida Department of Highway Safety and Motor Vehicles, where he served as Executive Director. During his time as Executive Director, Fred worked for seven governors and managed a budget which grew to $500 million. Fred was also responsible for 5,000 employees, including the state's largest law enforcement contingent, the Florida Highway Patrol, which has more than 2,000 men and women. Fred transitioned the agency through several IT overhauls, resulting in Florida being recognized for its delivery of services throughout the nation.

As a result of his time working for the State, Fred has a vast understanding of statewide agencies in Florida and has relationships at all levels of government. Before joining the Department of Highway Safety and Motor Vehicles, Fred spent four years practicing law. Prior to that, Fred spent two years with the Associated Industries of Florida.

Fred holds a Bachelor of Arts in Government from Wofford College in Spartanburg, South Carolina and a J.D. from the Florida State University College of Law.

Erik Kirk – A lifelong Floridian, Erik has a broad range of experience in Florida's executive and legislative branches of government. Through over twenty years of government relations and business development experience, Erik has gained the respect of his colleagues and those in the business world.

In 2001, Governor Bush tapped Erik to serve in the State Department of Management Services where he served as Chief of Staff at the State Technology Office. There he guided and advised Florida's State Chief Information Officer (CIO) on strategies for managing and consolidating the state's information technology infrastructure. Most rewarding, Erik gained a more expansive insight into the state's appropriations/budgeting process and developed long standing relationships with officials throughout government. Erik enjoys strong long-standing relationships with appointed and career individuals within the executive branch agencies of Florida government as well in the Cabinet and state legislature.

Erik earned a Bachelor of Science degree in Political Science from Florida State University and a Master in Public Administration from Florida State's Askew School of Public Policy.

Sophie Smith – Sophie Smith, the firm's Legislative Director, joined PooleMcKinley in 2007. Prior to joining PooleMcKinley, Sophie worked for a government consulting firm in Miami, Florida, focusing on client matters and procurement at the local level. Sophie has also worked for the Republican Party of Florida as a campaign staffer on numerous successful House and Senate campaigns, and continues to volunteer through grassroots efforts during election years.

Sophie's command of the Florida political process has grown exponentially over the years she has been with PooleMcKinley. Sophie acts as the office's legislative hub, keeping clients and her team well-informed on anything concerning their wide-ranging respective issues, including health care, economic development, education and business regulation. With over a decade of experience in Florida politics, her knowledge of Florida policy and the legislative process has made her an asset to the PooleMcKinley team.

Sophie graduated cum laude from the University of Miami with a Bachelor of Arts in Economics and International Studies, as well as a minor in Spanish.

11. Describe Proposer's approach to representing the County in Tallahassee, FL to include:

(i) project organization/management,

As discussed in our proposal, GT would be the Prime Contractor for this contract and will coordinate with PM as Subcontractor to perform all governmental affairs representation as assigned by Miami-Dade County. PM is an independent legal entity and GT shall not be responsible for work performed by PM on behalf of the County.

Hayden Dempsey will act as the primary relationship lobbyist for Greenberg Traurig and Will McKinley will act as the primary relationship lobbyist for PooleMckinley. Each will be working closely with the rest of their proposed teams respectively. The GT/PM team representation of the County will be highly coordinated. In addition to the weekly meetings during session with the County, GT and PM will meet in person on a weekly basis to coordinate its joint efforts on behalf of the County.

The GT/PM teams provide significant legislative support services to their professional lobbyists and client, which is critical to effective representation. These services include:

- ☐ Legislative Tracking Services – We identify and follow all bills of interest to our clients with up-to-the-minute notification of hearings and actions in committee as well as on the House and Senate floors. A focused tracking list is developed for each client and updated on a daily basis to ensure notification of any movement on priority bills of interest. Moreover, we make sure that clients receive bills, texts and amendments of impact for review and comment on a timely basis. We work to develop a client-directed reporting plan to ensure that clients are kept up-to-date at their desired frequency.
- ☐ Monitoring of Committee and Floor Debate – In addition to the presence of our lobbying team, our support team monitors all debates on legislation of major impact to our clients. We also are equipped, in-house, to monitor committee hearings and floor actions via audio transmission, The Florida Channel, and internet access.
- ☐ Defensive Review of Filed Legislation and Amendments – Our support team conducts full text searches of all legislation and amendments filed for language impacting our clients. This is done through keyword and statute searches. This capability affords us immediate notification of language entering the process that might be detrimental to our clients.
- ☐ Access to Live Calendar – Our firm has access to a live House and Senate Floor Calendar. This provides us with the opportunity for up-to-the-minute review of amendments as they are filed and discussed on the House and Senate Floors.
- ☐ Monitoring of the Press – Our support team daily monitors Florida newspapers and blogs for press coverage that is applicable to our clients. Additionally, we provide a daily report of news clippings specifically related to various insurance issues
- ☐ Monitoring of Agency Regulatory Activities – Our team monitors agency activities, ranging from informational memoranda, rule promulgation including workshops and hearings, and office announcements for those issues which could affect our clients.
- ☐ Research and Drafting Services – The Tallahassee support team is equipped to draft proposed legislation, amendments and talk sheets on a moment's notice. We also have complete research capabilities.

At the outset, our team will meet with officials in the County to assess specific priorities and formulate a strategic plan, objectives and timelines. We will work with the County in identifying resources and constraints, such as appropriations timelines, hearing schedules, and calendar issues. Guided by the strategic plan, our team will endeavor to lobby for the agenda.

GT will provide timely legislative updates for activities undertaken. The timing of these updates – daily, weekly or otherwise – will be tailored to the wishes of county officials. Further the updates can be formatted in a manner that is most useful.

Month	Activity
September, 2017	Meet with County officials to develop 2018 legislative agenda Review and identify state program dollars available to the County Review and update past legislative efforts by the County Review and discuss regional legislation that may impact the County Review and discuss 2018 general bills filed to date which could affect the County Attend legislative committee meetings considering legislation or issues relevant to the County Meet with local delegation members to discuss County issues Arrange meetings between local delegation and County officials
October, 2017	Finalize County legislation Identify and secure sponsors of County legislation Finalize specific budget issues for the County Attend legislative committee meetings considering legislation or issues relevant to the County Meet with the Florida Association of Counties to discuss County legislative and budget issues Continue meeting with local delegation members regarding County legislation and issues

Month	Activity
November – December, 2017	Attend committees considering legislation and issues relevant to the County Meet with members of House and Senate committees with jurisdiction over County and local government issues in general and who would likely consider County legislation Meet with House and Senate Appropriations Chairs and committee members regarding County budgetary issues Facilitate meetings with County officials and appropriate legislative leaders Provide regular telephone and written updates with designated County officials Coordinate with the Florida Association of Counties regarding legislation of interest to counties in general
January – March, 2018	Legislative Session Meet with the County on a weekly basis Attend committees considering legislation and issues relevant to the County Meet with members of House and Senate committees with jurisdiction over County and local government issues in general and who would likely consider County legislation Meet with House and Senate Appropriations Chairs and committee members regarding County budgetary issues Facilitate meetings with County officials and appropriate legislative leaders Provide regular telephone and written updates with designated County officials Coordinate with the Florida Association of Counties regarding legislation of interest to counties in general
March – April, 2018	Work with Governor's Office regarding legislation either opposed or supported by the County regarding possible veto Work with Governor's Office regarding items included in the budget of interest to the County
May – September, 2018	Meetings with County officials to discuss 2018 legislative successes Meetings with local delegation members regarding 2018 legislative successes and the County's future needs

Role and responsibilities of Proposer's management, and senior and other professional staff that will perform work on this project.

The GT/PM representation will encompass all registered lobbyists operating as a team on behalf of the County, with team members taking lead on applicable issues for which they have uniquely qualified experience. With solid relationships and expertise through all sectors of government, the team believes that we can be instrumental and an effective partner with the County.

Approach to scheduling work and prioritizing the County's requests.

Our high degree of success is due to our experience, dedication and personal attention to each and every client. The GT/PM team members will remain highly engaged with County staff to make sure that the County's needs are appropriately prioritized. Furthermore, the GT/PM partnership allows for greater efficiency and focus on the County's priorities.

12. Discuss how Proposer plans to provide services on issues and subject areas outside the expertise of its staff members or Subcontractor's staff members, specifically on key Miami-Dade County issues.

The PM team has worked for twelve years collaboratively with Miami-Dade County on key issues as identified by the County. As demonstrated through our history with the County, the GT/PM team will work with departmental subject matter representatives to fully understand the issue, the overarching proposal, the financial, practical and political impacts, and the proposed solution. The team has the capabilities to research and develop all information necessary to advocate on the County's behalf, and will use our resources to effectively advance the County's legislative agenda.

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

GT and PM have partnered in this bid response to offer the County a high degree of value in its state level advocacy. GT/PM team members have extensive experience with Florida state government working both inside the Governor's office, state agencies, and the Legislature and working as advocates on behalf of clients. The team members have also developed deep relationships with both elected members and devoted staff, relationships which are built on mutual respect and trust. This combined experience and deep relationships would certainly inure to the benefit of the County, as it does existing clients, in both legislative planning and execution. This experience will serve the County well in understanding where Florida is headed and how best to position priority issues for success, thereby enhancing the County's position with respect to legislation and budgetary authorizations and appropriations.

14. 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 GT/PM team 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 by facilitating strategic political and stakeholder relationships, assisting in the advancement, and ultimate passage, of the priority issues as identified by the County. Our close relationships with leadership and key decision makers within the Florida executive and legislative branches, as well as our deep knowledge of Florida policy and the political process, will enable us to effectively advocate on behalf of the County.

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

GT is unaware of any direct legal conflicts of interest that currently arise from our representation of Miami-Dade County.

PM has been honored to represent Miami-Dade County for twelve years and does not perceive any direct conflicts arising from this representation should we be retained by the County.

GT and PM will disclose and handle any conflicts of interest that may arise during the course of the subject representation in accordance with the applicable rules of professional conduct.

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

For the City of North Port, GT has successfully procured over $1.65 million in state appropriations for major municipal projects since 2004. During the 2013 Session, $100,000 was obtained for a study of Warm Mineral Springs; and, between 2005 and 2007, $1.35 million was secured for storm water management system upgrades funding to address water quality in Charlotte Harbor.

PM has represented the City of Sanibel for fifteen years. We have consistently delivered positive results for Sanibel, successfully passing legislation related to local ordinances and the exemption from statewide preemption. Additionally, PM has defended Sanibel against unnecessary overregulation and ensured that their beaches and other natural attractions will remain protected, and has been instrumental in the passage of budgetary line items for the City's priority water projects and other environmental initiatives including, but not limited to water quality, sewer and storm water legislation, and fertilizer regulation.

On behalf of Miami-Dade County, PM has successfully advocated for passage of ad valorem taxation and value adjustment board legislation, homestead tax exemption legislation, and other tax proposals. Additionally, we have worked on issues related to transportation, home rule authority, community redevelopment agencies, and millage rates.

Service Cost

17. 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 guaranteed amount for Work Order assignments or any amount for Optional Services.)

GT/PM contracts with clients on a retainer basis. For this fee, we commit to providing all the services requested, regardless of the hours necessary. The proposed rate for this representation may be further negotiated based on meetings with the County and other variables, but is anticipated to be $60,000 annually for a period of one year to provide all services requested herein.

MIAMI-DADE COUNTY

Miami-Dade County
Procurement Management Services
Solicitation Submittal Form
111 NW 1st Street, Suite 1300, Miami, FL 33128

Solicitation No. RFQ-00600	Solicitation Title: Governmental Representation and Consulting Services In Tallahassee, FL		
Legal Company Name (include d/b/a if applicable): Greenberg Traurig	Federal Tax Identification Number: FL Offices - 59-1270754		
If Corporation - Date Incorporated/Organized:	State Incorporated/Organized:		
Company Operating Address: 101 E College Ave	City: Tallahassee	State: FL	Zip Code: 32301
Company Contact Person: Hayden Dempsey	Email Address: dempseyh@gtlaw.com		
Phone Number (include area code): 850. 222. 6891	Fax Number (include area code):	Company's Internet Web Address: www.gtlaw.com	

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☑ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference.**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-3111 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? Yes ☐ No ☒

If yes, please provide your Certification Number:

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST OR THE SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN PETROLEUM ENERGY SECTOR LIST:

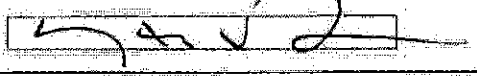
By executing this proposal through a duly authorized representative, the Proposer certifies that the Proposer is not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, as those terms are used and defined in 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 response 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.

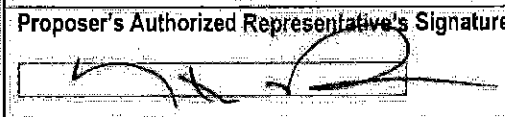
WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public. **By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.** In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature:	Date
	8/7/17
Type or Print Name	
Hayden Dempsey	
Type or Print Title	
Shareholder	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature:	Date
	8/7/17
Type or Print Name	
Hayden Dempsey	
Type or Print Title	
Shareholder	

106093689

80450 - 01 - 001A

RENEWAL NOTICE 2016-17

June 30, 2016

LOCAL BUSINESS TAX

005017

ACCOUNT NUMBER	RECEIPT NUMBER	EXEMPTION	TOTAL NO OF RECEIPTS	STATE / CO
0322438	0322438		1 OF 1	

DBA GREENBERG TRAURIG PA

Owner/Corporation
GREENBERG TRAURIG PA

Phone 305-579-0500

Business Location
333 SE 2 AVE 4400

Mailing Address
333 SE 2 AVE #4400
MIAMI, FL 33131

Municipality MIAMI

Business Type
212 P.A./CORP/PARTNERSHIP/FIRM

NAICS Code 813920
Units 430 Employee(s)

DESCRIPTION OF TAXES	TAXES LEVIED
Current Year 2017	
County Wide Tax	1,290.00
Beacon Council - Economic Dev	645.00

Pay online - visit www.miamidade.county-taxes.com

Amount Due by September 30, 2016 $1,935.00

Amount due +10% per month if paid after due date

OCTOBER 10%	NOVEMBER 15%	DECEMBER 20%	JANUARY 25%	FEBRUARY 25% + $100
2,128.50	2,225.25	2,322.00	2,418.75	2,518.75

↑ RETAIN FOR YOUR RECORDS ↑

↓ IF REQUESTING CHANGES, DETACH HERE AND RETURN THIS PORTION WITH YOUR PAYMENT ↓

Supplier Response Form



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

This does not apply. Greenberg Traurig, P.A. and PooleMcKinley have no intention of subcontracting out any portion of this engagement. Neither of our firms have subcontracting policies or procedures in

☑ NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT

Signature * Date 8/7/17 *

Please enter your password below and click Save to update your response.
Please be aware that typing in your password acts as your electronic signature, which is just as legal and binding as an original signature. (See Electronic Signatures in Global and National Commerce Act for more information.)

By completing this form, your bid has not yet been submitted. Please click on the place offer button to finish filling out your bid.

Username **tisinga@gtlaw.com**

Password *

Save Close

* Required fields

This does not apply. Greenberg Traurig, P.A. and PooleMcKinley have no intention of subcontracting out any portion of this engagement. Neither of our firms have subcontracting policies or procedures in effect.

[redacted]

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: Greenberg Traurig, P.A. FEIN No. 59-1270754

In accordance with Sections 2-8.1, 2-8.8 and 10-34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials or serv expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this contract shall not cha 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. The Bidder/Proposer should enter the word "NONE" under the appro suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In the event that the recommel prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligent efforts to obtain that information and provide the same to the County not and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Em (Enter the number of male and female emplo				
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	
None															

Business Name and Address of First Tier Subcontractor/ Subconsultant	Principal Owner	Scope of Work to be Performed by Subcontractor/ Subconsultant	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Em (Enter the number of male and female emplo				
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	
None															

☐ Mark here if race, gender and ethnicity information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Internal Services Depa at http://www.miamidade.gov/business/business-development-contracts.asp. As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Report Sub 200 form which can be fo http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Signature of Bidder/Proposer	Hayden R. Dempsey	Shareholder	8/7/2017
	Print Name	Print Title	Date

Supplier Response Form



AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: GOVERNMENTAL REPRESENTATION AND CONSULTIN Solicitation No.: 00600
(2) Department: Internal Services Department, Procurement Manager
(3) Proposer's Name: Hayden Dempsey *
Address: 101 East College Avenue * Zip: 32301 *
Business Telephone: 850-222-6891 * E-Mail: dempseyh@gtlaw.com *

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

Name	Title	Employed By	Email Address
Hayden Dempsey	Shareholder	Greenberg Traurig	dempseyh@gtlaw.com
Gus Corbella	Director	Greenberg Traurig	corbella@gtlaw.com
Van Poole	Chairman	PooleMcKinley	van@poolemckinley.com
Will McKinley	President	PooleMcKinley	will@poolemckinley.com
Fred Karlinsky	Shareholder	Greenberg Traurig	karlinskyf@gtlaw.com
Angela Dempsey	Vice President	PooleMcKinley	angela@poolemckinley.com
Fred Dickenson	Vice President	PooleMcKinley	fred@poolemckinley.com

(ATTACH ADDITIONAL SHEETS 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: Hayden Dempsey Title: Shareholder *

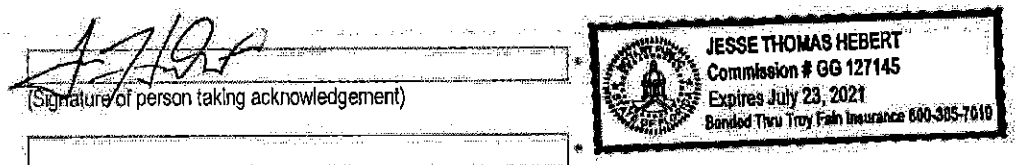
STATE OF: Florida *

COUNTY OF: Leon *

The foregoing instrument was acknowledged before me this 7th day of August, 2017 *,

by Hayden Dempsey *, a Shareholder *, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced Personally Known * 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)

Revised 1/2/14

Please enter your password below and click Save to save your response.
Please be aware that typing in your password acts as your electronic signature, which is just as legal and binding as an original signature. (See Electronic Signatures in Global and National Commerce Act for more information.)

By completing this form, your bid has not yet been submitted. Please click on the place offer button to finish filling out your bid.

Username **tisinga@gtlaw.com**

Password *

Save Close

* Required fields

Our response is for the attorneys proposed to provide services in this matter. Give the size of Greenberg Traurig, and our concerns and obligations of confidentiality, we cannot provide information regarding other claims against the firm.

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No.: RFQ NO. 00600 **Federal Employer Identification Number (FEIN):** 59-1270754

Contract Title: Government Representation and Counseling Services in Tallahassee, FL

Hayden R. Dempsey — Printed Name of Affiant

Shareholder — Printed Title of Affiant

Signature of Affiant

Greenberg Traurig, P.A. — Name of Firm

8/07/2017 — Date

101 East College Avenue — Address of Firm

Florida — State

32301 — Zip Code

Notary Public Information

Notary Public – State of Florida County of Leon

Subscribed and sworn to (or affirmed) before me this 7th day of, August 2017

by Hayden Dempsey He or she is personally known to me ✓ or has produced identification

Type of identification produced

Signature of Notary Public

Commission # GG127145 — Serial Number

Print or Stamp of Notary Public

July 23, 2021 — Expiration Date

Notary Public Seal

JESSE THOMAS HEBERT
Commission # GG 127145
Expires July 23, 2021
Bonded Thru Troy Fain Insurance 800-385-7019

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No. : RFQ NO. 00600 **Federal Employer Identification Number (FEIN):** 81-2831198

Contract Title: Governmental Representation and Counseling Services

Will McKinley — Printed Name of Affiant

President — Printed Title of Affiant

Signature of Affiant

08/07/2017 — Date

PooleMcKinley — Name of Firm

106 E. College Ave #1100 — Address of Firm

FL — State

32301 — Zip Code

Notary Public Information

Notary Public – State of Florida County of Leon

Subscribed and sworn to (or affirmed) before me this 7th day of, August 2017

by Will McKinley He or she is personally known to me ✓ or has produced identification

Type of identification produced

Signature of Notary Public

Commission # GG127145 — Serial Number

Print or Stamp of Notary Public

July 23, 2017 — Expiration Date

Notary Public Seal

JESSE THOMAS HEBERT
Commission # GG 127145
Expires July 23, 2021
Bonded Thru Troy Fain Insurance 800-385-7019

POOLEMCKINLEY

MIAMI-DADE WEEKLY REPORT: WEEK 8

Updates in Red

Status of bills & issues assigned to PooleMcKinley:

PROPERTY TAXES

SB 226 by Artiles

Referred to Judiciary (TP 2/7); Appropriations Subcommittee on Finance and Tax; Appropriations
On Committee agenda - Judiciary, 03/22/17, 4:00 pm, 110 S
Favorable with CS by Judiciary; 7 Yeas, 1 Nay
Bill to be Discussed During the Office of EDR's Revenue Estimating Impact Conference, 04/04/17, 11:00 am, 117 K (No Votes Will Be Taken)
04/10/17 SENATE On Committee agenda - Appropriations Subcommittee on Finance and Tax, 04/13/17, 1:00 pm, 401 S
04/13/17 SENATE Favorable with CS by Appropriations Subcommittee on Finance and Tax; 5 Yeas, 0 Nays

HB 289 by Donalds, Avila

Referred to Agriculture & Property Rights Subcommittee; Ways & Means Committee; Commerce Committee
On Committee agenda - Agriculture & Property Rights Subcommittee, 03/21/17, 9:00 am, 12 H
Favorable with CS by Agriculture & Property Rights Subcommittee; 12 Yeas, 0 Nays
Bill to be Discussed During the Office of EDR's Revenue Estimating Impact Conference, 04/04/17, 11:00 am, 117 K (No Votes Will Be Taken)
04/03/17 HOUSE On Committee agenda - Ways & Means Committee, 04/05/17, 9:00 am, 17 H
04/05/17 HOUSE Favorable with CS by Ways & Means Committee; 14 Yeas, 1 Nay
04/17/17 HOUSE On Committee agenda - Commerce Committee, 04/19/17, 8:00 am, 212 K
04/19/17 HOUSE Favorable by Commerce Committee; 20 Yeas, 9 Nays
04/20/17 HOUSE Placed on Calendar, on 2nd reading

LOCAL BUSINESS TAX

SB 330 by Steube

Referred to Community Affairs; Appropriations Subcommittee on Finance and Tax; Appropriations
On Committee agenda - Community Affairs, 03/22/17, 1:30 pm, 301 S
Favorable with CS by Community Affairs; 5 Yeas, 0 Nays
Bill to be Discussed During the Office of EDR's Revenue Estimating Impact Conference, 03/31/17, 9:15 am, 117 K (No Votes Will Be Taken)
04/06/17 Bill to be Discussed During the Office of EDR's Revenue Estimating Impact Conference, 04/07/17, 9:00 am, 117 K (No Votes Will Be Taken)
04/10/17 SENATE On Committee agenda - Appropriations Subcommittee on Finance and Tax, 04/13/17, 1:00 pm, 401 S
04/13/17 SENATE Favorable with CS by Appropriations Subcommittee on Finance and Tax; 5 Yeas, 0 Nays
04/20/17 SENATE On Committee agenda - Appropriations, 04/25/17, 9:00 am, 412 K – PCS
04/25/17 SENATE Not Considered by Appropriations

HB 487 by Renner

Referred to Local, Federal & Veterans Affairs Subcommittee; Ways & Means Committee; Government Accountability Committee
On Committee agenda - Local, Federal & Veterans Affairs Subcommittee, 03/21/17, 12:30 pm, 12 H
Favorable with CS by Local, Federal & Veterans Affairs Subcommittee; 8 Yeas, 0 Nays
On Committee agenda - Ways & Means Committee, 03/29/17, 11:30 am, 17 H
Favorable by Ways & Means Committee; 14 Yeas, 0 Nays
04/06/17 Bill to be Discussed During the Office of EDR's Revenue Estimating Impact Conference, 04/07/17, 9:00 am, 117 K (No Votes Will Be Taken)
04/22/17 HOUSE On Committee agenda - Government Accountability Committee, 04/24/17, 9:00 am, 17 H
04/24/17 HOUSE Favorable with CS by Government Accountability Committee; 14 Yeas, 0 Nays
04/28/17 HOUSE Placed on Calendar, on 2nd reading

PROPERTY TAX EXEMPTION FOR RESIDENTIAL HISTORIC PROPERTIES
SB 778 by Garcia
Referred to Community Affairs; Appropriations Subcommittee on Finance and Tax; Appropriations

QUALIFIED TARGET INDUSTRY BUSINESSES
HB 7005 by Renner
Referred to Appropriations Committee (18-12); Rules & Policy Committee (15-3); HOUSE FLOOR (87-28)
In Senate Messages
Received by Senate; Referred to Appropriations; Rules

The Qualified Target Industry Tax Refund Program is repealed under HB 7005, which is the priority proposal of Speaker Richard Corcoran. The bill eliminates close to 30 incentive and economic development programs in Florida. The House has passed the bill off of their floor, but the Senate does not have a companion proposal.

ANNUAL SALES TAX HOLIDAY FOR VETERANS
HB 25 by McGhee
Referred to Local, Federal & Veterans Affairs Subcommittee; Ways & Means Committee; Government Accountability Committee
SB 768 by Powell
Referred to Military and Veterans Affairs, Space, and Domestic Security; Appropriations Subcommittee on Finance and Tax; Appropriations
HB 623 by Ponder
Referred to Local, Federal & Veterans Affairs Subcommittee (14-0); Ways & Means Committee; Government Accountability Committee
SB 1202 by Montford
Referred to Military and Veterans Affairs, Space, and Domestic Security (up 3/14); Appropriations Subcommittee on Finance and Tax; Appropriations
03/14/17 - Favorable with CS by Military and Veterans Affairs, Space, and Domestic Security; 4 Yeas, 0 Nays
HB 7109 by Ways & Means, Boyd
04/05/17 HOUSE Filed (Formerly PCB WMC6)
04/19/17 HOUSE Referred to Calendar
04/20/17 HOUSE Placed on Special Order Calendar, 04/25/17

04/25/17 *HOUSE Read Second Time; Amendments Adopted (487009, 88747); Placed on Third Reading*
04/26/17 *HOUSE Read Third Time; Passed.(Vote: 117 Yeas / 0 Nays)*
SENATE In Messages
04/28/17 *SENATE Referred to Appropriations*
SENATE On Committee agenda - Appropriations, 05/01/17, 8:00 am, 412 K

COMMUNITY REDEVELOPMENT AGENCIES
HB 13 by Raburn
Referred to Local, Federal & Veterans Affairs Subcommittee; Ways & Means Committee; Government Accountability Committee
On Committee agenda - Local, Federal & Veterans Affairs Subcommittee, 03/08/17, 8:00 am, 12 H
Favorable with CS by Local, Federal & Veterans Affairs Subcommittee; 9 Yeas, 6 Nays
04/03/17 HOUSE On Committee agenda - Ways & Means Committee, 04/05/17, 9:00 am, 17 H
04/05/17 HOUSE Favorable with CS by Ways & Means Committee; 14 Yeas, 5 Nays
04/19/17 HOUSE Favorable with CS by Government Accountability Committee; 18 Yeas, 5 Nays
04/20/17 HOUSE Placed on Special Order Calendar, 04/25/17
04/26/17 HOUSE Read Third Time; Passed (Vote: 78 Yeas / 37 Nays)
04/26/17 SENATE In Messages
04/26/17 SENATE Received; Referred to Community Affairs; Appropriations
SB 1770 by Lee
Referred to Community Affairs; Appropriations Subcommittee on Transportation, Tourism, and Economic Development; Appropriations; Rules
On Committee agenda - Community Affairs, 03/22/17, 1:30 pm, 301 S
Not Considered by Community Affairs
On Committee agenda - Community Affairs, 04/03/17, 4:00 pm, 301 S
04/03/17 SENATE Favorable with CS by Community Affairs; 5 Yeas, 3 Nays
04/06/17 SENATE Now in Appropriations Subcommittee on Transportation, Tourism, and Economic Development
*04/18/17 SENATE **Unfavorable** by Appropriations Subcommittee on Transportation, Tourism, and Economic Development; 2 Yeas, 5 Nays*
04/18/17 SENATE Pending Reconsideration

INCREASED HOMESTEAD PROPERTY TAX EXEMPTION
SB 1774 by Garcia
Referred to Community Affairs; Appropriations Subcommittee on Finance and Tax; Appropriations
On Committee agenda - Community Affairs, 03/22/17, 1:30 pm, 301 S
Favorable by Community Affairs; 5 Yeas, 1 Nay
HB 7105 by Ways & Means, La Rosa
04/05/17 HOUSE Filed (Formerly PCB WMC4)
04/19/17 HOUSE Referred to Calendar
04/20/17 HOUSE Placed on Special Order Calendar, 04/25/17
04/25/17 HOUSE Read Second Time; Placed on Third Reading, 04/26/17
04/26/17 HOUSE Read Third Time; Passed (Vote: 81 Yeas / 35 Nays)
04/26/17 SENATE In Messages
04/27/17 SENATE Received; Referred to Rules
04/27/17 SENATE On Committee agenda - Rules, 04/28/17, 10:30 am, 110 S
04/28/17 SENATE Favorable with 1 Amendment by Rules; 9 Yeas, 2 Nays

POOLE MCKINLEY

04/28/17	*SENATE Placed on Calendar, on 2nd reading*
04/28/17	*SENATE Placed on Special Order Calendar, 04/28/17*
04/28/17	*SENATE Read Second Time; Amendment Adopted (507120); Placed on Third Reading,*
05/01/17	

The Chair of the House Ways & Means Committee, Rep. Boyd, noted last week that Rep. La Rosa will be introducing the House companion measure this Wednesday (4/5) in the Ways & Means Committee.

MIAMI-DADE COUNTY

Miami-Dade Count
Procurement Management Service
Solicitation Submittal For
111 NW 1st Street, Suite 1300, Miami, FL 331

Solicitation No. RFQ-00600		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL		
Legal Company Name (include d/b/a if applicable): Greenberg Traurig		Federal Tax Identification Number: 59-1270754		
If Corporation - Date Incorporated/Organized:		State Incorporated/Organized: Florida		
Company Operating Address: 101 East College Avenue		City Tallahassee	State FL	Zip Code 32301
Company Contact Person: Hayden Dempsey		Email Address: dempseyh@gtlaw.com		
Phone Number (include area code): 8502226891	Fax Number (include area code): 8506810207	Company's Internet Web Address: www.gtlaw.com		

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☑ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-311 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? **Yes** ☐ **No** ☑

If yes, please provide your Certification Number:

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: **HD**. In such event, the Proposer shall furnish together with its proposal response 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.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public.

By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.

In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature: Hayden Dempsey	**Date** 8/07/2017
Type or Print Name Hayden R. Dempsey	
Type or Print Title Shareholder	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature: Hayden Dempsey	**Date** 8/07/2017
Type or Print Name Hayden Dempsey	
Type or Print Title Shareholder	



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

This does not apply. Greenberg Traurig, P.A. and PooleMcKinley have no intention of subcontracting out any portion of this engagement. Neither of our firms have subcontracting policies or procedures in effect.

☑ NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT

Hayden Dempsey — Signature

8/07/2017 — Date

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: Greenberg Traurig, P.A. FEIN No. 59-1270754

In accordance with Sections 2-8.1, 2-8.8 and 10.34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this 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. The Bidder/Proposer should enter the word "NONE" under the appropriate heading of this form if no subcontractors or suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In the event that the recommended Bidder/Proposer demonstrates to the County prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligent efforts to obtain that information and provide the same to the County not later than ten (10) days after it becomes available and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Business Name and Address of First Tier Subcontractor/ Subconsultant	**Principal Owner**	**Scope of Work to be Performed by Subcontractor/ Subconsultant**	**Principal Owner (Enter the number of male and female owners by race/ethnicity)**								**Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)**							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth

☐ Mark here if race, gender and ethnicity information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Internal Services Department at http://www.miamidade.gov/business/business-development-contracts.asp. As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Report Sub 200 form which can be found at http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Hayden Dempsey	Hayden Dempsey	Shareholder	8/07/2017
Signature of Bidder/Proposer	Print Name	Print Title	Date



AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: **GOVERNMENTAL REPRESENTATION AND CONSULTING SERVICES IN TALLAHASSEE, FL** Solicitation No.: **00600**

(2) Department: **Internal Services Department, Procurement Management Services Division**

(3) Proposer's Name: **Hayden Dempsey**

Address: **101 East College Avenue** Zip: **32301**

Business Telephone: **850-222-6891** E-Mail: **dempseyh@gtlaw.com**

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

Name	Title	Employed By	Email Address
Hayden Dempsey	Shareholder	Greenberg Traurig, P.A.	dempseyh@gtlaw.com
Gus Corbella	Director	Greenberg Traurig, P.A.	corbella@gtlaw.com
Van Poole	Chairman	PooleMcKinley	van@poolemckinley.com
Will McKinley	President	PooleMcKinley	will@poolemckinley.com
Fred Karlinsky	Shareholder	Greenberg Traurig, P.A.	karlinskyf@gtlaw.com
Angela Dempsey	Vice President	PooleMcKinley	angela@poolemckinley.com
Fred Dickenson	Vice President	PooleMcKinley	fred@poolemckinley.com

(ATTACH ADDITIONAL SHEETS IF NECESSARY)

The individuals named above are Registered and the Registration Fee is <u>not</u> 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: **Hayden Dempsey** Title: **Shareholder**

STATE OF **Florida**

COUNTY OF **Leon**

The foregoing instrument was acknowledged before me this **7th day of August, 2017**,

by **Hayden Dempsey**, a **Shareholder**, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced **personally known** as identification and who did/did not take an oath.

Jesse Hebert
(Signature of person taking acknowledgement)

Jesse Thomas Hebert
(Name of Acknowledger typed, printed or stamped)

Legal Assistant	**GG127145**
(Title or Rank)	(Serial Number, if any)

Revised 12/14

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No.: **RFQ 00600** **Federal Employer Identification Number (FEIN):** **59-1270754**

Contract Title: **Governmental Representation and Consulting Services in Tallahassee, FL**

Hayden Dempsey	**Shareholder**	**Hayden Dempsey**
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
Greenberg Traurig		**08/07/2017**
Name of Firm		Date
101 East College Avenue	**FL**	**32301**
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of _____ County of _____

Subscribed and sworn to (or affirmed) before me this _____ day of, _____ 20___

by _____ He or she is personally known to me or has produced identification

Type of identification produced _____

_____ _____

Signature of Notary Public Serial Number

_____ _____ _____

Print or Stamp of Notary Public Expiration Date Notary Public Seal

The Advocacy Group at Cardenas Partners LLC

Bid Contact **Sarah Busk**
sjb@cardenaspartners.com
Ph 850-222-8900

Address **TALLAHASSEE, FL 32301**

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
RFQ-00600-01-01	Governmental Representation and Consulting Services in Tallahassee, FL	**Supplier Product Code:**	**First Offer -** $84,000.00	1 / fee	**$84,000.00**	Y	Y

Supplier Total **$84,000.00**

The Advocacy Group at Cardenas Partners LLC

Item: **Governmental Representation and Consulting Services in Tallahassee, FL**

Attachments

RFQ 00600 - The Advocacy Group at Cardenas Partners.pdf

THE ADVOCACY GROUP AT
CARDENAS PARTNERS

August 6, 2017

The Honorable Esteban Bovo
Miami-Dade County Commission
111 NW 1st Street
Suite 2100
Miami, FK 33128

Dear Chairman Bovo:

On behalf of The Advocacy Group at Cardenas Partners (TAG), we thank you for the opportunity to respond to Miami-Dade County's (the County) Request for Qualifications for Governmental Representation and Consulting Services in Tallahassee, FL. Our firm would be pleased to work as part of your impressive lobbying team and to that end, we are enclosing a firm overview and a comprehensive response to the County's Request for Qualifications, RFQ 00600.

We feel that our team is especially suited to analyze and communicate the particular challenges facing the County before all branches of Florida government, including the Governor's office, Cabinet members, Executive Agencies and the Florida Legislature. As demonstrated in the Key Personnel section of this proposal, the professionals on our team have a significant amount of experience and success in a wide variety of areas and we feel that our firm can provide a comprehensive perspective to the County's team in Tallahassee as you move forward into an increasingly turbulent political climate.

Members of our firm enjoy very strong relationships with the Miami-Dade County Legislative Delegation, as well as members from the Greater South Florida Area. However, likely as important is the fact that our firm builds and maintains relationships throughout the state and in each Chamber of the legislature. It is imperative that the County have access to policymakers across the state and political spectrum.

Further, we have been very disciplined with regard to the number of local governments we represent, particularly in South Florida, in order to avoid cannibalizing our representation of another client. We do not currently represent another municipality in this area and for that reason, we feel that our firm is uniquely positioned to assist the County in matters before all branches of Florida government.

204 SOUTH MONROE STREET, TALLAHASSEE, FLORIDA 32301
PHONE: 850.222.8900

Our firm is keenly aware of the fundamental value we are expected to provide the County and its taxpayers and we are committed to addressing the County's needs in the most efficient, timely and effective, manner possible. We are confident that we will provide Miami-Dade County with superior advocacy before those elected officials close to home and those who are not familiar with the unique challenges the County faces.

On a personal note, Miami Dade County has a very strong place in my heart as I was educated here, raised our children in our community and have proudly witnessed and played a modest role in the evolution into the great community it has become. In short, it's important for you to know that, if selected, we will work diligently to help fulfill your priorities.

Again, thank you for the opportunity to respond to the County's Request for Proposals. There is much work to be done and we look forward to the opportunity to discuss implementing new strategies to advance the County's efforts in the state of Florida.

Sincerely,

Al Cardenas
Senior Partner

MIAMI-DADE COUNTY

Advocacy Services

THE ADVOCACY GROUP AT CARDENAS PARTNERS

204 South Monroe Street
Tallahassee, Florida 32301
850.222.8900
www.CardenasPartners.com

Contact:

Al Cardenas
AC@CardenasPartners.com

Proposer's Experience, Qualifications, Past Performance and Capabilities

1. Describe the following about the Proposer:

(i) 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; and
(vi) the primary markets served.

The Advocacy Group at Cardenas Partners is a bipartisan, Florida-focused full-service government relations firm with offices in Tallahassee, Tampa and Miami. The Advocacy Group's practice was opened in in 2003 at the law firm of Tew Cardenas, LLP and has been in existence for fourteen years. Al Cardenas is a founding partner and partners Stephen Shiver and Slater Bayliss each joined the practice in 2004. In July of 2009 the partners acquired the equity interest held in it by the Tew Cardenas LLP law firm and the entire practice reincorporated as The Advocacy Group at Cardenas Partners LLC. Our firm is a Limited Liability Company and employs six professional lobbyists and one support staff person.

2. Describe the Proposer's past performance and experience in governmental representation and consulting. Specifically address each of the areas listed in the Scope of Services, Section 2.1(A), Qualifications.

Our approach to doing business is founded on the principles of integrity, professionalism and pragmatism and it is from this foundation that we offer our public and private sector clients a range of services in the legislative, executive and regulatory arenas, including development and implementation of an advocacy agenda, strategic partnering and business development consulting services.

Our professionals specialize in helping entities, both public and private, better understand and navigate the increasingly complex political and governmental landscape in Florida. Our approach to advocacy combines the art of identifying issues of relevance to stakeholders and communicating potential impacts to decision makers in a clear and concise manner, while incorporating the nuances of political and policy motivations, oftentimes leveraging political relationships that have been built over time and are based upon both trust and political allegiances.

Our team is built on a strong foundation of core political and legislative process skills that allow us to identify opportunities for our clients and successfully navigate Florida's political climate. Collectively, we pride ourselves on the personal and professional relationships we have built with elected, appointed and staff level decision-makers at the highest levels of Florida government, as well as our ability to strategically and tactically analyze the evolving landscape in this diverse state.

Section 15 of this proposal outlines an initial step-by-step approach we would propose designed to custom tailor our relationship, which would include organizing and scheduling a strategy session to identify both short term and long term issues and objectives and establishing an effective communication and reporting system. TAG works very well in lobbying team settings and we firmly believe that goal-setting and communication are the keys to success and our firm has demonstrated time and time again that we are both talented at and capable of doing so, based on the clients that have continued to retain our services and the successes we have achieved on their behalf.

3. Discuss Proposer's understanding of major metropolitan county issues and key issues to the County (refer to Attachment A) and describe what unique aspects of Proposer's experience and qualifications makes Proposer different than other potential proposers.

We feel that our team is uniquely qualified to analyze and communicate the specific challenges facing Miami-Dade County before all branches of Florida government, including the Governor's office, Cabinet members, Executive Agencies and the Florida Legislature. As demonstrated in sections 4, 5 and 20 of this proposal, the professionals on our team have a significant amount of experience and success in a wide variety of areas and we feel that our team can provide a comprehensive perspective to the County as you move forward into an increasingly turbulent political climate.

Members of our team enjoy very strong relationships with the Miami-Dade County Legislative Delegation, as well as with legislators from other delegations, who are not predisposed to assisting Dade County. We are confident that we will provide Miami-Dade County with superior advocacy before elected of both parties, close to home and those who are not familiar with the unique challenges Miami-Dade County faces.

We are extremely proud of the clients who have entrusted us to handle their advocacy needs over the years for over a decade. On the public side, we have been fortunate to represent the Miami-Dade Clerk or Court since 2003 and Okaloosa County since 2009. We have also represented the City of Ocala since 2008, while HART, Port Tampa Bay and the Tampa Airport each hired our firm in 2013.

And last, but most importantly, each member of our team demonstrates integrity in our everyday work and we help others to make choices that enable us to deliver results the right way. We hold ourselves to the highest standard of excellence and count on each other to go the extra mile in everything we do and would bring that to bear in our work on behalf of Miami-Dade County. The combination of our understanding of the issues, strong relationships, expertise and character are what distinguishes our advocacy practice in Florida.

4. Discuss Proposer's specific experience on major metropolitan county issues, including any Miami-Dade County key issues.

We recognize Miami-Dade County's primary advocacy goal revolves around navigating Florida politics and the complexities of the budget process related to healthcare, infrastructure, the environment and workforce development. Members of our team have an extensive amount of experience in each of these areas.

Healthcare: The Advocacy Group at Cardenas Partners is extremely well versed in all areas related to healthcare in the state of Florida. A key member of our team, Chris Chaney, served as Legislative Affairs Director and Acting Chief of Staff at the Agency for Health Care Administration (AHCA), where he continues to maintain excellent relationships. On behalf of many of our clients, each year TAG is involved in the most significant policy conversations in Tallahassee and members of our firm are skillful in navigating all issues related to healthcare.

When the Managed Medical Assistance program launched in 2014, a capitation rate payment error occurred in AHCA's system resulting in a nearly $400M underpayment to the contracted health plans. When AHCA identified the error during FY 15-16, they repaid the health plans what they could under the current budget, but had no statutory or budget authority to repay the underpayment for FY 14-15. The effected health plans were left to advocate that the legislature backfill the remaining underpayment of over $185M during the 2017 Legislative Session. Working the Governor's Office, AHCA, and leadership in both the House and Senate, TAG was successful in advocating that the underpayment be fully funded with back of the bill language in SB 2500 (2017) for a current year appropriation. The language passed the legislature and was signed into law by Governor Scott. The appropriation effort resulted in a direct payment of $34M to our client, and was accomplished in an environment where the Legislature cut over $500M from other areas of the Florida Medicaid program.

Infrastructure: Whether it be our representation of the Hillsborough County Aviation Authority, where we have been successful in securing hundreds of millions of dollars (below) in the Florida Department of Transportation (FDOT) Five Year Work Program, or our representation of the Tampa Port Authority, for whom we have secured appropriations (below) and multiple positive policy initiatives, or our firm's

representation of the state's largest private sector road construction firms, TAG is well versed in all areas of infrastructure funding and policy in the state of Florida and we have excellent relationships with the Chairmen of all transportation-related committees in the legislature, along with the highest levels of leadership at the FDOT.

Port Tampa Bay (August 2013 – Present)	
Gantry Cranes	$12,000,000
Hillsborough County Aviation Authority (October 2013 – Present)	
Department of Transportation Work Program	$194,000,000
Department of Transportation Work Program	$30,000,000

Environment: Over more than a decade, members of our firm have been heavily involved in environmental issues on behalf of public entities and private businesses. Most recently, our firm was intricately involved in negotiations relating to mandatory notifications of pollution and corporate responsibilities in times of environmental emergencies on behalf of several of our current corporate clients. Additionally, for almost a decade our firm has been a leading partner with the state Department of Environmental Protection as well as the Florida Fish and Wildlife Conservation Commission on water quality and safety issues through client work within the state's Land Acquisition Trust Fund. We have also been successful in securing millions of dollars in appropriations for our local government clients. A list of our most recent appropriations successes are as follows:

Okaloosa County (December 2009 – Present)	
Okaloosa Island Water Supply Project	$600,000
Okaloosa Island Gravity Sewer Rehabilitation	$450,000
Lake Pippin Sanitary Improvements	$2,000,000
Okaloosa/Eglin/Niceville Reclaim Water Project	$3,000,000
City of Ocala (December 2008 – Present)	
Ocala Water Reclamation Facility #2	$750,000
Silver Springs Stormwater Nutrient Reduction	$250,000
Ocala Well and Septic Tank Reduction	$500,000
United Phosphorus, Inc. (November 2008 – Present)	
Invasive Plant Control Program	
2010 Program Total	$29,000,000 (+ $5 M)
2011 Program Total	$29,000,000
2012 Program Total	$29,000,000
2013 Program Total	$32,000,000
2014 Program Total	$32,000,000
2015 Program Total	$38,000,000
2016 Program Total	$38,000,000

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

Workforce Development: Miami-Dade County has proven to be one of the most aggressive communities in the state with respect to economic development and job growth. We recognizes that the key to the vitality and sustainability of any community is the availability of jobs, coupled with a skilled labor force that is equipped to carry out the work necessary. We have collaborated in other parts of the state with local government officials and staff to communicate and enhance efforts with state economic development stakeholders to broaden the effects that initiatives ultimately have in terms of local job growth. We believe there is great value in experience and resources in the way of economic development and we would utilize our extensive efforts to work collectively on behalf of the County with state incentive offices, elected officials and private industries through meetings, forums, and public hearings to bring awareness to the County's economic development efforts and capabilities. We believe strongly that we can add significant value to the County and its efforts to bring more jobs and a stable economy to its citizens.

Specifically, our firm was tasked with the passage of the Florida New Markets Development Program, which has brought millions of dollars in investments to businesses in underserved urban areas of the state, many of which have been in Miami-Dade County. TAG has also been successful in securing appropriations for the National Cyber Partnership, which trains our state veterans in Cybersecurity, as well as LaunchCode, who provides computer coding training for underemployed workers in Miami-Dade County and soon other areas of the state.

Florida New Markets Development Program

2009	$97,500,000
2012	$66,300,000
2013	$15,000,000
2014	$37,540,000

National Cyber Partnership – Cyber Training for Veterans

2014	$750,000
2016	$450,000
2017	$200,000

LaunchCode

2017	$500,000

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

5. 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, and
(vi) statement of whether Proposer was the prime contractor or subcontractor.

We believe there is great value in the County retaining a team with a track record of successes for their clientele, regardless of whether they may be a public or private entity. Miami-Dade County should retain quality firms that understand what it takes to be successful in Tallahassee. We feel that our dedication, hard work and communication skills have led to a great number of successes. We would encourage the County to contact any of these clients listed below for a professional reference on our firm's abilities and value we provide as legislative counsel.

Our comparable contracts are listed below, with a detailed description of the accomplishments we have achieved on behalf of these clients listed in section 20 of this response

Okaloosa County
Description of work: Legislative and Executive Branch advocacy services. For a detailed description, please see Section 20
Total dollar value of contract: $145,678.32 (3 years)
Dates covering the term of the contract: December 2009 – September 2019
Contact: John Hofstad, County Administrator Ph: 850.651.7515
Prime Contractor: The Advocacy Group is the Prime Contractor

City of Ocala
Description of work: Legislative and Executive Branch advocacy services. For a detailed description, please see Section 20
Total dollar value of contract: $47,500.00 per year
Dates covering the term of the contract: January 2009 – Present
Contact: John Zobler, City Manager; PH: 352.629.8401
Prime Contractor: The Advocacy Group is the Prime Contractor

Port Tampa Bay
Description of work: Legislative and Executive Branch advocacy services. For a detailed description, please see Section 20
Total dollar value of contract: $60,000.00 per year
Dates covering the term of the contract: September 2013 – Present
Contact: Paul Anderson, President and CEO; PH: 813.905.7676
Prime Contractor: The Advocacy Group is the Prime Contractor

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

Hillsborough County Aviation Authority
Description of work: Legislative and Executive Branch advocacy services. For a detailed description, please see Section 20
Total dollar value of contract: $80,000.00 per year
Dates covering the term of the contract: October 2013 – Present
Contact: Janet Zink, Asst. VP of Media & Government Relations; PH: 813.554.1460
Prime Contractor: The Advocacy Group is the Prime Contractor

Miami-Dade Clerk of Court
Description of work: Legislative and Executive Branch advocacy services. For a detailed description, please see Section 20
Total dollar value of contract: $30,000.00 per year
Dates covering the term of the contract: March 2003 – Present
Contact: Harvey Ruvin, Clerk of Court; PH:
Prime Contractor: The Advocacy Group is the Prime Contractor

Advantage Capital Partners
Description of work: Legislative and Executive Branch advocacy services
Total dollar value of contract: Confidential
Dates covering the term of the contract: April 2005 – Present
Contact Person: Tony Toups, Principal; PH: 504.522.4850
Prime Contractor: The Advocacy Group is the Prime Contractor

Anheuser-Busch
Description of work: Legislative and Executive Branch advocacy services.
Total dollar value of contract: Confidential
Dates covering the term of the contract: November 2013 – Present
Contact Person: Jose Gonzalez, State Affairs Director; PH: 850.294.4057
Prime Contractor: The Advocacy Group is the Prime Contractor

Duke Energy
Description of work: Legislative and Executive Branch advocacy services.
Total dollar value of contract: Confidential
Dates covering the term of the contract: February 2004 – Present
Contact Person: Chris Flack, Vice President, Government Affairs; PH: 850.521.1422
Prime Contractor: The Advocacy Group is the Prime Contractor

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

6. 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, and
(vi) statement of whether Proposer was the prime contractor or subcontractor.

Prior to our Firm's separation from the Tew Cardenas Law firm, members of this practice provided Governmental Representation and Consulting Services to Miami-Dade County related to CDBG Disaster Recovery Grants. A copy of the work order follows:

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

April 6, 2006

Alberto R. Cardenas
Tew Cardenas LLP
1441 Brickell Ave, 15th Floor
Miami, FL 33131

Re: Work Order Q74C-1, Governmental Representation and Consulting Services in Washington, DC

Dear Mr. Cardenas:

In accordance with County Contract No. Q74C, this Work Order serves as notice to proceed with the work defined herein. The effective date of this Work Order shall be from April 1, 2006 through June 30, 2006. The payment for these services shall be ten thousand dollars ($10,000) a month.

This Work Order is being issued for the purpose of the Contractor to perform the work outlined in the attached scope of services, working with Office of Intergovernmental Affairs (OIA) and other County departments. The OIA will direct the specific lobbying efforts before the Governor's Office, Department of Community Affairs, Department of Environmental Protection and the Department of Agriculture and Consumer Services focused on advocating for the County's proportionate share CDBG funds. The effectiveness of the Contractor on advocating on this issue for Miami-Dade County receiving a substantial allocation from HUD's $82.9 million to Florida and that there be a substantial allocation to Miami-Dade County or its agencies will be the measure of this specific project's success. Secondly, the measure of influence exerted to the agencies identified above to procure a positive result and to provide the highest allocation, percentage, or favorable formula that can be afforded to Miami-Dade County will be another indicator of success.

Should you have any questions, please contact me at (305) 375-5600.

Sincerely,

Joe Rasco
Director
Office of Intergovernmental Affairs

cc: Alina T. Hudak, Assistant County Manager
Susanne M. Torriente, Executive Assistant County Manager
Miriam Singer, Director, Department of Procurement Management

Attachment

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

Work Order No. Q74C-1

SCOPE OF WORK

Overview

On December 30, 2005, President Bush signed legislation providing $11.5 billion in disaster relief to five Gulf Coast States. On February 13, 2006, HUD published in the Federal Register, a notice of allocations, waivers, and alternative requirements regarding CDBG disaster recovery grants, as funded through the Department of Defense Appropriations Act FY 2006 (P.L. 109-148). Florida received an $82.9 million allocation. HUD has asked each state to submit an Action Plan for Disaster Recovery within 60 days of the publication of the notice, and to describe how the use of the grant funds will address long-term recovery and infrastructure restoration.

Through discussions with The Governor's Office the County has determined that the $82.9 million Florida has been allocated will be designated for: disaster relief, long-term recovery and mitigation directly related to the effects of the 2005 disasters. Using HUD criteria for the allocation of these recovery funds and 2005 as a policy template, the County anticipates the Florida Department of Community Affairs (DCA) will work with partner agencies to recommend a plan for distribution. Governor Bush's action plan will be based on analysis of hurricane damage assessment data. DCA will ultimately recommend measures to Governor Bush that addresses the needs of Florida's most impacted communities. Florida's action plan must be submitted to HUD no later than April 13, 2006. Therefore, the County has a finite window of opportunity.

Services Required

Through discussions at HUD the County has determined that the only alterations HUD will make to the plans submitted by the states will be to terminate those recommendations that are inefficient, unproductive, or redundant. Through discussions with The Governor's Office the County has learned the action plan is currently being drafted. Accordingly, the County proposes acting quickly to design an advocacy strategy focused on securing funding at the state level. Given that Governor Bush's recommended measures must be submitted shortly, the County has a limited window of opportunity to advocate directly to The Governor's Office and the relevant state agencies to ensure that Miami-Dade County receives its proportionate share of these funds.

Contractor will aggressively work with the following: The Office of the Governor and related agencies including HUD and their Florida offices as well as the Governor's Office in Washington, D.C. Relevant Miami-Dade agencies having operational knowledge of CDBG funding as well as disaster relief funding and the Contractor will be expected to engage their expertise and work closely with the agencies as necessary.

A bi-weekly report will be generated to the Director of the Office of Intergovernmental Affairs by the Contractor to advise on progress as to the above described work.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

7. Confirm Proposer's ability to fulfill all elements of the Scope of Services, including the services in Section 2.2 and the Proposer's ability to provide the optional services in Section 2.3.

TAG truly takes a team approach to managing workload among the personnel on our staff, constantly analyzing and assessing the task at hand and assigning the member of the firm with the greatest strength in each respective area to see each matter through. Our team meets weekly to make such assessments and we are committed to ensuring that the priorities of Miami-Dade County are carried out to the best of our abilities as a team and in the timeliest manner possible. At any point throughout our representation of the County, any member of our firm may be made available to engage policy makers or staff on issues relevant to Miami-Dade County. Our firm would not limit the County's access to any particular firm personnel but rather would make available all resources needed to successfully complete the effort at hand. Our firm's professional make-up is strategic in nature, with each member of our advocacy practice bringing a different set of skills and abilities to bear for our clients. Our ability to successfully and professionally engage every facet of state government in a bipartisan manner is both intentional and purposeful for the betterment of all we are fortunate to represent.

Further, the Advocacy Group's main office is within walking distance to the Capitol, situated just one block away from the capitol complex, and would be the location from which most effort on behalf of the County would emanate. Our offices are equipped with three conference rooms and additional office space that would be available to the County while in Tallahassee.

8. Address Proposer's ability to comply 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 Advocacy Group at Cardenas Partners is able to comply with all reporting requirements necessary to the County, to include scheduled teleconference calls and bill and issue reports, submitted at specified intervals. Attached, you will find a sample report that TAG prepared for another local government client, however, we are capable of compiling and submitting reports in any format desired by the County.

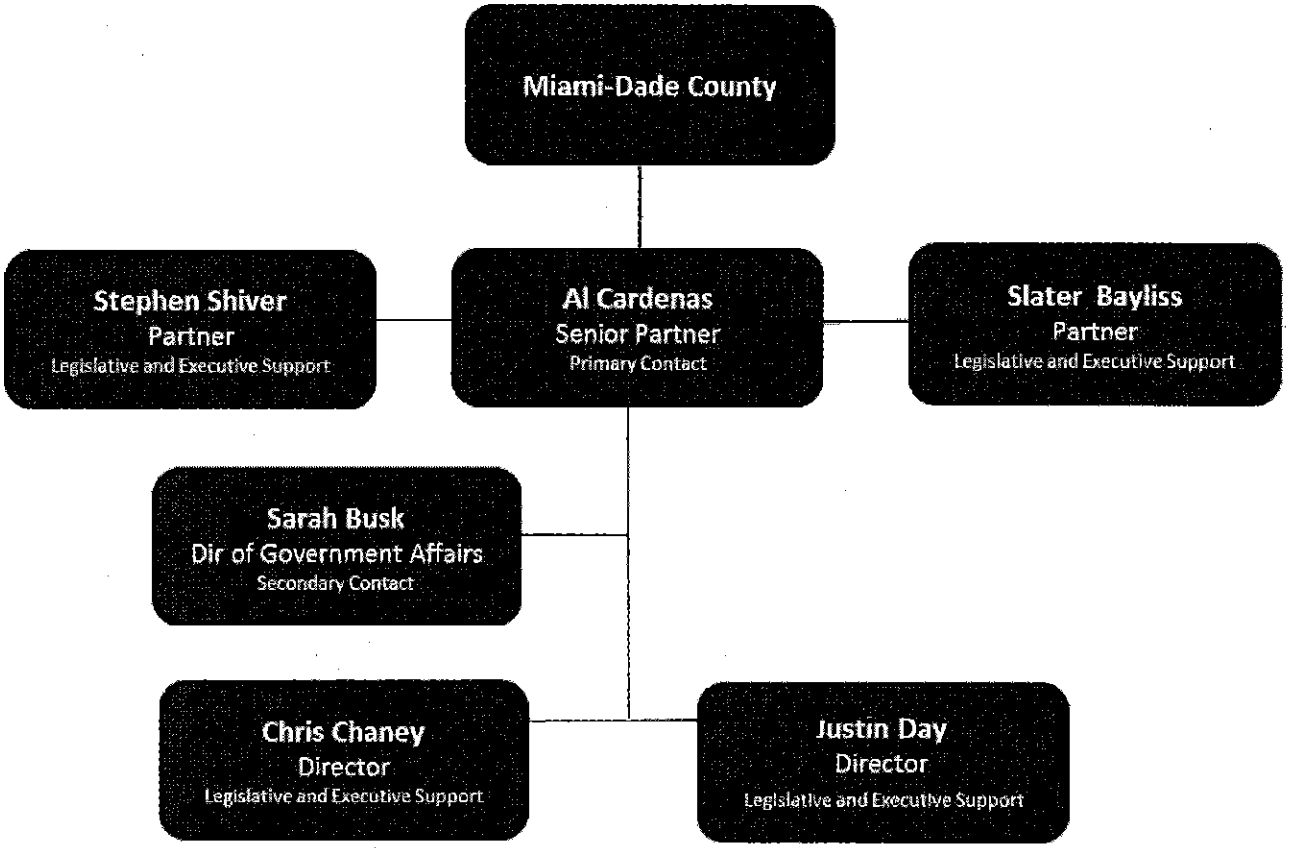
9. Identify if Proposer has taken any exception to the terms of this Solicitation. If so, indicate what alternative is being offered and the cost implications of the exception(s).

The Advocacy Group at Cardenas Partners does not take any exceptions to the terms of this solicitation.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

Key Personnel and Subcontractors Performing Services

10. 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 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.



THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

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 Advocacy Group at Cardenas Partners would not propose to include subcontractors in this proposal. We would, however, be willing to add subcontractors or subcontract with another firm if circumstances dictated.

12. 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.

We maintain a selective client base in order to maximize resources and successful outcomes. The personnel assigned to this account will be experienced professionals who, by virtue of their political and advocacy experiences, offer an abundance of talent in achieving Miami-Dade County's priorities. The biographies contained later in this proposal speak to the broad range of talent and resources TAG possesses.

TAG has collaborated with local government officials and staff across the state of Florida to communicate and enhance efforts with state economic development stakeholders to broaden the effects that initiatives ultimately have in terms of local job growth. TAG believes there is great value in experience and resources in the way of economic development and we would utilize our extensive efforts to work collectively on behalf of the County with state incentive offices, elected officials and private industries through meetings, forums, and public hearings to bring awareness to the County's economic development efforts and capabilities. TAG believes strongly that we can continue to add significant value to the County and its efforts to bring more jobs and a stable economy to its citizens.

Our firm believes it is important that policymakers, state government agency leadership, and other public and private sector resources across the state are familiar with Miami-Dade County, its priorities, needs and forward thinking approach to building and enhancing the community as a whole. Our firm works extremely hard on behalf of our clients throughout the year to build relationships in order to increase the knowledge base across the state through meetings, introductions and aggressive outreach to add additional value to the strategic and dedicated efforts to grow jobs and improve the overall quality of life.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

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

TAG is prepared to work tirelessly alongside the Commission and your staff to assist with initiatives meant to spur economic development and increase the quality of life for the citizens of Miami-Dade County. Based on the unique nature of our business and political contacts and relationships that have been built over the course of decades, our experience tells us that the time we spend with individual clients varies from month to month. Therefore, we would not want to limit the number of hours we will dedicate to working toward the County's success. The professionals at TAG will be available 24 hours a day, 7 days a week throughout the term or of representation.

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.

The resumes contained in this proposal speak to the broad range of talent and resources TAG possesses. Our team works smartly and efficiently to maximize their legislative, executive branch, agency and political skills to the benefit of our clients. TAG brings unparalleled practical and professional advocacy and business acumen to bear on your behalf. Al Cardenas, Senior Partner, brings a wealth of knowledge and relationships to assist in achieving your priorities. Our Tallahassee based Advocacy Group includes Slater Bayliss, Sarah Busk, Chris Chaney and Stephen Shiver. Justin Day works out of our Tampa office.

Collectively, we would designate Al Cardenas and Sarah Busk to lead TAG's representation of Miami-Dade County. Although, Mr. Cardenas and Ms. Busk would serve as the lead liaisons and primary contacts with the County, you can be assured that all resources of TAG will be leveraged to meet your objectives.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC



Al Cardenas
Senior Partner, The Advocacy Group at Cardenas Partners
200 South Biscayne Boulevard, Suite 4100
Miami, FL 33131
305.577.7000
al.cardenas@squirepb.com

Al Cardenas oversees the Governmental Affairs Practice for The Advocacy Group at Cardenas Partners and is also a Senior Partner with Squire Patton Boggs. Mr. Cardenas is a regular opinion editorial columnist for El Diario, the largest circulating Spanish-speaking newspaper in the country and frequently appears on network television, CNN, FOX, MSNBC, Univision, CNN Espanol and Telemundo.

Al Cardenas is admitted to practice before the United States Supreme Court and has been counsel of record in a number of precedent-setting and published court decisions. He has consistently been selected by his peers as one of "The Best Lawyers in America."

Al Cardenas currently serves as Chairman of the American Conservative Union, the country's oldest and largest grassroots conservative organization. Earlier in his distinguished career, Al Cardenas served two terms as Chairman of the Republican Party of Florida, the largest state political party in the country. Prior to his service as chairman, Mr. Cardenas served three consecutive terms as vice-chairman. He has also been named as one of Washington, D.C.'s top lobbyists by The Hill newspaper. Mr. Cardenas has been active in Republican politics for more than 25 years and has represented the State of Florida at every Republican National Convention since 1976.

President-elect Ronald Reagan chose Mr. Cardenas for his transition team, making him responsible for the transition of the United States Department of Commerce. President Reagan also appointed him to chair the President's Commission on Small and Minority Business Affairs in 1982 and later as Special Ambassador to St. Kitts-Nevis upon that nation's independence in 1983.

President George H. W. Bush appointed Mr. Cardenas to the Board of Directors of the Federal National Mortgage Association from 1985 to 1990. He also served on the President's Trade Policy Commission.

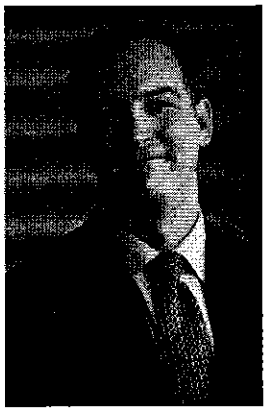
Governor Jeb Bush appointed Al Cardenas as a member of the Board of Trustees to Florida Agricultural and Mechanical University (FAMU). He also served as Co-Chair of Save Our Constitution, where along with former Speaker of the House and current

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

Senator John Thrasher, he led the successful effort to block the anti-growth amendment, Hometown Democracy, from the 2008 ballot.

Mr. Cardenas served as Co-Chair of the Republican Party of Florida's Victory 2010. He is a member of the Public Affairs Committee of the National Rifle Association, a board member of the Beacon Council and serves as a representative on the National Advisory Committee for Labor Provisions of Free Trade Agreements (NAC) through the United States Department of Labor. Most recently, Mr. Cardenas was asked by Florida Governor-elect Rick Scott to serve on the Inaugural Host Committee.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC



Slater Bayliss
Partner, The Advocacy Group at Cardenas Partners
215 South Monroe Street, Suite 602
Tallahassee, Florida 32301
850.222.8900 Tallahassee Office
swb@cardenaspartners.com

Slater Bayliss is partner in The Advocacy Group at Cardenas Partners, a political and government affairs firm. The firm represents some of the most recognized and respected companies in the country, from *Fortune 500* publicly traded industry leaders to small non-profit organizations.

Slater has been involved in some of Florida's most important public policy debates. He currently represents large and small businesses, private developers, health care companies, utilities, statewide associations and investment groups.

Prior to joining the Advocacy Group, Slater was the Executive Director of Floridians for Responsible Spending. The political committee was successful in mounting Florida's first statewide campaign to repeal a mandate from Florida's State Constitution, resulting in tax payer savings of an estimated $25 billion.

Previously, Slater served in Governor Jeb Bush's administration where his portfolio consisted of Economic Development policy formation and implementation in the Governor's Office of Tourism and Trade. Preceding that, he served as personal assistant to Governor Bush. In this role, he acted as the liaison between the Governor and the executive office, agency secretaries, members of the Florida Legislature and constituents.

Preceding his tenure in Governor Bush's office, Slater functioned as special assistant to the Convention Manager for the 2000 Republican National Convention and in various political capacities for the Bush-Cheney Victory Effort. Slater also served as Deputy Policy Director on Jeb Bush's 1998 gubernatorial race and on the political team for the George W. Bush Iowa straw poll effort in 1999. Slater began his political career with the Republican Governors Association in 1996.

Slater earned a Bachelor's Degree in Political Science and Communications from the University of Iowa. He later attended graduate school at Florida State University where he earned a Master's Degree of Applied American Policy and Politics. He recently collaborated on a pair of books that analyzed Florida elections through multiple types of data and changes in voter registration and turnout over time while comparing the electoral behavior of groups in Florida to those of the nation as a whole.

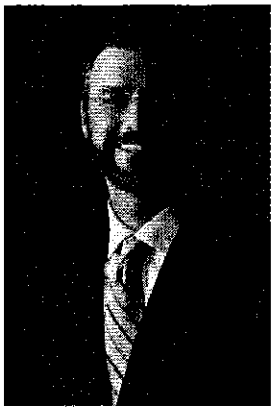
Slater currently serves on the National Board of Maverick PAC, an organization that promotes next generation leaders and the principles of personal and fiscal responsibility in public service. Additionally, Slater sits on the Board of the Florida Coalition for Capital, a partnership of leaders supporting economic development and job creation through long term access to capital for Florida's entrepreneurs and emerging companies. Slater is also a member of the Board of Directors for Tree House of Tallahassee, an emergency safe house where children who are victims of domestic abuse are given shelter, comfort and a sense of normalcy.

Slater is a fellow with the James Madison Institute, a Florida-based research and 501(c)(3) educational organization engaged in the battle of ideas. The Institute's ideas are rooted in a belief in the U.S. Constitution and such timeless ideals as limited government, economic freedom, federalism, and individual liberty coupled with individual responsibility. Additionally, Slater serves on the Florida Advisory board for the U.S. Global Leadership Coalition (USGLC), a broad-based influential network of 400 businesses and NGOs, national security and foreign policy experts, and business, faith-based, academic and community leaders in all 50 states who support a smart power approach of elevating diplomacy and development alongside defense in order to build a better, safer world.

Slater previously served two terms as gubernatorial appointee to the Board of Directors of the Florida Sports Foundation and operated as the Chair of the Florida Sports Charitable Foundation, Inc. Slater also functioned as Director of Operations for Governor Jeb Bush's Inaugural Committee and as Special Advisor to Governor Rick Scott's Inaugural Committee. Slater has raised monies for the U.S. Central Command Memorial Fund, Inc. and the Florida Hurricane Disaster Relief Fund.

He and his wife, Sara, met as undergraduates the University of Iowa and now reside in Tallahassee. They are the proud parents of 3 children and one semi-ferocious dog.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC



Stephen W. Shiver, Jr.
Partner, The Advocacy Group at Cardenas Partners
215 South Monroe Street, Suite 602
Tallahassee, Florida 32301
850.222.8900 Tallahassee Office
ss@cardenaspartners.com

Stephen Shiver has served directly and indirectly for numerous past and current members of the Florida Legislature, including many that are in leadership positions currently.

Shiver served former Republican Majority Leader and Senate President Pro-Tempore in the Florida House, where he assisted the Majority Leader and staff in communication and implementation of the majority party's agenda for the 2001 legislative session. In addition, he served as a floor assistant to other members during the 2001 legislative session.

Mr. Shiver served former Speaker of the House Tom Feeney in the Florida House of Representatives as a legislative assistant and as Chief Executive Assistant. In this capacity he coordinated legislative briefings and meetings among industry lobbyists and staff as well as serving as a liaison for members of the House and Senate to the Speaker and was a legislative advisor to the Speaker on issues before the Legislature.

Shiver served as Executive Director of Political Affairs for the Republican Party of Florida (RPOF) during the 2004 election cycle. Mr. Shiver oversaw the political apparatus of the state party through the historically successful election cycle of 2004 in which President George W. Bush garnered close to 4 million votes statewide, former Housing and Urban Development Secretary Mel Martinez was elected to the United States Senate, every Florida GOP congressman and state senator up for re-election was re-elected, and a net gain of three seats was secured in the state house.

At the RPOF, he also served as Executive Director of Victory 2004 working closely with officials of the Republican National Committee and the Bush-Cheney 2004 campaign in implementing one of the largest volunteer campaign programs in the history of Florida politics.

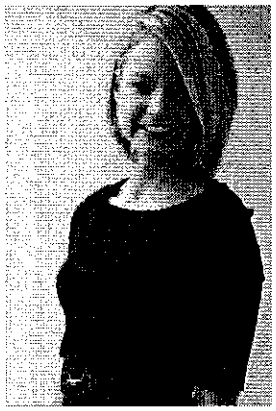
Mr. Shiver previously worked with a Tallahassee-based governmental affairs and political consulting group, working with clients in the field of health care, education, telecommunications and business. In addition, the firm served as general campaign consultants to the RPOF as well as to state senate and state house candidates during the 2002 election cycle.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

In 2005, Mr. Shiver traveled to Macedonia and Bosnia-Herzegovina with the International Republican Institute as part of a lecturing series on politics and public policy to leaders of emerging democracies and political parties across the world.

Mr. Shiver received a bachelor's degree in Business and English from Florida State University. He and his wife, Paige, reside in Tallahassee with their children Laurie, Abbie Rose and Watson.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC



Sarah Busk
Director of Government Affairs, The Advocacy Group at Cardenas Partners
215 South Monroe Street, Suite 602
Tallahassee, Florida 32301
850.222.8900 Tallahassee Office
sjb@cardenaspartners.com

Sarah Busk is a member of the government affairs practice at The Advocacy Group at Cardenas Partners, where she represents clients before the Legislative and Executive branches of Florida government on a wide range of matters. She has extensive experience working with local governments, as well as multiple statewide associations and businesses large and small to formulate and execute an executive and legislative plan. Additionally, she provides clients with strategic political advice designed to maximize resources and build relationships.

Prior to joining the firm in 2007, Ms. Busk served as a Special Events Representative on the 2007 Florida Inaugural Committee, where she coordinated the swearing in ceremony. In this role, Sarah worked with the Department of Military Affairs, members of the Florida Cabinet, members of the Florida State Supreme Court and other state elected officials and agencies to successfully inaugurate Florida's 44th Governor.

Prior to her work on the 2007 Inaugural Committee, Ms. Busk served as Deputy Finance Director for Senate President Tom Lee's statewide campaign for Florida's Chief Financial Officer. In this role Ms. Busk was responsible for all day-to-day operations of the campaign's statewide headquarters, coordinating fundraising activities and major donor relations, oversight of all financial reporting to the Florida Department of State as well as serving as liaison between the Republican Party of Florida and the campaign.

Ms. Busk began her political career as an Aide to the Chairman of the Republican Party of Florida (RPOF). In this capacity, she served as liaison between national and state leaders as well as staff members to RPOF. After serving in this capacity for the 2004 election cycle, Ms. Busk became the Donor Relations Coordinator for RPOF where she was responsible for the coordination of fundraising event logistics as well as fundraising accounting.

In 2011, Ms. Busk served as a consultant to Governor Rick Scott's Inaugural Committee. She holds a Bachelor's Degree in Political Science from Florida State University, is a member of the Florida Association of Professional Lobbyists, has completed RNC Campaign Finance College, was an Alternate Delegate to the 2004 Republican National Convention and serves on the Board of Directors of Emergency Care Help Organization of Tallahassee.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC



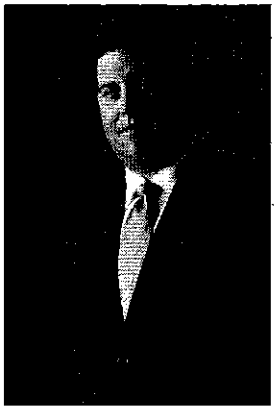
Justin Day
Director, The Advocacy Group at Cardenas Partners
701 South Howard Ave., Suite 106-326
Tampa, FL 33606
813.202.1326 Tampa Office
jd@cardenaspartners.com

Justin Day is a Director at The Advocacy Group's (TAG) Tampa Office, where he brings over ten years of experience in the political and governmental fields to the firm. Mr. Day provides guidance to clients that perform business with state, county, and municipal governments, as well as public-private partnerships, public transit, airports, and seaports. He assists clients in all aspects of government affairs and business development including: procurement, regulations, legislation, solicitations, negotiations, teaming, and strategic planning. Mr. Day's clients have interests in the areas of transportation, construction, public works, technology, and the environment.

Prior to joining TAG, Mr. Day worked in senior finance roles on various political campaigns in Florida including; U.S. Senate, Governor, Attorney General, and various local campaigns. Mr. Day has raised over $12 million dollars for local, state, and federal candidates. He is active in national Democratic politics serving on President Barack Obama's National Finance Committee and as the Tampa Bay Regional Finance Chairman for President Obama's re-election campaign. In addition, he was a National Co-Chair for the Democratic National Committee's Gen44 program. Currently, Mr. Day is an advisor to the Democratic Governors Association.

Mr. Day is a graduate of Florida State University with a Bachelors Degree in International Affairs and a Masters Degree in Applied American Politics and Policy. He is a graduate of Leadership Tallahassee, and currently serves on the Greater Tampa Chamber Board of Directors, Tampa Bay Committee on Foreign Relations, Chairman of the Tampa Bay New Leaders Council, Business Forward Local Leadership Council, President of AMIkids-Tampa Board of Trustees, and an Executive Committee Member of the National Board of Trustees for AMIkids, Inc. He resides in Tampa with his wife Elena.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC



Chris Chaney
Director, The Advocacy Group at Cardenas Partners
215 South Monroe Street, Suite 602
Tallahassee, FL 32301
850.222.8900 Tallahassee Office
cc@cardenaspartners.com

A veteran of Florida's legislative and appropriations process, Chris Chaney joined The Advocacy Group at Cardenas Partners after having served at the highest levels of State government.

Prior to joining TAGCP, Mr. Chaney served as Legislative Affairs Director at Florida's Agency for Health Care Administration (AHCA). In that role, Mr. Chaney was AHCA's chief lobbyist on all policy and appropriations issues before the legislature, including the licensure and regulation of all health care facilities in Florida, as well as operation of Florida's Medicaid program. Mr. Chaney was responsible for providing support services to Agency divisions relative to drafting legislation, assisting in the development of the Agency legislative package, coordinating briefings, providing assistance to legislators and staff and promoting the Agency's agenda throughout the legislative process. During his time as Director, Mr. Chaney worked to ensure passage of several major reform initiatives, including the revolutionary Statewide Medicaid Managed Care Program.

During his work AHCA, Mr. Chaney also served the as Acting Chief of Staff to the Secretary. While acting as Chief of Staff, Mr. Chaney assisted the Secretary in all aspects of the day to day operation of the Agency, including management of AHCA's 1600 employees and $24 Billion operating budget. In addition, Mr. Chaney oversaw all legislative, communications, and external affairs, during his time as Acting Chief.

Prior to his time at AHCA, Mr. Chaney served as a member of then Governor-Elect Rick Scott's Health and Human Services Transition Team. Mr. Chaney was responsible for identifying talent for executive level service at the Agency for Health Care Administration, the Department of Health, the Department of Elder Affairs, and the Agency for Persons with Disabilities.

Leading up to the Transition, Mr. Chaney was a member of the political department of Rick Scott's Campaign for Governor. Mr. Chaney focused on targeted voter turnout strategy, and Election Day operations.

Mr. Chaney grew up in South West Florida on Sanibel Island, and now resides in Tallahassee with his wife Ashley, and their daughter Penelope.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

Proposer's Approach

15. Describe Proposer's approach to representing the County in Tallahassee, FL to include:
(i) project organization/management,
(ii) the role and responsibilities of Proposer's management, and senior and other professional staff that will perform work on this project, and
(iii) the approach to scheduling work and prioritizing the County's requests.

We truly take a team approach to managing workload among the personnel on our staff, constantly analyzing and assessing the task at hand and assigning the member of the firm with the greatest strength in each respective area to see each matter through. Our team meets weekly to make such assessments and we are committed to ensuring that the priorities of Miami-Dade County are carried out to the best of our abilities as a team and in the timeliest manner possible. Our firm would not limit the County's access to any particular firm personnel but rather we would make available all resources needed to collectively successfully. Our firm's professional make-up is strategic in nature, with each member of our advocacy practice bringing a different set of skills, relationships and abilities to bear for our clients. Our ability to successfully and professionally engage every facet of state government in a bipartisan manner is both intentional and purposeful for the betterment of all we are fortunate to represent.

We have a great deal of experience working with local government entities to design and implement strategies while taking into account evolving political, policy and personnel undercurrents. Through our experience working on behalf of a number of local governments, we have found that goals evolve as circumstances change. Therefore, we believe that a disciplined system of communication is the key to success. At the outset of our relationship, we would recommend TAG and Miami-Dade County each designate a lead contact. All information would flow through these lead contacts in order to ensure consistency and accountability. We would designate Al Cardenas and Sarah Busk to lead TAG's representation of Miami-Dade County. Although, Mr. Cardenas and Ms. Busk would serve as the lead liaisons and primary contacts with the County, you can be assured that all resources of TAG will be leveraged to meet your objectives.

The following is an initial step-by-step approach we would propose designed to custom tailor the strategic plan.

September 2017

- Organize and schedule an onboarding /strategy session to introduce the entire TAG firm to Miami-Dade County, your senior staff and lobby team.

- Establish priorities and policy objectives and begin formulating a strategic plan to accomplish those.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

October-December 2017

- Leverage the legislative committee weeks to schedule face-to-face meetings between County leadership and targeted elected officials and senior staff of the Legislature, Governor's office, Cabinet and Executive Agencies, as prescribed in the strategic plan. These meetings would work toward developing champions and enhancing relationships.

- Establish a reporting and legislative issue monitoring system designed to keep both TAG and Miami-Dade County apprised of legislation, committee machinations and other pertinent activities related to the 2018 Legislative Session.

January-February 2018

- Establish regularly scheduled conference calls with the designated Miami-Dade County personnel to keep officials apprised in real time of issues throughout the 2018 Legislative Session.

- TAG will monitor and track legislation and attend committee meetings related to the County's initiatives and priorities throughout the 2017-18 committee weeks and Legislative Session. TAG will also coordinate meetings, discussions, etc. necessary with other industries supporting issues of material effect on Miami-Dade County when necessary. It will be our responsibility to provide a weekly bill report on all bills of material consequence to Miami-Dade County and when necessary will provide written updates to County officials and staff.

- As new challenges and opportunities present themselves, TAG will coordinate necessary meetings and public testimony for County Officials throughout the 2018 Legislative Session.

Year-Round

- Provide advice to Miami-Dade County on regulation and state policies that might materially impact the objectives set forth.

- Throughout the year, TAG will represent the County, as necessary, in meetings that impact policy objectives, including industry conferences, marketing meetings and networking opportunities and promptly report back to Miami-Dade County on all relevant developments.

- Provide Miami-Dade County with research and background information on any relevant issues as needed.

- Provide assistance with drafting correspondence to elected officials, staff or other government entities when necessary.

The above list is not exhaustive. The Advocacy Group will modify and/or expand its activities as Miami-Dade County's needs and priorities dictate. And while any advocacy effort should have a blueprint for success, it is critical that Miami-Dade County's plan to

be fluid and retain the flexibility needed to react to the changing and tumultuous political and legislative processes.

16. Discuss how Proposer plans to provide services on issues and subject areas outside the expertise of its staff members or Subcontractor's staff members, specifically on key Miami-Dade County issues.

Al Cardenas has raised his family and built his businesses in Miami-Dade County and has a depth of understanding of the policy implications unique to Miami-Dade County. That being said, through our representation of a number of local governments around the state, we have found that the issues affecting local governments can often be very nuanced and require a high level of skill. Members of our frim are not always subject matter experts, rather our team is comprised of experts on the process and politics of Florida government. TAG would work in close coordination with the excellent subject matter experts within the County's staff and rely on them to help determine the potential effects a particular policy change would have on Miami-Dade County.

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

In addition to relationships with state level elected officials, a value-added asset our firm brings to our clients is our broad network of personal relationships throughout Florida's business and environmental communities. These relationships have been long been established through various Board service, political activities, fundraising efforts and statewide advocacy.

As professionals, our firm prides itself on the relationships with Legislative leadership and senior level staff. We are proud to call many elected officials friends and although no one can guarantee a specific outcome in the course of the very tumultuous legislative process, we have full faith that these members of legislative leadership share a mutual respect with us and will keep an open dialogue with us on matters of importance at all times.

However, likely as important is the fact that our firm builds and maintains relationships throughout the state and in each Chamber of the legislature. In our approach to and experience representing clients, it is imperative that our clients have access to policymakers across the political spectrum. And while we maintain strong relationships with both leadership offices and each of the multiple members of the South Florida Legislative Delegation, we pride ourselves in providing effective advocacy for clients before those elected officials and delegations outside their geographic area. This is particularly valuable leading up to the 2018-2019 session where the Legislature will see

many new members and turnover in significant areas of the legislative leadership/committee process. This creates a tremendous opportunity for the County to educate these new legislators on the unique issues facing Miami-Dade County and build champions for its issues over the course of their careers. TAG's approach for the County would be to broaden its effort to educate legislators and policymakers inside AND outside of South Florida on the positive impacts and future the County holds for its citizenry is even more critical now. Having a firm with the capacity to accomplish this important part of an advocacy plan is essential.

Furthermore, we differ from many firms in Tallahassee in that we are a bipartisan firm. While Republicans still hold a 25-15 majority in the Senate and a 79-41 majority in the House, recent elections have seen gains for Democrats in Florida. Justin Day has worked in Democratic politics for over a decade and built relationships with Democratic leaders As Florida continues to shift from a red to a purple state, Legislative outcomes will be increasing impacted by Democrats.

18. 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.

Collectively, we pride ourselves on the personal and professional relationships we have built with elected, appointed and staff level decision-makers at the highest levels of Florida government, as well as our ability to strategically and tactically analyze the evolving landscape in this diverse state. We would bring all of this to bear on behalf of Miami-Dade County.

Our strategy to manage working relationships with elected officials and staff would begin with scheduling one-on-one meetings with our team and key policy makers and staff at the County. The goal of these meetings would be to gain an enhanced understanding of the roles played by these decision makers and assess where TAG might best be positioned to help Miami-Dade County capitalize on opportunities.

Further, TAG has worked for nearly a decade on a number of policy matters with Joe Rasco and Jess McCarty. Our team would augment relationships these two men have built, and our firm would help to smartly leverage the existing relationships the Mayor and thirteen Commissioners possess within the Legislature and the Executive branch.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

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

A hallmark of our approach to advocacy representation is a disciplined approach to mitigating the potential for client conflicts. We go to great lengths to selectively and strategically partner with public sector clients in specific geographic areas. There would be no known direct conflicts of interest between our representation of Miami-Dade County and any of our existing clients and we do not lobby the County Commission on behalf of any of our clients. Additionally, no member of our firm's ownership, management, or staff has a vested interest in any aspect of, or department under the Miami-Dade County Board of County Commissioners.

As stated, part of our approach to doing business in the state of Florida we have made a conscious decision to limit our representation of similar interests in the state in order to avoid cannibalizing our representation of another client and effectively maximize the effectiveness of our message on behalf of our clients. It is not our firm's approach to represent as many clients, particularly local governments, as possible but rather to provide the most effective and unfettered representation possible to all of our clients without fear of conflicts brought about by multiple entities in a given region or field. TAG maintains a selective client base in order to maximize resources and successful outcomes. The personnel assigned to this account will be experienced professionals who, by virtue of their political and advocacy experiences, offer an abundance of talent in achieving the priorities of the County.

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

Okaloosa County

The Advocacy Group has represented Okaloosa County since December of 2009 with the county recently putting out a procurement and awarding our firm an new three year contract. Among a multitude of issues TAG has engaged in on behalf of the County, has been a recurring proposal to consolidate the Mid-Bay Bridge Authority into the Florida Turnpike System, which the County opposed. In the course of the 2011 Session, the Senate unveiled a plan that would roll the Mid-Bay Bridge Authority, the Garcon Point Bridge, the Tampa – Hillsborough County Expressway Authority and the Orlando – Orange County Expressway Authority into the Florida Turnpike Authority and eliminate all other Expressway Authorities in the State. The Garcon Point Bridge was eventually taken out of the proposal. TAG immediately began working with allies in the House and Senate to oppose consolidation of the Bridge Authority and in the end we were successful in ensuring that the budget conforming bill that the Senate ultimately passed did not include any language that would negatively affect the Mid-Bay Bridge Authority. In 2012, the Senate transportation package once again folded the Mid-Bay Bridge Authority into the Florida Turnpike Authority. Late in the Session, this issue was moved into a conforming bill that was negotiated along with the budget in the Conference Committee. Along with allies from our local delegation, we were successful in encouraging the House

to hold strong on their position not to consolidate the Authorities and eventually the Senate concurred with the House position. During the 2013 Session TAG was able to once again tamp down attempts to take over the Mid-Bay Bridge Authority and our work in the interim has been focused on economic development initiatives within the County.

With an increased focus on water policy and funding coming from both the Legislature and the Governor, in 2014, The Advocacy Group approached County officials and staff and requested that they identify shovel-ready water projects. Throughout the Session, TAG worked with County staff, the Legislative delegation and the Governor's office to advocate in favor of these projects. Ultimately, TAG was successful in securing a total of $3.05 million in funding for three water projects in Okaloosa County. In 2015 TAG was successful in securing $3 million in funding for the County for a reclaim water project. In 2016, TAG secured $1 million in the general appropriations act, which Governor Scott withheld his approval of, toward reconstruction of the Crestview Courthouse, assisted in the resolution between the state and Counties related to Juvenile Detention Costs and negotiated the County's exclusion form harmful legislation.

In 2017 the County sought to address the growing problem of people with mental health issues cycling in and out of the criminal justice system. In order to take the first steps toward contending with this issue, the County looked to the good work done in Miami-Dade County and approached TAG with a desire to become part of the Forensic Hospital Diversion Pilot Program. TAG worked to come up with language, secure sponsors and shepherd a bill through the legislative process through the point that the Governor signed this good piece of legislation, adding Okaloosa County to the pilot program, into law.

City of Ocala

The Advocacy Group currently represents the City of Ocala, one of the most economically hard-hit cities in Central Florida. In The Advocacy Group's inaugural year of representation, and in one of the toughest economic situations our state has faced, The Advocacy Group was successful in achieving the City's number one priority in creating an Enterprise Zone within Ocala's city limits. With four major state and federal thoroughfares passing through its city limits, Ocala sits at a literal crossroads of Florida's transportation system, making it a vital piece of the state's economy. Thus, economic development is at the forefront of Ocala's legislative agenda. In 2009, in an effort to encourage more state and private investments in the City of Ocala, TAG worked with the Legislative Delegation to pass legislation designating an Enterprise Zone in the City. The only bill to pass among six Enterprise Zone bills filed in 2009, this legislation has allowed the City to apply to the Office of Tourism Trade and Economic Development for the ability to offer tax credits to businesses in a designated low income area within the City. These tax credits have incentivized businesses to create jobs and invest in local community development projects in the City's most depressed areas.

Over the course of our work for the City of Ocala, TAG has consistently served as an envoy to state officials on the City's economic development initiatives, including working alongside Enterprise Florida and the state Department of Economic Opportunity on a myriad of economic development projects throughout the last five years. This

included working alongside the City's economic development staff as well as officials with the Marion County Chamber of Commerce and the local economic development council to coordinate advocacy before the state's economic development entities.

Additionally, TAG lobbied and was successful in ensuring the FDOT's commitment to provide funding assistance in the City's request to obtain matching funds for the City of Ocala Multimodal Trail and Linear Park-Florida Northern Railroad Relocation and Railway Improvement Project. This project, important to both strategic economic development and critical safety goals and objectives for the citizens of Ocala and Marion County, was a priority for City Officials and TAG secured the state's financial commitment that allowed the City to apply and receive federal funding for the project.

2014 was one of the most active Legislative Sessions the City of Ocala has seen to-date and saw TAG successfully secure funding in the amount of $750,000 for the City's dilapidated Water Reclamation Facility, usher passage of a Local Bill that has allowed the City to increase the number of concerts and community events held in the downtown area, and defeat legislation that would have increased the burden on Ocala's taxpayers by increasing regulation of City-owned utilities. In 2015, TAG was successful in securing an additional $750,000 for septic tank reduction and stormwater projects within the City. And in 2016, TAG secured $250,000 for continuation of the City's stormwater project.

TAG also facilitated the City's significant success in efforts to establish productive dialogues and relationships with senior officials within the state's Department of Transportation. With specific initiatives focused on stimulus projects, Osceola Avenue, federal grant activities, commuter rail, and most recently the City's effort to establish itself as an Inland Port alternative for the state's trade corridors. Many of these initiatives are ongoing and have further advanced the scope of services TAG carries out on behalf of Ocala.

Port Tampa Bay

The Advocacy Group at Cardenas Partners (TAG) has represented Port Tampa Bay, since 2013. Port Tampa Bay's longstanding supremacy among Florida ports is based largely on its leadership in handling of bulk and break-bulk cargos, including phosphate, steel and petroleum, as well as in the shipbuilding industry. Port Tampa Bay over the past decade has impressively advanced its container-handling capabilities and seen a rapid growth in regional distribution facilities.

Handling more than 34 million tons of cargo in the fiscal year ended Sept. 30, 2011 – nearly 40 percent of all cargo moving in and out of the state of Florida. This embraces virtually every imaginable commodity, including vehicles and oversized project cargos, from all corners of the world. Top trade partners include India, Mexico, Brazil, Trinidad, Canada, Russia, Australia, Japan, Argentina and Turkey. At the same time, the Port of Tampa has emerged among the top eight U.S. cruise ports, smoothly handling nearly 1 million passenger moves a year.

TAG's work on behalf of Port Tampa Bay includes advocacy before the Executive Office

of the Governor, the Florida Department of Transportation (FDOT) and the Florida Legislature. These efforts included advocating for continued strong state investment in Florida's seaport infrastructure to facilitate Florida's role as a premier global trade gateway, as well as, acquiring $12 million in funding for new gantry cranes to be used at the Port. TAG is also responsible for monitoring potential legislative changes to state statutes related to Florida's seaports.

Hillsborough County Aviation Authority

The Advocacy Group at Cardenas Partners (TAG) has represented the Hillsborough County Aviation Authority (HCAA) since 2013. HCAA owns the Tampa International Airport (TIA). TIA has been praised for its architecture and Landside/Airside design of a central terminal connected by people movers to satellite gates, a pioneering concept when designed in the late 1960s. The airport handled 16,920,086 passengers in 2013, making it the 31st busiest airport by passenger movements in North America. In 2011, TIA was called one of the 10 best airports by CNNGo.

TAG's work on behalf of Hillsborough County Aviation Authority includes working with the Director of Governmental Affairs to maintain existing relationships and educate local and state elected officials in Tallahassee, Hillsborough County, and across the state on HCAA's issues. In addition, TAG worked with the Assistant VP of Media and Governmental Relations and the Director of Governmental Affairs, to secure $194 Million in funding for projects for their the master plan, including the Consolidated Rental Car Facility and Automated People Mover. TAG also successfully secured an additional $30 million in the DOT Work Plan for HCAA. Further, TAG is responsible for monitoring potential legislative changes to state statutes related to Florida's airports.

Miami-Dade Clerk of Court

Since 2003, TAG has provided the Miami-Dade Clerk of Court with advocacy services before the legislative and executive branches of Florida government. Our work on behalf of the Clerk over the past decade has covered a wide variety of issues, most recently including changes to the way the Clerks are funded in the state budgeting process. Historically, as elected constitutional officers, Florida's Clerks of Court have not been a part of the state budgeting process; however, as a result of the downturn in the economy, in 2009, in their quest to maximize the state's ability to leverage its assets, the Legislature brought the Clerks back into the state budget. This change resulted in chronic financial shortfalls for Clerks statewide. Later, TAG was a participant in the negotiated compromise that brought the Clerks of Court back out of the state budgeting process, giving them the flexibility needed to avoid future financial shortfalls.

Pasco County

TAG represented Pasco County from 2006 to 2013. In 2006, TAG successfully represented Pasco County in securing funding for State Road 52, under the Growth Management Reform legislation, an allocation of approximately $10 million. TAG also succeeded in advocating for the inclusion of the continuous right turn lane on U.S. Highway 19 into the Department of Transportation's five year work plan, an allocation of approximately $17 million in state funding. TAG successfully advocated for a $5

million storm shelter appropriation and $1 million in Water funding in 2007. In 2008, TAG was able to secure over $18 million dollars in projects for Pasco County along with an additional $11 million that Pasco will divide with two other Counties. In 2010, TAG was successful in securing language that will allow non-charter counties such as Pasco to levy, by referendum, transportation system surtax. In 2011, TAG was successful in working with stakeholders to bring about a sweeping reform of the state's growth management laws, allowing the County to implement a more forward-thinking approach to development within the County's borders. TAG was also successful in securing an appropriation of $4 million to assist the County in funding for road construction and site development for a business expansion expected to create capacity for 750 corporate services jobs. The 2013 Session saw TAG successfully negotiate growth management legislation that would protect Pasco County's Mobility Fee System, secure funding for flood mitigation projects in the County, as well as defeat legislation that would have created an exemption from County oversight of pain management clinics.

THE ADVOCACY GROUP AT CARDENAS PARTNERS LLC

Service Cost

21. 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 guaranteed amount for Work Order assignments or any amount for Optional Services.)

Based on the unique nature of our business and political contacts and relationships that have been built over the course of decades, our experience tells us that the time we spend with individual clients varies from month to month. Therefore, we would not want to limit the number of hours TAG will dedicate to working toward Miami-Dade County's success. The professionals at TAG will be available 24 hours a day, 7 days a week throughout the term or of representation. Our proposed fees are generally based on the scope and political lift. Based on our experience, as well as the inventory of tasks articulated in the Request for Proposals, we would estimate that our fee for advocacy would be $84,000 per year, or $7,000 per month, inclusive of all costs. However, this fee proposal is negotiable based upon scope of services.

Supplier Response Form

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No. :	RFQ No. 00600	**Federal Employer Identification Number (FEIN):**	27-0393975
Contract Title:	Governmental Representation and Consulting Servic		

Sarah J. Busk	Director of Gover	Sarah J. Busk
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant

The Advocacy Group at Cardena:		August 7, 2017
Name of Firm		Date
204 South Monroe Street	FL	32301
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of Florida County of Leon

Subscribed and sworn to (or affirmed) before me this 7th day of August 2017

by Sarah J. Busk He or she is personally known to me X or has produced identification

Type of identification produced

Brittany A. Johns — Signature of Notary Public

FF 956607 — Serial Number

Brittaney A. Johns — Print or Stamp of Notary Public

2/2/2020 — Expiration Date

BRITTANEY A. JOHNS
Notary Public - State of Florida
Commission # FF 956607
My Comm. Expires Feb 2, 2020
Bonded through National Notary Assn.

Please enter your password below and click Save to update your response.

Please be aware that typing in your password acts as your electronic signature, which is just as legal and binding as an original signature. (See Electronic Signatures in Global and National Commerce Act for more information.)

By completing this form, your bid has not yet been submitted. Please click on the place offer button to finish filling out your bid.

Username sjb@cardenaspartners.com

Password

Save Close

* Required fields

MIAMI-DADE COUNTY

Miami-Dade Coun
Procurement Management Service
Solicitation Submittal For
111 NW 1st Street, Suite 1300, Miami, FL 331

Solicitation No. RFQ-00600		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL		
Legal Company Name (include d/b/a if applicable): The Advocacy Group at Cardenas Partners LLC		Federal Tax Identification Number: 27-0393975		
If Corporation - Date Incorporated/Organized: June 2009		State Incorporated/Organized: Florida		
Company Operating Address: 204 South Monroe Street		City Tallahassee	State FL	Zip Code 32301
Company Contact Person: Sarah J. Busk		Email Address: sjb@cardenaspartners.com		
Phone Number (include area code): 8502228900	Fax Number (include area code): 8508417653	Company's Internet Web Address: www.cardenaspartners.com		

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☐ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-3111 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? Yes ☐ No ☐

If yes, please provide your Certification Number:

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: **SJB**. In such event, the Proposer shall furnish together with its proposal response 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.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public.

By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.

In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature: Sarah J. Busk	**Date** August 7, 2017
Type or Print Name Sarah J. Busk	
Type or Print Title Director of Government Affairs	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature: Sarah J. Busk	**Date** August 7, 2017
Type or Print Name Sarah J. Busk	
Type or Print Title Director of Governmnent Affairs	



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

☑ **NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT**

Sarah J. Busk	**sjb@cardenaspartners.com**
Signature	Date

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: **The Advocacy Group at Cardenas Partners LLC** FEIN No. **27-0393975**

In accordance with Sections 2-8.1, 2-8.8 and 10.34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this 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. The Bidder/Proposer should enter the word "NONE" under the appropriate heading of this form if no subcontractors or suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In event that the recommended Bidder/Proposer demonstrates to the County prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligent efforts to obtain that information and provide the same to the County not later than ten (10) days after it becomes available and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
The Advocacy Group at Cardenas Partners LLC	Al Cardenas		3		2		1				5	2	6		1			

Business Name and Address of First Tier Subcontractor/ Subconsultant	Principal Owner	Scope of Work to be Performed by Subcontractor/ Subconsultant	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
N/A																		

☐ Mark here if race, gender and ethnicity information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Internal Services Department at http://www.miamidade.gov/business/business-development-contracts.asp. As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Report Sub 200 form which can be found at http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Sarah J. Busk	Sarah J. Busk	Director of Government Affairs	August 7, 2017
Signature of Bidder/Proposer	Print Name	Print Title	Date



AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: **Governmental Representation and Consulting Services in Tallahassee, FL** Solicitation No.: **00600**
(2) Department: **Intergovernmental Affairs**
(3) Proposer's Name: **The Advocacy Group at Cardenas Partners LLC**
Address: **204 South Monroe Street** Zip: **32301**
Business Telephone: **8502228900** E-Mail: **sjb@cardenaspartners.com**

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

Name	Title	Employed By	Email Address
Al Cardenas	Senior Partner	The Advocacy Group at Cardenas Partners	ac@cardenaspartners.com
Sarah Busk	Director of Goverment Affairs	The Advocacy Group at Cardenas Partners	sjb@cardenaspartners.com
Slater Bayliss	Partner	The Advocacy Group at Cardenas Partners	swb@cardenaspartners.com
Stephen W. Shiver	Partner	The Advocacy Group at Cardenas Partners	ss@cardenaspartners.com

(ATTACH ADDITIONAL SHEETS IF NECESSARY)

The individuals named above are Registered and the Registration Fee is <u>not</u> 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: **Sarah J. Busk** Title: **Director of Government Affairs**

STATE OF **Florida**

COUNTY OF **Leon**

The foregoing instrument was acknowledged before me this **August 7, 2017**,

by **The Advocacy Group at Cardenas Partners**, a **Limited Liability Company**, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced **personally known** as identification and who did/did not take an oath.

Brittaney A. Johns
(Signature of person taking acknowledgement)

Brittaney A. Johns
(Name of Acknowledger typed, printed or stamped)

Administrative Assistant	**FF 956607**
(Title or Rank)	(Serial Number, if any)

Revised 1/2/14

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No. : **RFQ No. 00600** **Federal Employer Identification Number (FEIN):** **27-0393975**

Contract Title: **Governmental Representation and Consulting Services in Tallahassee, FL**

Sarah J. Busk	**Director of Goverment Affairs**	**Sarah J. Busk**
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
The Advocacy Group at Cardenas Partners LLC		**August 7, 2017**
Name of Firm		Date
204 South Monroe Street	**FL**	**32301**
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of _____ County of _____

Subscribed and sworn to (or affirmed) before me this _____ day of, _____ 20___

by _____ He or she is personally known to me or has produced identification

Type of identification produced _____

_____ _____

Signature of Notary Public Serial Number

_____ _____ _____

Print or Stamp of Notary Public Expiration Date Notary Public Seal

GrayRobinson, P.A.

Bid Contact **Shannon McDonough**
shannon.wilderotter@gray-robinson.com
Ph 904-632-8458

Address **50 North Laura St.**
Suite 1100
Jacksonville, FL 32202

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
RFQ-00600-01-01	Governmental Representation and Consulting Services in Tallahassee, FL	**Supplier Product Code:**	**First Offer -** $96,000.00	1 / fee	**$96,000.00**	**Y**	**Y**

Supplier Total **$96,000.00**

GrayRobinson, P.A.

Item: **Governmental Representation and Consulting Services in Tallahassee, FL**

Attachments

MiamiDadeResponse.pdf

GRAY | ROBINSON
ATTORNEYS AT LAW

PEEBLES & SMITH

Sun City Strategies
Business & Government Consulting



Prepared for Miami-Dade County

Lobbying Services
August 7, 2017

Presented by:
Dean Cannon
Executive Vice President and Statewide Chair of Government Affairs
GrayRobinson, P.A.
301 South Bronough Street, Suite 600
Tallahassee, Florida 32301
Phone: 850-577-9090
Fax: 850-577-3311
dean.cannon@gray-robinson.com

© 2017 GrayRobinson, P.A.

TABLE OF CONTENTS

INTRODUCTION 3
PROPOSER INFORMATION SECTION 5
KEY PERSONNEL AND SUBCONTRACTORS PERFORMING SERVICES 22
Dean Cannon 24
Timothy M. Cerio 26
Larry Cretul* 29
Eduardo "Eddy" Gonzalez* 30
David Griffin 31
Ryan E. Matthews 33
Kim McDougal* 34
William J. Peebles 35
Kirk Pepper* 36
Joseph R. Salzverg 37
John Wayne Smith* 39
PROPOSER'S APPROACH 41
SERVICE COST 45
APPENDIX ITEM A: SAMPLE REPORT 46
APPENDIX ITEM B: NOTARIZED REQUIRED FORMS 49

INTRODUCTION

Dear Miami-Dade County,

The firms, GrayRobinson, P.A., Peebles & Smith, Inc., and Sun City Strategies, LLC (the "Team") are pleased to offer our governmental representation and consulting services to Miami-Dade County (the "County"). The enclosed proposal sets forth, in detail, the Team's professional experiences, accomplishments, and qualifications that make this cooperative effort exceptionally well suited to serve the County.

By bringing together three firms with an esteemed combination of experience and expertise, the County will have access to over 150 years of combined legislative and executive branch experience. Together, in addition to its veteran lobbyists, the Team includes two former Speakers, the past House and Senate General Counsel, the immediate past Chief of Staff and the immediate past General Counsel to Governor Scott, two former state agency Secretaries, local government finance and policy experts, and a former Miami-Dade Legislative Delegation chairman.

GrayRobinson, P.A. offers the perspective of some of the most experienced legislative and executive branch leaders in Florida, in addition to a depth of specialized policy experience regarding local government. Dean Cannon of GrayRobinson, P.A. served eight years in the Florida House of Representatives and two years as Speaker of the Florida House from 2010 to 2012. In addition, Mr. Gonzalez of Sun City Strategies served as Chairman of the Miami-Dade County Legislative Delegation from 2012-2014. Complementarily, Peebles & Smith, Inc. specializes in representing local government entities and possesses a particular familiarity with public finance and policy issues that impact counties. Prior to founding Peebles & Smith, Mr. Smith served as Legislative Director of the Florida Association of Counties.

Through these experiences, the Team has developed close relationships with legislative leadership, influential committee chairs, and their staff, throughout the state. Moreover, with members that have collectively served and advocated under five Governors, the Team maintains excellent working relationships with all of the agency heads in the Scott administration, and superb relationships with Attorney General Pam Bondi, CFO Jimmy Patronis, and Agriculture Commissioner Adam Putnam. The Team's extensive network and active participation in "big picture" local government issues—particularly, the two ever-present issues: competition for the allocation of state resources and the natural tension that exists between local and state government—enable the Team to advise local government clients on economic and fiscal trends, expenditure expectations, and leadership priorities.

Orienting the County to the state's lagging economic indicators is one of the unique services provided by the Team. During the period from 2014-2016, the state enjoyed a significantly improved fiscal position, compared to prior years. However, beginning in 2017, this peak growth from the most recent recession began to stall. In the upcoming budget exercise for 2018, the state is expected to have less than $100 million in total new or growth revenues, a number significantly less than the more traditional $1.8 to $2.9 billion increases of the past five years. Prudently, the state held back healthy reserves, but local governments and others will find themselves participating in an ever-increasing competitive process for the state's fiscal resources, especially as the additional homestead exemption heads to the ballot in 2018.

If selected, I will direct the efforts of the Team and be accountable to the County for all work executed, along with Timothy Cerio, Larry Cretul, Eduardo "Eddy" Gonzalez, David Griffin, Ryan Matthews, Kim

GRAY | ROBINSON
ATTORNEYS AT LAW

McDougal, William Peebles, Kirk Pepper, Joseph Salzverg, and John Wayne Smith. The eleven of us provide a combination of specialized experience with local government issues, exclusive access to leaders in the Legislature and executive branch, and deep rooted connections with Miami-Dade County. The Team is confident that the combination of these distinguished backgrounds will be especially beneficial to the County.

The Team stands ready to ensure the overall success of the County's legislative priorities. It is my hope the County will recognize the exclusive assets of the Team's professionals and favorably consider this proposal. My address is 301 South Bronough Street, Suite 600, Tallahassee, Florida, 32301. My telephone number is (850) 577-1403.

Thank you for the opportunity to submit this proposal, and we would consider it a privilege to represent the County.

Sincerely,

Dean Cannon
Executive Vice President
Statewide Chair of Government Affairs
GrayRobinson, P.A.

PROPOSER INFORMATION SECTION

1. Describe the following about the proposer:

i. The number of years that the proposer has been in existence;

GrayRobinson was established in 1970. The Firm has been in existence for 47 years.

ii. History and background

GrayRobinson is a full-service lobbying and law firm with 300 government relations professionals and attorneys throughout 13 offices across the state of Florida, and Washington, D.C. The firm is a corporation, founded in Orlando in 1970 as Gray, Harris, Adams & Robinson, P.A. In 1981, the name was changed to Gray, Harris & Robinson, P.A. and in 2003 was changed to its present name, GrayRobinson, P.A.

- In 1970, Richard Adams, Charles Gray, Gordon Harris and Richard Robinson join their practices to become Gray, Adams, Harris & Robinson P.A.
- In January 1990, the firm expands its presence on Florida's Space Coast by merging with Kirschenbaum and Peeples, an established Brevard County firm.
- In January 1996, GrayRobinson merges with the Melbourne firm of Nohrr & Nohrr. A few months later, the firm moves its Brevard County headquarters to Melbourne.
- In February 1996, the firm continues its statewide expansion, establishing an office in Tallahassee to create a permanent presence in the state capital and further expand the firm's state governmental practice.
- In August 2000, the firm adds more depth to its capabilities and experience in the state's capital by adding six additional attorneys to the Tallahassee office.
- Expanding into the Tampa market in September 2000, the firm merges with Shackleford, Farrior, Stallings & Evans, a firm with nearly a century of history in Tampa. The merger solidifies the combined firm's presence along the "Interstate 4 Corridor" - a magnet for a number of new companies and industries.
- In January 2001, GrayRobinson merges with Lane, Trohn, Bertrand & Vreeland. Formed in 1926, it is one of the largest firms in Lakeland.
- In December 2003, GrayRobinson establishes its Key West office.
- In August 2004, GrayRobinson opens its office in Naples.
- In November 2004, GrayRobinson opens its Jacksonville office.
- In June 2005, the firm opens its office in Fort Lauderdale.
- In October 2007, the firm continues its strategic expansion across Florida, with the opening of its Miami office.
- In January 2013, GrayRobinson opens its Gainesville office, strengthening the firm's Central Florida presence.
- In April 2013, the firm strengthens its position in South Florida by announcing its formal partnership with Siemon & Larsen. The firm officially opens the doors to a new GrayRobinson office in Boca Raton.
- In November 2013, GrayRobinson announces its acquisition of Hirschhorn & Bieber, P.A., a Miami-based criminal and civil white collar defense law firm. Hirschhorn & Bieber formed on January 1, 2000, and represents clients in criminal and civil white collar defense litigation.
- In September 2015 the firm expands across South Florida with the opening of its Fort Myers office.
- In May 2016, Dean Cannon's lobbying firm Capitol Insight joins GrayRobinson.
- In June 2017, Doyle Bartlett joins GrayRobinson and expands the firm's presence to Washington, D.C.

iii. Tax status

GrayRobinson is a corporation.

iv. Principals, officers, owners, board of directors and/or board of trustees

GrayRobinson is a Professional Association of which all 163 equity shareholders own equal shares yielding less than 1% ownership per equity shareholder. Mayanne Downs is the President and Managing Director of GrayRobinson and Byrd F. "Biff" Marshall, Jr. serves as Chairman of the Board. J. Charles Gray serves as Chairman Emeritus and Founding Partner of GrayRobinson and continues to practice law full-time.

v. The total current number of employees and the current number of professional employees by classification; and

GrayRobinson currently employs 676 total individuals. Professional employee designations broken down as follows:

- Associates: 59
- Shareholders: 184
- Of Counsel: 50
- Government Consultants/Government Affairs Directors: 10
- Paralegals: 77
- Firm management: 32

vi. The primary markets served.

The Team services clients throughout the state of Florida and nationally from its offices in Boca Raton, Fort Lauderdale, Fort Myers, Gainesville, Jacksonville, Key West, Lakeland, Melbourne, Miami, Naples, Orlando, Tallahassee, Tampa and Washington D.C.

2. Describe the Proposer's past performance and experience in governmental representation and consulting. Specifically address each of the areas listed in the Scope of Services, Section 2.1(A), Qualifications.

A strong working knowledge of legislative, administrative, and regulatory processes at the state level; a clear understanding of large urban areas, including specific knowledge of Miami-Dade County; a history of successful lobbying experience at the state level; and a clear strategy for representing the County at meetings with key legislators and members of the Executive Branch.

This Team has been strategically assembled in order to provide the County with the most diverse legal, policy, budgetary and political backgrounds and skillsets. In addition to veteran lobbyists, the Team includes two former Speakers, the past House and Senate General Counsel, the immediate past Chief of Staff and the immediate past General Counsel to Governor Scott, two former state agency secretaries, local government finance and policy experts, and a former Miami-Dade delegation chairman. The combined experience of these members undoubtedly affirms the Team's strong working knowledge of legislative, administrative, and regulatory processes at the state level.

More specifically, the Team includes Eddy Gonzalez, a former Hialeah City Commissioner and member of the Florida House, who served as Chairman of the Miami-Dade County Legislative Delegation from 2012-

2014. In addition, our Team members possess a clear understanding of challenges and issues facing large urban areas. For example, GrayRobinson and Peebles & Smith have represented Broward County, Monroe County, consolidated Jacksonville/Duval, and multiple entities along the I-4 corridor. Some Team members have even represented large urban areas for nearly two decades, and Speaker Cannon served on the Orange County Charter Review Commission before serving in the Florida House. Lastly, multiple members of Peebles & Smith have experience working with the Florida Association of Counties' Urban Caucus and the Florida Urban Partnership (comprised of Florida's 10 most populated cities).

As will be presented in later sections and more detail, the Team is highly effective at achieving results for clients. Some noteworthy projects indicative of the Team's successful lobbying experience at the state level include the creation of SunRail, the expansion of Port Everglades, the construction of the UCF Downtown Campus, and the Florida Keys Stewardship Act.

The Team's approach to representing the County will also be outlined below. Notwithstanding, we hope the professional accomplishments of individual Team members sufficiently speak to the Team's ability to develop and execute a strategy for representing the County at meetings with key legislators and members of the Executive Branch.

3. Discuss Proposer's understanding of major metropolitan county issues and key issues to the County (refer to Attachment A) and describe what unique aspects of Proposer's experience and qualifications makes Proposer different than other potential proposers.

a) Appropriations

Budget Experts – The diversification of the Team's existing client needs requires a significant amount of attention and focus on the state's budgeting process. As such, our Team participates in every aspect and subgrouping of the state budget, including: Agriculture and Natural Resources, General Government, Health Care, PreK-12, Higher Education, and Transportation and Economic Development. Specifically, in addition to specific project requests the Team has been strategically involved in advocating for many of the larger program pots that are provided to local governments, such as housing, brownfields, petroleum tanks, land acquisition, and transportation.

b) Revenue Sharing

Issue Experts – Over the past three decades, the Team has participated in most of the modifications and enhancements of the various revenue sharing programs, including the Half-Cent Sales Tax and the County Revenue Sharing Program. Examples include the earmark of satellite based audio communications to the Half-Cent, hold harmless provisions for the Revenue Sharing during the phase out of the intangible tax, sales tax replacement, and expansion of the guaranteed entitlement.

Land Lease – On behalf of a private yacht club located in Miami Beach, the Team is currently negotiating a submerged land lease with the Florida Department of Environmental Protection that includes a revenue sharing agreement from dock slip sales and other revenue sources.

c) Transportation Issues/Transit Funding

SunRail/Quiet Zones – The Team coordinated a two-year legislative effort that culminated in the approval of a complex and comprehensive package for Central Florida Commuter Rail (SunRail). The Team served as co-leader for the coalition of lobbyists and regional interests supporting SunRail. Additionally, on behalf

of MetroPlan and several individual local governments along the I-4 corridor, the Team advocated for the creation of a new matching grant program for the development of quiet zones.

Transit – The Team has supported LYNX (Central Florida Regional Transportation Authority) for several years; most recently, by obtaining state funding for the mitigation of I-4 construction that was expected to significantly obstruct LYNX operations.

Bridges – On behalf of Monroe County, the Team assisted with the transfer and acquisition of the Seven Mile Bridge from the Florida Department of Transportation (DOT). The Seven Mile Bridge is an historic marker but and been used as a linear park for the past ten years. The Team has helped negotiate a fair price, including bringing the bridge up to required specifications before the transfer. This project will save Monroe County an estimated $15 million.

d) Aviation, Seaport, Public Works

Port Zoning – On behalf of the Canaveral Port Authority, the Team partnered with other stakeholders to pass the 2015 Freight Logistics Zones legislation, giving Florida seaports further flexibility in establishing zones for economic development and regional/statewide impact.

Port Expansion – On behalf of Broward County, the Firm helped the County get $14.7 million for an expansion project at Port Everglades.

Airports – On behalf of the City of Tampa, the Team worked on the approval of the updated Tampa Airport Masterplan into the Department of Transportation's work plan. On behalf of the City of Kissimmee, the Firm successfully amended the Florida Statutes, resulting in an expansion of the Strategic Intermodal System so that it included the Kissimmee Airport, benefiting Kissimmee by $2 million.

e) Homeless Programs

Homeless Veterans Program – On behalf of the Transition House, the Team successfully secured a legislative appropriation during the 2016 Session of $150,000 for a homeless veterans program in Osceola County. The Team renewed this funding push and secured an additional $100,000 during the 2017 Session.

Sadowski Carve Out – The Team has participated in the Sadowski Coalition for many years, including the most recent effort to reinstate the state earmark of $4 million for state homeless programs within the Department of Children and Families.

Gainesville Homeless Shelter – On behalf of the City of Gainesville, the Team helped negotiate a land and facility transfer of a Department of Corrections facility for future use as a homeless shelter. Additionally, the Team has successfully lobbied for state funding to assist with upgrading and renovating the facility.

f) Empowerment and Enterprise Zones

Freight Logistics Zones – On behalf of Canaveral Port Authority, the Team partnered with other stakeholders to pass the 2015 Freight Logistics Zones legislation, giving Florida seaports further flexibility in establishing zones for economic development and regional/statewide impact.

Tax Credit – On behalf of the Florida Brownfields Association, the Team successfully worked to include the Voluntary Cleanup Tax Credit Program (VCTC) within the tax package passed by the Legislature, annually.

Additionally, the Team works with the Association's members in helping identify the development projects spurred by this program, with the tax incentives affiliated with enterprise zones across the State. In the first 7 months of 2016, over $46 million has been invested in redeveloping Brownfields and over 1,600 direct and indirect jobs have been created in Florida. Among noteworthy brownfields within the Miami-Dade area that have been redeveloped are St. Martin's Place in Miami, Wagner Square in Miami, and AR&J SOBE in Miami Beach.

g) Human Services

Miami-Dade Specific – On behalf of the City of Hialeah Gardens, the Team successfully secured $292,000 in funding for the elderly meals program.

County Health Departments – The Team has advocated on behalf of the Florida Association of Counties (FAC) and multiple counties regarding the funding for county health departments, mental health services, and substance abuse programs.

Advantageous Insight – Team member Kim McDougal served as Chief of Staff to Governor Rick Scott during the 2016 Zika virus state of emergency. In this capacity, Dr. McDougal coordinated all efforts between the Florida Department of Health, Center for Disease Control and Prevention (CDC), and county health departments.

h) Criminal/Juvenile Justice

Recidivism Reduction – On behalf of Bridges of America, Inc., the Team successfully fought back the outright closure of two major facilities (through legislative leverage and hearings) and facilitated Legislature-wide discussion on the proper role of work release and transitional centers to reduce recidivism during the 2012 Session.

Cost Reduction – On behalf of the Alliance for Safety and Justice, the Team has begun coordinating a strategy to replace antiquated and expensive ways of conducting business in Florida's criminal justice system. Through the Team's leadership, its client's objective of pursuing new safety priorities, crime prevention, rehabilitation, support services for survivors, and alleviating the financial burden of incarcerations in the State have all emerged at the forefront of legislative movement to reform Florida's correctional system.

Privatization – On behalf of Christian Prison Ministries, the Team successfully activated an important statewide conversation about privatization within the Florida Department of Corrections during the legislative appropriations conference in 2016. Although we ultimately decided to withdraw the push, our ability to bring the item forward during conference as a formal offer from the Senate will pay substantial long-term dividends in working with the Legislature and the Department.

Statewide Reform – The Team has advocated on behalf of the Florida Association of Counties (FAC) and multiple counties for fair allocation of functional and fiscal burden regarding the state's juvenile justice system. In addition, the Team has successfully secured funding for Marion County, which operates its own juvenile detention facility.

i) Local Government Preemption

The Team represents several statewide local government associations and multiple local governments. As result, the Team is consistently and integrally involved in all attempted transgressions of home rule. This

past Session spawned multiple, unprecedented attempts at preemption. The Team was instrumental in convincing a House Committee Chair to abstain from hearing House Bill 17. The Team also played a key role in the final defeat of legislation that opened up a two-year agreement relating to vacation rentals.

j) Construction/Wetlands Development Permitting

Non-water-dependent Use-permit – On behalf of the City of Kissimmee, and over strenuous objection by the Florida Department of Environmental Protection (DEP) and environmental groups, the Team secured Cabinet authorization for a non-water-dependent use-permit on a long-term sovereign lands lease.

k) Finance and Taxation

Property Tax Reform – The Team was engaged jointly by the Florida League of Cities, Florida Association of Counties, and Florida School Boards Association to lead a coordinated strategy to prevent the Governor and Legislature from over-reacting to property tax increases accumulated from 2000 to 2007. The Firm successfully negotiated a position between the Governor and the Senate President that imposed reasonable caps while maintaining local governments' ability to make necessary decisions at home.

Revenue & Expenditure Caps – The Team was retained by a local government coalition to fend off negative proposals from the Tax & Budget Reform Commission (2007-2008) and Senate President Mike Haridopolos who made revenue and expenditure caps (TABOR) one of his top priorities. The Legislature eventually passed a proposed constitutional amendment on state revenue and expenditure caps. However, the proposal did not apply to local government entities. The amendment did not receive the necessary sixty percent approval to pass.

Local Option Discretionary Surtax – In 2016, the Team helped pass legislation providing that a county, upon approval by a majority vote of the electors of the county, may levy a pension liability discretionary sales surtax at a rate not to exceed one-half percent, to fund underfunded defined-benefit retirement plans or systems.

Local Government Fiscal Transparency & Responsibility – This past Session, the Team played an integral part in defeating two separate House proposals that would have significantly impacted cities and counties' ability to efficiently manage general and special fund reserves, appropriately use debt service as a financing mechanism for infrastructure, and maximize the use of existing local revenue options.

l) Consumer Services & Insurance

Regulatory Exemption – On behalf of the Florida Municipal Insurance Trust (FMIT), the Team was successful in passing legislation that would exempt the FMIT and similar local government associations from the requirement of securing a certificate of authority from the Florida Office of Insurance Regulation, unlike private entity insurance administrators.

m) Everglades Restoration

Everglades/Florida Bay – On behalf of Monroe County, the Village of Islamorada, and the Everglades Foundation, the Team has advocated for appropriate management of natural water flow to protect the salinity of Florida Bay. The Team was specifically tasked for support of the Everglades Legacy Bill of 2016, providing dedicated funding to bolster Everglades Restoration efforts.

n) Environmental Issues/Green Initiatives

Beach Renourishment – On behalf of Broward County, the Team advocated for $5.2 million in 2014 to implement the phase-II segment of the County's beach renourishment plan.

Lake Restoration – On behalf of the City of Kissimmee and the Toho Water Authority, the Team has successfully advocated for a total of over $3 million for the Restoration of Lake Tohopekaliga since 2014.

Florida Keys Stewardship Act – As an advocate for multiple entities in Monroe County, the Team participated in the passage of the Florida Keys Stewardship Act. The legislation expanded the use of dedicated Everglades bonding authority to include broad water quality initiatives and created a dedicated funding source from Florida Forever for the preservation of conservation lands.

Land Acquisition/Florida Communities Trust – In addition to primarily representing local governments and municipal utilities, the Team has been engaged by the Trust for Public Land, a key partner in the support of funding for conservation, green space, and parks. The Team has been a part of long standing efforts to provide funding for Florida Forever and its key programs, specifically the Florida Communities Trust, a local matching program for community parks and recreation. The FCT Program received its first separate line item of $10 million in 2016.

Advantageous Insight – Mr. Matthews's service as Secretary at DEP will provide for a unique insight of the inner workings of the agency, which will benefit the County in all aspects, from permit compliance and regulatory assistance, to grants available to local governments through the agency.

o) Water and Sewer Issues/Projects

Reclaimed Water – The Team worked to pass legislation in 2012 allowing the City of Tampa's reclaimed water to be eligible for alternative water supply funding. In addition, the legislation also exempted reclaimed water from water management district regulations.

Water Policy/Springs – In the 2016 Session, the Team was heavily engaged in multiple aspects of Florida's major water policy bill (SB 552) on behalf of a variety of clients, including springs (Marion County, the City of Archer, and the City of Gainesville), the codification of the Central Florida Water Initiative (the City of Orlando, Orlando Utilities Commission, and the Toho Water Authority), and expansion of incentives for water conservation initiatives (WaterSmart).

Pineapple Park – On behalf of the City of West Palm Beach, the Team successfully secured $500,000 for stormwater improvements to Historic Pineapple Park, a neighborhood notorious for decades of flooding that has served as an impediment to private investment/development in the area.

Miami-Dade Specific – On behalf of the City of Hialeah Gardens, the Team successfully secured $1.2 million in funding for drainage improvements and on behalf of the Town of Miami Lakes, secured $1 million for phase II of the Miami Lakes Canal Bank stabilization project.

Subject Area Expert – Prior to serving as Secretary of DEP, Mr. Matthews was the Director of the Office of Water Policy. It was in this capacity that he worked closely with other Team members to codify the Central Florida Water Initiative (CFWI), a multi-agency planning effort consisting of state government agencies, water utilities, and water management districts. This work involved developing a regional water supply plan to provide an additional 250 million gallons per day for the growing Central Florida Region. His supervision

of the five water management districts also provided him an understanding of their original core function, which was flood control.

p) Protection of County Revenue

Local Business Tax/Revenue Sharing – Over the past three decades, the Team has been an integral part of the advocacy efforts to prevent the restriction and (too often proposed) elimination of the Local Business Tax (Occupational License Tax). Additionally, during this same period, the Team participated in every effort to modify, restrict, or reduce revenues shared with counties through the Half-Cent Sales Tax Clearing Trust Fund and the County Revenue Sharing Program. Examples include the phase out of the intangibles tax, a primary revenue source for county revenue sharing, and the state's effort to redirect revenue from the Half-Cent Program during the implementation of the Article V constitutional amendment (1998).

Property Tax/Commercial Cap (Constitutional Amendment) – Mr. Smith was recruited to serve as Secretary/Treasurer for the ALL ABOUT FLORIDA campaign. In this position, he raised over $2.5 million in an effort to defeat Amendment 4, a proposal that would have imposed a 5% assessment cap on nonresidential property. The amendment was successfully defeated on the 2012 general ballot.

Claim Bill Defense – On behalf of hospital districts, cities, counties, police departments, school boards, and/or the insurer thereof, the Team has defended numerous "claim bills" that sought damages from our clients in excess of sovereign immunity limits. During the 2017 Legislative Session, the Team successfully defended a group of local government clients against over $20 million in claim bills. Further, we are active in discussions surrounding reformation of the claim bill process. These discussions will take place through the rest of the year and into the next legislative session.

q) Economic Development/Tourism/International Trade

Professional Sports Franchises – On behalf of the City of Orlando, the Team advocated for the expansion of the state's professional sports franchise tax credit program to include Major League Soccer (MLS). During the 2014 Legislative Session, Senate Bill 1512 passed, establishing a new process for a professional sports franchise to apply for tax credits for the construction or expansion of a professional sports facility, and expanded the eligible entities to include MLS. The legislation also included a provision allowing a new professional sports franchise to pursue an expedited application process.

Local Option Tourist Development Tax(es) – Over the past three decades, the Team has been an integral part of the advocacy effort to expand the options and uses available to counties, providing greater flexibility for marketing, beach renourishment, and other important infrastructure in order to support local tourism economies.

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

Public Employee Health Insurance – On behalf of a private HMO provider, the Team has worked closely with the Legislature and the Department of Management Services with regard to the state employees group health insurance program.

Public Employee Retirement Benefits – On behalf of a private financial services provider, the Team has worked closely with the Legislature and the Department of Management Services with regard to public employee benefits and retirement strategy.

s) Welfare to Work WAGES

Workforce Development – On behalf of the Florida Keys Community College, the Team has secured state and federal funds to assist with strategic workforce development initiatives.

t) Children's Services

Reichert House – On behalf of the City of Gainesville, the Team has obtained state funds and grant dollars to support the Reichert House initiative that supports young boys and teenagers identified as at risk.

u) Home Rule Charter Authority

Constitutional Revision – The Team's breadth has allowed it to remain at the forefront of developing issues, and this year's Constitution Revision Commission is no exception. Moreover, Dean Cannon previously served as general counsel to the Orange County Charter Review Commission in 2000.

v) Uniform Building Code/Building & Permitting

Building Code Amendment – On behalf of a private provider of building code inspection and building code administrative services, the Team successfully amended the Florida Building Code to explicitly allow local governments to outsource these functions/departments to private providers.

Cost Increase Prevention – On behalf of a private building equipment provider, the Team successfully lobbied the Florida Building Commission and the Executive Office of the Governor to kill a proposed code modification that would have led to a sharp increase in construction costs for both private developers and local governments.

w) Telecommunications/E Commerce

Public Utility Relocation – The Team was engaged by the City of Cape Coral - which had recently won a lawsuit against multiple telecommunications and electric utility companies – to oppose legislation attempting to overrule the recent, favorable court decision regarding which entity bears the cost of relocating utility facilities in a public easement, absent an agreement to the contrary.

Small Cells – The Team served as chief negotiator this past Session for cities and counties in regards to the Advanced Wireless Infrastructure Deployment Act, which provides for the collocation of small wireless facilities on locally owned utility poles. In addition, on behalf of the Town of Longboat Key and The Villages, the Team was successful at carving out these communities from the legislation. Because of the Team's efforts, these entities will be able to control whether/how they allow telecommunication companies to collocate small-cells in their communities.

x) Housing and Community Development

Doc Stamps – The Team was involved in the original creation of the state and local housing programs including the doc stamp dedication (Sadowski funds). The Team continues to participate in the annual advocacy of SHIP and other various housing programs.

y) Business Development/Retention

N/A

z) Unfunded Mandates

The Team always opposes unfunded mandates on behalf of its local government clients and has done so for over twenty consecutive years.

aa) Solid Waste/Waste to Energy

N/A

bb) Planning/Zoning/Growth Management

CDDs – On behalf of The Villages and several local government clients, we continuously monitor and become actively involved in any legislation dealing with planning, zoning, or growth management. During the 2016 Legislative Session, we were successful in passing legislation focused on modernizing the regulation of community development districts (CDDs).

cc) Emergency Management & Disaster Mitigation

Disaster Mitigation – On behalf of a credentialed Emergency Management/Homeland Security Services consulting firm, the Team pursues participation opportunities within the Florida Department of Emergency Management, most recently being involved in the "Residential Construction Mitigation Program" at Tallahassee Community College.

Advantageous Insight – Team member Kim McDougal's experience in state government is unique and impressive. She has lead the state through its response to Zika (including creating Zika Zones) the Pulse nightclub terrorist attack, two hurricanes, a shooting at the Ft. Lauderdale airport, brush fires, prison riots, sinkholes, and numerous other events and incidents that impacted one or more local governments. She understands the needs of local government in times of crisis and can help navigate the state agencies and the legislative process to champion and pursue priorities for the future.

dd) Parks and Recreation

Local Parks – On behalf of the City of Winter Park, the Team successfully advocated for $2 million in 2016 for the acquisition of 48 acres to restore Howell Branch Creek and establish a linear park.

Billy Joe Rish Recreational Park – On behalf of a private construction company, the Team obtained annual funding in excess of $1 million for Billy Joe Rish Recreational Park, which affords individuals with disabilities a safe beach experience by providing certain facilities and equipment.

FCT/FRDAP – On behalf of numerous municipal clients as well as the Trust for Public Land, the Team brought about the first separate line item for the funding of Florida Communities Trust (FCT). FCT received $10 million in 2016, which is especially notable given the scarce allocation of Land Acquisition Trust Fund monies for the actual acquisition of land.

Rails & Trails – On behalf of MetroPlan Orlando, the Team negotiated a commitment of $50 million from the Department of Transportation to include the Coast-to-Coast trails project in the DOT work plan. In 2016, the Legislature passed legislation dedicating $25 million annually to the program.

ee) Grants

Cultural Facilities Grant – On behalf of the City of West Palm Beach, the Team secured a $500,000 Cultural Facilities Grant for the stabilization and rehabilitation of the Historic Sunset Lounge from the Florida Department of State.

ff) Funding for Public Hospitals & Healthcare

Hospital Funding – On behalf of Broward Hospital Districts, the Team's efforts ensured that the Maternal Addiction Treatment Program at Memorial Regional Hospital in Broward County received the nonrecurring sum of $500,000. Additionally, the Team's efforts further culminated in $500,000 in funding for the Memorial Healthcare System's Adult Mobile Health Center.

Preservation of Memory Disorder Clinic – On behalf of Sarasota Memorial Hospital, the Team successfully defeated attempts by the Florida Senate to eliminate state funding for the hospital's Memory Disorder Clinic. To do so, the Team worked with not only the Sarasota delegation members, but legislators from neighboring counties which are also served by the Clinic, to restore the cuts and maintain funding at almost $300,000. Moreover, during the 2016 Session, the Team helped modify government accountability legislation that would have put public hospitals at a competitive disadvantage by precluding public hospitals from providing performance and severance bonuses.

gg) Police/Fire/Public Safety

Local Bill – On behalf of the City of West Palm Beach, the Team passed a local bill that revised the City of West Palm Beach's Police Pension Fund, in response to changes in the State's pension laws and the City's collective bargaining agreement.

hh) Courts/Clerk

Article V Funding – The Team has advocated on behalf of the Florida Association of Counties (FAC) and multiple counties for fair allocation of functional and fiscal burden regarding the state's court system. This past Session, the Team participated in a coalition effort to obtain gap funding and a reallocation of state resources for the court functions performed by the county clerks of court.

Data Management – On behalf of SAS, a private technology and data analytics company, the Team advocated for the funding of a data management project at the Miami-Dade State Attorney's Office.

ii) Immigration

N/A

jj) Military/Base Realignment & Closure

Military Base Buffering – In conjunction with the Trust for Public Land, the Team has successfully acquired (state) Florida Forever funds and (federal) funds from the Department of Defense for projects buffering the Naval Air Station in Key West and Eglin Air Force base.

4. Discuss Proposer's specific experience on major metropolitan county issues, including any Miami-Dade County key issues.

- Our team was integral in the passage of the Charter County Transit Surtax amendment for **LYNX** (The Central Florida Regional Transportation Authority), to ensure that **Orange County** had the option to levy its own transportation tax (by voter referendum) to provide a permanent funding source for public transportation. The firm is a founding member of Floridians for Better Transportation, has long held a gubernatorial-appointed seat on the board of Enterprise Florida, Inc. (the state's public-private-partnership economic development arm) serving regularly as chair of its "legislative affairs committee," and has for many years represented both the Canaveral Port Authority and the Melbourne Airport Authority as its state level lobbyists (and in the case of the airport, also as general counsel).
- The Team has advocated on behalf of the **Florida Association of Counties (FAC)** and multiple counties for fair allocation of functional and fiscal burden regarding the state's juvenile justice system.
- On behalf of **Broward County**, the Firm helped the County get $14.7 million for an expansion project at Port Everglades.
- On behalf of **Broward County**, the Team advocated for $5.2 million in 2014 to implement the phase-II segment of the County's beach renourishment plan.
- On behalf of **Monroe County**, the **Village of Islamorada**, and the Everglades Foundation, the Team has advocated for appropriate management of natural water flow to protect the salinity of Florida Bay. The Team was specifically tasked for support of the Everglades Legacy Bill of 2016, providing dedicated funding to bolster Everglades Restoration efforts.
- As an advocate for multiple entities in **Monroe County**, the Team participated in the passage of the Florida Keys Stewardship Act. The legislation expanded the use of dedicated Everglades bonding authority to include broad water quality initiatives and created a dedicated funding source from Florida Forever for the preservation of conservation lands
- On behalf of **Monroe County**, the Team assisted with the transfer and acquisition of the Seven Mile Bridge from the Florida Department of Transportation (DOT). The Seven Mile Bridge is an historic marker but and been used as a linear park for the past ten years. The Team has helped negotiate a fair price, including bringing the bridge up to required specifications before the transfer. This project will save Monroe County an estimated $15 million.
- On behalf of the **City of Orlando** and the **Orange County Sheriff** we helped pass a public record exemption bill related to police body cameras and when the footage captured is exempt from public record disclosure.
- On behalf of the **Orange County Sheriff**, we passed legislation that provides guaranteed death benefits to the surviving families of first responders killed in the line of duty regardless of what retirement plan they selected at the time of employment. The "Scott Pine Bill" is a critically important piece of legislation for Florida's law enforcement and first responders. We also successfully lobbied for and amended a bill related to civil asset forfeiture in a way that was more favorable to law enforcement than it was as originally drafted. The changes we were able to make to the bill maintain the important tools that law enforcement needs in its investigations.
- On behalf of **Collier County**, we helped secure funding in the amount of $2 million for the Collier County Business Accelerator Program.
- On behalf of **Collier County**, we helped secure $1.5 million for continued funding of the University of Florida/Institute of Food and Agriculture Sciences (UF/IFAS).
- On behalf of **Collier County**, we helped secure funding in the amount of $750,000 for the Naples Park Phase II water project.

- On behalf of **Collier County**, we were successful in getting language to protect bicyclist into legislation as requested by the Collier County Commission.
- On behalf of **Collier County**, we worked on an economic development project called the Collier County Soft Landing Accelerator in the amount of $2.5 Million. We also secured funding for the **University of Florida** IFAS center in Immokalee for agricultural research.
- For **Collier County Clerk of Courts**, along with the Florida Clerk of Courts lobbying team, we successfully lobbied the Legislature to provide a long-term resolution to the state Clerk of Court's budget issues.
- On behalf of **Lee County**, we were able to ensure that all of the County's funding issues were in the Final Budget.
- On behalf of **Lee County**, we helped secure $475,000 for the Lee County Hendry Creek West Branch Restoration.
- On behalf of **Lee County**, we helped secure $200,000 for the Lee County Lakes Park Littoral Zone Project.
- On behalf of **Lee County**, we helped secure $300,000 for the Lee County Sunniland/Nine Mile Run Drainage Improvement Project.
- On behalf of **Lee County**, we amended HB383 which fundamentally changed the way property settlements are handled at the county level, saving Lee County millions of dollars in litigation costs and settlements.
- On behalf of **Lee County**, we helped secure $300,000 for the Prairie Pines Reserve.
- On behalf of **Lee County**, we helped secure $250,000 for the Caloosahatchee Creeks Preserve Hydrologic Restoration Project.
- On behalf of **Lee County**, we helped secure $125,000 for the Telegraph Creek Preserve Hydrologic Restoration Project.
- On behalf of **Lee County**, we helped secure $200,000 for the FPL Powerline Easement Water Quality Improvement Project.
- On behalf of **Lee County**, we helped secure $300,000 for the Spanish Creek Restoration Project.
- On behalf of **Lee County**, we helped secure $100,000 for the Bob Janes Preserve Hydrologic Restoration Project.
- On behalf of **Lee County**, we helped secure $300,000 for the Fichter's Creek Restoration Project.
- On behalf of **Lee County**, we helped secure $175,000 for the Yellow Fever Creek/Gator Slough Transfer Facility Project.
- On behalf of **Lee County**, we successfully inserted language into HB 383 that protects local governments from property rights claims for damages when local governments adopt Federal Flood Maps. This was necessitated due to a large number of such claims filed in Lee County.
- On behalf of **Lee County**, we successfully added to the budget five water projects totaling $2.7 Million. In addition, we solicited FGCU to assist in the funding of the Emergent Technologies Institute in the amount of $7 Million. This is a joint FGCU / Lee County economic development and research project.
- On behalf of **Volusia County**, we successfully defeated legislation that would have preempted a county from charging a fee for medical examiner services; successfully defeated legislation that would have rewritten COPCN laws in a way that was not in the best interest of counties already operating a coordinated system; and successfully defeated legislation that would have altered the way that county constitutional officers were elected statewide. While Volusia, due to the way the bill was written, would have been exempt given the origins of its charter, we worked in consultation with the **Florida Association of Counties** to defeat the bill. We were also able to successfully position Volusia County as a thought leader and influential advocate on matters of water policy, springs protections, conservation, and local control/home rule among others.

- On behalf of **Volusia County**, we successfully secured $200,000 through the legislative appropriations process for the Blue Springs Water Quality test project and secured legislative approval in the final budget of $1,000,000 for capital costs associated with ongoing Marine Science Center upgrade and renovation project.
- On behalf of **Volusia County** we secured over $5.5 million in funding from the Florida Department of Environmental Protection (FDEP) and the St. Johns River Water Management District (SJRWMD) for construction of an advanced wastewater treatment plant in the Blue Springs watershed.
- On behalf of **Lake County**, we secured $3,050,000 in capital funds for the Lake Tech Center for Advanced Manufacturing through the legislative appropriations process, we secured legislative approval in the final budget of $228,000 for county inmate reentry program, and $350,000 through the legislative appropriations process for the Magnolia Lane Water Quality Retrofit project.
- On behalf of the **City of Hialeah Gardens**, secured $1.2 million in funding for drainage improvements and $292,000 in funding for the elderly meals program.
- On behalf of the **Town of Miami Lakes**, secured $1 million for phase II of the Miami Lakes Canal Bank stabilization project.

5. 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, and
(vi) statement of whether Proposer was the prime contractor or subcontractor.

Client: Monroe County
Description of work: Full service legislative and executive branch advocacy and lobbying, for both policy and appropriation projects.
Total dollar value of the contract: $72,000 a year.
Dates covering the term of the contract: 2012 - present
Client contact person and phone number: Roman Gastesi, County Administrator | 305-292-4441
Statement of whether Proposer was the prime contractor or subcontractor: Prime
**This fee amount includes both GrayRobinson, P.A. and Peebles & Smith, Inc. (not including Sun City Strategies).*

Client: City of Orlando
Description of work: Full service legislative and executive branch advocacy and lobbying, for both policy and appropriation projects.
Total dollar value of the contract: $138,000 a year.
Dates covering the term of the contract: 2000 – present
Client contact person and phone number: Kathy Russell, Governmental Affairs | 407-246-3094
Statement of whether Proposer was the prime contractor or subcontractor: Prime
**This fee amount includes both GrayRobinson, P.A. and Peebles & Smith, Inc. (not including Sun City Strategies).*

Client: City of Tampa
Description of work: Full service legislative and executive branch advocacy and lobbying, for both policy and appropriation projects.

Total dollar value of the contract: $142,000 a year.
Dates covering the term of the contract: 2014 - present
Client contact person and phone number: Bob Buckhorn, Mayor | 813-274-8251
Statement of whether Proposer was the prime contractor or subcontractor: Prime
**This fee amount includes both GrayRobinson, P.A. and Peebles & Smith, Inc. (not including Sun City Strategies).*

Client: Islamorada Village of Islands
Description of work: Full service legislative and executive branch advocacy and lobbying, for both policy and appropriation projects.
Total dollar value of the contract: $99,000 a year.
Dates covering the term of the contract: 2013 - present
Client contact person and phone number: Roget Bryan, Village Attorney | 305-664-6418
Statement of whether Proposer was the prime contractor or subcontractor: Prime
**This fee amount includes both GrayRobinson, P.A. and Peebles & Smith, Inc. (not including Sun City Strategies).*

Client: City of Key West
Description of work: Full service legislative and executive branch advocacy and lobbying, for both policy and appropriation projects.
Total dollar value of the contract: $72,000 a year.
Dates covering the term of the contract: 2008 – present
Client contact person and phone number: Sarah Spurlock | 305-809-3877
Statement of whether Proposer was the prime contractor or subcontractor: Prime
**This fee amount includes only GrayRobinson, P.A.*

6. 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, and***
- ***(vi) statement of whether Proposer was the prime contractor or subcontractor.***

Name of the County Department, which administers or administered the contract: County Attorney Office (subcontracted by Ashurst, LLP)
Description of work: Outside legal counsel for courthouse P3 project.
Total dollar value of the contract: $2 million
Dates covering the term of the contract: 2017-2019
County contact person and phone number: Hugo Benitez, Assistant County Attorney, 305-375-2146
Statement of whether Proposer was the prime contractor or subcontractor: Subcontractor

7. Confirm Proposer's ability to fulfill all elements of the Scope of Services, including the services in Section 2.2 and the Proposer's ability to provide the optional services in Section 2.3.

The Team's well-respected background in government relation services is bolstered by the extensive network and active participation that each member plays. Having the experience of professionals who have seen both sides of the legislative arena, we are able to offer a unique perspective on the inherent competition regarding allocations of national and state resources and the tension between federal, state, and local governments. Our interconnected relationship with countless former and current policymakers enables us to advise our clients on economic and fiscal trends, expenditure expectations, leadership priorities, and the best achievable strategy to incorporate our clients' goals into the "big picture" of government issues.

We confirm our ability to fulfill all elements of the Scope of Services, including the services in Section 2.2 and we confirm our ability to provide the optional services in section 2.3.

8. Address Proposer's ability to comply 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).

Pursuant to Resolution No. R-1236-99, the Team 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. The team shall also raise, discuss and recommend any affirmative legislative action that may benefit the County.

As a standard service, we provide monthly reporting to our clients, and we increase it as needed during legislative session. In addition, we list our cell phones on our business cards so that clients have access to us at all times. Often times in the legislative process, after hour calls are necessary. We commit to always communicate with your staff and commissioners the background and political realities of the various legislative priorities. In addition, the moment we are aware of legislation that impacts our clients, both positive and negative, we alert them. This is especially so with funding issues.

The Team constantly monitors all legislative bill filings, appropriations requests, and amendment filings. We subscribe to LobbyTools and use this as our primary bill tracking and monitoring system. It enables us to research bills, PCBs, statutes, legislators, committees, calendars, Florida and national news, press releases and other essential information pertaining to the Town. We can modify the system to generate customized reports specific to you to ensure you receive the most up-to-date information available. Additionally, we enjoy great relationships with the staff and secretaries of the various state agencies and will use these relationships to monitor their activities.

After session concludes, we will ensure that there is appropriate follow-through on bills impacting the County. We will also assure that your members are informed regarding the impact of all session matters.

The monthly report provided to Miami-Dade County will include:

- Updates on all issues we are advocating on behalf of Miami-Dade County
- Additional issues the team is monitoring that could affect the County
- Budget updates
- Any other notes worthy of mentioning

Please see Appendix Item A for a sample report.

9. 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 Team takes no exception to the terms of this Solicitation.

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

KEY PERSONNEL AND SUBCONTRACTORS PERFORMING SERVICES

10. 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 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.



Dean Cannon
Lead
Executive Vice President
Statewide Chair Govt Affairs
GrayRobinson



Timothy M. Cerio
Team Member
Of Counsel
GrayRobinson



Larry Cretul
Team Member
Senior Director Govt Affairs
GrayRobinson



David Griffin
Team Member
Of Counsel
GrayRobinson



Kim McDougal
Team Member
Senior Director
Govt Affairs
GrayRobinson

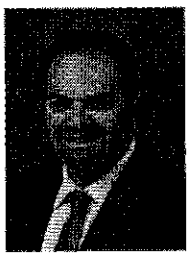


Kirk Pepper
Team Member
Senior Director
Govt Affairs
GrayRobinson



Joseph R. Salzverg
Team Member
Associate
GrayRobinson

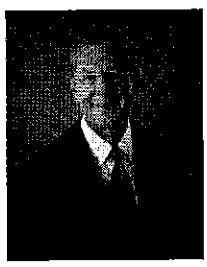
Peebles & Smith
Sun City Strategies
Subcontractors



Eduardo "Eddy" Gonzalez
Team Member
President
Sun City Strategies



Ryan E. Matthews
Team Member
Peebles & Smith



William J. Peebles
Team Member
Principal
Peebles & Smith



John Wayne Smith
Team Member
Principal
Peebles & Smith

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.

GrayRobinson, P.A.
301 South Bronough Street
Suite 600
Tallahassee, Florida 32301

Peebles & Smith, LLC
301 South Bronough Street
Suite 500
Tallahassee, FL 32301

Sun City Strategies, LLC
7625 W 14th Ct
Hialeah, Florida 33014

Please see question 14 for complete resumes of all team members including all experience, qualifications and other vital information.

12. 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.

Please see question 14 for complete resumes of all team members including all experience, qualifications and other vital information.

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

The Team's members will devote as many hours as are necessary to provide exceptional service to the County. The County will be able to communicate with the Team 24 hours a day, 7 days a week, if necessary.

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 team resumes on the pages following.

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

Dean Cannon
Executive Vice President
Statewide Chair of Government Affairs
dean.cannon@gray-robinson.com

301 South Bronough Street
Suite 600
Tallahassee, Florida 32301
Phone: 850-577-9090
Fax: 850-577-3311



Experience

A fifth-generation Floridian, Dean Cannon began his career as a lawyer in Orlando, practicing state and local government law since 1995. From the Panhandle to the Keys, he has represented sophisticated clients before local, regional and state government entities. He has also represented cities and counties and quasi-governmental authorities, as well as local governments on issues ranging from electric and wastewater utilities to land-use and administrative law.

Dean served in the Florida House of Representatives from 2004 until 2012. During his eight-year tenure, he played pivotal roles in property tax reform, growth management reform, health care and Medicaid reform, and major transportation infrastructure policy initiatives, among many others. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term and is credited with leading the Florida House effectively during a time of great economic and political challenge.

Dean's legislative and executive branch lobbying experience includes representing private clients and local government entities on issues including transportation, education, health care, insurance and appropriations matters. He has also handled civil litigation, administrative law, and regulatory matters before the Division of Administrative Hearings, and appellate matters before district courts of appeal and the Florida Supreme Court.

Because of his background as a local government lawyer, Dean developed particular expertise lobbying on behalf of local governments, regional government entities, and local government-related associations. His first lobbying clients in the mid-1990s were municipalities in Central Florida, and after leaving the House of Representatives in 2012, he resumed his lobbying practice with an emphasis on representing local governments as part of his overall lobbying practice. He currently represents the cities of Orlando and West Palm Beach, Monroe County, the Florida Municipal Electric Association and the Central Florida Expressway, to name a few.

Background

Dean served as general counsel to the Orange County Charter Review Commission in 2000 and previously represented the City of Orlando before the Florida Legislature and the executive branch.

Education

- **University of Florida, B.S.** telecommunications management (1989)

- UF Student Senate, 1987-1988
- UF Hall of Fame, 1989

- **University of Florida Levin College of Law, J.D.** (1992)
  - Florida Blue Key, Vice President, 1990
  - Student Body President, 1991-1992

Admissions

- Florida

Professional Associations & Memberships

- The Florida Bar
- Florida Association of Professional Lobbyists

Awards & Recognitions

- AV Preeminent™ rated by *Martindale-Hubbell*

Civic

- Kissimmee/Osceola County Chamber of Commerce

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

Timothy M. Cerio
Of Counsel
tim.cerio@gray-robinson.com

301 South Bronough Street
Suite 600
Tallahassee, Florida 32301
Phone: 850-577-9090
Fax: 850-577-3311
Direct: 850-577-5498



Experience

Tim focuses his practice on regulatory and health care law; government investigations; administrative law, including representation of clients in quasi-judicial proceedings; and complex litigation in state and federal courts. In 2015, Tim left the firm to serve as General Counsel to Florida Governor Rick Scott. As General Counsel, Tim was the chief legal advisor to the Governor and the Executive Office of the Governor's legal liaison to all state and local agencies. After completing his service Tim returned to GrayRobinson and is now Of Counsel to the firm.

In March 2017, Governor Scott appointed Tim to the Florida Constitution Revision Commission. The Commission is convened once every 20 years for the purpose of reviewing Florida's constitution and proposing amendments for voter consideration.

Tim previously served as general counsel of the Florida Department of Health. With over 16,000 employees and a $2.8 billion budget, the Florida Department of Health is responsible for regulating all licensed health care practitioners and delivering public health services throughout the State of Florida. As general counsel, Tim provided advice and counsel to the secretary and other department leaders on legal issues impacting the operation and administration of the Department of Health and managed and supervised the activities of a statewide team of over 75 lawyers under the Office of the General Counsel. Tim was later named chief of staff of the department. As chief of staff, Tim functioned as the chief operations officer for the Department of Health and served as the secretary's primary strategic liaison with the Executive Office of the Governor and other governmental and community partners.

Background

Tim was raised in Bradenton, Florida, and received his bachelor's degree in political science from the University of Florida in 1990. During his tenure at the university, Tim was appointed by Governor Lawton Chiles to serve as the student member of the Florida Board of Regents. As a regent, Tim created and chaired the State University System Minority Student Retention Task Force. Additionally, Tim received the Outstanding Male Leader Award for his graduating class, was a member of the Florida Blue Key leadership honorary and was elected to the University of Florida Hall of Fame. Tim earned his juris doctor degree with honors from the University of Florida College of Law in 1995. During law school, Tim was a member of *The Florida Law Review*. Tim also served as a law clerk to The Honorable Thomas G. Wilson, U.S. Magistrate Judge for the Middle District of Florida.

Education

- **University of Florida, B.A.** (1990)
  - Florida Blue Key
  - Director of Student Lobbying/Government Relations
  - UF Outstanding Male Leader Award
  - University of Florida Hall of Fame
  - Phi Delta Theta Fraternity, President
  - Bill Fleming Memorial Award for Outstanding Service to the University Community
- **University of Florida College of Law, J.D.** (*honors*, 1995)
  - *The Florida Law Review*

Admissions

- Florida
- U.S. District Court, Northern District of Florida
- U.S. District Court, Middle District of Florida
- U.S. Court of Federal Claims
- U.S. Court of Appeals, 11th Circuit
- U.S. Court of Appeals, Federal Circuit

Civic

- Florida Constitution Revision Commission, 2017-present
- James Madison Institute
  - Board of Directors, 2016-present
- Judicial Nominating Commission, First District Court of Appeal, 2013-2015
- University of Florida Alumni Association
  - President, 2015-2016
  - Board of Directors, 2007-present
- Leadership Florida, Class XXX
- University of Florida College of Law Alumni Board of Trustees, 2009-present
- University of Florida College of Law Alumni Council, 1996-2009
  - President, 2005-2006
- Florida Blue Key Alumni Advisory Board, 2006-present
- Outstanding Young Alumnus Award, University of Florida, 2006
- University of Florida Student Affairs Development Board, 2008-2014
- The Tampa Gator Club, 1995-2003
  - President, 1999-2000
- Leadership Tampa, Class of 2003
- Florida Board of Regents, Student Member
  - State University System Minority Retention Task Force, Chairman
  - University of Central Florida Presidential Search Committee

Professional Associations & Memberships

- The Florida Bar
  - Health Law Section, 2008-present
  - Administrative Law Section, 2008-present

  - Young Lawyers Division Board of Governors, 2001-2002
  - Student Education and Admissions to the Bar Committee, Chairman, 2000-2002
- Hillsborough County Bar Association
  - Young Lawyers Division, President, 2000-2001
  - HCBA Legislative Liaison, 2002-2004

Awards & Recognitions

- *Florida Trend*, "Legal Elite," 2015
- Florida *Super Lawyers*, 2014

Articles & Publications

- "Health Care Legislation to Note From 2016 Session," *Florida MD*, May 2016

Presentations & Seminars

- "Scalia's Seat and Beyond: Judicial Nominations at the Federal and State Levels," The Federalist Society, September 20, 2016
- "Florida Legislative Update," National Coalition of Pharmaceutical Distributors Annual Meeting, 2010-2014, 2016

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

Larry Cretul*
Senior Director Government Affairs
larry.cretul@gray-robinson.com

301 South Bronough Street
Suite 600
Tallahassee, Florida 32301
Phone: 850-577-9090
Fax: 850-577-3311



Experience

Larry began his career in public service in 1994 when he was elected to the Marion County Commission, where he served for eight years, including two years as Chairman. In 2002, he was elected to the Florida House of Representatives and was selected by his peers in 2009 to serve as Speaker of the House from 2009 to 2010.

During his legislative career, Larry had a significant impact on several of the state's top priorities, including health care reform, tort reform and workers compensation reform. He also championed many efforts to increase the efficiency and transparency of government and improve the state's economy through business-friendly reforms.

Outside of public office, Larry has been an active member and promoter of Florida's business community. He has owned and operated a small residential construction business and worked as a real estate broker.

**Denotes non-attorney professional*

Background

Larry has lived in Florida since 1971 and is a Veteran of the U.S. Navy. He and his wife, Lana, of 44 years, live in Ocala and have two adult sons and two grandsons.

Civic

- Florida Chamber of Commerce
  - Board of Governors, Director
  - Political Director

Miami-Dade County
Lobbying Services
August 7, 2017

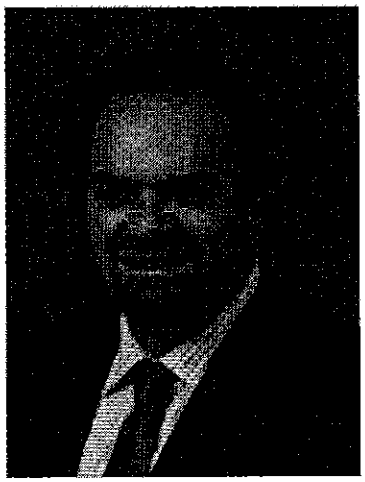
GRAY | ROBINSON
ATTORNEYS AT LAW

Eduardo "Eddy" Gonzalez*

President, Sun City Strategies, LLC

egonzalez102@yahoo.com

7625 W 14th Ct
Hialeah, FL 33014
Phone: 786-351-5849



Experience

Eduardo Gonzalez is the president of Sun City Strategies, LLC, a government and business consulting company located in Hialeah, Florida. Eddy is a graduate of Miami Dade College, where he received his degree in Business Management and Administration.

Eddy began his career serving his community. He joined the Kiwanis Club of Flamingo Hialeah in 1991, where he was appointed Treasurer in 1993 and then became President of the organization in 1995. The organization held toy drives for under-privileged children, provided Thanksgiving dinner-basket giveaways for the needy families in the community and held festivals and community events.

In 1998 Eddy served on the City of Hialeah's water and sewer board. He was appointed as Councilmember to the City of Hialeah in 1998. He then was elected in 1999 and was reelected subsequently until 2006. In 2003 he was appointed by Governor Jeb Bush to serve a 2-year term on the State Legislative Committee on Inter-governmental relations.

Eddy was an Executive Board Member of the Miami Dade County League of Cities where he also served as President. During that time he also served as an Executive Committee Member of the Florida League of Cities.

In 2006 he was elected State Representative to the Florida House of Representatives and reelected subsequently until 2014. He was Chairman of Local and Federal Affairs. He also served on Appropriations, Higher Ed, K-12, Health Innovation and Health & Human Services Committees.

He was elected by his colleagues to be Chairman of the Miami Dade Legislative Delegation in 2012 and 2013.

**Denotes non-attorney professional*

Education

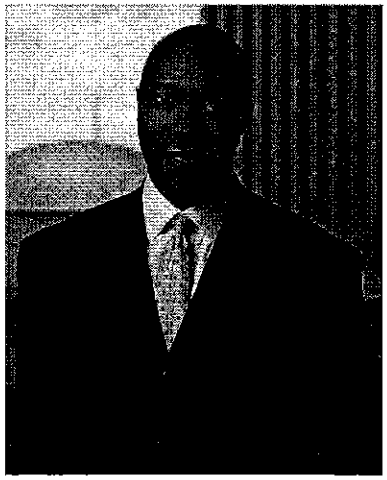
- **Miami Dade College, B.S.** business management and administration

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

David Griffin
Of Counsel
david.griffin@gray-robinson.com

301 South Bronough Street
Suite 600
Tallahassee, Florida 32301
Phone: 850-577-9090
Fax: 850-577-3311
Direct: 850-577-5490



Experience

David Griffin is of counsel in GrayRobinson's Tallahassee office, with more than 20 years of experience in public, private and athletic enterprises. David currently represents national/international clients in the gaming, marketing and public relations sectors. David has held numerous executive positions, including Florida Lottery Secretary under Governor Jeb Bush from 1999 to 2003. Under his tenure, the Florida Lottery saw record revenues, profitability and a dramatic increase in efficiencies. David also served as Executive Director of the Bush/Brogan 2002 transition office. Bush appointed him to serve as a FAMU trustee in January 2005. He served as Assistant Executive Director and Interim Executive Director of the Ohio Lottery Commission.

David's private sector experience includes being manager of labor relations for Elsag Bailey Controls Company in Wickliffe, Ohio. During the years of his tenure Elsag Bailey was among the top two largest process control engineering companies in the world. In his role as manager, David routinely resolved regulatory and enforcement issues involving local, state and federal agencies as well as all labor relations and disciplinary matters.

Not licensed to practice in Florida. Admitted to practice in Ohio.

Background

David's inspiring journey and realistic perspectives on personal performance are the results of his triumph over adverse conditions surrounding his childhood. Growing up in inner city Cleveland, Ohio, David was the fifth of six children. His goal at an early age to become an accomplished athlete, and the discipline that came with athletics, enabled him to achieve many milestones.

David was Cleveland North Senate's most valuable player as a high school senior. He earned a full athletic scholarship to Penn State University, where he was selected as team captain during his senior season, and he went on to play professional basketball in Europe. His desire to achieve beyond basketball led him to further his education, earning a master of business administration from Lake Erie College and a law degree from Cleveland Marshall College of Law.

GRAY | ROBINSON
ATTORNEYS AT LAW

Education

- **Penn State University, B.S.** (1984)
- **Lake Erie College, M.B.A.** (1991)
- **Cleveland Marshall College of Law, J.D.** (1996)

Admissions

- Ohio

Professional Associations & Memberships

- Ohio State Bar Association

Civic

- Barbara Bush Foundation for Family Literacy, Board Member
- Florida Council on Compulsive Gambling, Board Member
- Florida Network, Board Member
- Transforming Ministries, Board Member
- Boys & Girls Clubs of the Big Bend, Past Chairman
- Florida Technology, Research and Scholarship Board (Governor-appointed position), Past Chairman
- Governor's Mentoring Initiative, Past Co-Chairman
- Florida Mentoring Partnership Advocacy Council, Founding Member
- Florida Retail Federation, Former Board Member
- Florida Tax Watch, Former Board Member
- Take Stock in Children, Former Board Member
- Volunteer Florida Foundation, Former Board Member
- The Rotary Federation of Rotary International, Paul Harris Fellow
- Tallahassee Community College Presidential Screening Committee

Presentations & Seminars

- "Conference at the Capital: Empowering Professionals and Embracing Well-Being," Child Welfare Conference, June 3, 2015
- Panelist, "Total Gambling," Florida Gaming Congress, November 10 – 11, 2014
- Panelist, "Introduction to the Legal Profession," Tallahassee Barristers Association, Florida State University College of Law, September 6, 2014

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

Ryan E. Matthews
Peebles & Smith, LLC
ryan@peebles-smith.com

301 South Bronough Street
Suite 500
Tallahassee, Florida 32301
Phone: 850-294-8591



Experience

Ryan is the most recent addition to the Peebles team, as he recently finished serving in Governor's Scott's leadership team as the Interim Secretary for the Florida Department of Environmental Protection. He officially joined the Firm in July of this year.

Ryan previously served as the Deputy Secretary for Regulatory Programs, where he oversaw and directed the air, water and waste regulatory programs in Tallahassee and across the state. These programs carry out DEP's role in permitting facilities (such as manufacturing, development, and power plants) and providing them assistance with compliance.

Prior to becoming Deputy Secretary, Ryan served as the director of the Office of Water Policy. In that role, he directed the coordination and implementation of Florida's statewide water policy with the five water management districts as well as state agencies and local governments. Prior to joining the department, he worked for five years in both the General Counsel's Office and Legislative Affairs Department of the Florida League of Cities where he was responsible for the subject matter areas of: water quality; water quantity; wastewater; utilities; growth management; transportation and land use matters. During his time with the League, Ryan served as Assistant Legislative Director responsible for helping to oversee a team of five in-house lobbyists and managing strategy for a variety of legislative issues.

Ryan lives in Tallahassee with his wife and two children.

Education

- **Florida Coastal School of Law, J.D.**
- **Denver University, LLM** environmental law

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

Kim McDougal*
Senior Director Government Affairs
kim.mcdougal@gray-robinson.com

301 South Bronough Street
Suite 600
Tallahassee, Florida 32301
Phone: 850-577-9090
Fax: 850-577-3311



Experience

Kim is a senior director of government affairs in GrayRobinson's Tallahassee office. She lobbies across a wide range of policy areas on behalf of public and private clients. Kim brings almost three decades of education policy knowledge and experience to the firm's lobbying practice, having served in multiple leadership roles at the Department of Education, including Governmental Relations Director and Senior Policy Advisor for several Commissioners of Education.

Kim began her public service career with the State of Florida in 1989 as a program auditor with the Office of the Auditor General, and later worked for the Office of Program Policy Analysis and Government Accountability. During her 10-year career with the Florida Legislature, she worked on a wide array of policy areas, but the majority of her policy work focused on K-20 education policy. Kim has worked as a senior advisor or in a leadership role for many of Florida's Education Commissioners. She also worked for Governor Bush in several roles within the Executive Office of the Governor, including as the policy coordinator for education in the Office of Planning and Budget.

Most recently, Kim served as Chief of Staff to Florida Governor Rick Scott. In this role, she was responsible for directly serving and advising the Governor on issues pertaining to 100,000 plus executive branch employees and administered an $83 billion state budget. She also served as Governor Scott's Deputy Chief of Staff, Legislative Affairs Director, Education Policy Coordinator and as Policy Advisor during his successful reelection campaign.

**Denotes non-attorney professional*

Education

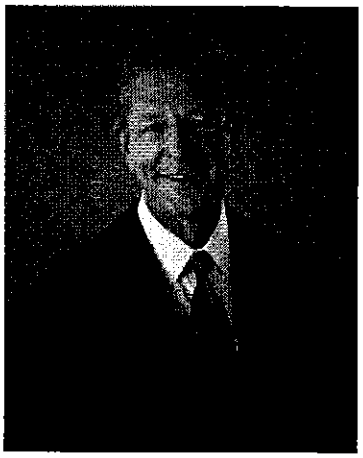
- **Tulane University, B.S.**
- **Florida State University, M.B.A**
- **Florida State University, Ph.D.**

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

William J. Peebles
Principal, Peebles & Smith, LLC
bill@peebles-smith.com

301 South Bronough Street, Suite 500
Tallahassee, Florida 32301
Phone: 850-681-7383



Experience

Bill Peebles is a founding principal of William J. Peebles, P.A. Among his many achievements, he has changed the state distribution formula for transportation funds, led the lobbying effort to bring commuter rail to Central Florida, passed scores of local bills, and worked on numerous revisions to statutes impacting local government revenue. His expertise and leadership in the area of local government finance and tax were recognized in 2011, when Peebles & Smith was retained to represent the Florida League of Cities, the Florida Association of Counties, and the Florida School Board Association in connection with anticipated revenue cap and ad valorem tax reform efforts.

Bill's effectiveness in this area was also recognized when Peebles & Smith was retained in 2011 by the law firm that serves as general counsel to the Florida Association of Counties. He worked to protect the legal interests of the law firm and Florida counties regarding efforts to exempt online travel companies from paying a portion of tourist development taxes.

As a result of his longtime representation of public utilities, he is also recognized as preeminent in that arena. He has successfully fought efforts by private electric and telecommunications utilities to prohibit, inhibit, or tax the provision of these services by governments. He also led the local government lobbying and legal negotiations that resulted in major revisions to Florida's scheme for taxing cable and telecommunications services and remedying problems in the collection of the tax that occurred in the wake of federal deregulation of the communications industry.

Since 1995, Bill has also represented the Florida Municipal Insurance Trust (FMIT), a self-insurance pool consisting solely of local governments and administered by the Florida League of Cities (FLC). He was chosen by the Executive Director and the General Counsel to represent this vital interest. Since this engagement, he has had great success defending claims bills and defeating an effort led by the then-President of the Senate and the Senate Insurance Committee Chairman to subject FMIT to regulation by the Department of Insurance as if it were a private company. Bill also has broad experience in the area of municipal finance, having served as bond counsel, issuers' counsel, and underwriters' counsel in his legal practice.

Education

- **Florida State University, B.A.** political science (*cum laude*, 1976)
- **Florida State University, J.D.** (*honors*, 1979)

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

Kirk Pepper*
Senior Director Government Affairs
kirk.pepper@gray-robinson.com

301 South Bronough Street
Suite 600
Tallahassee, Florida 32301
Phone: 850-577-9090
Fax: 850-577-3311



Experience

Kirk's political career covers a spectrum that is unmatched by most professionals. Over the last decade plus, he has worked to elect candidates and support elected officials in seven states throughout the Southeast, spending the last eleven years in Florida.

Kirk has worked to elect officials ranging from City Council and Mayor to U.S. Congress and President of the United States. He has worked to re-elect the President in roles both inside the national campaign headquarters and, ultimately, heading the Republican National Committee's efforts on behalf of the President in the State of Missouri. In 2004, Kirk was instrumental in the President carrying the State of Missouri, along with re-electing a U.S. Senator and electing a new Governor.

Since 2005, Kirk has played senior roles, serving as a manager, a confidant, a policy advisor and a strategist in Florida politics, electing Governors, members of the Cabinet and Legislative leaders along the way. He has worked at the highest levels in Florida within the state political party structure, on statewide campaigns, as a consultant and inside the Capitol. This has given him a unique insight into the inner workings of the halls of power in Florida, along with unparalleled relationships with decision makers throughout state government.

**Denotes non-attorney professional*

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

Joseph R. Salzverg
Associate
Tallahassee/Miami
joseph.salzverg@gray-robinson.com

301 South Bronough Street
Suite 600
Tallahassee, Florida 32301
Phone: 850-577-9090
Fax: 850-577-3311

333 S.E. 2nd Avenue
Suite 3200
Miami, Florida 33131
Phone: 305-416-6880
Fax: 305-416-6887



Experience

Joseph has several years of experience in Florida's political and public policy arena. He has served as a Campaign Manager and Political Consultant to several members of the Miami-Dade Legislative Delegation during the past several election cycles.

While in law school, Joseph was a member of the 2013-2014 Legislative Intern Program where he served as a Legislative Analyst on the Regulatory Affairs Committee in the Florida House of Representatives. During this time, Joseph was responsible for analyzing proposed legislation related to banking and insurance regulation, business and professions regulation, and energy and utilities regulation.

Following his time with the Florida House, Joseph was a law clerk with the City of Miami, Office of the City Attorney. In that capacity, he handled zoning, land use, municipal legislation, and general government matters.

Joseph then served as a Legislative Affairs Consultant and law clerk for a regulatory insurance and administrative law firm in Tallahassee. During this time, Joseph was able to leverage his valuable relationships with members and staff to pass several bills and mitigate or stop proposed legislation that caused concern for his clients. As a law clerk, Joseph also dealt with various state agencies on behalf of his clients. Joseph currently lobbies Florida's legislative and executive branches of government on issues relating to insurance, utilities, health care, growth management, local government, and regulated industries. Joseph also represents clients before local governments on procurement, land use, and general government matters.

Education

- **University of Miami, B.A.** political science and business administration (2010)
- **Florida State University College of Law, J.D.** (2015)
  - College of Law Cuban American Bar Association
    - Founder, 2012
    - President, 2012 – 2015

- Jewish Law Student Association
  - Founder, 2012
  - Vice President, 2012 - 2015
- Peer Advisor, Office of Student Affairs
- The Justice Raoul G. Cantero, III Diversity Enhancement Scholarship, Recipient

Admissions

- Florida

Professional Associations & Memberships

- The Florida Bar
  - Governmental and Public Policy Advocacy Committee
- Cuban American Bar Association

Languages

- Proficient in Spanish

Awards & Recognitions

- "Lobbying Industry's Rising Star," *Influence* Magazine, 2016
- "30 Under 30 Rising Star," *Florida Politics*, 2014

Civic

- James Madison Institute, Leaders Fellowship, 2016-2017

Media Mentions

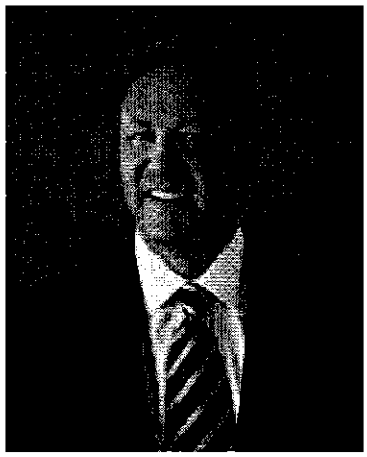
- "Longboat Key Gains Exemption from State Utilities Bill," *YourObserver.com*, May 5, 2017
- "Florida LGBT Rights Push Reflects Changing Times," *Reuters*, May 2, 2017
- "Florida House Keeps Chipping Away at 'Liquor Wall,'" *Palm Beach Post*, March 14, 2017

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

John Wayne Smith*
Principal, Peebles & Smith, LLC
john@peebles-smith.com

301 South Bronough Street, Suite 500
Tallahassee, Florida 32301
Phone: 850-681-7383



Experience

John Wayne Smith is a registered state and federal lobbyist with the legislative and executive branches and is a principal of Peebles & Smith, LLC. He is a Certified Professional Lobbyist with the Florida Association of Professional Lobbyists (FAPL). Currently, John serves on the FAPL Board of Directors, maintaining his commitment to "high standards of professionalism and ethical standards" for those choosing advocacy as a profession.

John has twenty-six years of experience representing clients in Tallahassee and Washington, D.C. For the first two decades, he served Florida's counties and municipalities, the last five as Legislative Director for the Florida Association of Counties. As FAC's Legislative Director, John assisted all sixty-seven counties in developing their legislative programs, providing insight and advice on potential priorities. In addition, he performed in a similar role for eight years as Assistant Director for Legislative & Public Affairs with the Florida League of Cities.

As part of his professional lobbying service to local governments, he has developed broad knowledge and extensive experience in developing coalitions and coordinating successful advocacy strategies at the state and federal levels. He is recognized as an expert in fiscal matters by virtue of his distinctive skills and knowledge in the areas of state and local public finance, including appropriations, state and local fiscal policy, and the revenue estimating process.

Since 1990, John has played a leadership role in initiatives, providing state and federal funding for affordable housing, solid waste (landfill closures) and recycling, economic development, professional sports franchises, transportation, beach re-nourishment, land acquisition, water quality and supply, wastewater collection and treatment, and courthouses and judicial system. In the area of state shared revenues, he has directed modifications to the following: the expansion of guaranteed entitlements, the sales tax "swap" (trading cigarette and intangibles tax revenue for state sales tax), and eliminating the Dade County "kicker" (index). Likewise, in the arena of local option revenues, he has coordinated efforts to provide cities and counties greater flexibility regarding local sales taxes, gas taxes, tourist development taxes, utility taxes, and communication services taxes.

In addition to his issue advocacy, John began his career as a political and strategic campaign consultant, successfully assisting candidates seeking elected office in the Florida House of Representatives. During the 2012 campaign cycle, he served as Secretary/Treasurer for All About Florida Committee, Inc. In this capacity, he raised over $2.5 million to defeat Amendment 4 (a property tax limitation). He has also served as a policy adviser in the Governor's Office of Planning and Budgeting.

*Denotes non-attorney professional

Education

- **Georgia Southwestern College** (1984)
- **Tallahassee Community College, A.A.** (1986)
- **Florida State University, B.S.** economics and political science (1988)

Professional Associations & Memberships

- Florida Association of Professional Lobbyists
  - Designated Professional Lobbyist
  - Board of Directors

PROPOSER'S APPROACH

15. Describe Proposer's approach to representing the County in Tallahassee, FL to include:

- ***(i) project organization/management,***
- ***(ii) the role and responsibilities of Proposer's management, and senior and other professional staff that will perform work on this project, and***
- ***(iii) the approach to scheduling work and prioritizing the County's requests.***

Under the leadership of Dean Cannon, the Team has the capacity to provide the full scope of legislative land executive branch lobbyist services for the County. As indicated throughout this response, our team has successfully represented numerous cities before the Governor, Cabinet, Legislature, and state agencies. We are experts in the actions needed to ensure the County is represented in policy, legislative, appropriations and technical matters.

The combination of GrayRobinson, Peebles & Smith, and Sun City Strategies will provide specialized experience with local government issues, exclusive access to leaders in the Legislature and executive branch, and deep rooted connections with Miami-Dade County. In addition, all the professional lobbyists of the Team's three firms will be available to the County. Through a true team effort, the County will realize increased advocacy efforts by engaging with three firms for the price of one. The Team will work seamlessly together to represent the County.

To help ensure a successful relationship, we propose an approach that includes frequent and on-going communication, including attendance at all appropriate meetings of the leadership of the County and any other meetings pertaining to its state legislative agenda. We will work with County leadership to ensure we understand both the immediate and long-term goals that are key to the success of the County and the advancement of its strategic plan.

We will work with the House and Senate Leadership, including the House Speaker's and Senate President's teams and the chairpersons of the House and Senate Committees to keep issues of importance to the County in the forefront during the upcoming session.

Concurrently, the team will work with Florida's Governor and his staff to ensure their understanding and continued support of the County's legislative agenda. We will work diligently throughout the Session and into the interim in a time of budget restraints, to be sure the County issues are put forth to the right people at the right time. Additionally, it is critical that all members of the Florida Legislature understand the issues that the County has deemed a priority.

Our team has the knowledge and the long-term experience essential to preparing legislation, both general bills and amendments; identifying funding sources and successfully shepherding specific appropriations through the House, Senate and Governor's office. As importantly, our team is skilled in defeating unfriendly legislation and attempts to reduce or eliminate appropriations line items and proviso language, which are detrimental to our clients.

The Team is well-respected in both the Legislative and Executive Branches, including the state agencies, and has a broad network of personal and professional relationships with the policymakers as well as with their staff. These are relationships built on trust and respect based on years of honest and forthright interactions.

As an example of the level of trust we have with the Legislature, GrayRobinson has served as legal counsel to the Florida House in challenges to Reapportionment in 2001 and 2011. This legal representation is continuing today.

As quickly as the team is selected and we have met with County leadership, key legislators both in and out of Miami-Dade will be notified. Together we will identify other legislators who may be advocates for the County, as well as those who may, for whatever reason, oppose your legislative priorities. We will also work closely with the Leadership of the Minority Party in both the House and Senate. The development of a working group of legislators who support the County will be among the first priorities.

16. Discuss how Proposer plans to provide services on issues and subject areas outside the expertise of its staff members or Subcontractor's staff members, specifically on key Miami-Dade County issues.

In addition to being one of the largest Florida-only lobbying firms, GrayRobinson is also a full-service law firm employing 300 attorneys throughout Florida. Rarely will an issue or subject matter arise with which we are not intimately familiar. If that were to occur, we are able to quickly call upon one of our many esteemed attorneys to assist us in the development of a complete understanding and successful strategy. In addition, we represent municipalities and leaders of Florida communities throughout the state and are regularly able to discuss matters of importance with them, continuously building our knowledge regarding the issues in Florida that affect business and government the most.

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

The Team is comprised of two former Speakers of the Florida House, the immediate past Chief of Staff and the immediate past General Counsel to Governor Rick Scott, a former State Representative who served as Chairman of the Miami-Dade County Legislative Delegation, and members that act as policy advisors, strategic consultants, and general advocates for multiple local public entities and related statewide associations. Through these experiences, the Team has developed close relationships with legislative leadership, influential committee chairs, and their staff. Moreover, with members that have collectively served and advocated under five Governors, the Team maintains excellent working relationships with all of the agency heads in the Scott administration, and superb relationships with Attorney General Pam Bondi and Commissioner Adam Putnam. The Team's extensive network and active participation in "big picture" local government issues—particularly, the two ever-present issues: competition for the allocation of state resources and the natural tension that exists between local and state government—enable the Team to advise local government clients on economic and fiscal trends, expenditure expectations, and leadership priorities.

Orienting Miami-Dade County to Florida's ostensibly improving fiscal climate is one example of the many services provided by the Team. Over the past three years, Florida's economy has provided a significantly better fiscal position for the state than in prior years. As a result, all boats have risen to some degree. However, much of the growth in state revenue has been used to back-fill cuts made during adverse fiscal periods. Even a large amount of growth can be consumed quickly, especially as the Legislature addresses major health care issues and pursues multiple tax reduction proposals. Likewise, local governments often find themselves participating in an ever-increasing competitive process for the fiscal resources of the state

With regard to constitutional and statutory issues, the Team is highly attuned to the natural political and policy tensions that exist between state and local governments. While local elected officials are

continuously seeking to provide strategic enhancements desired by their local communities, or necessary enhancements that may originate from unfortunate circumstances, the Legislature often steps in beyond what local officials consider appropriate or in a manner contrary to local efforts. This inherent tension is commonly the source of many discords between local and state government.

If selected, the Team will provide a combination of specialized experience with local government issues, exclusive access to leaders in the Legislature and executive branch, and deep rooted connections with Miami-Dade County. In addition, all the professional lobbyists at GrayRobinson, Peebles & Smith, and Sun City Strategies will be available to the County.

18. 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.

Members of the Team go to great lengths to build long and lasting relationships with key decision makers. With 13 offices throughout the state, we know legislators, agency heads, key staff and other elected officials in their hometowns, we support their causes; we are neighbors and friends. One cannot effectively advocate without the ability to interact and work with legislators, members of the Governor's staff, and with the heads of the state's many agencies.

In order to have meaningful access to legislators and key staff, a firm must earn their trust and confidence. The following represent the trust and confidence that the Legislature has for the Team:

- A GrayRobinson shareholder served in the Florida House of Representatives from 2004 until 2012, and was selected by his peers to become Speaker of the House for the 2010 to 2012 term.
- A GrayRobinson Senior Director of Government Affairs served on the Marion County Commission from 1994-2002, including two years as Chairman. Then in 2002, he was elected to the Florida House of Representatives and was selected by his peers in 2009 to serve as Speaker of the House from 2009 to 2010.
- The firm represented the Florida House of Representatives in 2001 and again in 2011 in the redistricting process, an issue that affects every member of the Legislature. This legal representation continues.
- GrayRobinson has the confidence of Florida's Executive Branch: one current GrayRobinson attorney served as the immediate past General Counsel to Florida Governor Rick Scott.
- A GrayRobinson Senior Director of Government Affairs served as the immediate past Chief of Staff to Florida Governor Rick Scott.
- A GrayRobinson shareholder was a former legislator, serving as a Florida Senator for District 37 from 1998-2008; a Representative from 1994-1998; a Collier County Commissioner from 1986-1994; and serving as Collier County Attorney from 1982-1986.
- A GrayRobinson shareholder served as former counsel to the president of the Florida Senate, assisting in the development of legislation and served as policy coordinator to the Judiciary Committee, the Health Regulation Committee and the Ethics and Elections Subcommittee.
- A GrayRobinson shareholder served as special counsel to the Florida House of Representatives; and members of the Legislature in election law matters.
- A GrayRobinson Senior Director of Government Affairs has served a series of executive level and agency appointments including: Deputy Communications Director for the Florida Department of Transportation; Communications Director, Chief of Staff and later appointed Secretary by former Florida Governor Jeb Bush for the Department of Juvenile Justice; Appointed by former Florida Governor Charlie Crist to serve as Deputy Director and then Director of the Agency of Workforce

Innovation; and later was reappointed to this role by Florida Governor Rick Scott and led the department through its merger into the new Department of Economic Opportunity, serving as Interim Director and Chief Operation Officer.

- A Peebles & Smith partner served as Deputy Secretary and Interim Secretary for the Florida Department of Environmental Protection.
- A Sun City Strategies principal served as State Representative and Chairman of the Miami-Dade Legislative Delegation.

Our team has excellent relationships with the leadership in both the House and Senate. Whether it is the current Speaker and President, or incoming presiding officers, we have worked diligently to forge these relationships based on trust and reliability. Further, and because of our ability to access our 13 offices, the team members included in this proposal have tremendous access to legislators throughout Florida.

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

To the best of our knowledge, the Team has no potential conflicts of interest or ethical considerations that would preclude the Team from representing Miami-Dade County. In the event that the firm becomes aware of any conflicts, it will promptly notify Miami-Dade County and establish a waiver or assist in assigning the matter to another law firm.

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

Please refer to the detailed responses to question #2 in the Proposer Information Section.

SERVICE COST

21. 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 guaranteed amount for Work Order assignments or any amount for Optional Services.)

The Team proposes an annual fee of $96,000 to provide all serves requested herein.

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

APPENDIX ITEM A: SAMPLE REPORT

GRAY | ROBINSON
ATTORNEYS AT LAW

SUITE 1400
301 EAST PINE STREET (32801)
POST OFFICE BOX 3068
ORLANDO, FL 32802-3068
TEL 407-843-8880
FAX 407-244-5690
gray-robinson.com

Boca Raton
Fort Lauderdale
Jacksonville
Key West
Lakeland
Melbourne
Miami
Naples
Orlando
Tallahassee
Tampa

MEMORANDUM

TO: [redacted], City Manager CLIENT-MATTER NO.: [redacted]

CC: [redacted]

FROM: GrayRobinson, P.A.

DATE: February 1, 2016

SUBJECT: January Report

The month of January marked the beginning of legislative session, the debut of the House and Senate proposed budgets and the passage of priority legislation of both the Senate and the House. The budget process is moving quickly and it appears that the session will have an on-time finish.

Below are a summary of issues we are advocating on behalf of the City of [redacted] and other issues we are monitoring.

Backyard Shooting Range

House Bill 41/Senate Bill 130 – This legislation prohibits recreational discharge of firearms in areas that the person knows or reasonably should know is primarily residential in nature and that has a residential density of one or more dwelling units per acre. The bill includes target shooting and celebratory shooting as "recreationally discharge."

Background: This is legislation that your lobby team worked on behalf of last session. It was teed up to pass in the last week of session, but the early finish prevented that. Knowing that this issue is of paramount importance to [redacted] your lobby team has been working on this issue since before the new work order was approved by council.

Latest Action:

- House: On January 29, the House placed this on Special Order for February 2. We expect it will pass.

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

[redacted]
February 1, 2016
Page 2

- Senate: On January 19, the Senate placed this on Special Order for January 21, when it was read and placed on third reading for January 28. On the 28th, it was taken up and passed unanimously and sent to the House.

Relocation of Utilities

House Bill 461/Senate Bill 416 - Addresses the responsibility for the cost of relocating utility facilities in a public easement. Easements dedicated to the public for utilities are typically located along existing road or highway rights-of-way and are available for use by a variety of utility providers. Under the bill, the owner of a utility that requires relocation will be liable for relocation costs only if their lines and facilities are across, on or "within" the right-of-way, rather than "along" any right-of-way.

The bill also provides that a governmental authority must bear the cost of utility work required to eliminate an unreasonable interference if the utility is located within an existing and valid utility easement granted by recorded plat, regardless of whether such land was subsequently acquired by the governmental authority, by dedication, transfer of fee, or otherwise.

Due to a key amendment passed in both the House and Senate, the League of Cities is now neutral on this legislation and we expect that it will pass early in the 2016 session.

Latest Action:
- House: Waiting for a hearing in Appropriations.
- Senate: Awaiting a floor vote.

OTHER LEGISLATION WORTH NOTING

Public-private Partnerships – Senator Greg Evers (124) – The bill, if passed, would delete provisions creating the Public-Private Partnership Guidelines Task Force; require a private entity that submits an unsolicited proposal to pay an initial application fee and additional amounts if the fee does not cover certain costs; delete provisions relating to notice to affected local jurisdictions; authorize a negotiated portion of revenues from fee-generating uses to be returned to the responsible public entity, etc.

Posture: The Senate bill was placed on the Governmental Oversight and Accountability Committee for February 1. The House version (95) was placed on the January 27 Appropriations Committee agenda and passed by a vote of 24-1. Its next stop is the State Affairs Committee.

GRAY | ROBINSON
ATTORNEYS AT LAW

[redacted]
February 1, 2016

House and Senate Budgets

The House unveiled its initial $80 Billion budget proposal on January 29. It is set to be heard on February 3 in the Appropriations Committee. Some highlights include:

- Education Funding: $23.2 Billion
- Health and Human Services (including Medicaid): $33.7 Billion
- Criminal Justice and Corrections: $4.4 Billion
- Natural Resources and Growth Management: $3.6 Billion
- Department of Transportation: $10 Billion
- Department of Economic Opportunity: $1.003 Billion
- Judicial Branch: $499 Million

The Senate unveiled its $81 Billion budget proposal on January 29. It is set to be heard on February 3 in the Appropriations Committee. Some highlights include:

- Education Funding: $23.1 Billion
- Health and Human Services: $34.1 Billion
- Criminal Justice and Corrections: $4.4 Billion
- Natural Resources and Growth Management: $3.6 Billion
- Department of Transportation: $10 Billion
- Department of Economic Opportunity: $1.4 Billion
- Judicial Branch: $533 Million

The main difference between the budgets lies in the Health and Human Services silo (Senate has additional funds for AHCA to administer Medicaid) and Department of Economic Opportunity (Senate has $400 million more for the Governor's proposed Enterprise Florida Incentive Fund).

We expect these budgets to be approved in mid-February and then conference soon thereafter.

Closing Thoughts

Thank you for the opportunity to represent the City of [redacted] before the legislative and executive branches of Florida. Of course, do not hesitate to contact our team with any questions or discussion items. February will be a very busy sprint and require effort to bring such issues as backyard shooting in for a landing.

/ljd

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

APPENDIX ITEM B: NOTARIZED REQUIRED FORMS

Supplier Response Form

Please fill in the fields marked with a red star (*) next to them.

AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: Governmental Representation and Consulting Services in Tallahas Solicitation No.: RFP-00198
(2) Department: Lobbying Services
(3) Proposer's Name: GrayRobinson, P.A. *
Address: 301 South Bronough Street Suite 600, Tallahassee, Florida * Zip: 32301 *
Business Telephone: 850-577-9090 * E-Mail: dean.cannon@gray-robinson.com *

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

Name	Title	Employed By	Email Address
Dean Cannon	Executive Vice Preside	GrayRobinson, P.A.	dean.cannon@gray-robinson.com
Joseph R. Salzverg	Associate	GrayRobinson, P.A.	joseph.salzverg@gray-robinson.com
Kim McDougal	Senior Director Gover	GrayRobinson, P.A.	kim.mcdougal@gray-robinson.com
Kirk Pepper	Senior Director Gover	GrayRobinson, P.A.	kirk.pepper@gray-robinson.com
David Griffin	Of Counsel	GrayRobinson, P.A.	david.griffin@gray-robinson.com
John Wayne Smith	Principal	Peebles & Smith, LLC	john@peebles-smith.com
Ryan E. Matthews	Principal	Peebles & Smith, LLC	ryan@peebles-smith.com

(ATTACH ADDITIONAL SHEETS 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: Executive Vice President, Statewide Chair of Gl *

STATE OF Florida *

COUNTY OF Leon *

The foregoing instrument was acknowledged before me this August 7, 2017 *,

by Dean Cannon *, a partner at GrayRobinson, P.A., a corporation *, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced personally known *, as identification and who did/did not take an oath.

* [signature] *
(Signature of person taking acknowledgement)

* Lindsay McGee *
(Name of Acknowledger typed, printed or stamped)

LINDSAY MCGEE
MY COMMISSION # GG 116717
EXPIRES: June 23, 2021
Bonded Thru Notary Public Underwriters

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

GRAY | ROBINSON
ATTORNEYS AT LAW

Additional Team Member:

Eduardo "Eddy" Gonzalez
President
SunCity Strategies
egonzalez102@yahoo.com

Miami-Dade County
Lobbying Services
August 7, 2017

GRAY | ROBINSON
ATTORNEYS AT LAW

Supplier Response Form

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No.:	RFQ No. 00600	**Federal Employer Identification Number (FEIN):**	591300132
Contract Title:	Governmental Representation and Consulting Services in Tallahas		

Dean Cannon Printed Name of Affiant	Executive Vice Presid Printed Title of Affiant	 Signature of Affiant
GrayRobinson, P.A. Name of Firm		8/7/17 Date
301 South Bronough Street Suite 600, T Address of Firm	Florida State	33131 Zip Code

Notary Public Information

Notary Public – State of Florida County of Leon

Subscribed and sworn to (or affirmed) before me this 7th day of August 2017

by _____ He or she is personally known to me or has produced identification

Type of identification produced _____

GG 116717

Signature of Notary Public

LINDSAY MCGEE
MY COMMISSION # GG 116717
EXPIRES: June 23, 2021
Bonded Thru Notary Public Underwriters

6/23/21
Expiration Date

LINDSAY MCGEE
MY COMMISSION # GG 116717
Notary Public State
Bonded Thru Notary Public Underwriters

Please enter your password below and click Save to save your response.
Please be aware that typing in your password acts as your electronic signature, which is just as legal and binding as an original signature. (See Electronic Signatures in Global and National Commerce Act for more information.)

By completing this form, your bid has not yet been submitted. Please click on the place offer button to finish filling out your bid.

Username **Gray01**

MIAMI-DADE COUNTY

Miami-Dade Count
Procurement Management Service
Solicitation Submittal For
111 NW 1st Street, Suite 1300, Miami, FL 331

Solicitation No. RFQ-00600		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL		
Legal Company Name (include d/b/a if applicable): GrayRobinson, P.A.		Federal Tax Identification Number: 59-1300132		
If Corporation - Date Incorporated/Organized: August 26, 1970		State Incorporated/Organized: Florida		
Company Operating Address: 301 E. Pine Street, Ste. 1400		City Orlando	State FL	Zip Code 32801
Company Contact Person: Dean Cannon		Email Address: dean.cannon@gray-robinson.com		
Phone Number (include area code): 850-577-5480	Fax Number (include area code): 850-577-3311	Company's Internet Web Address: www.gray-robinson.com		

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☑ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-3111 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? **Yes** ☐ **No** ☑

If yes, please provide your Certification Number:

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 response 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.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public.

By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.

In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature:	**Date**
Dean Cannon	8/7/17
Type or Print Name	
Dean Cannon	
Type or Print Title	
Executive Vice President Statewide Chair of Government Affairs	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature:	**Date**
Dean Cannon	8/7/17
Type or Print Name	
Dean Cannon	
Type or Print Title	
Executive Vice President Statewide Chair of Government Affairs	



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

GrayRobinson awards subcontractor work to Firms with whom we have experience and know to be trustworthy and highly qualified professionals. All subcontractors we work with have come highly recommended to us by trusted sources and/or we have worked with for several years on various other contracts.

☐ **NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT**

Dean Cannon	**8/7/17**
Signature	Date

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: **GrayRobinson, P.A.** FEIN No. **59-1300132**

In accordance with Sections 2-8.1, 2-8.8 and 10.34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials o services, including professional services which involve expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this 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. The Bidder/Proposer should enter the word "NONE" under the appropriate heading of this form if no subcontractors or suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In the event that the recommended Bidder/Proposer demonstrates to the County prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligen efforts to obtain that information and provide the same to the County not later than ten (10) days after it becomes available and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number o employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
GrayRobinson, P.A., 301 E. Pine Street, Ste. 1400, Orlando, FL 32801	GrayRobinson is a Professional Association of which all 163 equity shareholders own equal shares yielding less than 1% ownership per equity shareholder.	Lobbying Services	153	31	167	1	10	2	1	3	144	346	367	27	73	6	0	1

Business Name and Address of First Tier Subcontractor/ Subconsultant	Principal Owner	Scope of Work to be Performed by Subcontractor/ Subconsultant	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number o employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Peebles & Smith, 301 S Bronough St #500, Tallahassee, FL 32301	William J. Peebles, John W. Smith	Lobbying Services	3	0	3	0	0	0	0	0	1	2	2	0	1	0	0	
Sun City Strategies, LLC, 7625 W 14th Ct Hialeah, Florida 33014	Eddy Gonzalez	Lobbying Services	1	1	0	0	2	0	0	0	1	0	0	0	1	0	0	

☐ Mark here if race, gender and ethnicity information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Interna Services Department at http://www.miamidade.gov/business/business-development-contracts.asp . As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Repor Sub 200 form which can be found at http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Dean Cannon	Dean Cannon	Executive Vice President Statewide Chair of Government Affairs	8/7/17
Signature of Bidder/Proposer	Print Name	Print Title	Date



AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: **Governmental Representation and Consulting Services in Tallahassee, FL** Solicitation No.: **RFP-00198**

(2) Department: **Lobbying Services**

(3) Proposer's Name: **GrayRobinson, P.A.**

Address: **301 South Bronough Street Suite 600, Tallahassee, Florida** Zip: **32301**

Business Telephone: **850-577-9090** E-Mail: **dean.cannon@gray-robinson.com**

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

Name	Title	Employed By	Email Address
Dean Cannon	Executive Vice President, Statewide Chair of Government Affairs	GrayRobinson, P.A.	dean.cannon@gray-robinson.com
Joseph R. Salzverg	Associate	GrayRobinson, P.A.	joseph.salzverg@gray-robinson.com
Kim McDougal	Senior Director Government Affairs	GrayRobinson, P.A.	kim.mcdougal@gray-robinson.com
Kirk Pepper	Senior Director Government Affairs	GrayRobinson, P.A.	kirk.pepper@gray-robinson.com
David Griffin	Of Counsel	GrayRobinson, P.A.	david.griffin@gray-robinson.com
John Wayne Smith	Principal	Peebles & Smith, LLC	john@peebles-smith.com
Ryan E. Matthews	Principal	Peebles & Smith, LLC	ryan@peebles-smith.com

(ATTACH ADDITIONAL SHEETS IF NECESSARY)

The individuals named above are Registered and the Registration Fee is <u>not</u> 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: **Dean Cannon** Title: **Executive Vice President, Statewide Chair of Government Affairs**

STATE OF **Florida**

COUNTY OF **Leon**

The foregoing instrument was acknowledged before me this **August 7, 2017**,

by **Dean Cannon**, a **partner at GrayRobinson, P.A., a corporation**, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced **personally known** as identification and who did/did not take an oath.

Lindsay McGee
(Signature of person taking acknowledgement)

Lindsay McGee
(Name of Acknowledger typed, printed or stamped)

Government Consultant Manager **GG116717**
(Title or Rank) (Serial Number, if any)

Revised 1/2/14

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No. : **RFQ No. 00600** **Federal Employer Identification Number (FEIN):** **591300132**

Contract Title: **Governmental Representation and Consulting Services in Tallahassee, FL**

Dean Cannon	**Executive Vice President, Statewide Chair of Government Affairs**	**Dean Cannon**
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
GrayRobinson, P.A.		**8/7/17**
Name of Firm		Date
301 South Bronough Street Suite 600, Tallahassee	**Florida**	**33131**
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of _____ County of _____

Subscribed and sworn to (or affirmed) before me this _____ day of, _____ 20___

by _____ He or she is personally known to me or has produced identification

Type of identification produced _____

_____ _____

Signature of Notary Public Serial Number

_____ _____ _____

Print or Stamp of Notary Public Expiration Date Notary Public Seal

Akerman, LLP

Bid Contact **Jose Villalobos**
jose.villalobos@akerman.com
Ph 305-982-5625
Fax 305-349-4749

Address **98 SE Seventh Street**
Suite 1100
MIAMI, FL 33131

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
RFQ-00600-01-01	Governmental Representation and Consulting Services in Tallahassee, FL	**Supplier Product Code:**	**First Offer -** $97,000.00	1 / fee	**$97,000.00**	**Y**	**Y**

Supplier Total **$97,000.00**

Akerman, LLP

Item: **Governmental Representation and Consulting Services in Tallahassee, FL**

Attachments

Miami-Dade_County_RFQ00-600_-_Final.PDF

Akerman LLP Response to Miami-Dade County's Solicitation RFQ-00600:

Governmental Representation and Consulting Services in Tallahassee, FL

Jose A. Villalobos
Akerman LLP
Three Brickell City Centre
98 SE Seventh Street
Suite 1100
Miami, Florida 33131
Tel: 305.982.5625
Fax: 305.374.5095
jose.villalobos@akerman.com

August 7, 2017

Akerman

Table of Contents

Proposer's Experience, Qualifications, Past Performance and Capabilities	3
Key Personnel and Subcontractors Performing Services	17
Proposer's Approach	24
Service Costs	31

Proposal Submittal Form	solicitation page 43
Fair Subcontract Practices Affidavit	solicitation page 45
Subcontractor Listing	solicitation page 46
Lobbyist Registration Form	solicitation page 47
Contractor Due Diligence Affidavit	solicitation page 49

Proposer's Experience, Qualifications, Past Performance and Capabilities

1. Describe the following about the proposer:
   (i) 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; and
   (vi) the primary markets served.

About Akerman:
Akerman LLP is a leading transactions and trial law firm known for its core strengths in middle market M&A, within the financial services and real estate industries, and for a diverse Latin America practice. With more than 650+ lawyers and government affairs professionals and a network of 24 offices, Akerman is ranked among the top 100 law firms in the United States by The American Lawyer (2017). Akerman also is ranked among the top 50 law firms for diversity in The American Lawyer's Diversity Scorecard (2016).

History and background:
Akerman's almost 100-year history began in 1920, when Alexander Akerman and John Cheney, two Orlando attorneys, founded what is today Akerman LLP. The firm 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 continued gaining individual attorneys which led to the opening of Florida offices in Tampa, Tallahassee, West Palm Beach, Fort Lauderdale, and Jacksonville, eventually adding offices in New York, Washington, D.C., Denver and Los Angeles.

Today, Akerman LLP remains as the largest law firm in the State of Florida and is consistently ranked among the top 100 law firms in the U.S. by *The National Law Journal* in number of lawyers, which includes over thirty attorneys and public policy advisors practicing in our Government Affairs & Policy Practice.

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 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.

Proposer's Experience, Qualifications, Past Performance and Capabilities

Diversity & Inclusion:

At Akerman, diversity is a key driver in delivering the innovation and results our clients expect. We value our unique differences and how these differences affect the way we see the world, solve problems, innovate, and deliver results. Our diversity recognition includes:

- *Corporate Equality Index*: Ranked among the "Best Places to Work for LGBT Equality" with a 100% rating (2017)
- *The American Lawyer*: Ranked among the top 40 U.S. law firms for female lawyers (2016)
- *The American Lawyer*: Ranked among the top 100 law firms for diversity (2017)
- *The National Law Journal*: Ranked among the top 40 U.S. law firms based on percentage of female lawyers and women partners (2016)
- *Law360*: Ranked among the top 5 law firms for Hispanic lawyers (2016)
- *Law360*: Ranked among the top 40 law firms for female lawyers (2016)

Pro-Bono:

Akerman's pro bono program focuses on the issues that directly impact the lives of the people in the communities in which we live and work. With a long standing tradition of providing pro bono legal service to those in need, our lawyers have performed countless hours of volunteer work on issues as diverse as children in disputed relationships, civil rights, veterans affairs, immigration, and domestic violence. Akerman has made an institutional pledge to achieve even greater impact by expanding the firm's pro bono services with a particular focus in the areas of education and youth development.

Akerman is the first law firm to partner nationally with the National Court Appointed Special Advocate (CASA) Association and its local CASA and guardian ad litem (GAL) programs. Akerman lawyers and staff across the United States have collectively pledged thousands of volunteer and pro bono hours in support of CASA's mission to promote volunteer advocacy for abused and neglected children in the foster care system.

Tax status:

Akerman LLP's FEID is: 59-3117860

Principals, officers, owners, board of directors and/or board of trustees:

Board of Directors, Executive Committee & Practice Group Chairs

- Andrew Smulian, Chairman & CEO
- Cecelia Bonifay, Chair, Land Use & Sustainable Development Practice
- William Heller, Chair, Consumer Financial Services Practice Group
- Teddy Klinghoffer, Partner
- Scott Meyers, Office Managing Partner
- Stephen Roddenberry, Partner
- David Spector, Co-Chair, Fraud & Recovery Practice Group
- Richard Bezold, Chair, Real Estate Practice Group
- Mary Carroll, Chair, Corporate Practice Group
- Kirk Davis, Chair, Healthcare Practice Group
- Michael Goldberg, Co-Chair, Fraud & Recovery Practice Group
- Eric Gordon, Chair, Labor & Employment Practice Group

Proposer's Experience, Qualifications, Past Performance and Capabilities

- Andrea Hartley, Chair, Bankruptcy & Reorganization Practice Group
- Peter Larsen, Chair, Tax Practice Group
- Lawrence Rochefort, Chair, Litigation Practice Group
- Richard Spees, Chair, Government Affairs & Public Policy Practice Group
- Michael Switzer, Chair, Intellectual Property Practice Group

Primary markets served:

- Bankruptcy & Reorganization
- Consumer Financial Services
- Corporate
- Fraud & Recovery
- Government Affairs & Public Policy
  - Environment & Natural Resources Policy and Regulation
  - Federal Appropriations and Government Funding
  - Federal Disability Policy
  - Florida Legislative & Executive Lobbying
  - Healthcare Legislation & Government Affairs
  - Higher Education Policy & Regulation
  - Insurance Regulation
  - Local Government Advocacy
  - Native American Affairs & Tribal Governments Regulation
  - Regulated Substances
  - Transportation Regulation & Policy
  - Travel & Tourism Policy and Regulation
  - Water Task Force
- Healthcare
- Intellectual Property
- Labor & Employment
- Litigation
- Real Estate
- Tax

2. Describe the Proposer's past performance and experience in governmental representation and consulting. Specifically address each of the areas listed in the Scope of Services, Section 2.1(A), Qualifications.

Akerman's governmental affairs professionals have an extensive track record of client and local government representation in Tallahassee as well as Washington, D.C. Our commitment to providing nothing but the best possible service to our clients has been, and continues to be, a hallmark of our success.

We take the time to understand every issue or policy initiative assigned to us by our clients. Doing so allows us to provide the most complete knowledge possible to legislators and staff that only comes from an in-depth understanding of the complex issues facing a county such as Miami-Dade.

Proposer's Experience, Qualifications, Past Performance and Capabilities

Within Akerman's many specialty practice groups, our lawyers and consultants include former and current state legislators, former mayors and state regulators, former congressional and agency staff members, and former members of the executive branches of government. From our offices throughout Florida and the United States, Akerman has built a large and effective policy practice with points of entry into almost every governmental or quasi-governmental body in Florida and Washington, D.C.

We proudly represent Miami-Dade County at the federal level, and have for several years. Akerman has also been working diligently at the state level in Tallahassee as one of Miami-Dade County's designated lobbying team members on several key issues adopted by the County Board of Commissioners. And while our Miami-Dade team involvement is always in collaboration with the other team members and county staff, Akerman has on many occasions taken a proactive approach to either further refine specific assignment goals, or by arranging for additional input from County department heads or staff.

Prior to each Session and during Committee Weeks, we are continually monitoring and reporting on developments impacting Miami-Dade County. In addition to our weekly reports, we are often providing up to the minute reports to staff via text messaging or email. And of course, providing our full range of traditional lobbying services includes setting appointments with legislators, committee staff and executive branch personnel. We have excellent relationships with the Florida House and Senate leadership and members of the Miami-Dade Delegation and are often called upon to utilize those relationships on behalf of the County.

Akerman is committed to meeting each of the key requirements identified under the Scope of Services (Section 2.1 A). Our combined team experience of over 100 years working in Tallahassee on behalf of clients, provides the backbone of knowledge needed to work effectively in the legislative, administrative and regulatory process. We study and know the House and Senate Rules, and have developed a particular expertise in the appropriations and budget process.

Because Akerman LLP is headquartered in Miami, we have more than a working knowledge of the local Miami-Dade County issues and its 33 municipalities. We are proud to be a leader in the Miami-Dade business community, and our professionals and support personnel are always some part of every cultural, charitable or not for profit initiative. And through our West Palm Beach office and the deep relationships built throughout Palm Beach County, Akerman has been able to provide more direct access and information to the South Florida Water Management District on behalf of the County.

Finally, we possess the instinctive knowledge of Miami-Dade County's unique form of government and its County Charter juxtaposed with Florida's other 66 counties. Our strategy in every meeting on behalf of Miami-Dade County is to protect the County's Home Rule Charter and oppose any preemption initiative in whatever form it takes. Before the Florida Legislature, Miami-Dade County is currently the only Florida county Akerman represents. This allows for our complete, 100% loyalty to the protection of the County's Charter as well the furtherance of the ordinances adopted by the Board of Commissioners.

3. Discuss Proposer's understanding of major metropolitan county issues and key issues to the County (refer to Attachment A) and describe what unique aspects of Proposer's experience and qualifications makes Proposer different than other potential proposers.

Akerman's representation on behalf of Miami-Dade County in Washington, D.C., our current Miami-Dade representation in Tallahassee, and our significant local presence through our national headquarters being located at

Proposer's Experience, Qualifications, Past Performance and Capabilities

Three Brickell Center in downtown Miami, all serve as the foundation of our in-depth knowledge of the issues impacting Miami-Dade County. But it is only the foundation.

Building upon our foundation, our ongoing success is a result of our expertise in how to transform particular issues into sound public policy initiatives that would benefit the County. We have an extensive background in writing proposed legislation, crafting specific amendments, or creating the talking points and policy narrative for lawmakers and staff to easily comprehend.

Every legislative session is different and very often, so are the priorities of the Board of County Commissioners, depending upon the most critical issues facing the County in any given year. Consequently, while all lobbying team members are assigned specific policy areas or particular pieces of legislation to follow, pass or defeat, all team members must remain vigilant in the protection of Home Rule and the absolute opposition of Preemption and unfunded mandates.

Beyond the guiding principles of Home Rule and Preemption, our general areas of legislative expertise are transportation, including ports, airports and P3 road projects; trade and cargo logistics; healthcare and Medicaid and indigent care funding; housing; renewable energy and environmental conservation; biotechnology; water resource, waste water and infrastructure funding; economic development and incentive funding; and homeowner property insurance.

Most recently, Akerman has served as Miami-Dade County's lobbying team lead for:

Distracted driving, Miami Airport and the Runway Protection Zone Mitigation Project, corrections and the separation of juvenile detention from adult incarceration, funding for the establishment of a county Veteran's Court, Port of Miami and the perishables initiative, the Terminal Investment RTG, the Biscayne Bay Coastal Wetlands Project and the completion of Phase 1 and funding of Phase 2, Renewable Energy and the implementation of Amendment 4 and the PPA for the County's Waste to Energy plant, Water Infrastructure including funding for: South Miami-Dade Salt Intrusion Barrier Project; Extending Water Mains to areas with contaminated wells; Extending sewer service to areas with septic tanks; Florida City Outfall and Equalizer Improvements; and the Miami River Commission.

Every issue and funding request listed above requires a great deal of research and writing before the first request is even submitted. Lawmakers and their staff want to understand the positives as well as the negatives of every aspect and they rely upon the County's lobbying team members to supply the required information. The exercise of gathering the background data and genesis of any request often makes the difference between success and failure.

The dozens of issues and funding requests that Akerman has worked on for the County over the past few years from medical examiner preemption to funding for public works projects, has provided the robust and extensive knowledge necessary for effective and successful advocacy in Tallahassee on the County's behalf.

The Miami-Dade County Board of Commissioners have invested their resources in Akerman toward becoming one of their trusted and valued advocates. We have not taken that responsibility lightly. We have made ourselves available to county staff and elected officials alike, whenever we are needed, 365 days a year. We have made sure we learn every issue facing the county and every nuance associated with the issue.

In addition, the Akerman team has a unique familiarity and understanding of issues addressed in a Consent Decree executed and entered into by and between Miami-Dade County whereby Miami-Dade County agreed to modernize the aging sewage treatment system and the repair and/or replacement of some 13,000 miles of infrastructure.

Proposer's Experience, Qualifications, Past Performance and Capabilities

Further, Akerman team has working knowledge of processing and converting to energy of solid waste that could possibly, not only, have a positive impact on the protection of Miami-Dade County environment, but also suggesting on how to save Miami-Dade County tax dollars.

Akerman team members regularly attend the Metropolitan Planning Organization (MPO) meetings where issues of traffic, congestion, and communications are studied and discussed and have prepared recommendations concerning major traffic issues, solutions and proposed Joint Participation Agreements with cities and the County to alleviate the traffic nightmare prevalent within the County. In addition, members of this team also regularly attend Miami-Dade County's Expressway Authority (MDX) to review the long term plans which include the design and reconstruction of traffic patterns within the County and projects in the future on 10, 15, 20 year plans.

Our team's passion, along with our unique knowledge of the local issues important to Miami-Dade County, and our utmost desire to maintain our respected presence in Tallahassee, sets us apart from other proposers.

4. Discuss Proposer's specific experience on major metropolitan county issues, including any Miami-Dade County key issues.

We have discussed the protection of Miami-Dade County's Home Rule Charter and Akerman's front-line participation on behalf of the county, as well as our ongoing participation in opposing all the preemption issues continually popping up in Tallahassee negatively impacting the County. Akerman is also well versed in all the major funding initiatives that have been prioritized by the County.

In particular, we believe our experience in water resource and environmental regulation will be a valuable asset as a lobbying team member. Akerman is one of only a few firms in the entire state of Florida that has specialized in water issues through the formation of our Water Task Force, made up of 18 Akerman professionals from throughout Florida covering every aspect water policy from drinking water, to wastewater, to sea level rise. There is no doubt that Miami-Dade County and its coastal communities will be faced with finding long-term solutions more than any other county in Florida.

Most of the saltwater intrusion issues that the County's Water and Sewer Department (WASD) is facing is a result of sea level rise. The same can said of the increased flooding events that have been occurring throughout the County more frequently and with greater intensity. Flooding and salt water intrusion only grow in its impact upon all aspects of the County's quality of life issues. Fortunately, three of the WASD priority projects which Akerman was assigned during the 2017 Regular Session was funded.

These funding requests, such as converting contaminated drinking water wells, and converting septic tanks to sewer will be ongoing initiatives for the County as it tries to keep up with inevitable results associated with sea level rise. Akerman is of course prepared to help in every way towards advocating for specific public policy initiatives unique to Miami-Dade County's sea level challenges.

The Zika epidemic is unfortunately still very much a threat to Miami-Dade County's population, and is showing no sign of dissipating as Florida's rainy season progresses. Last March, Governor Scott directed $25 million towards Zika treatment and research. The University of Miami received $13 million dollars out of the $25 million, clearly establishing UHealth as a leader in the state's effort to fight the infectious disease. Making sure the funding and the

Proposer's Experience, Qualifications, Past Performance and Capabilities

state's recognition that the County is "ground zero" for Zika will no doubt continue to be a major issue facing the County. Akerman is prepared to advocate on behalf of the County before the Department of Health, as well as the legislature, should we be assigned the task.

Miami-Dade County is losing more than $25 million dollars a year due to the inability of the County's waste-to-energy plant to sell its electricity at a break-even price in the "spot market." And due to current statute, Miami-Dade cannot even use the plant's electricity output for its own county government building use without being labeled a "utility" and thus, face burdensome state and federal regulation as a public utility. Akerman has amassed a great deal of experience in the energy and renewable energy sectors and has the specific expertise needed to assist the County through any policy changes the County might undertake to mitigate their waste-to-energy issues.

There is no doubt that promoting and enhancing both the Port of Miami and the Miami International Airport and Cargo facilities, are major economic engines to the County that should always be made a priority.

The port is already the state's number one container port as well as the state's number one cruise port. Florida's investment in the deep dredge makes the port one of only three ports on the entire east coast of Florida capable of handling a post-panamax ship. The County's investment in the truck access tunnel into the port further underscores the need to grow the return on investment. Clearly, the port can handle more cargo if there were more accessible locations to off-load and utilize multi-modal forms of transport to move the cargo off the port quickly and efficiently.

Florida East Coast Railroad has upgraded its cargo facilities and rail yard, and the option of moving cargo by truck up SR 27 is once again growing in popularity. Akerman has extensive knowledge of international cargo movement as well as intimate knowledge of any and all "inland port" initiatives. Advocating for infrastructure investment in the Port of Miami will always be a major County priority.

Similarly, the Miami International Airport serves as an international hub for cargo and passengers. Linking the airport through multi modal passenger transportation also means critical infrastructure upgrades. While it is easy to point to the airport as a county or even south Florida regional asset, it is in fact a state of Florida asset. Millions of tourists and visitors arrive every year and travel to destinations further north such as Orlando and St Augustine.

Also, the international cargo arriving and departing through the airport is clearly a state benefit, particularly for the perishable commodities such as cut flowers that flow through the airport. Miami-Dade's air cargo logistics must remain competitive as secondary locations, such as Air Glades in Hendry County, look to expand their own capabilities into the perishable cargo market. As is the case with the port, the airport infrastructure must always be included as a major County issue, a major state interest, as well as a major federal concern.

According to recent data, the Miami Customers District reports a Miami-Dade County staggering 104.49 billion dollars in trade with the world.

Akerman's Latin America & Europe team represent U.S.-based clients operating in Latin America and Europe as well as Latin American and European clients that are establishing a presence in the Miami area. The firm assists clients in cross-over M&A, joint ventures, securities offerings, syndicated and secured trading transactions, profit financing, debt restructuring, and taxation, etc.

Proposer's Experience, Qualifications, Past Performance and Capabilities

Akerman's International team consists of more than 35 lawyers and consultants that can be tapped at a moment's notice to assist Miami-Dade County. Our team of lawyers travel throughout Latin America and Europe on a regular basis and have developed the expertise and sophistication necessary in dealing with economic development and international trade matters.

5. 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, and
(vi) statement of whether Proposer was the prime contractor or subcontractor.

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

Port of Palm Beach County, Florida Contact: Manny Almira, Director Address: #1 E. 11th Street Riviera Beach, FL 33404 Telephone: 561-383-4131 State and Federal Lobbying-funding and policy issues (Since 2008) Dollar Value: $36,000/year Prime	**Village of El Portal, Florida** Contact: David Rosemond, Manager Address: 500 NE 87th St. Miami, FL 33138 Telephone: 305-795-7880 State Lobbying-funding and policy issues (Since 2015) Dollar Value: $30,000/year Co-Prime
City of Lake Worth, Florida Contact: Mike Bornstein, Manager Address: 7 North Dixie Hwy Lake Worth, FL 33460 Telephone: 561-586-1689 State Lobbying-funding and policy issues (Since 2015) Dollar Value: $30,000/year Prime	**City of Orlando, Florida** Contact: Kathleen Russell, Director of Intergovernmental Relations, Office of the Mayor Address: City of Orlando, 400 S. Orange Avenue Orlando, FL 32801 Telephone: 407.246.3094 General representation (Since 2004) Dollar Value: $85,000/year Prime

Proposer's Experience, Qualifications, Past Performance and Capabilities

Lynx Contact: Tiffany Homler Hawkins, Chief Administrative Officer Address: 455 N. Garland Avenue Orlando, FL 32801 Telephone: 407.254.6064 General representation, primarily transportation and DHS transit security funding (Since 2004) Dollar Value: $110,000/year Prime	**City of Coral Gables** Contact: Craig Leen, City Attorney Address: Coral Gables City Hall, 405 Biltmore Way, Coral Gables, FL 33134 Telephone: 305.446.6800 Power Plant Siting Act (Since 2016) Dollar Value: $24,000/year Prime

6. 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, and
(vi) statement of whether Proposer was the prime contractor or subcontractor.

Miami-Dade County, Office of Intergovernmental Affairs

- Description of Work: State Representation
- Total Dollar Value of the Contract: $49,992 per year
- Dates Covering Term of Contract: February 2012 to present
- Contact: Joe Rasco, Director, Office of Intergovernmental Affairs
- Board of County Commissioners, Miami-Dade County
- 111 N.W. 1st Street, Suite 1032, Miami, FL 33128-1994
- Telephone: 305-375-5600
- Email: jrasco@miamidade.gov

Akerman LLP was retained by Miami-Dade County as prime contractor to provide governmental representation before the executive and legislative branches of the state government, on a non-exclusive basis. During this past legislative session, Akerman provided the County with assistance with the following issues:

- Active Issues;
- Amendment 4
- Fracking-well stimulation
- All-Terrain Vehicles

Proposer's Experience, Qualifications, Past Performance and Capabilities

- Argentine Tegus (lizard)
- Naloxone (opioids, Rep Stuebe)
- Segregation of Juveniles in Detention
- Worker's Comp (Hager Briefing)
- Property & Casualty Insurance
- Port
- DERM
- Card Sound
- Haulover Pier
- Metecumbe Pedro Pan Chapel
- Distracted Driving
- Biscayne Coastal Wetlands
- Children's Saving's Accounts (Sen. Flores & Rep. Bileca)
- Mental Health Evaluations for Private Security Guards
- Veteran's Court
- South Dade Marketing (Comm Moss & Levine-Cava)
- Airport Runway Protection
- Public Works
- WASD (Dr. Yoder)

Miami-Dade County, Office of Intergovernmental Affairs

- Description of Work: Federal Representation
- Total Dollar Value of the Contract: $109,992 per year
- Dates Covering Term of Contract: March 2011 to present
- The previous agreement ran from April 2007 – February 2011
- Contact: Joe Rasco, Director, Office of Intergovernmental Affairs
- Board of County Commissioners, Miami-Dade County
- 111 N.W. 1st Street, Suite 1032, Miami, FL 33128-1994
- Telephone: 305-375-5600
- Email: jrasco@miamidade.gov

Akerman LLP was originally retained by Miami-Dade County as prime contractor 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. The assigned issues we currently work on for the County are:

- Police/Law Enforcement
- Juvenile Justice
- Corrections
- Fire Rescue
- International Trade
- Health Care issues
- Elderly Services
- Children's Issues

We also work on Federal Appropriations issues and assist the County in preparing and submitting their annual appropriations requests to the Congressional delegation (whether they are in our issue area or not).

Proposer's Experience, Qualifications, Past Performance and Capabilities

The County submits several requests per year and we help draft the programmatic requests, prepare the required forms, draft the accompanying letters, etc. for the County to submit to the Congressional delegation. This is a significant task. We also track and report on the appropriations bills and process for the rest of the year.

We also provide them with notices of Federal Grant opportunities and draft Congressional support letters when requested. The County contacts Akerman on a number of other issues which varies widely anywhere from agriculture to transportation.

Miami-Dade County, FL

- Description of Work: Bond Work: Jose Villalobos, Peter Dame
- Total Dollar Value of the Contract: $47,000
- Dates Covering Term of Contract : Term of contract was seven (7) years through 2016
- Contact: Division of Bond Administration
- Address: 111 NW 1 Street, Suite 2550, Miami, FL 33128-1929
- Telephone: 305-375-5147

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.

7. Confirm Proposer's ability to fulfill all elements of the Scope of Services, including the services in Section 2.2 and the Proposer's ability to provide the optional services in Section 2.3.

Akerman acknowledges and affirms its ability to comply and fulfill all the elements of the Scope of Services, including Section 2.2 as well as our ability to provide the optional services in Section 2.3.

Specifically:

- Akerman LLP, to the best of our knowledge, has no current conflicts with and position or Resolutions adopted by the Board of County Commissioners;
- Akerman LLP will immediately notify the Board of County Commissioners should any such conflict arise, and if necessary, request the appropriate waiver or other remedy.
- Akerman LLP will comply and readily provide monthly reports, weekly reports, or other reports and updates as required or requested by the Board of County Commissioners or their designees.
- Akerman LLP is including a single subcontractor as part of our response and acknowledge that any future additions as a subcontractor require prior approval from the Board of County Commissioners.
- Akerman LLP lobbyist team members are prohibited from lobbying the Board of County Commissioners during any Regular or Special Session of the Florida Legislature.

In addition, Akerman LLP acknowledges and affirms our ability to provide the following services pursuant to Section 2.2:

Proposer's Experience, Qualifications, Past Performance and Capabilities

Specifically:

- Report and meet with the County weekly during the Florida Legislature's Regular Session, or as needed during interim committee meetings and Special Sessions and will report on any issues important to the County.
- Report and meet with the County on a monthly basis when the legislature is not in Session.
- Prepare monthly reports during the off season, and weekly reports during Session in order to keep the County apprised of the status of all issues, and any actions taken on those issues and making suggestions regarding future actions on those or similar issues.
- We will raise, discuss and recommend any affirmative legislative action that will benefit the County.
- We are always available 24 hours a day during the Legislative Session 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 and bills and preparing reports advising the County of the status of legislation after the Legislative Session.
- We will work with the Office of Intergovernmental Affair's Project Manager or designees to assure a strong and consistent legislative program.
- We will obtain documentation and research materials as needed.
- We will forward all required information and reports to the County and upon the County's request.
- We will arrange meetings requested or necessary for the County, such as members of the Miami-Dade County State Delegation, elected officials, including those in leadership positions, staff, agency heads or other executive branch staff.
- In addition to our weekly and monthly reports, we will prepare a comprehensive and detailed End of the Session report.

Akerman's Tallahassee office is located just two blocks from the state capitol. We would welcome the opportunity to host any and all meetings requested, as well as provide ancillary support services such as, phones, supplies, computer equipment, support staff, copy machine, filing space and an intern runner.

8. Address Proposer's ability to comply 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 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 Resolution No. R-1236-99 and will prepare regular monthly reports advising the Commission of the current status of all issues that Akerman is monitoring or that may affect the County. Akerman will also provide information including 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.

Proposer's Experience, Qualifications, Past Performance and Capabilities

Following is an example of a typical weekly report prepared for Miami-Dade County during the 2017 Regular Session, covering the issues Akerman was assigned at that time:

Miami-Dade County
2017 Legislative Session
Week 4
March 31, 2017

Amendment 4 Implementation:
Neither of the Amendment 4 implementing bills, HB 1351 by Rodrigues, or Senate Bill 90 by Brandes, were heard this past week. The high fiscal impact of between $25 million and $40 million, as well as additional provisions regarding sales of solar systems that were added to HB 1351, continue to stall movement of the legislation in both chambers.

Fracking:
To-date, only one of the five anti-fracking bills introduced, SB 442 by Young, has had a committee hearing.

Distracted Driving:
SB 144 by Garcia, has passed its first two committees, but is now stalled awaiting movement from either HB 47 by Stark, or HB 69 by Slosberg. Reluctance from Speaker-Designate Jose Oliva, to hear either House bill will make moving the senate bill any further unlikely.

Transmission Line Siting:
SB 1048, by Senator Tom Lee, has been moving despite significant opposition from local governments throughout South Florida. SB 1048 has been scheduled to be heard Tuesday, April 4th, on the senate floor during the Special Order calendar. No floor amendments have been filed yet, although amendment deadline is not until Monday at 6 pm. The companion bill, HB 1055 by Representative Clay Ingram, passed out of the House Natural Resources & Public Lands Subcommittee this past week, and is now awaiting a hearing in the House Commerce Committee chaired by Representative Jose Felix Diaz.

Cell Tower Siting:
SB 596 by Hutson, is another local government preemption bill allowing the siting of poles and other structures in right-of-ways for "micro" cellular transmission equipment. SB 596 is in the Senate Rules committee awaiting a hearing before being scheduled for the senate Floor. The House companion, HB 687 by LaRosa, is also in its stop, the House Commerce Committee, before going to the House floor.

Lake Okeechobee Reservoir:
SB 10, by Senator Rob Bradley, will be heard this week in the full Senate Appropriations Committee on Wednesday Aril 5th, with a time-certain hearing of 2 pm. SB 10 has already been amended by adding additional spending provisions encompassing related water projects in and around the Lake region. Despite not having a House companion, SB 10 is a priority of Senate President Joe Negron, which means, SB 10 will pass the full senate in some form and held by the House Speaker as a final Budget Conference item to be negotiated.

Proposer's Experience, Qualifications, Past Performance and Capabilities

Autism Awareness:
HB 39 by Representative Evan Jenne (D-Ft. Lauderdale), has passed the House unanimously. The bill requires law enforcement training in how to deal with individuals with autism spectrum disorder. The senate companion, SB 154 by Senator Perry Thurston (D-Ft Lauderdale), is scheduled to be heard, on Wednesday April 5th, in the full Senate Appropriations committee.

Juvenile Civil Diversion:
SB 196 by Flores and HB 205 by Ahern, requires, rather than authorizes, FDLE to adopt rules to provide for expunction of certain non-judicial records of arrest of minor upon successful completion of certain diversion programs. SB 196 will be heard next week in the full Senate Appropriations committee, and HB 205 will be heard in the House Justice Appropriations Subcommittee on Monday, April 3rd.

Vacation Rentals:
SB 188, by Senator Steube, is another local government preemption bill preventing local governments from adopting new ordinances singling out residences used as short term vacation rental properties. It would also negate any current ordinances already adopted by local governments. SB 188 will be heard on Monday in the Senate Community Affairs Committee, where it faces its stiffest opposition to-date. The House companion, HB 425 by LaRosa, is awaiting its final hearing in the House Commerce Committee, before reaching the House Floor.

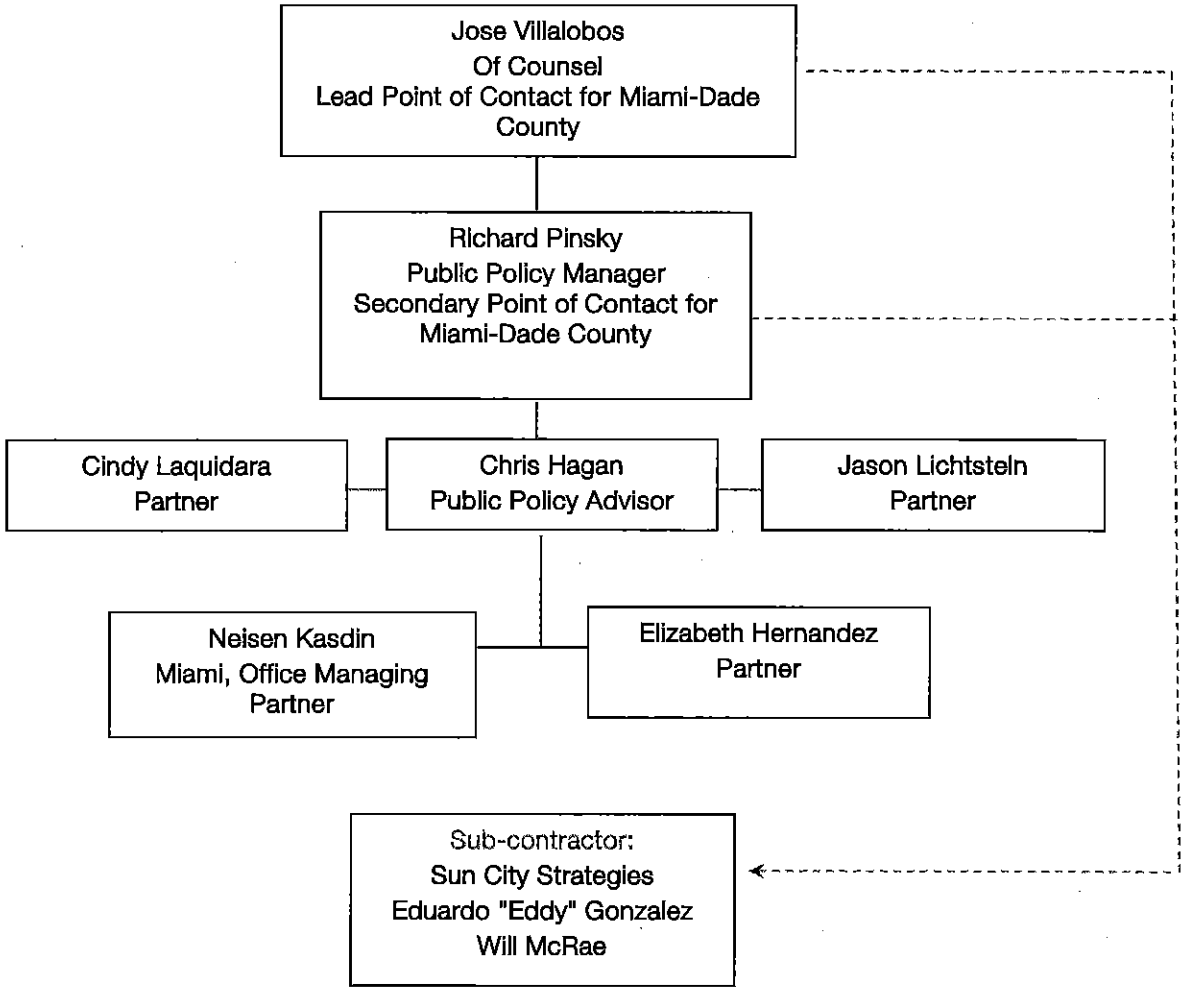
Public Works Projects:
SB 534 by Senator Keith Perry (R-Gainesville), and HB 599 by Jayer Williamson (R-Pensacola), impose a local government preemption when 50% of the funds used for any public works project, come from a state agency funding source. This includes the prohibition of using any local government preference requirements as a condition of submitting a bid. SB 534 is awaiting a hearing date in the Senate Appropriations Committee, while HB 599 has passed all of its committees and is awaiting to be scheduled for action on the House Floor.

9. 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).

Akerman takes no exceptions to the terms of this Solicitation.

Key Personnel and Subcontractors Performing Services

10. 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 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.



Key Personnel and Subcontractors Performing Services

Team member functions include:

Jose Villalobos, of Counsel - Mr. Villalobos will be serving in the vital role of being on call locally in Miami-Dade County and available to attend meetings when requested. He will also be responsible for ensuring the entire Akerman team and our subcontractor, is made aware of all current issues rising up in Miami-Dade County impacting the County overall. Mr. Villalobos is also available to travel to Tallahassee when needed.

Richard Pinsky, Public Policy Manager - Mr. Pinsky will be serving as the prime point of contact in Tallahassee be responsible for implementing the policy initiatives and funding requests assigned by the County staff. He will lead the day-to-day activities of the Akerman team and Akerman's subcontractor, attend all meetings and monitor all legislation assigned to Akerman by the County. Mr. Pinsky will also be responsible for ensuring the entire Akerman team and our subcontractor, of made aware of all current issues affecting Miami-Dade County.

Chris Hagen, Public Policy Advisor – Chris is a valuable additional asset "on the ground" in Tallahassee and will be primarily carrying out the tasks assigned as directed by Mr. Pinsky. Chris will also be attending all lobby team meetings.

Cindy Laquidara, Partner – Having served as General Counsel to Jacksonville consolidated government for a number of years, as well as serving as general counsel for the Jacksonville Electric Authority, Cindy will be serving as Akerman's in-house technical advisor on any all local government issues in which Akerman is asked to assist Miami-Dade County. Cindy also helps draft amendments and talking points as needed.

Neisen Kasdin, Miami Office Managing Partner – Mr. Kasdin, like Mr. Villalobos, will be utilized for his knowledge and expertise as both a former elected official as well as his role as Managing Partner of our Miami office, which is Akerman's home base. Whatever additional resources may be needed to assist Miami-Dade County from amongst our 650 attorneys and consultants nationwide, Mr. Kasdin will be the coordinator of those resources.

Elizabeth Hernandez, Partner – Liz Hernandez is well known throughout Miami-Dade County for her representation of local governments. Having served as the president of the Florida Association of Government Attorneys, Liz will be an additional technical advisor resource, similar to Cindy Laquidara, helping to draft amendments, and creating accurate talking points.

Jason Lichtstein, Partner – Jason works in our Tallahassee office and specializes in environmental law and regulatory matters. He is an active member of Akerman's Water Task Force, and represents the Florida Brownfields Association. Jason will be assisting the Akerman team on any environmental matters that the County may need help. Subcontractor: Sun City Strategies.

Eddy Gonzalez, President – Mr. Gonzalez will be the lead point of contact for his firm and will be assisting the Akerman team in all aspects of the engagement and issue assignments by the County. Eddy will be helping in the appropriation requests as well as arranging meetings with legislators and staff. Mr. Gonzalez will be attending all Miami-Dade County Lobbyist team meetings.

Will McRea – Mr. McRea will be assisting Eddy in all aspects of the duties assigned to the subcontractor.

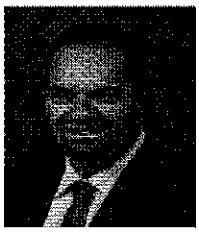
Key Personnel and Subcontractors Performing Services

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.

In addition to Akerman's experienced team of governmental affairs professionals, is our occasional formation of strategic alliances to ensure success. Over the years, we have been initiating and cementing relationships with individuals and firms through these strategic alliances in order to form a strong team approach when needed on our client's behalf.

The proven relationships we have formed have been tested time and again, and therefore come with the same Akerman standard of client satisfaction and highest standard of ethical conduct.

For this particular engagement, we are proud to include Mr. Eduardo "Eddy" Gonzalez of Sun City Strategies, based in Hialeah, Florida, to work as a subcontractor in concert with the Akerman representation. We believe former State Representative Gonzalez will be a valuable asset to the Akerman team on behalf of Miami-Dade County.



Eduardo "Eddy" Gonzalez, Sun City Strategies

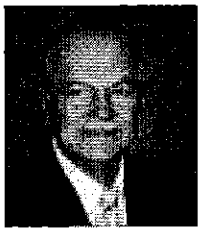
7625 West 14th Court, Hialeah, Florida 33013
786.351.5849, egonzalez102@yahoo.com

Eduardo "Eddy" Gonzalez is the president of Sun City Strategies, LLC, a business and government consulting company located in Hialeah, Florida. Eddy is a graduate of Miami Dade College, where he received his degree in Business Management and Administration. Eddy began his career serving his community. He volunteered and joined the Kiwanis Club of Flamingo Hialeah in 1991 where he was appointed Treasurer in 1993 and became President of the organization in 1995. The organization held toy drives for underprivileged children, provided Thanksgiving dinner basket giveaways for needy families in the community and held festivals and community events. In 1998, Eddy served on the City of Hialeah water and sewer board. He was appointed as Councilmember to the City of Hialeah in 1998. He then was elected in 1999 and was reelected subsequently until 2006. In 2003, Eddy was appointed by Governor Jeb Bush to serve a 2-year term on the State Legislative Committee on Intergovernmental relations

In 2006, Eddy was elected State Representative to the Florida House of Representatives and reelected subsequently until 2014. He was Chairman of Local and Federal Affairs. He also served on Appropriations, Higher Ed K-12 Education, Health Innovation, and Health & Human Services committees. Eddy was elected by his colleagues as Chairman of the Miami Dade Legislative Delegation in 2012 and 2013.

Key Personnel and Subcontractors Performing Services

12. 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.



Jose A. Villalobos, Of Counsel

Three Brickell City Centre, 98 Southeast Seventh Street, Miami, FL 33131
305.982.5625, jose.villalobos@akerman.com

Jose Villalobos has been in the legal practice for more than 40 years and his practice includes state and local government affairs, representing cities before governmental entities. Jose focuses on legal issues involving land use and entitlements, representing Latin American clients in acquisitions and regulatory matters in the United States, and counseling 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 for Miami-Dade County.

Jose was appointed a Florida Civil Law Notary (Florida International Notary) by the Department of State, which is equivalent to authentic acts of civil law notaries in all jurisdictions outside the geographic borders of the United States.



Richard Pinsky, Public Policy Manager

106 E. College Ave., 12th Floor, Tallahassee, FL 32301
850.224.9634, Richard.pinsky@akerman.com

Richard Pinsky has over 30 years of government affairs experience in Florida and Washington, D.C. He has an extensive background representing clients before the legislature as well as local government from helping to navigate the budget and appropriation process to issue advocacy.

Helping clients understand the complexities of public policy decision-making, has become a hallmark of Richard's expertise. He is sought after for his strategic planning and comprehensive approach in presenting and introducing his client's needs to lawmakers and governmental bodies. As a result, he has earned an excellent reputation of achieving success on behalf of the many organizations, local governments and corporations he represents as they reach their respective public policy goals.

Key Personnel and Subcontractors Performing Services

Richard serves his clients from Akerman's West Palm Beach and Tallahassee offices. His client focus at the state and federal level is in the policy areas of biotechnology, renewable energy, transportation, port and rail infrastructure, regulatory oversight, community living, education, healthcare and insurance.

On behalf of his clients before local governments, Richard's policy focus is development project approvals, infrastructure projects, solid waste disposal, water supply and community outreach initiatives.

In addition to being a respected and visible lobbyist throughout South Florida and Tallahassee, Richard has also earned a reputation as one of Florida's premier political consultants, recognized nationally for his successes in Fortune Magazine.



Chris Hagan, Public Policy Advisor

106 E. College Ave., 12th Floor, Tallahassee, FL 32301
850.224.9634, chris.hagan@akerman.com

Chris Hagan is a public policy advisor in the Government Affairs and Public Policy Practice Group. Chris has extensive experience representing the construction industry and related building trades, including home builders and developers, throughout north east Florida. For over seven years, Chris has been representing clients before municipal and state government on issues ranging from local construction and development permitting to waste disposal and waste services contracts. He is currently a Board Member of the North East Florida Builders Association. Chris also serves as Chairman for the Jacksonville Planning Commission and brings vast insight on issues affecting the construction waste collection industries.



Cindy A. Laquidara, Partner

50 North Laura Street, Suite 3100, Jacksonville, FL 32202
904.798.3700, cindy.laquidara@akerman.com

A former general counsel for the Consolidated City of Jacksonville and its entities, Cindy is Board Certified by the Florida Bar in City, County & Local Government Law, and advises high-profile government entities on a multitude of diverse matters. With an established record of creative and effective advocacy, Cindy Laquidara navigates complex litigation matters, from administrative hearings, to federal and state trials and appeals. Her practice serves municipal authorities, private corporations with long-term lease arrangements, companies submitting competitive procurement bids and proposals, general commercial litigation, and energy related matters in dispute resolution pertaining to bid disputes, land use, transportation, contracts, First Amendment, government and utility contracting, environmental issues, and government affairs.

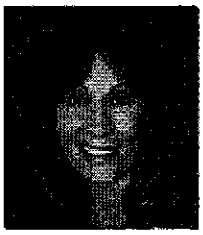
Key Personnel and Subcontractors Performing Services



Neisen O. Kasdin, Miami Office Managing Partner

Three Brickell City Centre, 98 Southeast Seventh Street, Miami, FL 33131
305.982.5629, neisen.kasdin@akerman.com

Neisen Kasdin serves as managing partner of Akerman's Miami office. A former mayor of Miami Beach and leader in the revitalization of South Beach, he brings extensive civic experience to his work on urban revitalization and the development of complex, large-scale, multi-use projects. Respected as a leader in urban development, he serves as vice chair of the board of directors for the Miami Downtown Development Authority and was responsible for leading the creation of Miami's Downtown Master Plan. Many of his clients' projects – from Brickell City Centre to Miami's Design District and the Faena District – have been groundbreaking, transforming Miami's urban spaces with a blend of retail, office, and residential properties. In addition to large-scale projects, Neisen has represented clients in developments in emerging Miami neighborhoods such as Little Haiti and Wynwood.



Elizabeth M. Hernandez, Partner

Three Brickell City Centre, 98 Southeast Seventh Street, Miami, FL 33131
305.982.5539, elizabeth.hernandez@akerman.com

Elizabeth Hernandez is an experienced trial attorney representing clients in commercial and civil litigation matters as well as administrative trials. Elizabeth is board certified by The Florida Bar in City, County, and Local Government. A large focus of her practice includes all aspects of local government law, including contract disputes, land use and zoning, elections, ethics as well as Florida Constitutional Law.

She previously served as Chief Legal Officer for the City of Coral Gables for 16 years, handling all types of matters and overseeing the risk management and insurance needs of the City. In this capacity, she also served as the City's Chief Prosecutor on all Code Enforcement matters and trained other agencies on enforcement of their codes. Elizabeth was also instrumental in drafting legislation in enforcing municipal codes and has been a key speaker on enforcement matters. In addition to handling a variety of cases in house, she worked with co-counsel on multiple complex litigation and commercial real estate matters for the city. Elizabeth re-wrote the city's codes and charter. She served on the County Charter Task Force and Chaired the Miami Dade County Ethics Commission Task Force. During her tenure as City Attorney, she earned the distinction of City Attorney of the Year by the Florida League of Cities in 2005.

Key Personnel and Subcontractors Performing Services



Jason S. Lichtstein, Partner

106 E. College Ave., 12th Floor, Tallahassee, FL 32301
850.521.8018, jason.lichtstein@akerman.com

"
With emphasis on site redevelopment and environmental due diligence and regulatory compliance, Jason Lichtstein devotes his statewide practice to the cleanup and reuse of Brownfields and other contaminated properties across Florida. In a broad range of real estate and M & A transactions, he represents parties on sites from major mixed-used redevelopment projects to shopping plazas and gas station and drycleaner sites. A past President of the Florida Brownfields Association, Jason has been closely involved in the drafting, lobbying, and passage of Brownfields legislation in Florida, expanding incentives for cleanup and redevelopment. He also assists clients in renewable energy development and opportunities in new energy markets. Jason is sought after for his keen knowledge of contamination and redevelopment issues, and has been ranked as a leading environmental lawyer by various industry publications, including Chambers USA, which noted that Jason has a "very good statewide reputation."

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

Akerman's approach to client representation in Tallahassee comes with no time constraints. Our combined over 100 years of lobbying before the Florida Legislature and Executive Branch has been guided by the understanding that decision-making by lawmakers and staff are made with only a moment's notice. It is why we make ourselves available 24 hours a day, 365 days a year.

Jose Villalobos in Miami and Richard Pinsky in Tallahassee, Akerman's two key personnel and points of contact for Miami-Dade County, will always be available by cell phone, text message and email. We are also available to meet with the County in Miami or Tallahassee at the County's discretion. In fact, all of Akerman's team members, as well as our proposed subcontractor, Eddy Gonzalez, are all seasoned governmental affairs professionals and understand the critical need to be available at all times.

We have also made ourselves available during the off-season. In our current representation of Miami-Dade County, we have frequently been contacted on issues impacting county departments. We also respond to emails from county personnel requesting copies of legislation or other documentation. Our responsiveness and availability to all of the County's requests, regardless of how often, or at what time, or day of the week, is of paramount importance to Akerman.

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 refer to Sections 11 and 12 above for all our key personnel and subcontractor profiles.

Proposer's Approach

15. Describe Proposer's approach to representing the County in Tallahassee, FL to include:
(i) project organization/management,
(ii) the role and responsibilities of Proposer's management, and senior and other professional staff that will perform work on this project, and
(iii) the approach to scheduling work and prioritizing the County's requests.

Akerman approaches each project engagement with a strategic focus and in close collaboration with our clients. Having worked closely with the Miami-Dade County team, we know that the Board of Commissioners will be adopting their legislative priorities for the upcoming 2018 Legislative Session. In turn, those priorities articulated through Resolutions and county department staff requests, will be assigned to the contract lobbying team members according to areas of expertise and relationships.

It is at that point, that Akerman begins the dialogue regarding each particular issue assigned to us, discussing and vetting every aspect and potential nuance with county staff to make sure our direction and goals are clearly defined. Occasionally, it requires further conversations with Department staff to ensure we have a thorough and in-depth knowledge of the issue.

From this initial assignment discussion, your Akerman team will then formulate the specific strategies and tactics, set-up meetings, and seek out and secure Sponsors when appropriate. We always communicate before any action is taken with county staff to confirm our next steps are in line with our assignment or do not conflict at that moment with other County requests or initiatives.

There are three essential elements Akerman follows in its approach to successful advocacy:

First, in order to maintain and gain the respect of lawmakers and staff alike, the lobbyist must know the issues and know them well. A relationship or friendship might get you in the door to meet with a legislator or someone on a committee staff, but if you do not know the issues and the impact it will have upon public policy formation, you will never be successful in the legislative process. Over the years, Akerman has been fortunate to amass a great deal of experience representing private sector and public sector clients in the issues of electric generation; water supply; waste water; healthcare; transportation; economic development; energy and issues impacting the environment and natural resources.

Secondly, your designated representative must know the decision making process. Each facet of law making is a complexity all of its own. Knowing the rules and steps for filing legislation or local bills and working with bill drafting is a knowledge base only obtained from decades of working in the legislative process on behalf clients. Writing new statutes in their proper form, or drafting amendments, selecting an appropriate sponsor, obtaining co-sponsors, knowing the amendatory process for each chamber, understanding what goes into a staff analysis, and how to move a bill to the Floor are just a small sampling of the level of detailed expertise that can make the difference between winning or losing.

Similarly, being able to successfully navigate the subtle nuances of the budget and appropriation process requires years of hands-on experience. This includes working with each and every funding aspect from agency recommendations, to the Governor's proposed budget, to knowing the legislative staff and the various methods the legislature can appropriate funds and the various methods of legislating without the real or perceived requirement for funding.

Proposer's Approach

And worth noting of equal significance, is the need for an in-depth and up to the minute understanding of the political landscape at all levels. While not directly part of the law-making process, it is the constant back drop to the process and knowing the political landscape is integral to the success of a sophisticated government relations effort.

Finally, your designated representative must have an excellent working relationship with lawmakers and staff alike. Much of the success of our professional lobbyists is based upon long-standing and established relationships with key and high-level staff members in both the House and Senate as well as throughout all of the state agencies. These long-standing committee and agency staff relationships have been cultivated and maintained over many years of state advocacy representation for our clients.

Likewise, through our offices throughout Florida, Akerman's professionals have established personal and close working relationships with members of the Florida Legislature and their aides at the local and constituent level. Critical to our success is staying in contact and interacting with both House and Senate members on any number of issues and activities on an ongoing and regular basis throughout the year.

We also devote considerable analysis to anticipating and cultivating the legislative leadership from year to year and form strong relationships with them. This is especially crucial in redistricting years where there is a high turnover of members in the legislature and leadership remains the only constant. These close relationships in turn, benefit our clients in the form of access and priority consideration during crucial Legislative Session moments.

We subscribe to all the standard tracking services such as Lobby Tools and the Florida News Service, but we also maintain active monitoring of instant social media feeds such as Twitter and Face Book. Often, legislators or their staff post breaking news or information before any traditional tracking service is officially alerted.

Leading up to and during a Legislative Session, we typically monitor and track over 3,000 pieces of legislation and amendments. As Bills and amendments that can either directly or indirectly affect Miami-Dade County are electronically filed, Akerman will immediately be forwarded to county staff for review and ranking of importance. The more communication between the County and Akerman, the better the outcome. We are your designated representative and therefore receiving your constant input and direction is of paramount importance.

Lawmakers or agency staff do not always act on a traditional Monday through Friday workday schedule. Therefore, Miami-Dade County cannot afford to receive information late or not at all. Akerman recognizes that our clients are not in Tallahassee and therefore receiving accurate and specific information in a timely or as it happens basis is crucial.

All members of your Akerman team will be available by telephone or email at any time during the week, after normal business hours, or on weekends throughout the year. Each member of the team utilizes a Smart Phone and has 24-hour access to email, cell phone and texting capability.

16. Discuss how Proposer plans to provide services on issues and subject areas outside the expertise of its staff members or Subcontractor's staff members, specifically on key Miami-Dade County issues.

The current process utilized by Miami-Dade County's Intergovernmental Relations staff does an effective job of matching team member expertise with the County's priority issues. The first question asked of a lobbying team member is if they are comfortable with successfully managing the issue. Akerman's long history of representing

Proposer's Approach

clients before the Florida legislature and Executive Branch, makes the probability very low that any state legislative issue would fall into the category of "outside our expertise."

We know Miami-Dade County; we know the issues; and we know the legislature. However, should such a rare event occur, Akerman would simply alert the County staff prior to the issue being assigned to us.

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

Following the 2016 Regular Session, Miami-Dade County assembled their lobbying team for a post-session analysis of the County could improve its effectiveness. One of the key points that came out of that meeting was the recommendation for the Board of Commissioners to prioritize the many issues they cared about by selecting their top 10 priorities, which they did.

Consequently, the lobbying team as well as the Dade Delegation alike were able to focus upon helping the county at least achieve their priorities. Miami-Dade was successful in achieving almost all of its priorities and for the first time WASD received funding for three of their priorities. We recommend the County once again select their top 10 priorities for the 2018 Session.

Next, a better method of distinguishing between the County's priority funding requests from those coming from the cities within the county needs to be established. Lawmakers from both inside and outside of Miami-Dade County get confused when parsing finite amounts of money. For example, funding for a Miami water project gets interpreted as helping Miami-Dade County. It should be recognized that no other counties suffer from this same identity crisis as Miami-Dade. Perhaps it is due to the large legislative delegation size.

A possible solution might be for the Delegation itself to designate two or three of its delegation members to serve as sponsors of the County's funding request. This might help better distinguish for the members of the various Appropriations Committees which are the county-wide projects impacting the entire region.

18. 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.

Of course, Akerman understands we are a member of a team and work at the direction of the County staff. Whenever we have been notified that a County Commissioner or Department head or other key personnel are traveling to Tallahassee, we are "on-call" to provide whatever services may be needed, such as setting up meetings, writing talking points, giving issue briefings, etc.

And because Akerman is headquartered in Miami, we work year-round strengthening our relationships with not just the elected officials, but throughout the community supporting charities and cultural events, as well as our pro bono and other volunteer work by our professionals.

During the annual Dade Days fly-in to Tallahassee, we always look forward to participating as chaperones and guides helping to strengthen the effectiveness of local constituents coming to Tallahassee to meet with their legislator. The same is true for the executive branch. Many times, a meeting with a particular agency is needed, or information is

Proposer's Approach

needed just to find the correct agency personnel. Akerman has, and will continue to help facilitate the connection between the county and the state capital.

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

There are no actual or potential conflicts of interest in Akerman's ability to represent Miami-Dade County before the Florida Legislature or Executive Branch.

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

Below is just a partial list of budget items that were not just funded by the legislature, but also approved by the Governor for the last two Regular Legislative Sessions.

Not listed of course, are the numerous projects successfully funded by the legislature through the final Conference Report, but unfortunately, were rejected by the Governor. While budget successes are only measured by Governor approval, ushering a funding request from start to finish, which includes concurrence by both the House and Senate during the Conference process, is a critical success required just to present it to the governor.

For example, this past Session, Miami-Dade had a project funding proposal in either the House or the Senate, setting-up for Conference for projects such as the Miami International Cattle Show; Camp Matecumbe; and the Miami River Commission. While successful in getting both chambers to concur on these and other items, they did not survive the veto message.

Similarly, The City of Lake Worth got final approval from the House for its much needed economical road project for the City's Park of Commerce in the amount of $3 million dollars, only to have the Governor veto the line item.

Besides the budget issues, there are several issues that arise during Session in the form of amendments, or proposed amendments, that must be dealt with. And while their importance is often critical in either an adverse or positive manner, the small victory is almost impossible to quantify.

The famous adage, "success has many fathers", is more than true when it comes to identifying who did what during the legislative process. We work with the Florida Association of Counties, the Florida League of Cities, and sometimes individual Counties that have like interests on any given issue to pass or defeat the ever increasing number of local preemption proposals coming out of Tallahassee.

Another good example is the passage of SB 90 which was the implementing legislation for the Amendment 4 Solar Amendment, which was also a "top ten" priority for Miami-Dade County. We were intimately in the drafting of all the various proposed amendments right up to the final product, making sure the solar industry, as well as the counties, were not harmed. However, "taking credit" for the passage of SB 90 would not be a fair statement either.

Therefore, following is a partial list of recent budget items signed by the Governor, we are including some of the issues we were assigned as a Miami-Dade lobbying team member during the 2016 and 2017 Regular Sessions.

Proposer's Approach

Village of El Portal
Flood Control Structure - $500,000

Port of Palm Beach
Charter Codification
Slip 3 Replacement - $25 million Dollars

City of Lake Worth
Blueway Trail - $280,000

Miami-Dade County
Card Sound Road Salt Intrusion Barrier -$600,000
Florida City Canal Outfall and Equalizer Improvements - $500,000
Veterans Court Funding - $150,500
Snapper Creek Flood Control - $33,750
NW 56th St Flood Control - $246,750

Miami-Dade County 2016 & 2017 Assignment Legislation

Election of Constitutional Officers - Miami-Dade Charter
SJR 648 by Senator Travis Hutson
HJR 165 by Rep Frank Artiles

Florida Competitive Work Force Act
HB 120, by Senator Abruzzo
HB 45 by Rep. Raschein

Public Works Contractors (preemption)
SB 598 by Senator Brandes
HB 181 by Van Zant

Retired Firefighter Public Records Exemption
SB 1186 by Senator Bullard

Sexual Predators/Drones
SB 510, by Senator Hukill
HB 1301 by Rep. Metz

Certificates of Public Convenience for Life Support
SB 742 by Senator Hutson
HB 517 by Rep. Renner

Proposer's Approach

Medical Examiner (preemption)
SB 620 by Senator Grimsley
HB 315 by Rep. Roberson

Transmission Line Siting (preemption)
A local government pre-emption bill that would have limited the ability of local government to enforce local guidelines for utility pole infrastructure installation and siting.

Fracking
None of the anti-fracking bills passed.

Distracted Driving
The bill would have made texting while driving a primary offense for all drivers.

Juvenile Civil Diversion
It authorized FDLE to adopt rules to provide for expunction of certain non-judicial records of arrest of minor upon successful completion of certain diversion programs.

Vacation Rentals (preemption)
A local government pre-emption bill that would have limited the ability to regulate residences used as short term rentals in residential neighborhoods.

Utility Relocation
Revises the circumstances under which the County Commission is authorized to prescribe and enforce rules or regulations regarding the placement and maintenance of specified structures and lines within the right-of-way limits of roads or publicly owned rail corridors under their respective jurisdictions.

Community Residential Homes (preemption)
Revises new and more stringent siting requirements for community residential homes and their applicability with respect to local land use and zoning.

Florida Building Codes
Revises certain provisions of the Florida Building Code regarding code compliance and mitigation program; portable pools; the Florida Homeowners' Construction Recovery Fund; authority of building officials to issue building permits; certain fire service access elevators; creates task force to study electrical safety in swimming pools; creates construction industry workforce task force to study issues associated with training of construction workforce.

Security Measures at Gas Stations
Revises the felony classification for unlawful conveyance of fuel; requires retail petroleum fuel measuring devices fitted with scanning devices to have certain security measures; requires the owner or operator of a device to have certain security measures in place within a specified timeframe upon notice from the Department of Agriculture and Consumer Services.

Proposer's Approach

Balance Billing

Requires hospitals, ambulatory surgical centers, specialty hospitals, and urgent care centers to comply with certain provisions as a condition of licensure; requires a hospital to post on its website certain information regarding its contracts with health insurers, health maintenance organizations, and health care practitioners and medical practice groups and specified notice to patients and prospective patients.

Forfeiture of Contraband

Clarifies that seizure of property cannot occur until there is an arrest; and that forfeiture cannot occur until a conviction occurs.

Utility Projects (preemption)

Authorizes local utilities to apply to certain local government agencies to finance costs of certain utility projects by issuing utility cost containment bonds.

Amendment 4 Implementation

Provides an 80% tax abatement for tangible personal property, allowing a 20% share to go to the county local government. Also, a number of disclosure requirements are included in the bill for residential customers leasing or financing solar systems.

Cell Tower Siting (preemption)

The bill creates the Advanced Wireless Infrastructure Deployment Act, which establishes a process by which wireless providers may place certain "small wireless facilities" on, under, within, or adjacent to certain utility poles or wireless support structures within public rights-of-way.

Lake Okeechobee Reservoir (SB 10)

Establishes a southern reservoir to eliminate discharges from Lake Okeechobee into the Caloosahatchie and St. Lucie Rivers, and instead, distribute the water southward to the Everglades National Park and Florida Bay.

Autism Awareness

The bill requires law enforcement training in how to deal with individuals with autism spectrum disorder.

Public Works Projects (preemption)

When at least 50% of state funds are used in a local project, the bill prohibits local governments from requiring in a bid solicitation that a contractor pay employees a predetermined amount of wages, or recruit, train, or hire employees from a designated, restricted, or single source.

Cancer Presumption

A budget related conforming bill that proposes to establish a presumption as to a firefighter's condition or impairment of health caused by certain types of cancer he or she contracts in the line of duty.

Condominiums

Following the Miami-Dade County Grand Jury Report, the bill prohibits contracts between the association and any company related to an officer or director and requires disclosure of potential conflicts of interest and prohibits condominium association officers, directors, managers, and agents from using a debit card of the association.

Service Cost

21. 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 guaranteed amount for Work Order assignments or any amount for Optional Services.)

Akerman is committed to providing the best possible service to Miami-Dade County's Board of Commissioners, and that it matches the matches the Scope of Work described in the Solicitation. We recognize and appreciate that public tax dollars are being utilized and therefore are setting our fee structure commensurate with public sector governmental affairs representation.

We are also proposing a subcontractor be included in our annual fee. Akerman believes the additional expertise and relationships our subcontractor can offer the Miami-Dade Lobbying Team, will pay dividends as a return on the investment.

Akerman proposes a total annual fee, inclusive of our subcontractor, of $97,000.00 dollars, broken down as follows:

Akerman team annual fee $60,000.00
Sun City Strategies annual fee $36,000.00
Annual misc. expenses, registration fees, etc. $1,000.00
TOTAL ANNUAL FEE PROPOSAL $97,000.00

MIAMI-DADE COUNTY

Miami-Dade County
Procurement Management Services
Solicitation Submittal Form
111 NW1st Street, Suite 1300, Miami, FL 33128

Solicitation No. RFQ-00600		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL		
Legal Company Name (include d/b/a if applicable): Akerman LLP		Federal Tax Identification Number: 59-3117860		
If Corporation - Date Incorporated/Organized:		State Incorporated/Organized: Florida		
Company Operating Address: 98 SE 7th Street, Suite 1100		City: Miami	State: Florida	Zip Code: 33131
Company Contact Person: Jose A. Villalobos		Email Address: jose.villalobos@akerman.com		
Phone Number (include area code): 305-374-5600	Fax Number (include area code): 305-374-5095	Company's Internet Web Address: www.akerman.com		

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☑ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference.**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-3111 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? Yes ☐ No ☑

If yes, please provide your Certification Number:

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: JAV . In such event, the Proposer shall furnish together with its proposal response 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.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public. **By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.**

In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature:	Date
	August 7, 2017
Type or Print Name	
Jose A. Villalobos	
Type or Print Title	
Of Counsel	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature:	Date
	August 7, 2017
Type or Print Name	
Jose A. Villalobos	
Type or Print Title	
Of Counsel	



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

Please see attached Akerman's policies and procedures for awarding subcontractors.

☐ NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT

Signature

August 7, 2017

Date

AKERMAN LLP'S FAIR SUBCONTRACTING PRACTICES

For particular client engagements, first and foremost, Akerman selects subcontractors in alignment with the client's scope of work and desired outcome. Subcontractor skill sets are matched accordingly.

Once a scope of work is established, Akerman follows its own basic firm hiring practices for diversity as well as references, qualifications and depth of experience.

Often more than one subcontractor is identified as meeting the needs of the client engagement as well as meeting the Akerman human resources guidelines, at which time, the client is involved in the final selection.

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: Akerman LLP FEIN No.: 59-3117860

In accordance with Sections 2-8.1, 2-8.8 and 10-34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this 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. The Bidder/Proposer should enter the word "NONE" under the appropriate heading of this form if no subcontractors or suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In the event that the recommended Bidder/Proposer demonstrates to the County prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligent efforts to obtain that information and provide the same to the County not later than ten (10) days after it becomes available and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other
Business Name and Address of First Tier Subcontractor/ Subconsultant	**Principal Owner**	**Scope of Work to be Performed by Subcontractor/ Subconsultant**	**Principal Owner (Enter the number of male and female owners by race/ethnicity)**								**Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)**							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other
*see below			1	1	2		2				1		1		1			

☐ Mark here if race, gender and ethnic information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Internal Services Department at http://www.miamidade.gov/business/sbdp-development-contracts.asp. As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Report Sub 200 form which can be found at http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Signature of Bidder/Proposer | Jose A. Villalobos (Print Name) | Of Counsel (Print Title) | 8/7/17 (Date)

*Sun City Strategies
c/o Eduardo Gonzalez
7625 West 14 Court
Hialeah, Florida 33013

Eduardo Gonzalez
Barbara Gonzalez
Principal Owners

Subcontractor will perform duties as directed by prime consultant (Akerman)

AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: Governmental Representation and Consulting Services Solicitation No.: RFQ-00600

(2) Department: Internal Services Department

(3) Proposer's Name: Akerman LLP

Address: 98 SE 7 Street, Ste 1100, Miami, Florida Zip: 33131

Business Telephone: 305-374-5600 E-Mail: jose.villalobos@akerman.com

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

Name	Title	Employed By	Email Address
Jose A. Villalobos	Of Counsel	Akerman, LLP	jose.villalobos@akerman.com
Richard Pinsky	Public Policy Mgr.	Akerman, LLP	richard.pinsky@akerman.com
Eduardo Gonzalez	Consultant	Sun City Strategies	egonzalez102@yahoo.com

(ATTACH ADDITIONAL SHEETS 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: Jose A. Villalobos Title: Of Counsel

STATE OF Florida

COUNTY OF Miami-Dade

The foregoing instrument was acknowledged before me this August 7, 2017

by Jose A. Villalobos (Individual, Officer, Partner or Agent), a Of Counsel (Sole Proprietor, Corporation or Partnership), who is personally known to me or who has produced — as identification and who did/did not take an oath.

7/18/2017 3:23 PM p. 47

Miami-Dade County Solicitation RFQ-00600

(Signature of person taking acknowledgement)

Maria Gonzalez

(Name of Acknowledger typed, printed or stamped)

Notary

(Title or Rank)

909142

(Serial Number, if any)



MARIA GONZALEZ
MY COMMISSION # FF 909142
EXPIRES: October 22, 2019
Bonded Thru Budget Notary Services

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition; see attachment

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances; to our knowledge, none.

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not. to our knowledge, none.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No.: RFQ-00600 **Federal Employer Identification Number (FEIN):** 59-3117860

Contract Title: Governmental Representation and Consulting Services

Jose A. Villalobos	Of Counsel	
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
Akerman LLP		August 7, 2017
Name of Firm		Date
98 SE 7 Street, Ste, 1100, Miami	Florida	33131
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of Florida County of Miami-Dade

Subscribed and sworn to (or affirmed) before me this 7 day of, August 2017

by Jose A Villalobos He or she is personally known to me or has produced identification

Type of identification produced

Signature of Notary Public

MARIA GONZALEZ
MY COMMISSION # FF 909142
EXPIRES: October 22, 2019
Bonded Thru Budget Notary Services

Serial Number

Print or Stamp of Notary Public Expiration Date Notary Public Seal

Akerman's Attachment to
Miami-Dade County's
Contractor Due Diligence Affidavit

In any firm with hundreds of clients, there will inevitably be an occasional dispute between the law firm and a client. Nevertheless, these disputes involve matters that would be entirely irrelevant to Miami-Dade County's operational and lobbying needs. Akerman LLP is contesting each of the disputes vigorously and expects to prevail on each or, in the worst case, settle on reasonable terms that will not jeopardize the financial viability of the Firm. The Firms is also fully insured with respect to any pending claims. The Akerman team is proud of its reputation for honest, straightforward, ethical dealings with its respective clients. That is our culture, and we will be honored to bring that culture to the table during the course of our involvement with Miami-Dade County's lobbying efforts in Tallahassee.

MIAMI-DADE COUNTY

Miami-Dade Coun
Procurement Management Service
Solicitation Submittal For
111 NW 1st Street, Suite 1300, Miami, FL 331

Solicitation No. RFQ-00600		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL	
Legal Company Name (include d/b/a if applicable): Akerman LLP		Federal Tax Identification Number: 59-3117860	
If Corporation - Date Incorporated/Organized:		State Incorporated/Organized: Florida	
Company Operating Address: 98 SE Seventh Street		City: Miami	State: Fl / Zip Code: 33131
Company Contact Person: Jose A. Villalobos		Email Address: jose.villalobos@akerman.com	
Phone Number (include area code): 305-982-5625	Fax Number (include area code): 305-374-5095	Company's Internet Web Address: www.akerman.com	

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☑ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-3111 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? Yes ☐ No ☑

If yes, please provide your Certification Number:

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: **JAV**. In such event, the Proposer shall furnish together with its proposal response 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.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public.

By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.

In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature: Jose A. Villalobos	**Date** August 7, 2017
Type or Print Name Jose A. Villalobos	
Type or Print Title Of Counsel	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature: Jose A. Villalobos	**Date** August 7, 2017
Type or Print Name Jose A. Villalobos	
Type or Print Title Of Counsel	



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

For particular client engagements, first and foremost Akerman selects subcontractors in alignment with the client's scope of work and desired outcome. Subcontractor skill sets are matched accordingly.
Once a scope of work is established, Akerman follows its own basic firm hiring practices for diversity as well as references, qualifications and depth of experience.
Often more than one subcontractor is identified as meeting the needs of the client engagement as well as meeting the Akerman human resources guidelines, at which time, the client is involved in the final selection.

☐ NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT

Jose A. Villalobos — Signature

August 7, 2017 — Date

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: Akerman LLP FEIN No. 59-3117860

In accordance with Sections 2-8.1, 2-8.8 and 10.34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this 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. The Bidder/Proposer should enter the word "NONE" under the appropriate heading of this form if no subcontractors or suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In event that the recommended Bidder/Proposer demonstrates to the County prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligent efforts to obtain that information and provide the same to the County not later than ten (10) days after it becomes available and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth

Business Name and Address of First Tier Subcontractor/ Subconsultant	Principal Owner	Scope of Work to be Performed by Subcontractor/ Subconsultant	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Sun City Strategies	Eduado Gonzalez	as directed by prime consultant	1	1	2		2				1		1		1			
7625 West 14 Court, Hialeah, Florida 33013	Barbara Gonzalez																	

☐ Mark here if race, gender and ethnicity information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Internal Services Department at http://www.miamidade.gov/business/business-development-contracts.asp. As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Report Sub 200 form which can be found at http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Jose A. Villalobos	Jose A. Villalobos	Of Counsel	8/7/17
Signature of Bidder/Proposer	Print Name	Print Title	Date



AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: **Governmental Representation and consulting Services in Tallahassee, FL** Solicitation No.: **RFQ 00600**
(2) Department: **Internal Services Department**
(3) Proposer's Name: **Akerman LLP**
Address: **98 SE Seventh Street** Zip: **33131**
Business Telephone: **305-374-5600** E-Mail: **jose.villalobos@akerman.com**

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

Name	Title	Employed By	Email Address
Jose A. Villalobos	Of Counsel	Akerman LLP	jose.villalobos@akerman.com
Richard Pinsky	Public Policy Manager	Akerman LLP	richard.pinsky@akerman.com
Eduardo Gonzalez	Consultant	Sun City Strategies	egonzalez102@yahoo.com

(ATTACH ADDITIONAL SHEETS IF NECESSARY)

The individuals named above are Registered and the Registration Fee is <u>not</u> 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: **Jose A. Villalobos** Title: **Of Counsel**

STATE OF **Florida**

COUNTY OF **Miami-Dade**

The foregoing instrument was acknowledged before me this **7th day of August 2017**,

by **Jose A. Villalobos**, a **Of Counsel for Partnership**, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced **known to me** as identification and who did/did not take an oath.

Maria Gonzalez
(Signature of person taking acknowledgement)

Maira Gonzalez
(Name of Acknowledger typed, printed or stamped)

Notary **FF 909142**
(Title or Rank) (Serial Number, if any)

Revised 1/2/14

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No.: **RFQ 00600** **Federal Employer Identification Number (FEIN):** **59-3117860**

Contract Title: **Governmental Representation and Consulting Services in Tallahassee, FL**

Jose A. Villalobos	**Of Counsel**	**Jose A. Villalobos**
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
Akerman LLP		**August 7, 2017**
Name of Firm		Date
98 SE Seventh Street, Miami	**Florida**	**33131**
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of _____ County of _____

Subscribed and sworn to (or affirmed) before me this _____ day of, _____ 20___

by _____ He or she is personally known to me or has produced identification

Type of identification produced _____

_____ _____

Signature of Notary Public Serial Number

_____ _____ _____

Print or Stamp of Notary Public Expiration Date Notary Public Seal

Capital City Consulting, LLC

Bid Contact **Chris Schoonover**
Cschoonover@capcityconsult.com
Ph 850-445-7255
Fax 850-222-9073

Address **101 East College Avenue**
Suite 502
Tallahassee, FL 32301

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
RFQ-00600-01-01	Governmental Representation and Consulting Services in Tallahassee, FL	**Supplier Product Code:**	**First Offer -** $120,000.00	1 / fee	**$120,000.00**	Y	Y

Supplier Total **$120,000.00**

Capital City Consulting, LLC

Item: **Governmental Representation and Consulting Services in Tallahassee, FL**

Attachments

RFQ No. 00600 Capital City Consulting Response.pdf

CAPITALCITY CONSULTING, L.L.C.

August 7, 2017

Procurement Management
Miami-Dade County
111 NW 1st Street, Suite 1300
Miami, Florida 33128

Re: RFQ No. 00600, Governmental Representation and Consulting Services in Tallahassee, FL.

On behalf of Capital City Consulting, LLC, we are excited about the opportunity to provide state legislative and governmental lobbyist services for Miami-Dade County (hereinafter "County") and to present the following information about our firm and subcontractors. All three firms have proven track records of accomplishing client goals through strategic planning, accessing key relationships, and utilizing experience in handling complex and controversial government initiatives.

Nick Iarossi will serve as the lead lobbyist in our representation of the County. Miami-Dade County based consultant Eddy Gonzalez with Sun City Strategies and Carlos Cruz with Cruz & Co. will serve as first tier subcontractors. Working as a cohesive unit, our firms offer a complete lobbying experience. To be successful in today's state governmental climate, the county must be able to have access to all levels of government. By combining our efforts, we can provide access on behalf of the County to the decision makers in both the legislative and executive branches. Our team will work collectively and directly with the County to satisfy the needs of the County's elected and/or designated officials.

Capital City Consulting is a full-service government relations firm of ten governmental consultants and four administrative assistants located in Tallahassee, Florida, one block from the Capitol. At Capital City Consulting, our team of consultants specializes in developing unique government relations and public affairs strategies, as well as delivering unrivaled results for our clients before the Florida's executive and legislative branches. From our acclaim as Influence Magazine's 2016 "Lobbying Firm of Year," to Florida Trend's "Florida's Biggest Lobbyists: Turning Up the Heat" feature and to being called the "Special Forces in Tallahassee Lobbying" by Sunshine State News, Capital City Consulting has the experience, contacts, and winning strategies to help our clients stand out in the capitol city.

Capital City Consulting has the expertise and proven success in assisting its clients in attaining their objectives by influencing and shaping legislation, acquiring state appropriations and grants, impacting executive branch decisions, such as rulemaking, purchasing and permitting, and calling on state office holders to enhance our clients' ability to be successful in Florida.

We successfully build lasting relationships with Florida's government leaders and welcome the opportunity to advance the County's government agenda by acquiring information with the leadership in the House, Senate, Executive Office of the Governor, and the Cabinet. Our firm has not only the appropriations experience, but also the policy experience needed to develop and advocate support and sponsorship of the County's legislative priorities.

Thank you for your consideration of our proposal. If you have any questions, please contact us at (850) 222-9075 or personally on my cell at (850) 445-7255.

Sincerely,



Nick Iarossi
Partner, Capital City Consulting

Proposer's Experience, Qualifications, Past Performance and Capabilities

1. **Describe the following about the Proposer:**

   (i) the number of years that the Proposer has been in existence;
   (ii) history and background;
   (iii) tax status;
   (iv) principals, officers, owners, County of directors and/or County of trustees;
   (v) the total current number of employees and the current number of professional employees by classification; and
   (vi) the primary markets served.

Capital City Consulting

Capital City Consulting was established as a limited liability corporation (LLC) on January 1, 2003 and has been in existence for 14 years. Capital City Consulting is managed by partners Nick Iarossi, Gerald Wester, and Ron LaFace. All Capital City Consulting professionals and staff, and their services will be made available to the County. Capital City Consulting has 10 full-time lobbyists and four full-time administrative staff. Additionally, firm members Nick Iarossi, Ron LaFace, Ashley Kalifeh, Scott Ross and Chris Schoonover are all licensed attorneys and members of the Florida Bar.

Our office is located one block from the capitol on the corner of College and Adams Streets in Tallahassee, Florida. We often host clients and events at our office and use one of our four conference rooms as a staging area for client meetings and strategy sessions. Capital City Consulting services all major markets in Florida.

Sun City Strategies

Sun City Strategies was established as a limited liability corporation (LLC) on March 4, 2013. Its principal owner is Eduardo (Eddy) Gonzalez and its primary market served is South Florida with an emphasis on Miami-Dade County entities.

Cruz & Co.

Cruz & Co. was founded in 1995, and has been working to advance client goals for 22 years. Cruz & Co. was created to assist organizations in navigating through the swells of government utilizing relationships with policy makers and staff at all levels of government. Cruz & Co. has fostered a network of affiliates to command proactive, progressive, policy solutions.

Cruz & Co. is an S-Corp with two full time employees, including Carlos Cruz, President, and Lauren Bedford, Associate. Cruz & Co. has offices in Tallahassee and Jacksonville Florida, serving the North East South East regions of Florida.

2. **Describe the Proposer's past performance and experience in governmental representation and consulting. Specifically address each of the areas listed in the Scope of Services, Section 2.1(A), Qualifications.**

Capital City Consulting helps clients successfully navigate government in ways that increase opportunities and protect existing practices, maximize government resources and incentives, create public/private partnerships, navigate regulation, and prevent the passage of damaging legislation. We represent clients in

a variety of areas including, but not limited to, appropriations, healthcare, gaming, local government, insurance, financial services, education, environment, criminal justice, information technology, business development, alcohol and tobacco, transportation, and general business. We influence the actions of the Florida Legislature, the Governor's office, executive agencies, and the Florida Cabinet with thorough preparation and unrelenting advocacy.

Specific examples of Capital City Consulting's strong working knowledge of legislative, administrative and regulatory processes at the state level include the following client successes:

- The City of Venice
  - After being hired late in Session, we worked very quickly to remove and amend certain negative provisions of proposed legislation amending the Bert J. Harris, Jr. Property Rights Protection Act that would have resulted in large fiscal impacts on cities and municipality.
  - Road Projects: $2 million total approved by Legislative. Through our representation of the City of Venice, we successfully secured a total $2 million in funding for a road improvement project, even though it was not part of the original DOT Work Plan nor in the Governor's budget.
  - Water Projects: $1 million approved by the Legislature. We also successfully lobbied to get $1 million in funding for the City water projects to help complete a local water project and replace aging utility infrastructure—allowing the City to update the water distribution system.

- Palm Beach County Sheriff Office
  - $1 million in state appropriations to complete a pilot program to prevent violence.
  - $2 million total in state appropriations for an unmanned aerial vehicle program to assist search and rescue operations.
  - Successfully amended unfavorable legislation: When a House bill passed its final committee with a late-filed amendment relating to disclosure of taxes attributable to the budgets of the sheriff, we met with the bill sponsors to express our concern about the required disclosures as drafted. We succeeded in having the unfavorable language removed from the bill prior to final passage.

- New College of Florida
  - As Florida's smallest university and with no alumni in the Legislature, Capital City Consulting uses its education expertise and access to key members of Leadership to succeed in getting New College appropriations in the budget. Due to its size of 800 students, New College of Florida is unable to rely on tuition and fees to fund growth and program changes. Instead, they rely on Capital City Consulting to secure special appropriations from the Legislature. Some of our successes include:
    - $5.4 million Recurring: Over a six-year period and with Florida facing the worst budget cuts in modern history, we secured $5.4 million for the New College of Florida in funding to build its academic and administrative infrastructure to bring the College's base recurring funding to a more adequate level needed to support a stand-alone institution.
    - $500,000 Recurring: We successfully lobbied the legislature to provide state funding specifically for New College to establish a program in Data Science and Analytics.
    - $885,000 ($650,000 Rec/$235,000 NR): We successfully lobbied the legislature to fund New College to establish Florida's first Master's program in "Big Data."
    - $1 million ($275,000 Rec): We successfully lobbied the Legislature in both the 2015 and 2016 Sessions to provide funding for New College to establish and operate their Career Enhancement Opportunity Center.

- $5.4 million in Recurring funding to increase enrollment.
- Fixed Capital Outlay Funding
  - $2.1 million (2013): For Cook Library Renovations
  - $5.055 million (2014): For Infrastructure, Building Addition, and Renovations
  - $3 million (2015): Building addition
  - $4.2 million (2016): Building addition
  - $1.8 million (2017): Building addition

- Brevard County School District
  - A medium size school district in the state of Florida, Brevard County School district often calls on Capital City Consulting to pursue projects and appropriations in Tallahassee. During the 2017 legislative session, Capital City Consulting did the following for the District.
    - Successfully preserved federal connected student funding. A program vital to the District.
    - $500k in state appropriation for Career and Technical education funding.
    - Capital City Consulting brought to light the inequities in the transportation funding formula for the District.

- Ocala Breeders' Sales Company (OBS) (Regulatory)
  - As Florida's premier live auction house of 2-yr old Thoroughbreds, OBS relies on Capital City Consulting's regulatory and administrative law experience to navigate rule-making at the Division of Pari-mutuel Wagering.

- Consumer Health Alliance (Legislative and Regulatory)
  - Capital City Consulting develop and passed a statewide licensure and regulation act on behalf of Consumer Health Alliance, a national trade association of discount medical plans. Due to abuses in the marketplace from unregulated bad actors, the Office of Insurance Regulation (OIR) lobbied for burdensome legislation that would have not only eliminated bad actors but also hurt the good ones. Our firm negotiated with the OIR for weeks before reaching a consensus on a regulatory act. We then drafted the legislation, secured bill sponsors and successfully lobbied for its passage. However, our work did not stop there. The OIR had to promulgate rules to implement the new regulatory structure. Capital City Consulting represented the client during the entire rulemaking process negotiating with the OIR, testifying at rulemaking hearings, and submitting written comments to ensure the rules were fair and did not exceed statutory authority. After the rulemaking process, we successfully handled the applications to license five separate companies.

- South Broward Hospital District/Memorial Healthcare System
  - Memorial Healthcare System, also known as the South Broward Hospital District, is a special taxing district that serves as the largest healthcare provider in South Broward County, particularly to uninsured and low-income individuals. Capital City Consulting works with the district's CEO, as well as, its seven member board who are appointed by the Governor. Capital City Consulting ensures that the hospital receives appropriate funding and avoids cuts, which would ultimately harm access to care for the citizens of the Broward County. Specifically, every year we lobby to ensure that District receives an appropriate level of state appropriated healthcare funding to provide care to its citizens. Our firm lobbies to ensure the special taxing districts receive an appropriate amount for the investment made.

- Specific Appropriations
  - 2016 Session: $500,000 for a Mobile bus to provide primary care in the community
  - 2017 Session: $500,000 for the Memorial Regional Hospital Maternal Addiction Treatment Program to expand the maternal fetal treatment program to provide substance abuse treatment to 75 pregnant women.
- Healthcare Legislation
  - With the health of Broward County's most needy in mind, we utilize our relationships with leadership and staff to message potential impacts, which ultimately result in the legislation being defeated or amended. From Low Income Pool Funding and Certificate of Need to Scope of Practice, we rely on our deep health care experience to achieve successful outcomes for Memorial Healthcare System each Session.
- Agency for Healthcare Administation (ACHA)
  - We utilize our relationships with Secretary Senior and his staff to frequently meet with AHCA officials regarding the Low Income Pool and Medicaid funding.

- The Everglades Foundation
  - The Everglades Foundation is the premier advocacy group working to preserve the beauty of the Everglades. Capital City Consulting provides a myriad of services for the Foundation but in the appropriations realm as well as wide sweeping policy, below are a few examples of the work that Capital City Consulting has done for the foundation over the years.
    - During the 2013 Legislative Session, we successfully lobbied and negotiated compromise legislation for the state to spend $880 million through 2025 on additional reservoirs and marshes to filter water flowing into the Everglades.
    - $250 million: During the 2016 Legislative Session, we successfully passed the "Legacy Florida" legislation— providing up to $200 million for Everglades restoration and up to $50 million for Florida springs restoration.
    - During the 2016 Session, we worked closely with Speaker Crisafulli, Senate leadership and staff to amend SB 552, which made numerous changes to Florida's water resource policies. The original bill included provisions our client deemed unfavorable to the environment and Everglades restoration. We successfully lobbied to have those provisions removed from the bill prior to its final passage.
    - Southern Storage:
      - During the 2017 legislative session, CCC worked closely with Senate and House leadership to craft, negotiate and ultimately pass one of the most extensive pieces of Everglades legislation passed in years. The bill authorizes $800 Million to spent out of the Florida Forever bonds to add additional storage capability as well as over $100 Million to be used on ongoing projects in and around the Everglades Agricultural Area.

Subcontractor, Sun City Strategies led by Eddy Gonzalez, holds unrivaled experience and knowledge of the issues facing Miami-Dade County. From his time serving as a council member for the City of Hialeah to his eight years as a State Representative, Eddy has a clear understanding of large urban areas, including expertise and success advocating on behalf of Miami-Dade County. Examples of expertise include:

- City of Hialeah Gardens
  - Secured $1.2 Million in funding for drainage improvements and $292,000 in funding for the elderly meals program.

- Town of Miami Lakes
  - Secured $1 Million for the Miami Lakes Canal Bank stabilization project phase II.

- Monroe County Board of County Commissioners
  - Sun City Strategies helped secure passage of the Florida Keys Stewardship Act. The Act adds Key West to the list of eligible areas for which Everglades restoration bonds may be issued and expands the range uses for the funds. In addition, the bill allocates a minimum of $5 million annually to the Florida Keys Area of Critical State Concern beginning FY 2016-2017 through FY 2026-2027. The bill also provides a specific appropriation of $5 million in FY 2016-2017 to be distributed in accordance with the existing interlocal agreement for various water purposes and to enhance water supply or for land acquisition.

Subcontractor, Cruz & Co. led by Carlos Cruz, has extensive policy communications and public relations experience. Carlos served as a legislative assistant for the pro-tempore of the Florida Senate in 1989. His years of service enabled Carlos to become well versed on a variety of local, state and national policy issues. Following his tenure in the Florida Senate, Carlos served as executive assistant to a member of Florida's elected Cabinet. As the youngest member of the Commissioner of Agriculture's executive staff, Carlos enabled the department to communicate Florida's agricultural importance in the new developing arenas of Latin America and other Caribbean nations. Carlos has close relationships with legislators and staff as a former staffer in both the legislative and executive branches of Florida government. Cruz & Co. is able to work from staff upward, and from the Legislators downward; this provides unique insight into state and local governments. He is a strategic planner and works well with others in a team concept.

Carlos is intricately aligned with leadership and has unparalleled access to the members of the Miami-Dade County Legislative delegation, as well as members of the Executive Branch. He has direct access to the key decision makers in the legislative process, can provide timely information and will be a key component to our team in working with leadership.

He has previously worked as a Miami-Dade County lobbyist as a subcontractor under Rutledge & Ecenia. Mr. Cruz is a native of Hialeah and a graduate of Florida International University. Carlos frequently travels to Miami-Dade County to work with clients and has a first-hand understanding of the complex infrastructure needs of the County in transportation, water & sewer infrastructure, and the impacts of healthcare.

We understand Miami-Dade County is the largest, most diverse county in the State of Florida which requires a unique approach and diversified messaging. Our diverse team approach at Capital City Consulting and subcontractors, Eddy Gonzalez and Carlos Cruz, will enable us to successfully represent the County at meetings with key legislators and members of the Executive Branch. As a team, we will be able to cover all 160 members of the legislature and executive branch. Preparation is key when meeting with legislations. Capital City Consulting will prepare with proper messaging points to meet the needs of that particular meeting with that particular legislator. Capital City Consulting will learn the issues, develop strategy and deploy the needed resources to be successful before we step foot in the meeting. Every legislator is motivated by different issues and it is our job to determine that motivation. The relationships will be strategically utilized to ensure all members of state government can be accessed by the County when needed.

3. Discuss Proposer's understanding of major metropolitan county issues and key issues to the County (refer to Attachment A) and describe what unique aspects of Proposer's experience and qualifications makes Proposer different than other potential proposers.

Our proposed team approach to the representing Miami-Dade County brings to the table expertise in the state subject areas and issues listed in Attachment A of the RFQ. Our combined diverse client list of current and past clients gives us the ability to speak on the County's behalf with a deep knowledge of the subject matter areas that could impact the County.

As FL Department of Transportation Secretary (FDOT), Capital City Consulting lobbyist Jim Boxold oversaw significant state transportation issues in Florida's major metropolitan counties, including Miami-Dade County. One of the most significant challenges facing Miami-Dade County is meeting the transportation needs of its citizens, including a long overdue mass transit expansion. As FDOT Secretary, Jim worked intensively with local officials in Miami to address these issues. He was involved in major transportation initiatives in the region, including the I-395 Signature Bridge; the initial development and FDOT support of the SMART plan; the operational and safety improvements of the I-95 express lanes and PortMiami's Post-Panamax dredge. Additionally, he served as the director of Cabinet Affairs for Commissioner Adam Putnam, where he advised Commissioner Putnam on his responsibilities as a member of Florida's Cabinet, which oversees the Division of Bond Finance, the Department of Environmental Protection, the Department of Highway Safety and Motor Vehicles, the Department of Revenue and the Florida Department of Law Enforcement. While serving under Commissioner Putnam as his cabinet affairs director, Jim also had extensive knowledge of issues within the Office of Energy, which oversaw the state's efforts on renewable energy policy. This direct experience and keen understanding of the challenges facing Miami-Dade, combined with his knowledge of FDOT, the MPO process, strategic state funding, and the state Legislature provide a unique advantage for this contract.

Additionally, Andrew Ketchel with Capital City Consulting, was the former legislative director at the Florida Department of Environmental Protection following time spent in the Governor's office. Environmental and responsible growth challenges were a frequent in Miami-Dade County. While at DEP, Ketchel had direct experience with Everglades permitting issues that affected that county, beach restoration efforts, air monitoring and mitigation as well as extensive interaction with leadership at the South Florida Water Management District. The direct interaction with leadership at both the department and the district give Ketchel the unique understanding of how regulatory decisions are made on environmental protection for Miami-Dade County as well as decisions on water project funding important to the County.

Sun City Strategies, led by Eddy Gonzalez, has a deep knowledge of the many issues facing Miami-Dade County. As a longtime Miami-Dade County resident and former member of the House of Representatives, he personally knows the issues facing the County each day. He will bring credibility and first-hand knowledge of these issues to Tallahassee when meeting with members of the Executive and Legislative branches.

Founded in 1995, Cruz & Co. has a long history with key issues affecting major metropolitan Counties. Health Care has been a specialty of Cruz & Co. Cruz & Co. currently represents UHS, the largest psychiatric hospital system in the world, Walgreens, an international innovator in the pharmacy industry, Nuvision Management and the Florida Health Care Association which provide compassionate long term care services to our growing elderly population. The ever-changing climate of Hospital funding and indigent reimbursement continues to dominate the headlines. Mental Health is a vital quality of life issue that affects all County residents and the economic well-being of the community. Cruz & Co. understands the uniqueness

of Miami-Dade County and the dynamics of funding the health care needs of an integrated international community.

4. **Discuss Proposer's specific experience on major metropolitan county issues, including any Miami-Dade County key issues.**

As FL Department of Transportation Secretary (FDOT), Capital City Consulting lobbyist Jim Boxold oversaw significant state transportation issues in Florida's major metropolitan counties, including Miami-Dade County. One of the most significant challenges facing Miami-Dade County is meeting the transportation needs of its citizens, including a long overdue mass transit expansion. As FDOT Secretary, Jim worked intensively with local officials in Miami to address these issues. He was involved in major transportation initiatives in the region, including the I-395 Signature Bridge; the initial development and FDOT support of the SMART plan; the operational and safety improvements of the I-95 express lanes and PortMiami's Post-Panamax dredge. This direct experience and keen understanding of the challenges facing Miami-Dade, combined with his knowledge of FDOT, the MPO process, strategic state funding, and the state Legislature provide a unique advantage for this contract.

Sun City Strategies' Eddy Gonzalez is no stranger to major county metropolitan issues. Starting in 1998 as a member of the City of Hialeah Water and Sewer County to his 8 years as a member of the FL House of Representatives, Eddy has more than 16 years of experience working on Miami-Dade County policy and appropriations issues. For its client, the City of Hialeah Gardens, Sun City Strategies secured $1.2 Million in funding for drainage improvements and $292,000 in funding for the elderly meals program. Additionally, for its client the Town of Miami Lakes, Sun City Strategies secured $1 Million for the Miami Lakes Canal Bank stabilization project phase II. And finally, for its client Monroe County Board of County Commissioners, Sun City Strategies helped secure passage of the Florida Keys Stewardship Act. The Act adds Key West to the list of eligible areas for which Everglades restoration bonds may be issued and expands the range uses for the funds. In addition, the bill allocates a minimum of $5 million annually to the Florida Keys Area of Critical State Concern beginning FY 2016---2017 through FY 2026---2027. The bill also provides a specific appropriation of $5 million in FY 2016---2017 to be distributed in accordance with the existing interlocal agreement for various water purposes and to enhance water supply or for land acquisition.

In 2002, the Cruz & Co. team helped successfully implement the "No Cruise Tax" campaign to defeat a lobbying effort to pass a $40 million dollar tax on Florida's cruise ship industry. A myriad of small businesses in Miami-Dade County that serve as key vendors to the "World's Cruise Line Capital" would have been adversely affected by this tax.

5. **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) description of work
(ii) total dollar value of the contract,
(iii) dates covering the term of the contract,
(iv) client contact person and phone number, and
(v) statement of whether Proposer was the prime contractor or subcontractor.

Capital City Consulting

Palm Beach County Sheriff's Office
- Client since July 1, 2012
- Current contract 7/1/14 - and shall continue until cancelled either 30 days written notice by either party
- Contract amount $144,00 per year (12,000 per month)
- Prime Contractor
- Sheriff Ric Bradshaw: 561-253-5169
- Description of Work
    - $1 million in state appropriations to complete a pilot program to prevent violence.
    - $1 million in state appropriations for an unmanned aerial vehicle pilot program to assist search and rescue operations.
    - Successfully amended unfavorable legislation: When a House bill passed its final committee with a late-filed amendment relating to disclosure of taxes attributable to the budgets of the sheriff, we met with the bill sponsors to express our concern about the required disclosures as drafted. We succeeded in having the unfavorable language removed from the bill prior to final passage.

Brevard County School District
- Client since August 9, 2016
- Current contract 8/9/16 – 7/30/19
- Contract amount $50,000 per year ($4,166.67 per month)
- Prime Contractor
- Matt Reed, Assistant Superintendent: 321-591-6943
- Description of Work
    - Successfully preserved federal connected student funding. A program vital to the District.
    - $500k in state appropriation for Career and Technical education funding.
    - Capital City Consulting brought to light the inequities in the transportation funding formula for the District.

Palm Beach County School District
- Client since September 1, 2011
- Current contract 7/1/17 – 6/30/20
- Contract amount $65,000 per year ($5,416.67 per month)
- Prime Contractor
- Board Chairman Chuck Shaw: 561-313-8525
- Description of Work:
    - CCC has represented the Palm Beach County School District since 2003. In 2011, CCC successfully passed SB 1430, which carved school districts out of state the preemption that prohibited local governments ability to regulate smoking, allowing the School District to regulate smoking on school property which positively impacted employee health insurance premiums. CCC also has prevented legislation that attempted to assess stormwater fees on school districts, as local governments have been actively trying to assess such fees throughout the state since late 2012. CCC has achieved numerous grant appropriations successes for the School District, including almost $2 million dollars for a career readiness center, and CCC has also helped the School District preempt local sign regulations allowing the District to promote and acknowledge business partners on property, as well as has assisted the District with state Claims Bills.

City of Venice

- Client since April 1, 2015
- Current contract 1/1/16 – and shall continue for as long as Perrson & Cohen is under contract with the City of Venice, or until cancelled with 30 days written notice by either party
- Contract amount $60,000 per year ($5,000 per month)
- Prime Contractor
- City Manager Ed Lavalee: 941-882-7399
- Description of Work:
  - 2015 Session:
    - We were instrumental in addressing the City of Venice's concerns with legislation amending Bert J. Harris, Jr. Property Rights Protection Act which would have resulted in large fiscal impacts on cities and municipalities. The proposal created a new cause of action and method for recovering monetary damages for landowners who have been involved with prohibited exactions. By working with the bill sponsors to remove and amend certain provisions of the proposed legislation, Capital City Consulting mitigated the negative implications of the legislation.
  - 2016 Session:
    - $1.3 million: Through our representation of the City of Venice, we successfully secured $1.3 million in funding for a road improvement project, even though it was not part of the original DOT Work Plan nor in the Governor's budget. This project will serve as an economic driver but also enable the City to begin planned road improvements to increase multi-modal use and safety.
    - $500,000: We also successfully lobbied to get $500,000 in funding for the Eastgate Development Water Project to help complete a local water project and replace aging utility infrastructure—allowing the City to update the water distribution system.
  - 2017 Session:
    - During the 2017 Session, we successfully lobbied the Legislature to provide $1m for phase 2 of the City's road project. Success included getting an appropriations bill HB 2061 filed, heard and approved by Committee.
    - Additionally, we succeeded in getting the Legislature to appropriate $500,000 for a water project in the City providing replacement of tuberculated drinking water pipes. Instrumental in our success was getting appropriations bill, HB 2059 filed, heard and approved by Committee.

South Broward Hospital District

- Client since 11/1/13
- Current contract term 7/1/14 – automatic renewal unless cancelled by either party
- Current contract amount $100,000 per year ($8,334 per month)
- Prime Contractor
- Shane Strum, Senior Vice President: 954-668-8731
- Description of Work:
  - Memorial Healthcare System, also known as the South Broward Hospital District, is a special taxing district that serves as the largest healthcare provider in South Broward County, particularly to uninsured and low-income individuals. Capital City Consulting works with the district's CEO, as well as, its seven-member board who are appointed by the Governor. Capital City Consulting ensures that the hospital receives appropriate funding and avoids cuts, which would ultimately harm access to care for the citizens of the Broward County. Specifically, every year we lobby to ensure that the District receives an appropriate level of

state appropriated healthcare funding to provide care to its citizens. Our firm lobbies to ensure the special taxing districts receive an appropriate amount for the investment made. We also succeeded in getting them the following special appropriations:

- 2016 Session
  - Secured $500,000 for a mobile bus to provide health care services directly in the community.
- 2017 Session
  - Secured $500,000 to expand the maternal fetal treatment program to provide substance abuse treatment to 75 pregnant women.

New College of Florida

- Client since October 1, 2015
- Current contract 10/1/15 – and shall continue until cancelled either 30 days written notice by either party
- Contract amount $84,000 per year ($7,000 per month)
- Prime Contractor
- President Don O'Shea: 941-779-4657
- Description of Work:
  - Special Project Funding
    - $5.4 million Recurring: Over a six-year period and with Florida facing the worst budget cuts in modern history, we secured $5.4 million for the New College of Florida in funding to build its academic and administrative infrastructure to bring the College's base recurring funding to a more adequate level needed to support a stand-alone institution.
    - $500,000 Recurring: We successfully lobbied the legislature to provide state funding specifically for New College to establish a program in Data Science and Analytics.
    - $885,000 ($650,000 Rec/$235,000 NR): We successfully lobbied the legislature to fund New College to establish Florida's first Master's program in "Big Data."
    - $1 million ($275,000 Rec): We successfully lobbied the Legislature in both the 2015 and 2016 Sessions to provide funding for New College to establish and operate their Career Enhancement Opportunity Center.
  - Fixed Capital Outlay Funding
    - $2.1 million (2013): For Cook Library Renovations
    - $5.055 million (2014): For Infrastructure, Building Addition, and Renovations
    - $3 million (2015): Building addition
    - $4.2 million (2016): Building addition
  - University Mission Change: During the 2014 Session, we successfully passed legislation into law to repeal the undergraduate limitation on New College of Florida in s. 1004.32, F.S. and establish a Master's Degree in Data Science and Analytics.

Florida International University

- Client since September 9, 2015
- Current contract 1/24/17 – 12/31/17
- Contract amount $55,000 for term ($4,583.33 per month)
- Prime Contractor
- Michele Palacio, VP of Government Relations: 305-297-2056
- Description of Work:
  - Fixed Capital Outlay Funding

- $8 million: We successfully lobbied the Legislature and obtained funding for FIU's campus expansion onto 64 acres adjacent to the main campus. Serving 54,000 students, FIU has maximized use of its existing space and this funding will enable the university to continue to meet the higher education needs of the South Florida community, while also spurring economic activity.
- $7.1 million: We successfully lobbied to secure continuation funding—allowing the build-out of the remaining three chillers, cooling towers, and two generators to provide emergency back-up chilled water to critically needed facilities in the event of a power outage.
- $3 million: We successfully obtained funding to enable the university to deploy UPLIFT, which provides evidence-based instruction, learning technologies, and advanced classroom assessment throughout critical Gateway and STEM courses. This program integrates FIU's two most impactful student success initiatives, the Graduation Success Initiative (GSI) and the STEM Transformation Institute, to improve student success and graduation rates.

Everglades Foundation

- Client since January 1, 2013
- Current contract 1/1/17 - and shall continue until cancelled either 30 days written notice by either party
- Contract amount $144,000 per year ($12,000 per month)
- Prime Contractor
- Eric Eikenberg, CEO: 786-205-6839
- Description of Work:
  - Appropriations
    - $250 million: During the 2016 Legislative Session, we successfully passed the "Legacy Florida" legislation—establishing an annual dedicated source of revenue for Everglades restoration projects and providing up to $200 million for Everglades restoration and up to $50 million for Florida springs restoration.
    - $500 million: During the three years, we have represented the Everglades Foundation, we have successfully lobbied to get more than $500 million in appropriations included in the state budget for restoration efforts.
  - Water Policy Legislation
    - During the 2016 Session, we worked closely with Speaker Crisafulli, Senate leadership and staff to amend SB 552, which made numerous changes to Florida's water resource policies. The original bill included provisions our client deemed unfavorable to the environment and Everglades restoration. We successfully lobbied to have those provisions removed from the bill prior to its final passage.
  - During the 2013 Legislation Session, we successfully lobbied and negotiated compromise legislation for the state to spend $880 million through 2025 on additional reservoirs and marshes to filter water flowing into the Everglades. In 1996, Florida voters passed a constitutional amendment requiring those primarily responsible for Everglades pollution to pay for cleanup. Environmental groups and the agricultural industry worked together and agreed on landmark legislation that paves the way for Everglades restoration.
  - Southern Storage: During the 2017 legislative session, CCC worked closely with Senate and House leadership to craft, negotiate and ultimately pass one of the most extensive piece of Everglades legislation to pass in many years. It included substantial storage south of lake Okeechobee as well as a funding stream to pay for it in conjunction with the Federal Government.

Sun City Strategies

City of Hialeah Gardens
- Client since March 1, 2016
- 1 year contract with automatic renewal unless cancelled within 30 days from either party
- $32,004/ year
- Charles Citrin, City Attorney: 305-558-4114
- Prime contractor
- Description of Work:
  - Secured $1.2 Million in funding for drainage improvements and $292,000 in funding for the elderly meals program.

Town of Miami Lakes
- Client since March 1, 2016
- 1 year contract with automatic renewal unless cancelled within 30 days from either party
- $32,004/ year
- Charles Citrin, City Attorney: 305-558-4114
- Prime contractor
- Description of Work:
  - Secured $1 Million for the Miami Lakes Canal Bank stabilization project phase II.

Monroe County Board of County Commissioners
- Client since 2016
- 1 year contract
- $12,000/year
- Roman Gastesi, County Administrator: 305-292-4441
- Subcontractor
- Description of Work:
  - Sun City Strategies helped secure passage of the Florida Keys Stewardship Act. The Act adds Key West to the list of eligible areas for which Everglades restoration bonds may be issued and expands the range uses for the funds. In addition, the bill allocates a minimum of $5 million annually to the Florida Keys Area of Critical State Concern beginning FY 2016--2017 through FY 2026--2027. The bill also provides a specific appropriation of $5 million in FY 2016--2017 to be distributed in accordance with the existing interlocal agreement for various water purposes and to enhance water supply or for land acquisition.

Florida League of Cities
- Client since October 2015
- 1 year contract
- $24,000/year
- Scott Dudley, Legislative Affairs Director: 850-701-3656
- Subcontractor
- Description of Work:
  - Assisted Florida League of Cities with several of its legislative priorities impacting cities throughout Florida.

6. 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, and
(vi) statement of whether Proposer was the prime contractor or subcontractor.

Capital City Consulting
Capital City Consulting has not performed any contracts for Miami-Dade County.

Sun City Strategies
Sun City Strategies has not performed any contracts for Miami-Dade County.

Cruz & Co.
Cruz & Co. served as a sub for the Rutledge Ecenia firm in the early 2000's providing government relation services to Miami-Dade County. Cruz & Co. brings a distinctive voice into local Miami-Dade issues and provides unparalleled service at the local and state level.

7. Confirm Proposer's ability to fulfill all elements of the Scope of Services, including the services in Section 2.2 and the Proposer's ability to provide the optional services in Section 2.3.

With our team approach, Capital City Consulting, Sun City Strategies and Cruz & Co. has the ability to fulfill all elements of the Scope of Services, including but not limited to 2.0 Scope of Services, 2.1 background, 2.1A Qualifications, 2.1B Assignment of Work/Term, 2.2 Requirements and Services to be Provided as well as 2.2A Lobbying Ordinances and Resolution Requirements. Capital City Consulting, Sun City Strategies and Cruz & Co. has the ability to fulfill all elements of 2.2B outlined below:

- Provide the County with governmental representation before the executive and legislative branches of the state government.
- 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.
- Report and meet with the County on a monthly basis when the Florida Legislature is not in session.
- 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 will be provided in a format, and with a level of detail, acceptable to the County.
- The reports will be provided by the selected Proposer(s) to the Chairman and Members of the County Commissioners, Commission Auditor, and Office of Intergovernmental Affairs.

- Raise, discuss and recommend any affirmative legislative action that may benefit the County.
- 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.
- Provide a full range of lobbying 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.
- Integrate its efforts with the County's Office of Intergovernmental Affairs to ensure a strong consistent legislative program.
- Obtain documentation and research materials 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.
- 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.
- Provide a comprehensive end of session report detailing the resolution of all issues worked on, detailing all actions undertaken on such issues.

Regarding Section 2.3, if requested by the County, we have the ability to obtain office space in the vicinity of the Capitol for County Staff. However, Capital City Consulting's offices are one block from the capitol on the corner of Adams Street and College Avenue across from the street from the Governor's Club as well as other downtown restaurants and establishments. Administrative staff, runners, ancillary services and meeting space will be made readily available to County staff if requested. If additional office space is needed by the County, we will locate office space suitable to the County that provides the necessary services for staff for the duration of their time in Tallahassee.

8. **Address Proposer's ability to comply 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).**
   - **(i) 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.**
   - **(ii) Report and meet with the County on a monthly basis when the Florida Legislature is not in session.**
   - **(iii)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 selected Proposer(s) has outstanding reports due from that invoice period or earlier.)**
   - **(iv)The reports shall be provided by the selected Proposer(s) to the Chairman and Members of the County of County Commissioners, Commission Auditor, and Office of Intergovernmental Affairs.**

Our team appreciates that the County needs effective communication as impacting issues develop. During Session, interim committee weeks and Special Sessions, we will not only meet with the County on a weekly basis, but also provide up-to-the minute briefings to the County as issues occur utilizing every medium of modern communication available. When the Legislature is not in Session, at a minimum we will report and meet with the County on a monthly basis to discuss issues impacting the County. On a continuing basis, Capital City Consulting will provide the County with an analysis and a presentation of any pending legislation and appropriations affecting the County. During committee weeks and the regular or a special legislative session, we will prepare weekly written reports that include detailed information pertaining to appropriations or policy changes that have an impact on the County. When the Legislature is not in Session, at a minimum we will submit monthly reports highlighting activities taken on behalf of the county, leadership changes, legislation on the horizon, and other issues impacting the County. A final oral and written report will also be prepared and presented to the County upon the completion of the legislative session or any special session. All reports will be provided to the Chairman and members of the County of County Commissioners, Commissioner Auditor, and Office of Intergovernmental Affairs.

Example Report

See Response Attachment A

9. 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).

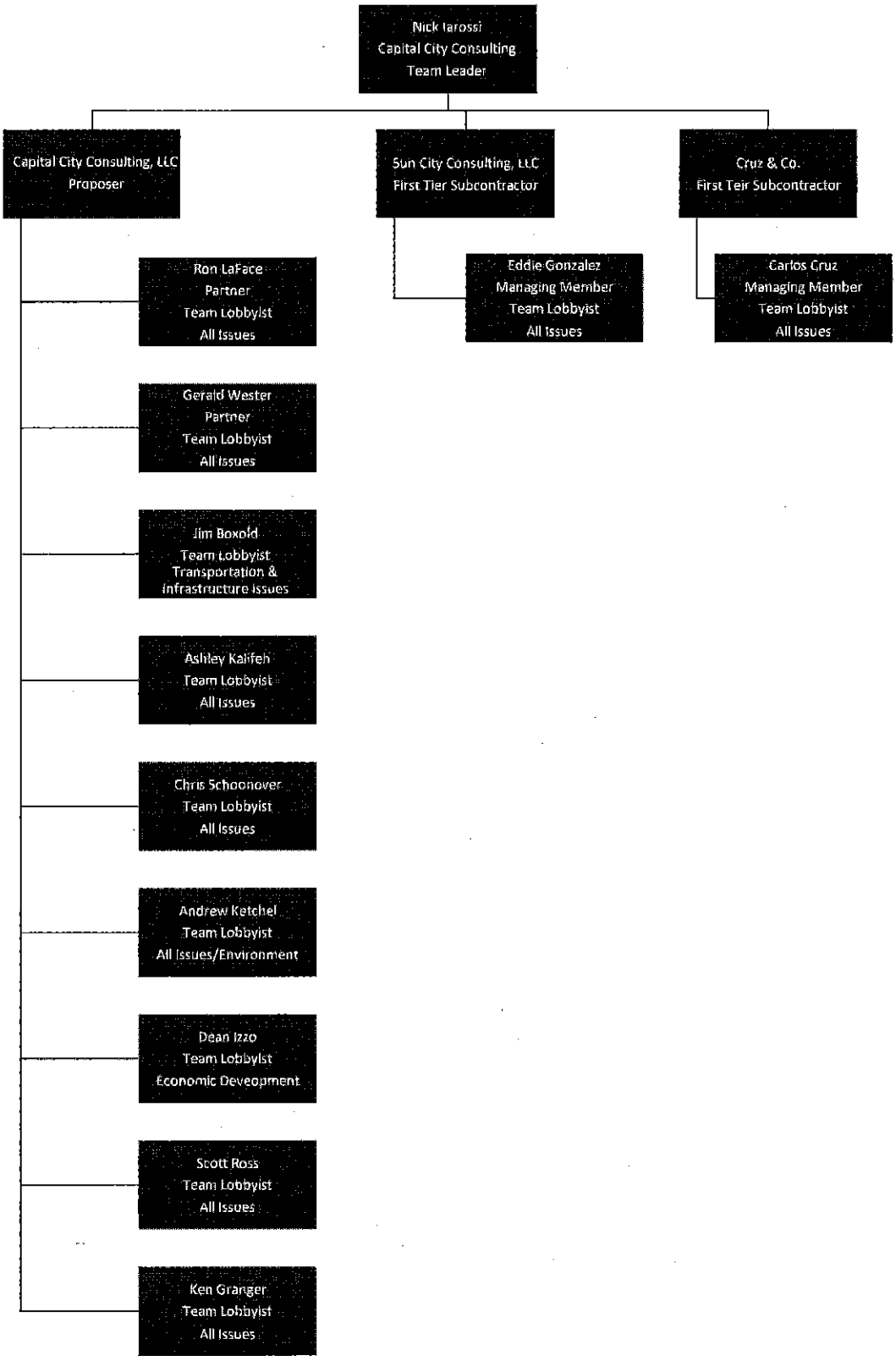
We do not take any exception to the terms of this Solicitation.

Key Personnel and Subcontractors Performing Services

10. 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 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.

(next page)

Organizational Chart



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.

Sun City Strategies, LLC.

- Address:
  - 7625 WEST 14TH COURT
    HIALEAH, FL 33014

- Qualifications:
  - *Eduardo(Eddy) Gonzalez* is the president of Sun City Strategies, LLC, a government consulting company located in Hialeah, Florida. Mr. Gonzalez is a graduate of Miami-Dade College, where he received his degree in Business Management and Administration.

    Mr. Gonzalez began his career serving his community. He volunteered and joined the Kiwanis Club of Flamingo Hialeah in 1991 where he was appointed Treasurer in 1993 and became President of the organization in 1995. The organization held toy drives for underprivileged children, provided Thanksgiving dinner baskets give away for the needy families in the community and held festivals and community events.

    In 1998, Mr. Gonzalez served on the City of Hialeah water and sewer board. He was appointed as Council Member to the City of Hialeah in 1998. He then was elected in 1999 and was reelected subsequently until 2006. In 2003, Mr. Gonzalez was appointed by Governor Jeb Bush to serve a 2-year term on the State Legislative Committee on Inter-Governmental Relations.

    Mr. Gonzalez was an Executive Board Member of the Miami-Dade County League of Cities where he also served as President. During that time, he also served as an Executive Committee Member of the Florida League of Cities.

    In 2006, Mr. Gonzalez was elected State Representative to the Florida House of Representatives and reelected subsequently until 2014. He was Chairman of Local and Federal Affairs. He also served on Appropriations, Higher Ed, K---12 Education, Health Innovation and Health & Human Services committees.

    Mr. Gonzalez was elected by his colleagues as Chairman of the Miami-Dade Legislative Delegation in 2012 and 2013.

- Experience:
  - Elected to the Florida House of Representatives in 2006, serving eight years.
  - Served on the City of Hialeah water and sewer board in 1998
  - Appointed as Council Member to the City of Hialeah in 1998, reelected subsequently until 2006.
  - City of Hialeah Gardens where he secured state legislative appropriations
  - Town of Miami Lakes where he secured state legislative appropriations
  - Monroe county Board of County Commissioners where he helped secure state legislative appropriations for the County.
  - Florida League of Cities

- Extent of work to be performed:
  - Eddy's prior public service as a member of the House of Representatives and deep knowledge of Miami-Dade County issues will prove invaluable. Our team will rely on Eddy for legislative strategy, explanation of impacts of legislative initiatives on the county and direct lobbying of legislative members.

Cruz & Co.

- Address:
  - 800 WEST MONROE STREET
    JACKSONVILLE, FL 32202
  - 307 W PARK AVE
    TALLAHASSEE, FL, 32301

- Qualifications:
  - *Carlos Cruz* has extensive policy communications and public relations experience. Carlos served as a legislative assistant for the pro-tempore of the Florida Senate in 1989. His years of service enabled Carlos to become well versed on a variety of local, state and national policy issues. Following his tenure in the Florida Senate, Carlos served as executive assistant to a member of Florida's elected Cabinet. As the youngest member of the Commissioner of Agriculture's executive staff, Carlos enabled the department to communicate Florida's agricultural importance in the new developing arenas of Latin America and other Caribbean nations. Carlos has close relationships with legislators and staff as a former staffer in both the legislative and executive branches of Florida government.

    Carlos worked for various law firms creating and managing their state governmental and policy communications practice teams. Since 1995, Carlos has earned a reputation of being an informed advocate that creates consistent solutions for his strong client base. Carlos' ability to work with public opinion leaders and policy makers has created a relational synergy that produces favorable outcomes.

    Candidates and policy makers rely on Carlos' experience for advice on politics, public relations campaigns and policy trends. Carlos is an accomplished speaker and is frequently invited to educate executives and future policy makers on the process of government relations and policy communications.

    In addition to his government affairs practice, Carlos has evolved as a crisis management consultant and assists clients and their public relations teams with message development and corporate communications with an emphasis in Hispanic markets.

    Carlos was born in Miami and received his Bachelor of Science Degree in Public Administration from Florida International University, where he was a founding member of the Florida Nu Chapter of Sigma Phi Epsilon Fraternity. He earned a Juris Doctorate from the Florida State College of Law located in the capital city of Tallahassee.

- Carlos Cruz, Experience:
  - Legislative assistant to Sen. Roberto Casas
  - Executive assistant to Comm. of Agriculture and Consumer Services, Bob Crawford
  - Law Clerk to Ausley, McMullen, McGehee, Carothers & Proctor, P.A.

- Law Clerk to Eckert, Seamans, Cherin & Mellott, P.A.
- Carlos started Cruz & Co. in 1995 and has grown his public relations practice since, using both his political and legal experience to benefit clients.
- Carlos started Hispanic Nexo, LLC in 2013 to specialize in hispanic outreach for campaigns.
- Carlos has held previous local project-based contracts with: The Jacksonville Aviation Authority, Jacksonville Port Authority, Jacksonville Transportation Authority, JEA, St. Johns County Sheriff's Office, and the University of North Florida Training and Services Institute.

- Extent of work to be performed:
  - Carlos has many years of extensive lobbying experience on a myriad of issues. His knowledge of the county and personal relationships with key legislators will provide our team with expanded reach and the ability to lobby all members of the legislature in a short period of time.

12. 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.

Our team success will be product of an exceptional team of consultants who specialize in developing unique government relations and public affairs strategies as well as delivering unrivaled results for our clients before the Florida executive and legislative branches. Each member of Capital City Consulting, Sun City Strategies and Cruz & Co. will bring to the table years of experience and expertise from working inside state government. Additionally,

With over 100 years of combined experience, proposer Capital City Consulting has earned a reputation as a premier lobbying firm because its professionals focus heavily on policy knowledge and substance as well as fundraising and political connections. Additionally, five of its lobbyists, are also licensed attorneys, who bring beneficial expertise when drafting and interpreting legislation. Capital City Consulting was recently named the 2016 "Lobbying Firm of the Year" by *Influence Magazine*. When battling other well-funded opponents, Capital City Consulting relies on two things to win. First, hard work. We always outwork the competition. Second, a better understanding of the issues. Our in-depth knowledge of policy and our clients' practices helps us win policy arguments with legislators.

Below not only lists all key personnel who will be assigned to this project, but also highlights their experience, qualifications and other vital information. As you will see, our team brings to the table unrivaled experience and expertise from key positions within state government.

<u>Capital City Consulting (Proposer):</u>

- Nick Iarossi, an attorney and founder of Capital City Consulting, will provide daily oversight and direction, as well as play a key role in developing messaging and strategy in achieving legislative goals. Nick has more than 19 years of experience working on variety of local, state, and federal government issues. Prior to private practice, Nick worked for the FL Senate, FL House, and Department of Insurance. From local governments to Fortune 500 companies, Nick's diverse portfolio of past and current clients give him the ability to be involved major issues before state government. As an example, for his health care clients, Nick has experience lobbying low income pool funding, Medicaid expansion, scope of practice, and community primary care. For his client, the Everglades Foundation, Nick has worked with Legislative leaders to allocate funding for Everglades restoration in adherence to the Amendment 1 on Land and Conservation Funding.

- Ron LaFace, an attorney and founder of Capital City Consulting, specializes in representing clients in the following business areas: insurance and financial services, education, construction, healthcare and human services, alcohol and other franchise regulation, state licensing, transportation, tax, and appropriations. Prior to private practice, Ron worked at the FL Department of Education.

- Gerald Wester, a founder and partner at Capital City Consulting, is widely held as the foremost expert in insurance, healthcare and financial services issues in the state of Florida. For over 35 years, government leaders have relied on Gerald's knowledge and experience to navigate the extremely complex and diverse regulation of the Florida insurance industry. Prior to private practice Gerald spent 12 years at the Department of Insurance.

- Jim Boxold, a governmental consultant, is the former Secretary of the FL Department of Transportation. Jim will bring unrivaled transportation expertise to Miami-Dade County's government relations team. From roads and ports, to rail and pedestrian safety, Jim has an understanding of the numerous transportation related issues facing the County. Additionally, prior to FDOT, Jim was Cabinet Affairs Director Agriculture Commissioner Putnam where he navigated numerous regulatory and financial services issues as well the state's renewable energy policy located within the Office of Energy.

- Ashley Kalifeh, an attorney and governmental consultant, has more than 9 years working on financial service matters. Prior to joining the firm, Ashley served as Deputy Chief Financial Officer for CFO Atwater, with responsibility for the offices of Legislative Affairs, Cabinet Affairs, Policy & Research, and Strategic Planning. In her role, she advised the CFO on issues relating to the FL Retirement System. Ashley began her career working in the Florida Senate Education Committee as an analyst.

- Chris Schoonover, an attorney and governmental consultant, has a deep knowledge of the multiple areas, including education, healthcare and appropriations. His experience began 12 years ago while working for Healthcare Committee in the FL House of Representatives. He also spent time working as a legislative analyst for the powerful Rules & Calendar Committee under Speaker Marco Rubio. And following law school, Chris was a staff attorney for the House Health & Human Services Committee, where he worked on numerous health care issues including: Low Income Pool program, Medicaid, child welfare, and elderly care.

- Scott Ross, an attorney and governmental consultant at Capital City Consulting, has extensive regulatory experience from serving as the Deputy Secretary at the Florida Department of Business and Professional Regulation where he served as the chief regulator for Gaming, Alcoholic Beverages and Tobacco, Hotels and Restaurants, and Condominiums, Timeshares, and Mobile Homes.

- Dean Izzo, a governmental consultant, recently served as chief of staff and chief financial officer for the FL Department of Economic Opportunity. Dean has a deep knowledge of the state incentive program and the Job Growth Fund created in the 2017 Special Session. Prior to his time at DEO, Dean served as director of real estate for the Florida Department of Management Services, where he oversaw approximately 55 million square feet of commercial property, managed the state's construction management and leasing program, and provided strategic and technical management of Florida's real estate holdings and assets.

- Ken Granger, a governmental consultant, brings 15 years of extensive public sector experience in administration, technology and procurement. During his time in state government, he served as

Deputy Chief of Staff and Policy Director for Governor Charlie Crist, as well as Chief of Staff and Deputy Secretary for the Department of Management Services.

- Andrew Ketchel, a governmental consultant, recently served as Legislative Affairs Director at the Florida Department of Environmental Protection (DEP). As Director, Andrew oversaw all of the Department's legislative functions and worked extensively in a diverse range of policy areas, including Florida's complex water issues, the Florida Everglades, state owned lands, waste management, environmental regulatory affairs and the Florida Park Service. While Legislative Affairs Director at DEP, Andrew played a key role working with Legislature to interpret and execute the Land and Conservation Amendment. Prior to DEP, Andrew worked for Governor Scott's Office of Legislative Affairs.

Sun City Strategies (Subcontractor):

- Eddy Gonzalez, President of Sun City Strategies, has extensive state and local government experience. During his 8 years as a member of the FL House of Representatives he gained significant policy and appropriations expertise as Chairman of Local and Federal Affairs and a committee member on Appropriations, Higher Ed, K---12 Education, Health Innovation and Health & Human Services committees. Eddie gained a great understanding of local issues impacting Miami-Dade County while serving on the City of Hialeah water and sewer board and City of Hialeah Council.

Cruz & Co. (Subcontractor):

- Carlos Cruz, Owner, has extensive policy communications and public relations experience. Starting from his time serving as a legislative assistant for the pro-tempore of the Florida Senate in 1989 to his time working for the Commissioner of Agriculture, Carlos has earned a reputation of being an informed advocate that creates consistent solutions for his strong client base. Additionally, he Carlos' ability to work with public opinion leaders and policy makers has created a relational synergy that produces favorable outcomes. Carlos has evolved as a crisis management consultant and assists clients and their public relations teams with message development and corporate communications with an emphasis in Hispanic markets.

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

The legislative process does not operate according to normal business hours and neither do we. Capital City Consulting and its subcontractors will be available as necessary 24 hours a day, 7 days a week for the needs of the County.

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.

(see next page)

Capital City Consulting

Nick Iarossi | Partner



Nick Iarossi, Esq., is a founding member of Capital City Consulting, LLC, and has more than 19 years of experience working on local, state and federal government issues. Nick holds a B.S. in Social Science and a J.D. from Florida State University and is a member of the Florida Bar. Nick's career in government began in 1997 as a staff person in the Florida House of Representatives, followed by the Florida Senate, and a law clerk at the Department of Insurance. In 2001, Nick entered private practice with a major law firm handling government relations.

After opening Capital City Consulting in 2003, Nick quickly earned the reputation as a knowledgeable and hardworking advocate, which has enabled him to serve Capital City Consulting's strong client base in both the legislative and executive branches of government. Nick is not only relied upon by his clients for counsel, but also by government leaders and candidates for office to provide information on policy and political issues. Nick has experience representing a variety of issues, including education policy and funding, financial services, insurance, health care, environmental and land use, local government, information technology, procurement, agency rulemaking and general business issues.

In addition to his government affairs practice, Nick is often hired by clients to provide other services, such as hospitality and development consulting, business development, message development, crisis management, issue management and corporate communications. Nick has experience developing and managing strategic plans to accomplish client objectives through strategic alliances with third parties and coalitions, grassroots development, polling, and national, state and local public relations. Clients frequently use Nick as a company spokesperson handling press calls, appearing before committees, and conducting television and radio interviews to advance client interests. Nick lives in Tallahassee with his wife and two daughters.

Ron LaFace, Jr. | Partner



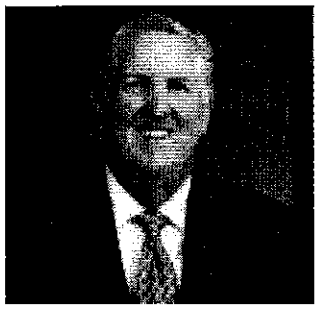
Ron LaFace, Jr., Esq., is a founding member of Capital City Consulting. His lobbying experience includes successes in all areas of state government: the legislature through influencing legislation, the executive branch through assisting clients in large procurements and contracts, and the development of agency policy through implementation of legislation and interpretation of existing rules and laws. Recognizing that each client and issue require different strategies, Ron is able to identify policy makers and staff who have an interest in the merits or shortcomings of a proposal; formulate policy arguments to support the client's desired outcomes; and through his knowledge of the legislative and governmental process, work towards achieving the client's goals. Because of his specialized understanding of the complex manner in which Florida laws and state agencies interact and long-term positive relationships with members and staff, Ron is often called upon by clients, as well as policy makers and staff,

to assist in the drafting or revising of current and proposed laws so as to avoid unintended consequences and ensure that the desired outcome of the law revision is achieved.

Ron specializes in representing clients in the following business areas: insurance and financial services, education, construction, healthcare and human services, alcohol and other franchise regulation, state licensing, transportation, tax, and appropriations. Ron advises clients at the beginning of the relationship or introduction of a new issue how best to achieve their objectives, based on the unique traits of each individual client. Often Ron has led teams of lobbyists representing a coalition of common interests to accomplish a mutual goal. Whether playing offense or defense, Ron successfully achieves his client's goals most often through the efforts of our firm alone.

Ron has lobbied professionally since receiving his J.D. from Florida State University College of Law (Magna Cum Laude) in 2002. Before attending law school, Ron served as President of Blue Key at the University of Florida and also as gubernatorial appointee to Florida's Postsecondary Education Planning Commission. Ron also worked as a Professional Practices investigator with the Florida Department of Education from 2008-2002.

Gerald Wester | Partner



Gerald Wester is a founding member of Capital City Consulting. He is widely held as the foremost expert in insurance, healthcare and financial services issues in the state of Florida. For over 35 years, government leaders have relied on Gerald's knowledge and experience to navigate the extremely complex and diverse regulation of the Florida insurance industry.

Gerald's clients are among the largest insurers and the most politically powerful business and insurance associations in Florida and nationally. Their long-standing relationships with Gerald are a testament to his extensive knowledge and leadership in the political arena.

Gerald began his career in 1975 at the Florida Department of Insurance, where he spent 12 years in insurance regulation serving in various management positions, including 4 years as Chief of the regulatory staff. Gerald graduated from Florida State University with a B.S. in Accounting and a Master's in Public Administration.

Jim Boxold | Governmental Consultant



Jim Boxold is a consultant at Capital City Consulting, boasting an extensive and influential career serving in senior leadership roles in state and federal government. Jim joins Capital City Consulting after most recently serving as the secretary of the Florida Department of Transportation (FDOT), to which he was appointed by Governor Rick Scott in December 2014.

As secretary, Jim was responsible for managing FDOT's $10 billion budget and 6,200 employees. He oversaw implementation of the largest work program in the department's history, making record investments in the state's highways, rail, airports and seaports. Under Jim's leadership, FDOT reached an agreement with the Federal Highway Administration that will reduce highway project development

time by one-third, saving Florida approximately $22 million a year. He spearheaded the development of a new project finance program that will allow FDOT to advance the construction of projects years earlier than planned. He also led the consolidation of the customer service center functions of Florida's toll agencies, resulting in reduced administrative costs for several agencies and improved customer service. Prior to his appointment to secretary, Jim served as the agency's chief of staff.

Jim originally began his career in state government with Governor Jeb Bush in the Governor's Office of Policy and Budget. Additionally, he served as the director of Cabinet Affairs for Commissioner Adam Putnam, where he advised Commissioner Putnam on his responsibilities as a member of Florida's Cabinet, which oversees the Division of Bond Finance, the Department of Environmental Protection, the Department of Highway Safety and Motor Vehicles, the Department of Revenue and the Florida Department of Law Enforcement. While serving under Commissioner Putnam as his cabinet affairs director, Jim also had extensive working knowledge of issues within the Office of Energy, which oversaw the state's efforts on renewable energy.

Jim began his career in Washington, D.C., as an aide in the U.S. House of Representatives, ultimately serving as the legislative director for Representative Porter Goss. He was responsible for managing the Congressman's entire legislative portfolio, with an emphasis on national security, tax/budget and environmental issues. He played a key role in Congressional approval of the Comprehensive Everglades Restoration Program (CERP) in 2000.

Jim is a graduate of The George Washington University (B.A., 1995). A native Floridian, Jim and his family live in Tallahassee.

Chris Schoonover | Governmental Consultant



Chris Schoonover, Esq., is a consultant at Capital City Consulting, bringing to the firm several years of state government experience in both the legislative and executive branches. Chris' meticulous attention to detail and grasp of policy, provides the necessary foundation to understand each client's issues, down to the specifics. His experience, knowledge of education policy, and his relationships with education policy makers and staff allow Chris to deliver unrivaled results for his education clients. Additionally, Chris' understanding of the following business areas allow him to provide the necessary expertise for his clients to succeed: education policy and appropriations, information technology, appropriations, insurance and financial services, insurance regulation, healthcare and human services, and business regulation. Regardless of the business area, Chris dedicates himself to understanding each client's goals and objectives, developing a strategy for success, and executing the strategy across the finish line.

Chris began his career in the Florida House of Representatives Healthcare Services Policy Committee. His experience in the Florida Legislature also includes service in the House Rules & Calendar Council and the House Health & Family Services Policy Committee, where he served as a staff attorney assisting in numerous healthcare policy issues including access to care and quality of service.

In addition to his legislative experience, Chris gained executive branch experience as a law clerk with the Florida Department of Business and Professional Regulation and in the office of Governor Jeb Bush. A

native of Orange Park, Florida, Chris graduated with a B.S. in Biochemistry and Chemistry, a Master's in Political Science and a J.D. from Florida State University. Chris served as FSU's Student Body President and as a member of the State University System City of Governors and the FSU City of Trustees.
Chris resides in Tallahassee with his wife, daughter and twin boys.

Ashley Kalifeh | Governmental Consultant



Ashley (Mayer) Kalifeh, Esq., is a consultant at Capital City Consulting bringing experienced lobbying in the private sector, as well as overseeing insurance and financial services issues before the Florida Legislature and Cabinet.
Ashley began her career working in the Florida Senate Education Committee as an analyst. She then practiced law at a large Tallahassee law firm. She was then recruited to serve as the Legislative Affairs Director for Florida's Chief Financial Officer. During her tenure at the Department of Financial Services, she was promoted to Deputy Chief Financial Officer, with responsibility for the offices of Legislative Affairs, Cabinet Affairs, Policy & Research, and Strategic Planning.
While at the Department of Financial Services, Ashley led a team responsible for the successful passage of reforms to the laws governing insurance agents, agencies, and adjusters; insurer insolvency proceedings; state contracting; fire prevention and safety; unclaimed property distribution; and, several workers' compensation system reforms. Ashley also helped lead the Department's efforts in combating insurance fraud in the workers' compensation, property, and personal injury protection insurance marketplaces, and was instrumental in the passage of those particular legislative reforms.

Outside of her legislative responsibilities, Ashley managed the Cabinet Affairs team, advising the Chief Financial Officer on matters of policy before the Florida Cabinet, Financial Services Commission, and the Board of Trustees for the State City of Administration and Internal Improvement Trust Fund. These matters included investment of Florida Retirement System funds, the acquisition and sale of public lands, and state purchasing procedures. Finally, overseeing the Policy and Strategic Planning offices, Ashley created and managed various special projects, such as the creation of an online economic dashboard, a quarterly economic and financial publication, business research surveys and reports, and departmental performance measurement monitoring. Before joining the Department, Ashley represented several property, casualty, and medical malpractice insurers. In addition to legislative lobbying, she concentrated on insurance defense and administrative law, and co-authored several amicus briefs on behalf of business and healthcare clients. Ashley is a graduate of Peabody College at Vanderbilt University and Florida State University's College of Law. The Florida Trend has recognized her twice as one of Florida's top government attorneys.

(See next page)

Andrew Ketchel | Governmental Consultant



Andrew Ketchel is a consultant at Capital City Consulting, bringing a wide breadth of expertise in multiple policy areas, having served in several leadership roles in Florida's executive branch and having achieved statewide policy reforms before the Florida Legislature.

Andrew comes to Capital City Consulting after having served in Governor Rick Scott's administration in multiple roles, most recently as Legislative Affairs Director at the Florida Department of Environmental Protection (DEP). As Director Andrew oversaw all of the Department's legislative functions and worked extensively in a diverse range of policy areas, including Florida's complex water issues, the Florida Everglades, state owned lands, waste management, environmental regulatory affairs and the Florida Park Service. During his tenure at the Department, Andrew oversaw the 2016 state land statute rewrite and Florida's coastal permitting statute reforms. He also coordinated several revisions to Florida's waste management and the Petroleum Restoration Program. Andrew also previously served as the Deputy Legislative Affairs Director at DEP.

Andrew first came to Tallahassee as a part of the executive branch's prestigious Gubernatorial Fellows Program. In his capacity as a Gubernatorial Fellow at the Department of Highway Safety and Motor Vehicles (DHSMV), Andrew coordinated a statewide consolidation project of Florida's identification cards while also working in their Office of Legislative Affairs.

Following his tenure as a Gubernatorial Fellow, Andrew worked in the Executive Office of the Governor during Governor Scott's first term, working extensively with the administration's policy and leadership teams. In this unique role in the Governor's office, Andrew was instrumental in coordinating and executing the Governor's legislative agenda.

A native of Fort Walton Beach, Florida, Andrew attended the University of South Florida where he earned a Bachelor of Arts degree in Political Science and a Master's degree in Public Administration. Andrew was a four-year letterman on the football team and was awarded Big East All-Academic Team Honors. Andrew resides in Tallahassee, with his wife McKenzie.

(see next page)

Ken Granger | Governmental Consultant

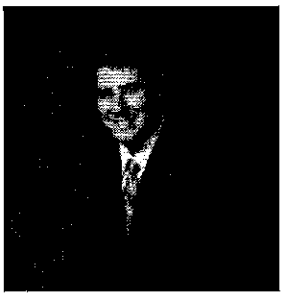


Ken Granger is a consultant at Capital City Consulting bringing 15 years of extensive public sector experience in administration, technology and procurement to the firm in addition to his private sector experience. During his time in state government, he has served as Deputy Chief of Staff and Policy Director for Governor Charlie Crist and Chief of Staff and Deputy Secretary for the Department of Management Services, among other positions.

As the Governor's Deputy Chief of Staff, Ken oversaw numerous government agencies, including the Department of Health, Agency for HealthCare Administration, Department of State, Department of Community Affairs, Agency for Persons with Disabilities, and Florida's Energy and Climate Commission. As the Governor's Policy Director, Ken directed executive policy and budget issues that were adopted by the Florida Legislature. In addition, he briefed the Governor and recommended substantive policy and budget changes to legislation under consideration for becoming law upon the Governor's approval.

Previously, Ken served as the Chief of Staff, Deputy Secretary and Chief Information Officer for the Department of Management Services. During his time at the Department of Management Services he specifically focused on administration, procurement, facilities and technology. Because of Ken's in-depth understanding of procurement and state policies, he is uniquely positioned to help our clients navigate the detailed processes of state government to achieve their goals. Prior to joining state government, Ken was a senior strategic consultant and project manager for a leading technology firm. Ken holds a B.S. in Management Information Systems from Florida State University and is a certified Project Management Professional. Ken resides in Tallahassee with his wife, daughter and son.

Scott Ross | Governmental Consultant

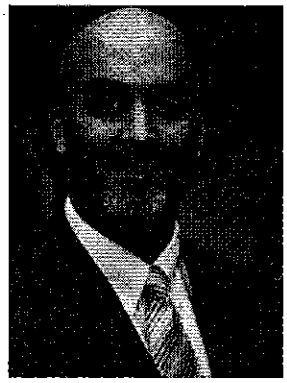


Scott Ross, Esq., represents clients on a variety of issues before the Florida Legislature, Cabinet, agencies, and other governmental entities. Scott has extensive government experience serving as the Deputy Secretary at the Florida Department of Business and Professional Regulation where he served as the chief regulator for Gaming, Alcoholic Beverages and Tobacco, Hotels and Restaurants, and Condominiums, Timeshares, and Mobile Homes.

He also possesses significant private sector experience serving as Director of Government Relations for one of the world's largest gaming and entertainment companies, as well as serving as the Executive Director of the Florida Student Association, an education association comprised of more than 300,000 members across the state of Florida. Scott's public and private sector experience makes him well poised to represent clients on a wide variety of issues and provide expert analysis and professional representation.

Scott is a 2001 graduate of Nova Southeastern University School of Law and a 1998 graduate of the Florida State University where he was an inductee into the university's Senior Hall of Fame. Scott, and his wife Ashley live in Tallahassee, Florida with their daughter Kendall.

Dean Izzo | Governmental Consultant



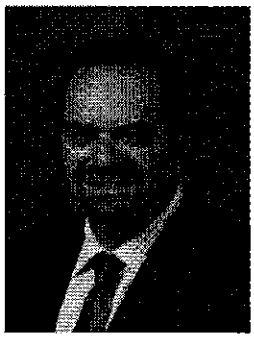
Dean Izzo is a consultant at Capital City Consulting, bringing his expertise from many years in IT consulting and operations management. Dean joins Capital City Consulting from the Florida Department of Economic Opportunity (DEO), having been at the department since its creation and most recently serving as the chief of staff.

As the chief of staff, Dean represented the department's views on policy decisions and oversaw each of DEO's divisions and programs, cabinet affairs, communications and external affairs offices. Prior to serving as chief of staff at DEO, Dean also served as chief financial officer, where he was responsible for managing the department's $1.3 billion budget and oversaw the department's budget management, financial management, financial monitoring, human resource management and general services bureaus. Dean also previously served as chief information officer of DEO, where he was responsible for strategic management and operational oversight of the department's IT resources, systems and services.

Prior to his time at DEO, Dean served as director of real estate for the Florida Department of Management Services, where he oversaw approximately 55 million square feet of commercial property, managed the state's construction management and leasing program, and provided strategic and technical management of Florida's real estate holdings and assets. Additionally, Dean previously served as vice president of operations in the retail banking division at JP Morgan Chase Bank, as a consultant and project manager at IBM, and as chief information officer at Florida Department of Community Affairs. Dean graduated from Georgia State University with a degree in Real Estate/Finance. Dean has also earned a Florida Certified Contract Negotiator Certification, as well as a Project Management Professional Certification from the Project Management Institute. Dean resides in Tallahassee with his wife, Chollet, daughter, Jenna Long, and son, Colby.

Sun City Strategies

Eddy Gonzalez



Eduardo Gonzalez is the president of Sun City Strategies, LLC, a business and government consulting company located in Hialeah, Florida. Mr. Gonzalez is a graduate of Miami-Dade College, where he received his degree in Business Management and Administration.

Mr. Gonzalez began his career serving his community. He volunteered and joined the Kiwanis Club of Flamingo Hialeah in 1991 where he was appointed Treasurer in 1993 and became President of the organization in 1995. The organization held toy drives for underprivileged children, provided Thanksgiving dinner baskets give away for the needy families in the community and held festivals and community events.

In 1998, Mr. Gonzalez served on the City of Hialeah water and sewer board. He was appointed as Council Member to the City of Hialeah in 1998. He then was elected in 1999 and was reelected subsequently until 2006. In 2003, Mr. Gonzalez was appointed by Governor Jeb Bush to serve a 2-year term on the State Legislative Committee on Intergovernmental Relations.

Mr. Gonzalez was an Executive Board Member of the Miami-Dade County League of Cities where he also served as President. During that time, he also served as an Executive Committee Member of the Florida League of Cities.

In 2006, Mr. Gonzalez was elected State Representative to the Florida House of Representatives and reelected subsequently until 2014. He was Chairman of Local and Federal Affairs. He also served on Appropriations, Higher Ed, K---12 Education, Health Innovation and Health & Human Services committees.

Mr. Gonzalez was elected by his colleagues as Chairman of the Miami-Dade Legislative Delegation in 2012 and 2013.

Cruz & Co

Carlos Cruz



Carlos Cruz has extensive policy communications and public relations experience. Carlos served as a legislative assistant for the pro-tempore of the Florida Senate in 1989. His years of service enabled Carlos to become well versed on a variety of local, state and national policy issues. Following his tenure in the Florida Senate, Carlos served as executive assistant to a member of Florida's elected Cabinet. As the youngest member of the Commissioner of Agriculture's executive staff, Carlos enabled the department to communicate Florida's agricultural importance in the new developing arenas of Latin America and other Caribbean nations. Carlos has close relationships with legislators and staff as a former staffer in both the legislative and executive branches of Florida government.

Carlos worked for various law firms creating and managing their state governmental and policy communications practice teams. Since 1995, Carlos has earned a reputation of being an informed advocate that creates consistent solutions for his strong client base. Carlos' ability to work with public opinion leaders and policy makers has created a relational synergy that produces favorable outcomes.

Candidates and policy makers rely on Carlos' experience for advice on politics, public relations campaigns and policy trends. Carlos is an accomplished speaker and is frequently invited to educate executives and future policy makers on the process of government relations and policy communications.

In addition to his government affairs practice, Carlos has evolved as a crisis management consultant and assists clients and their public relations teams with message development and corporate communications with an emphasis in Hispanic markets.
Carlos was born in Miami and received his Bachelor of Science Degree in Public Administration from Florida International University, where he was a founding member of the Florida Nu Chapter of Sigma Phi Epsilon Fraternity. He earned a Juris Doctorate from the Florida State College of Law located in the capital city of Tallahassee.

15. Describe Proposer's approach to representing the County in Tallahassee, FL to include:

(i) project organization/management,

(ii) the role and responsibilities of Proposer's management, and senior and other professional staff that will perform work on this project, and

(iii) the approach to scheduling work and prioritizing the County's requests.

As the lead contractor, Nick Iarossi on behalf of Capital City Consulting will be responsible for the day to day management of his firm and the subcontractors. Management of the team includes weekly meetings in person or via telephone to coordinate each week's activities during committee weeks and session. In addition, our team will communicate in real time throughout the days via phone, text and email to coordinate responsibilities and share intelligence regarding the county's issues.

Responsibilities will be delegated according to skill set, relationships, and bandwidth to ensure the county's requests are met in an efficient manner with the best team member for the particular task. For example, if the county has a transportation issue that needs attention, former Department of Transportation Secretary, Jim Boxold will be assigned the task by Nick Iarossi. Other county issues will be delegated to the appropriate team member based on experience and/or a particular relationship.

16. Discuss how Proposer plans to provide services on issues and subject areas outside the expertise of its staff members or Subcontractor's staff members, specifically on key Miami-Dade County issues.

This team was assembled to ensure that all issues and subject matters could be addressed. With a strong contingent of local county expertise from Rep. Eddy Gonzalez, and extensive lobbying experience from 11 members of Capital City Consulting and Cruz & Co. with varying state government backgrounds…we have the expertise to handle all county issues.

However, if an issue arises outside of our expertise we will do the research necessary to learn the issue and lobby effectively. Many of our client's issues were new to us in the beginning, but our jobs require us to learn the issues quickly and be effective. We are confident in our ability to do the same with the county.

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

We will develop a customized strategic plan to meet the requirements of the County to enhance its position with respect to legislation and budget appropriations. No two clients are the same. Every client requires a unique lobbying plan. Our lobbying approach begins by meticulously researching the County's issues and then developing a unique strategy to achieve its goals. Successfully executing the strategy and adjusting for unforeseen circumstances is crucial, as is providing continuous communications to clients throughout the process. We are committed to providing high quality, ethical representation to reach the County's desired results in a timely manner.

Lobbying is a year-round activity and Capital City Consulting professionals know that a delay in lobbying government leaders could spell defeat. Therefore, it is critically important to effectively message the County's issues to policy makers before misinformation or other outside interests influence their decisions.

Capital City Consulting will utilize the following implementation plan to tailor a unique advocacy strategy for the County:

1) Education
First, Capital City Consulting will stage a comprehensive workshop with the County to gather relevant information and educate our consultants. This includes an in-depth discussion about the County's goals and challenges in acquiring state appropriations and lobbying on legislative and executive branch issues that may impact the County. Capital City Consulting professionals will provide a briefing on current Florida politics, executive branch agency makeup, House and Senate leadership, and any expected leadership changes in all branches of government.

2) Assessment
Based on information gathered during the education workshop and our knowledge of the industry, Capital City Consulting will assess political allies and opponents, political strengths and weaknesses, as well as relationships that must be fostered to achieve the County's goals.

3) Strategic Plan
Capital City Consulting will develop a unique strategic lobbying plan for services including lobbying, monitoring, coalition building, reporting, and facilitating meetings with key policy makers. During the legislative session, Capital City Consulting will schedule and coordinate strategic legislative visits for the County to meet with both the Miami-Dade County legislative delegation and legislative leaders to present the County's legislative priorities. Additionally, the lobbying plan will include a timeline, objectives, goals, important dates, target legislators, and potential legislative sponsors. This strategic plan will provide the County with an accountability roadmap.

4) Implementation
Capital City Consulting will implement the plan with consideration given to the ever-changing political landscape. Success in government relations requires the ability to anticipate those changes and adapt quickly and decisively. Capital City Consulting will attend meetings of the County Commissioners and as needed and requested by the County. We will continually update the County with any changes to its strategic plan that may affect legislative goals. Execution of the plan will include coordinating testimony and lobbying legislators, cabinet members, and agency staff.

Capital City Consulting understands that effective government advocacy is not limited to traditional lobbying methods. Many times, client issues require a more comprehensive approach for success. We will help the County with message development, issue management, coalition building, and communications. Our team is able, appear before committees to advance the County's interests. Capital City Consulting has the experience to collaborate with the County's public relations team to develop an effective communications strategy that resonates not only in the halls of the capitol, but also throughout Miami-Dade County and Florida.

18. 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.

Capital City Consulting, Sun City Strategies, and Cruz & Co. has the knowledge and understanding of the legislative process, as well as the relationships within the executive branch to influence the decision makers. Additionally, our earned credibility with legislators and staff enable us to build meaningful relationships for our clients. Our team has a proven ability to facilitate meetings between the County and high ranking policy

makers to achieve the county's legislative agenda. Our team will focus on doing this several ways. First, through dedication to the subject matter area. We will always be prepared for meetings with elected officials and staff. Prior to entering any meetings, all lobbyist will have a command of the subject matter and the ability to communicate it effectively. Second, we will rely on long standing relationships with staff and members of both the legislature and executive branch to maintain and enhance working relationships with county elected officials and staff. This includes the effective communication through calls and emails to members and staff to best discuss the issues important to the county. There is not a member of the 160 members of the Florida Legislature that Capital City Consulting, Sun City Strategies, and Cruz & Co. does not have a relationship with currently. Providing an opportunity to include Miami-Dade staff and elected officials to utilize those relationships will be important to the success of the County in Tallahassee.

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

We are not aware of any actual and/or potential conflicts of interest in providing the services outlined in the RFQ. Capital City Consulting and its subcontractors represent the utilities, Florida Power & Light and AT&T, but are not aware of conflicts with the county for the 2018 legislative agenda. We do not represent any ride sharing companies such as Uber or vacation rental companies such as Airbnb.

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

Capital City Consulting

- City of Venice
  - During the 2015 Session, Capital City Consulting was instrumental in addressing the City of Venice's concerns with legislation amending Bert J. Harris, Jr. Property Rights Protection Act which would have resulted in large fiscal impacts on cities and municipalities. The proposal created a new cause of action and method for recovering monetary damages for landowners who have been involved with prohibited exactions. By working with the bill sponsors to remove and amend certain provisions of the proposed legislation, Capital City Consulting mitigated the negative implications of the legislation.

    During the 2016 Session, we successfully secured $1.3 million in funding for a road improvement project, even though it was not part of the original DOT Work Plan nor in the Governor's budget. This project serves as an economic driver but also enable the City to begin planned road improvements to increase multi-modal use and safety. We also successfully lobbied to get $500,000 in funding for the Eastgate Development Water Project to help complete a local water project and replace aging utility infrastructure—allowing the City to update the water distribution system.

    During the 2017 Session, we successfully lobbied the Legislature to provide $1m for phase 2 of the City's road project. Additionally, we succeeded in getting the Legislature to appropriate $500,000 for a water project in the City providing replacement of tuberculated drinking water pipes.

- Palm Beach County Sheriff's Office
  - 2015 Session: $1 million in state appropriations to complete a pilot program to prevent violence.
  - 2016 Session: $1 million in state appropriations for an unmanned aerial vehicle pilot program to assist search and rescue operations.
  - 2017 Session: $1 million in state appropriation to expand the unmanned aerial vehicle program.
  - Successfully amended unfavorable legislation: When a House bill passed its final committee with a late-filed amendment relating to disclosure of taxes attributable to the budgets of the sheriff, we met with the bill sponsors to express our concern about the required disclosures as drafted. We succeeded in having the unfavorable language removed from the bill prior to final passage.

- Brevard County School District
  - 2017 Session:
    - CCC successfully preserved the FEFP categorical, the federally connected student supplement, which provides supplemental funding to school districts that lose ad valorem taxes due to military bases and Indian reservations.
    - $500k in state appropriation for Career and Technical education funding.
    - CCC brought to light the inequities in the transportation funding formula for the District.

- Palm Beach County School District
  - CCC has represented the Palm Beach County School District since 2003.
  - In 2011, CCC successfully passed SB 1430, which carved school districts out of state the preemption that prohibited local governments ability to regulate smoking, allowing the School District to regulate smoking on school property which positively impacted employee health insurance premiums. CCC also has prevented legislation that attempted to assess stormwater fees on school districts, as local governments have been actively trying to assess such fees throughout the state since late 2012.
  - CCC has achieved numerous grant appropriations successes for the School District, including almost $2 million dollars for a career readiness center, and CCC has also helped the School District preempt local sign regulations allowing the District to promote and acknowledge business partners on property, as well as has assisted the District with state Claims Bills.

- South Broward Hospital District/Memorial Healthcare Systems
  - Each Session we lobby to ensure that Memorial receives an appropriate level of state appropriated healthcare funding to provide care to its citizens. Our firm lobbies to ensure the District receives an appropriate amount for the investment it makes.
  - 2016 Session
    - Secured $500,000 for a mobile bus to provide health care services directly in the community.
  - 2017 Session
    - Secured $500,000 to expand the maternal fetal treatment program to provide substance abuse treatment to 75 pregnant women.

Sun City Strategies

- City of Hialeah Gardens
  - Secured $1.2 Million in funding for drainage improvements and $292,000 in funding for the elderly meals program.

- Town of Miami Lakes
  - Secured $1 Million for the Miami Lakes Canal Bank stabilization project phase II.

- Monroe County Board of County Commissioners
  - Sun City Strategies helped secure passage of the Florida Keys Stewardship Act. The Act adds Key West to the list of eligible areas for which Everglades restoration bonds may be issued and expands the range uses for the funds. In addition, the bill allocates a minimum of $5 million annually to the Florida Keys Area of Critical State Concern beginning FY 2016--2017 through FY 2026--2027. The bill also provides a specific appropriation of $5 million in FY 2016--2017 to be distributed in accordance with the existing interlocal agreement for various water purposes and to enhance water supply or for land acquisition.

- Florida League of Cities
  - Assisted Florida League of Cities with several of its legislative priorities impacting cities throughout Florida.

Service Cost

21. 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 guaranteed amount for Work Order assignments or any amount for Optional Services.)

CCC and its subcontractors will provide the above referenced professional services for an annual lump sum fee $120,000.00.

Subject: PBSO Session Week 8 Legislative Update
Date: Thursday, August 3, 2017 at 3:51:38 PM Eastern Daylight Time
From: Chris Schoonover
To: Chris Schoonover
Attachments: Sheriff (1).xls

From: Chris Schoonover <cschoonover@capcityconsult.com>
Date: Friday, April 28, 2017 at 3:59 PM
To: Ric Bradshaw <BradshawR@pbso.org>, Bill Brannen <branninw@pbso.org>
Cc: Joe Bradshaw <JBradshaw@cgmattorneys.com>
Subject: PBSO Session Week 8 Legislative Update

Gentlemen,

Following today, 1 week of Session remains. For your convenience and knowledge, below you find brief updates of legislative bills that had action this week that interest you. Additionally, a longer list of all bills we are tracking for you are attached. Please let us know if you have any questions on specific issues. Updates are in red.

Gun Bills
SB 140 by Sen. Steube permits a person with a concealed license permit, to openly carry a handgun. The bill passed it first committee this week. Its companion, HB 6005, is waiting for its first committee hearing.

SB 616 by Sen. Steube allows a concealed firearms licensee to temporarily surrender a weapon or firearm is the licensee to courthouse security or management. The bill was read a second time on the Senate floor.

SB 618 by Sen. Steube allows a concealed firearms licensee to carry a weapon or firearm into an area of an airport excluding sterile area. The bill is awaiting its first hearing. HB 6001 by Rep. Eagle is awaiting its first hearing.

SB 646 by Sen. Steube reduce the penalties for two non-violent offenses involving a firearm or weapon to a noncriminal offense with a $25 penalty. One offense to which the reduced penalty applies is the unlawful and open carry of a firearm. The other offense is the knowing and willful carry of a concealed weapon by a concealed weapon or firearm licensee into a place prohibited by statute. Also, the bill expands the authority under a concealed weapon or firearm license that is held by a member of the Florida Cabinet who does not have full-time security provided by the Department of Law Enforcement. These Cabinet members are authorized to carry a concealed weapon anywhere not prohibited by federal law. The bill was postponed in committee this week because Senator Steube didn't have enough votes to get it out of committee. Relating to the general ban on openly carrying firearms, the bill revises the exemption from this ban for a concealed carry licensee who briefly displays a firearm. The language of this exemption in current law does not clearly indicate whether the exemption applies to inadvertent displays or only to only displays that are necessary for self-defense. The bill deletes language in current law that implies that the protections from prosecution apply only to displays made in self-defense. The bill was temporarily postponed in committee this week. HB 779 is waiting for its first hearing.

HB 673 and HJR 291 by Rep. Hahnfeldt proposes a constitutional amendment to article I, section 8(b)

and article VIII, section (5)(b) of the Florida Constitution, to authorize certified law enforcement officers who are employed or appointed by a law enforcement agency in this state to be exempted, like holders of a concealed weapon permit (CWP), from the constitutionally-required three-day waiting period for a handgun purchase and from the constitutionally-authorized county three- to five-day waiting periods for a firearm purchase. The bill implements HJR 291, by amending s. 790.0655(2), F.S., to specify that the three-day statewide waiting period does not apply when a handgun is being purchased by a full-time, part-time, or auxiliary law enforcement officer who is certified under chapter 943, F.S. Additionally, the bill creates s. 790.0656, F.S., which states that counties may not impose additional waiting periods or background checks on CWP holders or certified full-time, part-time, or auxiliary law enforcement officers. The bill were Temporarily Postponed three days in a row on Third Reading in the House. SJR 910 and SB 912 by Senator Baxley both were temporarily passed by the Judiciary Committee due to lack of votes to pass it.

HB 849 by Rep. Combee amends current law that prohibits licensees from carrying a concealed weapon or concealed firearm at a school. Under the bill, a licensee is not prohibited from carrying a concealed weapon or concealed firearm on private school property if a religious institution is located on the property; thereby, allowing the private property owner to determine whether to authorize or prohibit such carry by licensees on the property. The bill passed the House and was amended by the Senate. The bill passed the Senate and was sent back to the House as amended.

Juvenile Civil Citation Diversion Program

A priority of President Negron, SB 196 requires a law enforcement officer to issue a civil citation or require the juvenile's participation in a similar diversion program when the juvenile admits to committing one of the following first-time misdemeanor offenses:

· Possession of alcoholic beverages by a person under age 21 (s. 562.111, F.S.);
· Battery (s. 784.03(1), F.S.);
· Criminal Mischief (s. 806.13, F.S.);
· Trespass (ss. 810.08, and 810.09, F.S.);
· Theft (ss. 812.04(2)(e) and (3)(a), F.S.);
· Retail and farm theft (s. 812.015(2), F.S.);
· Loitering and prowling (s. 856.021, F.S.);
· Affrays and riots (s. 870.01(1), F.S.);
· Disorderly conduct (s. 877.03, F.S.);
· Possession of 20 grams or less of cannabis (s. 893.13(6)(b), F.S.);
· Use, possession, manufacture, delivery, transportation, advertisement, or retail sale of drug paraphernalia (s. 893.147, F.S.); or
· Resisting an officer without violence (s. 843.02, F.S.).

The bill permits a law enforcement officer to issue a civil citation or require the juvenile's participation in a similar diversion program when the juvenile admits to committing:

· A misdemeanor offense not enumerated in the bill;
· A misdemeanor offense not enumerated in the bill and the juvenile has one or two prior misdemeanors from a separate criminal episode; or
· A misdemeanor offense not enumerated in the bill and the juvenile is currently alleged to have committed, or is currently charged with, a felony.

A law enforcement officer must provide written documentation articulating why an arrest is warranted when he or she has the discretion to issue a civil citation but instead chooses to arrest the juvenile.

The bill specifies that the option of the issuance of a civil citation or referral to a similar diversion program does not apply to a misdemeanor offense arising out of an episode in which the juvenile is also alleged to have committed a felony.

The bill passed its final committee reference. Its companion bill, HB 205 passed its final committee. Additionally, the Senate this week amended the language of SB 196 in HB 301 relating to Supreme Court Reporting Requirements and will be sent back to the House.

Prearrest Diversion Program

SB 448 by Sen. Brandes creates s. 901.40, F.S., to encourage local communities and public or private educational institutions to implement a prearrest diversion program. The bill prescribes a model program that local communities may adopt. The model program allows a law enforcement officer, at the officer's sole discretion, to issue a civil citation to an adult who commits a nonviolent misdemeanor offense, admits to committing the offense, has not previously been arrested, and has not previously received an adult civil citation. An adult is ineligible for a civil citation if the misdemeanor involves a victim and the victim objects to the issuance of the citation. An adult who agrees to a civil citation must successfully complete a program that includes interventions and community service hours. If the adult successfully completes the program, an arrest record may not be associated with the offense. If the adult does not successfully complete the program, the law enforcement agency that issued the citation shall criminally charge the adult for the original offense and refer the case to the state attorney to determine if prosecution is appropriate. The bill passed its second committee. Its companion, HB 367 by Rep. Plakon has two committee stops left. The language in HB 367 was amended onto HB 205, which is available to be considered by the full House.

Public Records and Attorneys Fees

SB 80 by Sen. Steube passed the Legislature and provides that a court may only assess and award the reasonable costs of enforcement against the responsible agency if the court determines that:

· The agency unlawfully refused to permit the public record to be inspected or copied; and

· The complainant gave written notice identifying the public record request to the agency's custodian of public records at least 5 days before filing the civil action, provided that the agency posts the contact information for the agency records custodian in their building and on the agency's website.

A court may not assess and award any reasonable costs of enforcement, including reasonable attorney fees, against the agency if the court determines that the request to inspect or copy the public record was made for an improper purpose. If the court determines the request was made for an improper purpose, it is allowed to award reasonable costs and attorney fees to the agency.

Body Cameras

HB 305 amends s. 943.1718(2), F.S., to require a LEA that permits the use of body cameras to have general guidelines authorizing a LEO, who uses a body camera during an incident, to review relevant video footage of an incident from the camera before writing a report or providing a statement about the incident. The FSA Supports the current version of the bill. The bill passed the Legislature.

Offenses by Aliens Unlawfully Present in the US

SB 120 reclassifies five felony offenses to the next higher degree and increases the severity ranking one level when the offense is committed by an alien who is unlawfully present in the United States.

The reclassification increases the maximum penalty that may be imposed for an offense as follows:

• A third degree felony, currently punishable by up to 5 years in state prison and a fine of up to $5,000, is reclassified as a second degree felony and the maximum penalty is 15 years in state prison and a fine of up to $10,000;

• A second degree felony is reclassified as a first degree felony and the maximum penalty is 30 years in state prison and a fine of up to $10,000; and
• A first degree felony is reclassified as a life felony and the maximum penalty is life imprisonment or a term of years not exceeding life imprisonment and a fine of up to $15,000.

SB 120 has one stop remaining.

Its companion, HB 3 is waiting to be heard in its final committee.

Selection and Duties of County Officers/Sheriff
SB 134 proposes to amend the Florida Constitution to remove authority for a county charter or special law to provide for choosing a sheriff in a manner other than by election or to alter the duties of the sheriff or abolish the office of the sheriff.
If the joint resolution is adopted and the proposed amendment is approved by the voters, the office of the sheriff will be filled only by vote of the county electors and for terms of 4 years. The bill had to be temporarily postponed in its final committee stop due to lack of votes to pass it. Its companion, HB 271, passed its first committee.

Autism Awareness Training for LEOs
SB 154 requires the Florida Department of Law Enforcement (FDLE) to establish continued employment training relating to autism spectrum disorder (ASD). Instruction must include, but is not limited to, instruction on the recognition of the symptoms and idiosyncrasies of an individual on the autism disorder spectrum and appropriate responses to a person exhibiting such symptoms and idiosyncrasies. Completion of the training may count toward the 40 hours of required instruction for continued employment or appointment as a law enforcement officer. The bill passed its final committee. Its companion, HB 39 passed the full House and was sent to the Senate.

Self Defense Immunity
CS/SB 128 changes the burden of proof and who must bear it during pretrial hearings to evaluate a defendant's claim of immunity based on a justifiable use of force. Current law provides a defendant a right of immunity from criminal prosecution and civil action if he or she is justified in using force. The bill places the burden of proof on the state at pretrial immunity hearings. Additionally, the bill provides that the state must prove its burden by the beyond a reasonable doubt standard. The bill passed the House and was sent back to the Senate. This week the House amended the bill and sent it back to the Senate.

Budget Update
The House and Senate agreed on a budget deal and conference started Thursday of this week and will continue through the weekend.

Thanks,

--
Chris Schoonover
Capital City Consulting
850-264-7588
101 E. College Ave. Ste 502
Tallahassee, FL. 32308

Sheriff
4/28/2017
Sorted by Bill Number

Bill	Title	Sponsor	Summary	Actions
HB 37	Relating to Law Enforcement Certification	Jones	Law Enforcement Certification: Requires law enforcement & correctional officers to pass job-related psychological evaluation performed by mental health professional before initial employment or appointment & every 4 years as condition of continued employment or appointment; requires all criminal justice training schools to receive specified national accreditation by certain date. Effective Date: July 1, 2017	1/9/2017 HOUSE Referred to Criminal Justice Subcommittee; Justice Appropriations Subcommittee; Judiciary Committee 1/9/2017 HOUSE Now in Criminal Justice Subcommittee 3/1/2017 HOUSE Withdrawn prior to introduction
HB 43	Relating to Special Review Commission	Watson (B)	Special Review Commission: Creates Special Review Commission; provides for commission membership; specifies membership requirements; requires law enforcement agencies to report lethal use-of-force incidents to commission; requires prosecutors to notify commission of inquiries into use-of-force fatalities & determinations not to pursue charges; authorizes commission to review lethal use-of-force incidents; authorizes commission to refer incidents to AG for prosecution consideration; authorizes commission to subpoena documents & witnesses; authorizes AG to bring criminal charges; prohibits actions that could constitute double jeopardy. Effective Date: July 1, 2017	1/9/2017 HOUSE Referred to Criminal Justice Subcommittee; Justice Appropriations Subcommittee; Judiciary Committee 1/9/2017 HOUSE Now in Criminal Justice Subcommittee 1/24/2017 HOUSE Withdrawn prior to introduction
HB 47	Relating to Texting While Driving	Stark	Texting While Driving: Revises penalties for violations of Florida Ban on Texting While Driving Law; provides enhanced penalties for such violations when committed in school zone or school crossing; removes requirement that specified provisions be enforced as secondary action by law enforcement agency. Effective Date: July 1, 2017	11/23/2016 HOUSE Filed 1/9/2017 HOUSE Referred to Transportation & Infrastructure Subcommittee; Transportation & Tourism Appropriations Subcommittee; Government Accountability Committee 1/9/2017 HOUSE Now in Transportation & Infrastructure Subcommittee
SB 66	Relating to Highway Safety	Clemens (J)	Highway Safety; Deleting the definition of the term □vulnerable road user□; revising provisions relating to the overtaking and passing of a vehicle; exempting bicycles from provisions for passing a vehicle on the right under certain circumstances; providing penalties for specified infractions contributing to bodily injury of a vulnerable user of a public roadway or a vulnerable user, etc. Effective Date: 10/1/2017	12/8/2016 SENATE Referred to Transportation; Criminal Justice; Appropriations Subcommittee on Criminal and Civil Justice; Appropriations 12/14/2016 SENATE Withdrawn from Transportation; Criminal Justice; Appropriations Subcommittee on Criminal and Civil Justice; Appropriations 12/14/2016 SENATE Withdrawn prior to introduction

HB 69	Relating to Use of Wireless Communications Devices while Driving	Slosberg	Use of Wireless Communications Devices while Driving: Provides for primary enforcement of Florida Ban on Texting While Driving Law for drivers age 18 or younger; requires deposit of fines into Emergency Medical Services Trust Fund. Effective Date: July 1, 2017	12/2/2016 HOUSE Filed 1/9/2017 HOUSE Referred to Transportation & Infrastructure Subcommittee; Transportation & Tourism Appropriations Subcommittee; Government Accountability Committee 1/9/2017 HOUSE Now in Transportation & Infrastructure Subcommittee
SB 80	Relating to Public Records	Steube	Public Records; Requiring a complainant to timely provide certain written notice in order to be entitled to attorney fees in certain civil actions for enforcement of ch. 119, F.S., etc. Effective Date: 7/1/2017	4/20/2017 HOUSE Read Third Time; Passed (Vote: 115 Yeas / 0 Nays) 4/25/2017 SENATE Ordered enrolled 4/25/2017 SENATE Enrolled Text (ER) Filed
HB 83	Relating to Offenses by Aliens Unlawfully Present in the United States	Eagle	Offenses by Aliens Unlawfully Present in the United States: Requires specified offenses to be reclassified if committed by such aliens; specifies reclassification of these offenses; specifies enhancement of level of ranking for purposes of sentencing & gain-time eligibility. Effective Date: July 1, 2017	3/23/2017 HOUSE On Committee agenda - Justice Appropriations Subcommittee, 03/27/17, 12:30 pm, 17 H 3/27/2017 HOUSE Favorable by Justice Appropriations Subcommittee; 7 Yeas, 5 Nays 3/27/2017 HOUSE Now in Judiciary Committee
HB 87	Relating to Selection and Duties of County Officers	Diaz (M)	Selection and Duties of County Officers: Proposes amendment to State Constitution to remove authority for county charter to specify method for choosing certain county officers; prohibit special law from specifying method for choosing property appraiser; requiring county voter approval to abolish a county office & transfer duties; removes authority for county charter to transfer certain duties of the clerk of circuit court.Effective Date: Not Specified	12/8/2016 HOUSE Filed 1/5/2017 HOUSE Withdrawn prior to introduction
SB 88	Relating to Threatening Violence Using a Firearm	Steube	Threatening Violence Using a Firearm; Prohibiting a person from threatening to use a firearm in a violent manner against another person, etc. Effective Date: 10/1/2017	12/1/2016 SENATE Filed 12/5/2016 SENATE Withdrawn prior to introduction
SB 120	Relating to Offenses by Aliens Unlawfully Present in the United States	Hutson	Offenses by Aliens Unlawfully Present in the United States; Requiring specified offenses to be reclassified if committed by such aliens; specifying the reclassification of these offenses; specifying the enhancement of the level of the ranking for purposes of sentencing and gain-time eligibility, etc. Effective Date: 7/1/2017	2/22/2017 SENATE Favorable with CS by Appropriations Subcommittee on Criminal and Civil Justice; 3 Yeas, 2 Nays 2/27/2017 SENATE Now in Appropriations 3/1/2017 Bill to be Discussed During the Office of EDR's Criminal Justice Impact Conference, 03/02/17, 9:00 am, 117 K (No Votes Will Be Taken)

SB 128	Relating to Self-defense Immunity	Bradley	Self-defense Immunity; Requiring that the burden of proof in a criminal prosecution be on the party seeking to overcome the immunity claim under certain circumstances, etc. Effective Date: Upon becoming a law	4/4/2017 HOUSE Substituted for HB 0245; Read Second Time; Amendment Adopted (833391); Placed on Third Reading, 04/05/17 4/5/2017 HOUSE Read Third Time; Passed (Vote: 74 Yeas / 39 Nays) 4/12/2017 SENATE In returning messages
SB 134	Relating to Selection and Duties of County Sheriff	Artiles	Selection and Duties of County Sheriff; Proposing an amendment to the State Constitution to remove authority for a county charter or special law to provide for choosing a sheriff in a manner other than by election or to alter the duties of the sheriff or abolish the office of the sheriff, etc.	4/4/2017 SENATE Temporarily Postponed by Judiciary 4/14/2017 SENATE On Committee agenda - Judiciary, 04/19/17, 1:30 pm, 110 S 4/19/2017 SENATE Temporarily postponed by Judiciary
SB 140	Relating to Openly Carrying a Handgun	Steube	Openly Carrying a Handgun; Authorizing a compliant licensee to openly carry a handgun, etc. Effective Date: 7/1/2017	12/20/2016 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules 12/29/2016 SENATE On Committee agenda - Judiciary, 01/10/17, 2:00 pm, 110 S 1/4/2017 SENATE Meeting Cancelled - Judiciary, 01/10/17, 2:00 pm, 110 S
SB 142	Relating to Safe Storage of Loaded Firearms	Farmer	Safe Storage of Loaded Firearms; Revising the locations and circumstances in which a loaded firearm is required to be kept or secured with a trigger lock; deleting provisions relating to conditions for committing the crime of failing to safely store, leave, or secure a loaded firearm in a specified manner, etc. Effective Date: 10/1/2017	12/12/2016 SENATE Filed 12/20/2016 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules
SB 150	Relating to Controlled Substances	Steube	Controlled Substances; Providing that certain emergency responders and crime laboratory personnel may possess, store, and administer emergency opioid antagonists; adding certain synthetic opioid substitute compounds to the list of Schedule I controlled substances; revising the substances that constitute the offenses of trafficking and capital trafficking in, and capital importation of, hydrocodone and oxycodone; revising the mitigating circumstances under which a departure from the lowest permissible sentence is reasonably justified, etc. Effective Date: 10/1/2017	4/21/2017 SENATE On Committee agenda - Appropriations, 04/25/17, 9:00 am, 412 K 4/25/2017 SENATE Favorable with CS by Appropriations; 14 Yeas, 2 Nays 4/26/2017 SENATE Committee Substitute Text (C3) Filed
SB 154	Relating to Autism Awareness Training for Law Enforcement Officers	Thurston, Jr.	Autism Awareness Training for Law Enforcement Officers; Requiring the Department of Law Enforcement to establish an online continued employment training component relating to autism spectrum disorder, etc. Effective Date: 10/1/2017	4/5/2017 SENATE Favorable with CS by Appropriations; 17 Yeas, 0 Nays 4/7/2017 SENATE Committee Substitute Text (C2) Filed 4/13/2017 SENATE Placed on Calendar, on 2nd reading

HB 163	Relating to Public Records	Burgess	Public Records: Revises circumstances under which court must assess & award costs of enforcement against agency in civil action to enforce ch. 119, F.S.; specifies circumstances under which complainant is not required to provide written notice of public records request; prohibits assessment & award of costs of enforcement to complainant who acts with improper purpose; requires court to assess & award costs against complainant found to act with improper purpose. Effective Date: upon becoming a law	4/13/2017 HOUSE Placed on Special Order Calendar, 04/18/17 4/18/2017 HOUSE Placed on Special Order Calendar, 04/19/17 4/19/2017 HOUSE Read Second Time; Substituted for SB 0080; Laid on Table, Refer to SB 0080
SB 170	Relating to Prohibited Places for Weapons and Firearms	Braynon	Prohibited Places for Weapons and Firearms; Revising the locations where a licensee is prohibited from openly carrying a handgun or carrying a concealed weapon or firearm, etc. Effective Date: 7/1/2017	12/14/2016 SENATE Filed 1/10/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules
HB 183	Relating to Controlled Substances	Jacobs	Controlled Substances: Schedules Mitragynine & 7-Hydroxymitragynine, constituents of Kratom, in schedule of controlled substances; provides exception from scheduling for drug product approved by USDA which contains Mitragynine or 7-Hydroxymitragynine; reenacts related provisions. Effective Date: October 1, 2017	1/6/2017 HOUSE Filed 1/23/2017 HOUSE Referred to Criminal Justice Subcommittee; Justice Appropriations Subcommittee; Judiciary Committee 1/23/2017 HOUSE Now in Criminal Justice Subcommittee
HB 189	Relating to Suspension of Civil Rights	Shaw	Suspension of Civil Rights: Revises provisions related to suspension of civil rights to apply to persons convicted of capital or life felony. Effective Date: July 1, 2017	1/9/2017 HOUSE Filed 1/11/2017 HOUSE Withdrawn prior to introduction
SB 196	Relating to Judicial Resources	Flores	Judicial Resources; Requiring the Supreme Court to issue an annual report regarding certain cases; requiring the establishment of civil citation or similar diversion programs for juveniles in each county; requiring the Department of Juvenile Justice, beginning on a certain date, to collect specified information relating to children who qualify for prosecution as adults and for children who are transferred for criminal prosecution as adults. etc. Effective Date: 7/1/2017	4/18/2017 SENATE Placed on Calendar, on 2nd reading 4/26/2017 SENATE Placed on Special Order Calendar, 04/28/17 4/28/2017 SENATE Read Second Time; Substituted for HB 0301; Laid on Table, Refer to HB 0301
HB 205	Relating to Diversion Programs	Ahern	Diversion Programs: Encourages local prearrest diversion programs for certain adult offenders; requires that adult issued civil citation fulfill community service requirement & pay restitution; permits criminal charges if adult fails to complete program; prohibits arrest record from being associated with certain offense for adult who successfully completes program; requires, rather than authorizes, FDLE to adopt rules to provide for expunction of certain nonjudicial records of arrest of minor upon successful completion of certain diversion programs; authorizes such expunctions for certain first-time misdemeanor offenses; requires diversion program to submit specified data to DJJ. Effective Date: July 1, 2017	4/20/2017 HOUSE Favorable with CS by Judiciary Committee; 16 Yeas, 1 Nay 4/21/2017 HOUSE Committee Substitute Text (C2) Filed 4/25/2017 HOUSE Placed on Calendar, on 2nd reading

HB 213	Relating to Juvenile Civil Citation and Similar Diversion Programs	Brown	Juvenile Civil Citation and Similar Diversion Programs: Requires establishment of civil citation or similar diversion programs for juveniles; specifies program eligibility, participation, & implementation requirements; provides exceptions; provides applicability. Effective Date: July 1, 2017	1/11/2017 HOUSE Filed 1/23/2017 HOUSE Referred to Criminal Justice Subcommittee; Justice Appropriations Subcommittee; Judiciary Committee 1/23/2017 HOUSE Now in Criminal Justice Subcommittee
HB 219	Relating to Crisis Intervention by Law Enforcement Officers	Stafford	Crisis Intervention by Law Enforcement Officers: Requires FDLE to establish employment training component relating to crisis intervention; specifies instruction to be included in training component; provides that completion of training shall count toward continued employment instruction requirements; provides requirements for public safety dispatchers & 911 operators. Effective Date: October 1, 2017	1/11/2017 HOUSE Filed 1/23/2017 HOUSE Referred to Criminal Justice Subcommittee; Justice Appropriations Subcommittee; Judiciary Committee 1/23/2017 HOUSE Now in Criminal Justice Subcommittee
HB 245	Relating to Self-Defense Immunity	Payne	Self-Defense Immunity: Provides that when a prima facie claim of self-defense is raised in a criminal pretrial immunity hearing, burden of proof shifts to the party seeking to overcome immunity claim. Effective Date: upon becoming a law	3/27/2017 HOUSE Placed on Calendar, on 2nd reading 3/30/2017 HOUSE Placed on Special Order Calendar, 04/04/17 4/4/2017 HOUSE Substituted for SB 0128; Laid on Table, Refer to SB 0128
SB 246	Relating to Public Records	Garcia	Public Records; Revising the circumstances under which a court must assess and award the reasonable costs of enforcement against an agency in a civil action to enforce ch. 119, F.S.; prohibiting a court from assessing and awarding the reasonable costs of enforcement against an agency if certain conditions exist; specifying circumstances under which a complainant is not required to provide certain written notice of a public records request, etc. Effective Date: Upon becoming a law	1/5/2017 SENATE Filed 1/12/2017 SENATE Referred to Governmental Oversight and Accountability; Community Affairs; Judiciary; Rules
HB 271	Relating to Selection and Duties of County Officers	Cortes (B)	Selection and Duties of County Officers: Proposes amendment to State Constitution to remove authority for county charter to provide for choosing certain county officers other than by election, to prohibit special law to provide for choosing tax collector other than by election, to authorize abolition of county office & transfer of duties only by approval of county voters, & to remove authority for county charter to transfer certain duties of clerk of circuit court.	3/17/2017 HOUSE On Committee agenda - Local, Federal & Veterans Affairs Subcommittee, 03/21/17, 12:30 pm, 12 H 3/21/2017 HOUSE Favorable by Local, Federal & Veterans Affairs Subcommittee; 7 Yeas, 4 Nays 3/21/2017 HOUSE Now in Judiciary Committee

HB 287	Relating to Criminal Sentencing	Alexander	Criminal Sentencing: Provides that sentencing guidelines of Criminal Punishment Code are recommendations for sentencing & are not mandatory; revises provisions concerning departures from recommended sentences; conforms provisions. Effective Date: July 1, 2017	1/25/2017 HOUSE Referred to Criminal Justice Subcommittee; Justice Appropriations Subcommittee; Judiciary Committee 1/25/2017 HOUSE Now in Criminal Justice Subcommittee 3/1/2017 Bill to be Discussed During the Office of EDR's Criminal Justice Impact Conference, 03/02/17, 9:00 am, 117 K (No Votes Will Be Taken)
HB 291	Relating to Exempting Law Enforcement Officers from Handgun Purchase Waiting Period	Hahnfeldt	Exempting Law Enforcement Officers from Handgun Purchase Waiting Period: Proposes amendments to s. 8 of Art. I & s. 5 of Art. VIII of State Constitution to exempt certain law enforcement officers from 3-day waiting period for handgun purchases under state law & criminal history records check & 3 to 5-day waiting period for firearm purchases under county ordinance.	4/26/2017 HOUSE Temporarily Postponed on Third Reading 4/27/2017 HOUSE Temporarily Postponed on Third Reading 4/28/2017 HOUSE Temporarily Postponed on Third Reading
SB 296	Relating to Statements Made by a Criminal Defendant	Bracy	Statements Made by a Criminal Defendant; Requiring that hearsay statements made during certain custodial interrogations comply with specified requirements in order to be admissible; describing circumstances in which an oral, written, or sign-language statement made by an interrogee during a custodial interrogation is presumed inadmissible as evidence against such person unless certain requirements are met; providing for the admissibility of certain statements of an interrogee when made in certain proceedings or when obtained by federal officers or officers from other jurisdictions, etc. Effective Date: 7/1/2017	2/13/2017 SENATE On Committee agenda - Criminal Justice, 02/21/17, 9:00 am, 37 S 2/21/2017 SENATE Favorable by Criminal Justice; 7 Yeas, 0 Nays 2/21/2017 SENATE Now in Judiciary
HB 305	Relating to Law Enforcement Body Cameras	Harrison	Law Enforcement Body Cameras: Requires law enforcement agencies to establish policies & procedures authorizing officer's review of camera footage of incident before writing report or providing statement; provides exception. Effective Date: July 1, 2017	4/19/2017 SENATE Read Third Time; Passed (Vote: 38 Yeas / 0 Nays); Immediately certified 4/19/2017 HOUSE Ordered enrolled 4/19/2017 HOUSE Enrolled Text (ER) Filed
SB 312	Relating to Eyewitness Identification	Baxley	Eyewitness Identification; Citing this act as the □Eyewitness Identification Reform Act□; requiring state, county, municipal, or other law enforcement agencies that conduct lineups to follow specified procedures; requiring the Criminal Justice Standards and Training Commission to create educational materials and provide training programs on how to conduct lineups, etc. Effective Date: 10/1/2017	4/24/2017 HOUSE Placed on Special Order Calendar, 04/27/17 4/27/2017 HOUSE Substituted for HB 0643; Read Second Time; Placed on Third Reading, 04/28/17 4/28/2017 HOUSE Read Third Time; Passed (Vote: 117 Yeas / 1 Nays)

HB 343	Relating to Payment Card Offenses	Asencio	Payment Card Offenses: Revises elements of offenses of using scanning device or reencoder with intent to defraud; prohibits use of skimming device with intent to defraud; prohibits possession, sale, or delivery of skimming device. Effective Date: October 1, 2017	4/28/2017 HOUSE Read Third Time; Passed (Vote: 118 Yeas / 0 Nays) 4/28/2017 SENATE In Messages 4/28/2017 SENATE Received; Referred to Criminal Justice; Appropriations Subcommittee on Criminal and Civil Justice; Appropriations
HB 405	Relating to Law Enforcement Officer Body Cameras	Newton	Law Enforcement Officer Body Cameras: Specifies minimum retention period for law enforcement officer body camera data. Effective Date: July 1, 201	1/23/2017 HOUSE Filed 2/6/2017 HOUSE Referred to Criminal Justice Subcommittee; Appropriations Committee; Judiciary Committee 2/6/2017 HOUSE Now in Criminal Justice Subcommittee
SB 448	Relating to Prearrest Diversion Programs	Brandes	Prearrest Diversion Programs; Encouraging local communities and public or private educational institutions to implement prearrest diversion programs for certain offenders; authorizing law enforcement officers, at their sole discretion, to issue a civil citation to adults under specified circumstances; requiring an adult who is issued a civil citation by a participating law enforcement agency to report for intake as required by the prearrest diversion program, etc. Effective Date: 7/1/2017	4/10/2017 SENATE On Committee agenda - Appropriations Subcommittee on Criminal and Civil Justice, 04/13/17, 1:00 pm, 37 S 4/13/2017 SENATE Favorable with CS by Appropriations Subcommittee on Criminal and Civil Justice; 5 Yeas, 0 Nays 4/17/2017 SENATE Now in Appropriations
HB 457	Relating to Terrorism and Terrorist Activities	Gonzalez	Terrorism and Terrorist Activities: Provides that violation of specified provisions in furtherance of certain objectives is crime of terrorism; prohibits person from using military-type training from designated foreign terrorist organizations; prohibits providing material support or resources to or engaging in other specified actions in connection with designated foreign terrorist organizations; provides penalties for person who willfully becomes member of designated foreign terrorist organization & serves with intent to further illegal acts; provides penalties for intentionally disseminating or spreading contagious, communicable, or infectious disease among crops, poultry, livestock, or other animals. Effective Date: October 1, 2017	4/27/2017 HOUSE Read Second Time; Placed on Third Reading, 04/28/17 4/28/2017 HOUSE Read Third Time; Passed (Vote: 118 Yeas / 0 Nays) 4/28/2017 SENATE In Messages
SB 462	Relating to Sentencing	Book	Sentencing; Prohibiting a sentencing court from crediting a defendant for the length of time he or she is determined to have malingered or feigned an illness; providing an exception to the requirement that a sentencing court allow a defendant credit for a specified time served, etc. Effective Date: 7/1/2017	1/24/2017 SENATE Filed 2/9/2017 SENATE Referred to Criminal Justice; Judiciary; Appropriations Subcommittee on Criminal and Civil Justice; Appropriations 3/1/2017 Bill to be Discussed During the Office of EDR's Criminal Justice Impact Conference, 03/02/17, 9:00 am, 117 K (No Votes Will Be Taken)

SB 476	Relating to Terrorism and Terrorist Activities	Bean	Terrorism and Terrorist Activities; Extending the applicability of the definition of the term □terrorism□ to other sections of ch. 775, F.S.; prohibiting a person from using, attempting to use, or conspiring to use military-type training received from a designated foreign terrorist organization for certain purposes; prohibiting a person from providing material support or resources, or engaging in other specified actions, to violate specified criminal provisions, etc. Effective Date: 10/1/2017	4/18/2017 SENATE Favorable by Appropriations Subcommittee on Criminal and Civil Justice; 5 Yeas, 0 Nays 4/19/2017 SENATE Now in Appropriations 4/28/2017 SENATE On Committee agenda - Appropriations, 05/01/17, 8:00 am, 412 K - PCS
HB 511	Relating to Service of Process	Killebrew	Service of Process: Revises authority of special process servers; requires that civil witness subpoenas be served by certain persons; requires that electronic service be made only by certain authorized individuals; revises requirements for documenting service of process; revises requirements for service on limited liability companies; revises requirements for return-of-service forms; authorizes certain persons to electronically sign return-of-service forms; revises authority of certified process servers; authorizes use of electronic means for constructive service by publication; requires that electronic service by publication be made only in certain circumstances by certain authorized individuals. Effective Date: July 1, 2017	1/24/2017 HOUSE Filed 2/6/2017 HOUSE Referred to Civil Justice & Claims Subcommittee; Judiciary Committee 2/6/2017 HOUSE Now in Civil Justice & Claims Subcommittee
HB 513	Relating to Law Enforcement Body Cameras	Jacquet	Law Enforcement Body Cameras: Requires that law enforcement agencies with officers who engage in routine traffic stops require officers engaging in such stops to wear & use body cameras on or before specified date. Effective Date: July 1, 2017	1/24/2017 HOUSE Filed 2/6/2017 HOUSE Referred to Criminal Justice Subcommittee; Transportation & Tourism Appropriations Subcommittee; Judiciary Committee 2/6/2017 HOUSE Now in Criminal Justice Subcommittee
SB 524	Relating to Sales and Use Tax on Investigation and Detective Services	Steube	Sales and Use Tax on Investigation and Detective Services; Providing that fingerprint services required for a license to carry a concealed weapon or firearm are not subject to the tax, etc. Effective Date: 7/1/2017	4/20/2017 SENATE On Committee agenda - Appropriations, 04/25/17, 9:00 am, 412 K 4/25/2017 SENATE Favorable by Appropriations; 15 Yeas, 1 Nay 4/25/2017 SENATE Placed on Calendar, on 2nd reading
HB 527	Relating to Sentencing for Capital Felonies	Sprowls	Sentencing for Capital Felonies: Requires jury's recommendation of sentence of death to be unanimous; requires jury to recommend life imprisonment without possibility of parole if jury does not unanimously recommend sentence of death. Effective Date: upon becoming a law	3/6/2017 HOUSE Placed on Special Order Calendar for 03/09/2017 3/9/2017 HOUSE Read Second Time; Placed on Third Reading, 03/10/17 3/10/2017 HOUSE Substituted for SB 0280; Laid on Table, Refer to SB 0280

SB 546	Relating to Arrest Booking Photographs	Bracy	Arrest Booking Photographs; Prohibiting a criminal justice agency from electronically publishing arrest booking photographs of certain arrestees, etc. Effective Date: 10/1/2017	1/27/2017 SENATE Filed 2/9/2017 SENATE Referred to Criminal Justice; Governmental Oversight and Accountability; Rules
SB 548	Relating to Comprehensive Case Information System	Bracy	Comprehensive Case Information System; Requiring that the Comprehensive Case Information System be developed, operated, and maintained by the Florida Association of Court Clerks and Comptrollers, Inc., as agent of the clerks of the circuit court; authorizing the association to transfer ownership and operation of the system to an intergovernmental authority created by the clerks of the circuit court pursuant to a specified act, etc. Effective Date: 7/1/2017	3/27/2017 SENATE Favorable with CS by Criminal Justice; 7 Yeas, 0 Nays 3/28/2017 SENATE Committee Substitute Text (C1) Filed 3/29/2017 SENATE Now in Judiciary
SB 588	Relating to Drug Overdoses	Passidomo	Drug Overdoses; Requiring a hospital with an emergency department to develop a best practices policy to promote the prevention of unintentional drug overdoses; authorizing certain entities to report controlled substance overdoses to the Department of Health; providing immunity for persons who make reports in good faith; providing that a failure to report is not a basis for licensure discipline, etc. Effective Date: 10/1/2017	4/20/2017 SENATE On Committee agenda - Rules, 04/25/17, 2:00 pm, 110 S 4/25/2017 SENATE Favorable with CS by Rules; 12 Yeas, 0 Nays 4/26/2017 SENATE Committee Substitute Text (C3) Filed
SB 610	Relating to Firearms	Steube	Firearms; Requiring a business, organization, or entity that prohibits a concealed weapon or firearm licensee from carrying a weapon or firearm onto its property to assume certain responsibility for the safety and defense of such licensee; providing a cause of action for a concealed weapon or firearm licensee who incurs injury, death, damage, or loss as the result of certain acts or attacks occurring on the property of such business, organization, or entity or on other specified properties, etc. Effective Date: 7/1/2017	1/31/2017 SENATE Filed 2/9/2017 SENATE Referred to Judiciary; Appropriations; Rules
SB 614	Relating to Medical Marijuana	Brandes	Medical Marijuana; Creating the "Florida Medical Marijuana Act"; authorizing a qualifying patient or his or her caregiver to purchase, acquire, and possess up to the allowed amount of marijuana, medical marijuana products, and associated paraphernalia for a qualifying patient□s medical use; providing that a physician must certify, on a specified form, that a patient is suffering from a debilitating medical condition and that the benefits to the patient of using marijuana outweigh the potential health risks before a patient may register with the department and obtain a registry identification card; requiring that the department create a secure, online, electronic medical marijuana patient registry containing a file containing specified information for each qualifying patient, caregiver, and certifying physician, etc. Effective Date: Upon becoming a law	2/1/2017 SENATE Filed 2/16/2017 SENATE Referred to Health Policy; Appropriations Subcommittee on Health and Human Services; Appropriations

SB 616	Relating to Concealed Weapons or Firearms	Steube	Concealed Weapons or Firearms; Authorizing a concealed weapons or concealed firearms licensee to temporarily surrender a weapon or firearm if the licensee approaches courthouse security or management personnel upon arrival and follows their instructions, etc. Effective Date: 7/1/2017	4/26/2017 SENATE Placed on Calendar, on 2nd reading 4/26/2017 SENATE Placed on Special Order Calendar, 04/27/17 4/27/2017 SENATE Read Second Time; Placed on Third Reading, 04/28/17
SB 618	Relating to Concealed Weapons and Firearms	Steube	Concealed Weapons and Firearms; Authorizing a concealed weapons or concealed firearms licensee to carry a concealed weapon or firearm into any area of an airport excluding the sterile area, etc. Effective Date: 7/1/2017	2/1/2017 SENATE Filed 2/16/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules
SB 620	Relating to Concealed Weapons or Firearms	Steube	Concealed Weapons or Firearms; Authorizing a concealed weapons or concealed firearms licensee to carry a concealed weapon or firearm into any meeting or committee meeting of the Legislature, etc. Effective Date: 7/1/2017	2/1/2017 SENATE Filed 2/16/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules
HB 621	Relating to Sheriff Budgets	Jacobs	Sheriff Budgets: Authorizes sheriff to transfer funds among specified budget appropriations for certain expenditures. Effective Date: July 1, 2017	2/2/2017 HOUSE Filed 2/9/2017 HOUSE Referred to Local, Federal & Veterans Affairs Subcommittee; Government Accountability Committee 2/9/2017 HOUSE Now in Local, Federal & Veterans Affairs Subcommittee
SB 622	Relating to Concealed Weapons or Firearms	Steube	Concealed Weapons or Firearms; Prohibiting a concealed weapons or concealed firearms licensee from carrying a concealed weapon or firearm into any athletic event for a K-12 school, college, or university which is not related to firearms; deleting an exception authorizing a student, employee, or faculty licensee to carry specified nonlethal weapons, etc. Effective Date: 7/1/2017	2/1/2017 SENATE Filed 2/16/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Appropriations; Rules
SB 624	Relating to Body Cameras	Steube	Body Cameras; Requiring law enforcement agencies that permit law enforcement officers to wear body cameras to establish policies and procedures that include a provision permitting a law enforcement officer using a body camera to review body camera footage before taking certain actions, etc. Effective Date: 7/1/2017	4/6/2017 SENATE Placed on Calendar, on 2nd reading 4/13/2017 SENATE Placed on Special Order Calendar, 04/18/17 4/18/2017 SENATE Read Second Time; Substituted for HB 0305; Laid on Table, Refer to HB 0305
SB 626	Relating to Concealed Weapons or Firearms	Steube	Concealed Weapons or Firearms; Authorizing a concealed weapons or concealed firearms licensee to carry a concealed weapon or firearm into any meeting of the governing body of a county, public school district, municipality, or special district, etc. Effective Date: 7/1/2017	2/1/2017 SENATE Filed 2/16/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules
SB 640	Relating to Concealed Weapons or Firearms	Steube	Concealed Weapons or Firearms; Authorizing a concealed weapons or concealed firearms licensee to carry a concealed weapon or firearm into any career center, etc. Effective Date: 7/1/2017	2/1/2017 SENATE Filed 2/16/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules

HB 643	Relating to Eyewitness Identification	Harrell	Eyewitness Identification: Requires law enforcement agencies that conduct lineups to follow specified procedures; requires eyewitnesses to sign acknowledgment that they have received instructions about lineup procedures; requires lineup administrators to document refusal of eyewitness to acknowledge receipt; specifies remedies for failing to adhere to procedures; requires Criminal Justice Standards & Training Commission to create educational materials & provide training. Effective Date: October 1, 2017	4/20/2017 HOUSE Placed on Calendar, on 2nd reading 4/24/2017 HOUSE Placed on Special Order Calendar, 04/27/17 4/27/2017 HOUSE Substituted for SB 0312; Laid on Table, Refer to SB 0312
SB 644	Relating to Openly Carrying A Handgun	Steube	Openly Carrying A Handgun; Authorizing a concealed weapons or firearms licensee to openly carry a handgun, etc. Effective Date: 7/1/2017	2/1/2017 SENATE Filed 2/16/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules
SB 646	Relating to Weapons And Firearms	Steube	Weapons And Firearms; Providing that a person licensed to carry a concealed weapon or firearm who is lawfully carrying a firearm does not violate certain provisions if the firearm is temporarily and openly displayed; authorizing each member of the Florida Cabinet to carry a concealed weapon or firearm if he or she is licensed to carry a concealed weapon or firearm and does not have full-time security provided by the Department of Law Enforcement, etc. Effective Date: 7/1/2017	3/7/2017 SENATE Temporarily Postponed by Judiciary 3/23/2017 SENATE On Committee agenda - Judiciary, 03/28/17, 3:00 pm, 110 S 3/28/2017 SENATE Temporarily postponed by Judiciary
SB 648	Relating to Weapons and Firearms	Book	Weapons and Firearms; Increasing the penalties for a person who exhibits a weapon in a certain way in the presence of one or more persons on or near a school or school activity; creating criminal penalties for the discharge of a firearm obtained by the minor if a person violates certain provisions, etc. Effective Date: 7/1/2017	2/2/2017 SENATE Filed 2/16/2017 SENATE Referred to Criminal Justice; Judiciary; Appropriations
SB 652	Relating to Sheriff Budgets	Book	Sheriff Budgets; Authorizing a sheriff to transfer funds among any of the budget appropriations for specified expenditures, etc. Effective Date: 7/1/2017	2/2/2017 SENATE Filed 2/16/2017 SENATE Referred to Community Affairs; Criminal Justice; Rules
HB 673	Relating to Exceptions to Requirements for the Purchase and Sale of Firearms	Hahnfeldt	Exceptions to Requirements for the Purchase and Sale of Firearms: Exempts certain law enforcement officers from 3-day waiting period when purchasing handgun; exempts concealed weapon licensees & certain law enforcement officers from specified county criminal history records checks & waiting period requirements when purchasing firearm. Effective Date: on the effective date of the amendment to the State Constitution proposed in HJR 291 or a similar joint resolution	4/26/2017 HOUSE Temporarily Postponed on Third Reading 4/27/2017 HOUSE Temporarily Postponed on Third Reading 4/28/2017 HOUSE Temporarily Postponed on Third Reading

SB 680	Relating to Bail Bonds	Baxley	Bail Bonds; Revising legislative intent concerning the obligations of a bail bond agent; revising the commitments and obligations of a bail bond agent; revising the circumstances under which a surety bond deposited as bail must be forfeited, etc. Effective Date: 7/1/2017	4/17/2017 SENATE Now in Rules 4/27/2017 SENATE On Committee agenda - Rules, 04/28/17, 10:30 am, 110 S 4/28/2017 SENATE Favorable by Rules; 10 Yeas, 0 Nays
HB 697	Relating to Federal Immigration Enforcement	Metz	Federal Immigration Enforcement: Designates act "Rule of Law Adherence Act"; prohibits sanctuary policies; requires state & local governmental agencies to comply with & support enforcement of federal immigration law; provides requirements concerning immigration detainers & certain arrested persons; prohibits restrictions on transfer of certain information related to enforcement of immigration law; authorizes law enforcement agency to transport unauthorized alien; authorizes ordinances for recovery immigration detainer costs; provides whistle-blower protections for certain officials; requires AG to prescribe format for complaints; provides injunctive relief & civil penalties; prohibits expenditure of public funds for specified purposes; provides cause of action for personal injury or wrongful death attributed to sanctuary policy; prohibits discrimination on specified grounds; provides for implementation; requires repeal of existing sanctuary policies. Effective Date: July 1, 2017	4/27/2017 HOUSE Read Second Time; Amendment Adopted (293867); Placed on Third Reading, 04/28/17 4/27/2017 HOUSE Engrossed Text (E1) Filed 4/28/2017 HOUSE Read Third Time; Passed (Vote: 76 Yeas / 41 Nays)
HB 715	Relating to Special Assessment for Law Enforcement Services	Russell	Special Assessment for Law Enforcement Services: Authorizes municipalities to levy special assessments to fund costs of providing law enforcement services; requires municipalities to adopt ordinances & reduce ad valorem millage; provides methodology for apportionment of special assessment & reduction of ad valorem millage; requires property appraiser to list special assessments on notices of property taxes; specifies exceptions to reduction of ad valorem millage by more than certain percentage. Effective Date: July 1, 2017	2/8/2017 HOUSE Filed 2/15/2017 HOUSE Referred to Local, Federal & Veterans Affairs Subcommittee; Ways & Means Committee; Government Accountability Committee 2/15/2017 HOUSE Now in Local, Federal & Veterans Affairs Subcommittee
HB 721	Relating to Selection and Duties of County Sheriff	Fischer	Selection and Duties of County Sheriff: Removes authority for county charter to provide for choosing a sheriff in manner other than by election or to transfer duties of a sheriff or abolish office of a sheriff. Amendment takes effect January 8, 2019, if approved. Effective Date: Not Specified	4/20/2017 HOUSE Committee Substitute Text (C3) Filed 4/21/2017 HOUSE Placed on Calendar, on 2nd reading 4/25/2017 HOUSE Placed on Special Order Calendar, 04/28/17

HB 779	Relating to Weapons and Firearms	Combee	Weapons and Firearms: Removes statement of applicability relating to violations of carrying concealed weapon or firearm; reduces penalties applicable to person licensed to carry concealed weapon or firearm for first or second violation of specified provisions relating to openly carrying weapons; makes fine payable to clerk of court; provides that person licensed to carry concealed weapon or firearm does not violate certain provisions if firearm is temporarily & openly displayed. Effective Date: July 1, 2017	4/5/2017 HOUSE Read Third Time; Passed (Vote: 80 Yeas / 34 Nays) 4/12/2017 SENATE In Messages 4/13/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules
HB 803	Relating to Licenses to Carry Concealed Weapons or Firearms	Hahnfeldt	Licenses to Carry Concealed Weapons or Firearms: Removes restrictions on places where persons holding licenses to carry concealed weapons or firearms may carry. Effective Date: July 1, 2017	2/13/2017 HOUSE Filed 2/23/2017 HOUSE Referred to Criminal Justice Subcommittee; Justice Appropriations Subcommittee; Judiciary Committee 2/23/2017 HOUSE Now in Criminal Justice Subcommittee
HB 809	Relating to Firearm Purchases	DuBose	Firearm Purchases: Requires FDLE to include questions concerning potential firearm buyer's criminal history or other information relating to person's eligibility to make purchase on standard form for potential buyers; requires FDLE to notify law enforcement officials when potential sale or transfer receives nonapproval number; provides requirements for such notice. Effective Date: upon becoming a law	2/14/2017 HOUSE Filed 2/23/2017 HOUSE Referred to Criminal Justice Subcommittee; Justice Appropriations Subcommittee; Judiciary Committee 2/23/2017 HOUSE Now in Criminal Justice Subcommittee
HB 819	Relating to Firearms	Byrd	Firearms: Requires business, organization, or entity that prohibits concealed weapon or firearm licensee from carrying weapon or firearm onto its property to assume certain responsibility for safety & defense of such licensee; provides that such responsibility extends to conduct of certain people & animals; provides cause of action for concealed weapon or firearm licensee who incurs injury, death, damage, or loss as result of certain acts or attacks occurring on property of such business, organization, or entity. Effective Date: July 1, 2017	2/14/2017 HOUSE Filed 2/23/2017 HOUSE Referred to Criminal Justice Subcommittee; Careers & Competition Subcommittee; Judiciary Committee 2/23/2017 HOUSE Now in Criminal Justice Subcommittee
SB 828	Relating to Law Enforcement Body Cameras	Powell	Law Enforcement Body Cameras; Requiring that law enforcement agencies with officers who engage in routine traffic stops require officers engaging in such stops to wear and use body cameras on or before a specified date, etc. Effective Date: 7/1/2017	2/9/2017 SENATE Filed 2/23/2017 SENATE Referred to Criminal Justice; Judiciary; Community Affairs; Appropriations
SB 832	Relating to Unmanned Devices	Young	Unmanned Devices; Authorizing operation of personal delivery devices within a county or municipality under certain circumstances; exempting personal delivery devices from certain registration and insurance requirements; creating the "Unmanned Aircraft Systems Act," etc. Effective Date: 7/1/2017	4/20/2017 SENATE On Committee agenda - Rules, 04/25/17, 2:00 pm, 110 S 4/25/2017 SENATE Favorable with CS by Rules; 12 Yeas, 0 Nays 4/26/2017 SENATE Committee Substitute Text (C2) Filed

HB 849	Relating to Concealed Weapons and Firearms on Private School Property	Combee	Concealed Weapons and Firearms on Private School Property: Provides that persons licensed to carry concealed weapon & concealed firearm are not prohibited by specified laws from such carry on certain private school property. Effective Date: July 1, 2017	4/19/2017 SENATE Withdrawn from Judiciary, Education, Rules; Placed on Calendar, on 2nd reading; Substituted for SB 1330; Read Second Time; Amendment Adopted (138870); Placed on Third Reading, 04/26/17 4/26/2017 SENATE Read Third Time; Passed (Vote: 22 Yeas / 13 Nays) 4/26/2017 HOUSE In returning messages
SB 858	Relating to Search Warrants	Stargel	Search Warrants; Expanding the grounds for issuance of a search warrant to include blood if it constitutes evidence relevant to proving that misdemeanor driving under the influence has been committed; providing that specified rights or privileges do not preclude the issuance of a search warrant for blood in a driving under the influence case which is considered an additional method to secure evidence subsequent to various other methods, etc. Effective Date: 7/1/2017	2/10/2017 SENATE Filed 2/23/2017 SENATE Referred to Criminal Justice; Transportation; Judiciary; Rules
HB 893	Relating to Correctional Privatization	Richardson	Correctional Privatization: Transfers duties of DMS concerning private correctional facilities to DOC. Effective Date: July 1, 2017	3/24/2017 HOUSE On Committee agenda - Criminal Justice Subcommittee, 03/28/17, 12:00 pm, 404 H 3/28/2017 HOUSE Favorable by Criminal Justice Subcommittee; 7 Yeas, 6 Nays 3/28/2017 HOUSE Now in Appropriations Committee
HB 895	Relating to Search Warrants	Killebrew	Search Warrants: Expands grounds for issuance of search warrant to include blood if it is evidence relevant to misdemeanor DUI; provides that specified rights or privileges do not preclude search warrant for blood in DUI case; authorizes search warrant for blood in misdemeanor DUI case only after refusal to submit to required breath/urine/blood testing. Effective Date: July 1, 2017	3/1/2017 HOUSE Now in Criminal Justice Subcommittee 3/13/2017 HOUSE On Committee agenda - Criminal Justice Subcommittee, 03/15/17, 9:00 am, 404 H 3/15/2017 HOUSE Temporarily Postponed by Criminal Justice Subcommittee
SB 908	Relating to Licenses to Carry Concealed Weapons or Firearms	Baxley	Licenses to Carry Concealed Weapons or Firearms; Authorizing persons holding licenses to carry concealed weapons or firearms to carry concealed weapons or firearms in secure and restricted areas of seaports and at school-sponsored events or on school property; authorizing persons holding licenses to carry concealed firearms to carry concealed firearms in pharmacies, etc. Effective Date: 7/1/2017	2/13/2017 SENATE Filed 2/23/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Appropriations; Rules

SB 910	Relating to Exempting Law Enforcement Officers from the Waiting Period for Handgun Purchases	Baxley	Exempting Law Enforcement Officers from the Waiting Period for Handgun Purchases; Proposing amendments to the State Constitution to exempt law enforcement officers from the 3-day waiting period for handgun purchases under state law and under any county ordinance requiring a waiting period for handgun purchases, etc.	2/23/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules 3/2/2017 SENATE On Committee agenda - Judiciary, 03/07/17, 4:00 pm, 110 S 3/7/2017 SENATE Temporarily Postponed by Judiciary
SB 912	Relating to Exceptions to Requirements for the Purchase and Sale of Firearms	Baxley	Exceptions to Requirements for the Purchase and Sale of Firearms; Exempting certain qualified law enforcement officers and qualified retired law enforcement officers from the 3-day waiting period for purchasing a handgun; exempting concealed weapon or concealed firearm licensees and certain current and retired law enforcement officers from certain county criminal history and waiting period requirements when purchasing a firearm, etc. Effective Date: On the effective date of the amendment to the State Constitution proposed in SJR 910 or a similar joint resolution, if approved by a vote of the electors in the general election held in November 2018 or at an earlier special election specifically authorized by law for such purpose	2/23/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules 3/2/2017 SENATE On Committee agenda - Judiciary, 03/07/17, 4:00 pm, 110 S 3/7/2017 SENATE Temporarily Postponed by Judiciary
SB 918	Relating to Driving Under the Influence	Simmons	Driving Under the Influence; Authorizing a court to order placement of an ignition interlock device as a condition of probation, subject to certain requirements; requiring the court to withhold adjudication if a person convicted of a certain offense voluntarily places, or if the court orders placement of, an ignition interlock device, under certain circumstances; requiring a court that imposes the use of an ignition interlock device to provide certain discounts on the monthly leasing fee for the device, if the person documents that he or she meets certain income requirements, etc. Effective Date: 10/1/2017	4/19/2017 SENATE Favorable with CS by Transportation; 4 Yeas, 0 Nays 4/20/2017 SENATE Committee Substitute Text (C2) Filed 4/21/2017 SENATE Now in Appropriations
SB 932	Relating to Special Assessment for Law Enforcement Services	Thurston, Jr.	Special Assessment for Law Enforcement Services; Authorizing a municipality to levy a special assessment to fund the costs of providing law enforcement services under certain circumstances; requiring the municipality to reduce its ad valorem millage to levy the special assessment; specifying exceptions to the reduction of the ad valorem millage by more than a certain percentage, etc. Effective Date: 7/1/2017	2/14/2017 SENATE Filed 2/23/2017 SENATE Referred to Community Affairs; Appropriations Subcommittee on Finance and Tax; Appropriations
HB 939	Relating to Use or Operation of a Drone by Certain Offenders	Metz	Use or Operation of a Drone by Certain Offenders: Prohibits use or operation of drone by certain offenders for purpose of viewing or recording image of minor in specified locations; assigns offense severity ranking in Criminal Punishment Code. Effective Date: October 1, 2017	4/19/2017 HOUSE Read Third Time; Passed (Vote: 119 Yeas / 0 Nays) 4/20/2017 SENATE In Messages 4/20/2017 SENATE Received; Referred to Criminal Justice; Appropriations Subcommittee on Criminal and Civil Justice; Appropriations

SB 960	Relating to Law Enforcement Certification	Bracy	Law Enforcement Certification; Requiring law enforcement, correctional, and correctional probation officers to pass a job-related psychological evaluation performed by a mental health professional before initial employment or appointment; requiring all officers to pass such psychological evaluation every 4 years as a condition of continued employment or appointment, etc. Effective Date: 7/1/2017	2/15/2017 SENATE Filed 2/23/2017 SENATE Referred to Criminal Justice; Appropriations Subcommittee on Criminal and Civil Justice; Appropriations
HB 1027	Relating to Unmanned Aircraft	Yarborough	Unmanned Aircraft: Citing this act as the "Unmanned Aircraft Systems Act"; providing that the authority to regulate the ownership or operation of unmanned aircraft systems is vested in the state; prohibiting certain operation of an unmanned aircraft in relation to certain critical infrastructure facilities; prohibiting possession or operation of an unmanned aircraft or unmanned aircraft system with certain attached weapons or devices, etc. Effective Date: July 1, 2017	4/20/2017 HOUSE Read Third Time; Passed (Vote: 117 Yeas / 0 Nays) 4/25/2017 SENATE In Messages 4/25/2017 SENATE Received; Referred to Criminal Justice; Transportation; Communications, Energy, and Public Utilities; Rules
SB 1052	Relating to Justifiable Use of Force	Simmons	Justifiable Use of Force; Deleting a requirement that a person first be attacked in his or her dwelling, residence, or vehicle before using or threatening to use force, etc. Effective Date: 7/1/2017	4/27/2017 HOUSE Substituted for HB 0677; Read Second Time; Amendment Adopted (936359); Placed on Third Reading, 04/28/17 4/28/2017 HOUSE Read Third Time; Passed (Vote: 77 Yeas / 41 Nays) 4/28/2017 SENATE In returning messages
SB 1190	Relating to Use of Deadly Force	Bracy	Use of Deadly Force; Requiring a law enforcement agency to collect and report certain information regarding the use of deadly force to the Department of Law Enforcement; requiring the department to develop and provide a standardized reporting form and to provide for electronic submission of such information, etc. Effective Date: 7/1/2017	2/24/2017 SENATE Filed 3/6/2017 SENATE Referred to Criminal Justice; Appropriations; Rules
SB 1248	Relating to Breach of the Peace	Steube	Breach of the Peace; Deleting provisions that provide criminal penalties for certain conduct constituting a breach of the peace, etc. Effective Date: Upon becoming a law	4/17/2017 SENATE Favorable with CS by Criminal Justice; 6 Yeas, 1 Nay 4/19/2017 SENATE Committee Substitute Text (C1) Filed 4/19/2017 SENATE Now in Rules

HB 1305	Relating to Sovereign Immunity	Jenne	Sovereign Immunity: Revises requirements relating to waiver of sovereign immunity; requires judge to determine damages; provides certain damages be placed into trust; provides for distribution of damages in trust upon the death of a claimant; authorizes political subdivisions to insure for certain amounts to avoid claim bill; provides requirements with respect to such insurance; prohibits claim bill upon certain conditions; provides a remedy against insurers who act in bad faith; raises caps on damages for awards against local governments; provides for settlement above the cap on damages; provides for annual adjustment to the cap on damages against local governments; provides requirements for lobbyists of claim bills; removes a limitation on presenting claim to Legislature; limits ability to file claim bill; provides for applicability. Effective Date: October 1, 2017	3/6/2017 HOUSE Filed 3/10/2017 HOUSE Referred to Civil Justice & Claims Subcommittee; Appropriations Committee; Judiciary Committee 3/10/2017 HOUSE Now in Civil Justice & Claims Subcommittee
SB 1448	Relating to Public Records	Thurston, Jr.	Public Records; Creating an exception to the amount of time that a law enforcement agency is required to retain body camera recordings if a specified complaint is filed in a court of law or with the law enforcement agency, etc. Effective Date: 7/1/2017	3/2/2017 SENATE Filed 3/14/2017 SENATE Referred to Judiciary; Governmental Oversight and Accountability; Rules
SB 2504	Relating to State Employees	Appropriations	State Employees; Providing for the resolution of collective bargaining issues at impasse between the state and certified bargaining units of state employees, etc. Effective Date: 7/1/2017	4/13/2017 HOUSE Substituted for HB 5005; Read Second Time; Amendment Adopted (85369); Read Third Time; Passed (Vote: 78 Yeas / 37 Nays); Immediately certified; Passed the Senate bill as amended by the House and we accede to conference 4/14/2017 SENATE In returning messages 4/27/2017 Bill placed in Conference (Appropriations Conference Committee); House Conference Committee appointed: Appropriations Conference Committee: Representatives Trujillo (Chair), Moraitis (At Large), Berman (At Large), Bileca (At Large), Boyd (At Large), Caldwell (At Large), Cruz (At Large), Cummings (At Large), Diaz, J. (At Large), DuBose (At Large), McGhee (At Large), Metz (At Large), Moskowitz (At Large), Nunez (At Large), Oliva (At Large), Sprowls (At Large), Stafford (At Large), Stark (At Large); Senate Conference Committee appointed: Appropriations Conference Committee: Latvala

HB 2933	Relating to Palm Beach County Sheriff's Office for Expansion of the Unmanned Aircraft System	Abruzzo	Palm Beach County Sheriff's Office for Expansion of the Unmanned Aircraft System: Provides an appropriation for the Palm Beach County Sheriff's Office for Expansion of the Unmanned Aircraft System.APPROPRIATION: $728,378.00 Effective Date: July 1, 2017	2/10/2017 HOUSE Filed 2/23/2017 HOUSE Referred to Justice Appropriations Subcommittee; Appropriations Committee 2/23/2017 HOUSE Now in Justice Appropriations Subcommittee
HB 5007	Relating to Florida Retirement System	Government Accountabilit y Committee	Florida Retirement System: Provides for compulsory membership in the investment plan for certain employees in the Elected Officers' Class; prohibits cetain members of the Elected Officers' Class from joining Senior Management Service Class; authorizes renewed membership in retirement system for certain retirees who are reemployed in position eligible for Elected Officers' Class; provides for renewed membership in retirement system for certain retirees of Senior Management Service Optional Annuity Program; requires that certain retirees reemployed on or after specified date to be renewed members in investment plan; revises criteria for eligibility of payment of death benefits to surviving children of a Special Risk Class member killed in line of duty under specified circumstances; prohibits participation in pension plan; provides that certain retirees eligible for State University System Optional Retirement Program or State Community College System Optional Retirement Program are renewed members of that program; authorizes payment of death benefits to surviving spouse or surviving children of member in investment plan; adjusts employer contribution rates. Effective Date: July 1, 2017	4/6/2017 HOUSE Placed on Special Order Calendar, 04/12/17 4/12/2017 HOUSE Read Second Time; Amendment Failed (967965); Placed on Third Reading, 04/13/17 4/13/2017 HOUSE Read Third Time; Substituted for SB 7022; Laid on Table, Refer to SB 7022
HB 6001	Relating to Concealed Weapons and Firearms	Raburn	Concealed Weapons and Firearms: Revises areas of an airport where person is prohibited from openly carrying handgun or from carrying concealed weapon or firearm. Effective Date: July 1, 2017	11/23/2016 HOUSE Filed 1/9/2017 HOUSE Referred to Criminal Justice Subcommittee; Transportation & Infrastructure Subcommittee; Judiciary Committee 1/9/2017 HOUSE Now in Criminal Justice Subcommittee
HB 6005	Relating to Licenses to Carry Concealed Weapons or Firearms	Plakon	Licenses to Carry Concealed Weapons or Firearms: Removes provision prohibiting concealed carry licensees from openly carrying handgun or carrying concealed weapon or firearm into college or university facility. Effective Date: July 1, 2017	12/7/2016 HOUSE Filed 1/9/2017 HOUSE Referred to Criminal Justice Subcommittee; Post-Secondary Education Subcommittee; Judiciary Committee 1/9/2017 HOUSE Now in Criminal Justice Subcommittee

HB 6013	Relating to Return of Properly	Byrd	Return of Property: Removes provision requiring court to order return of pistol or firearm when pistol or firearm is taken by officer with search warrant or without search warrant upon viewing breach of peace. Effective Date: upon becoming a law	4/27/2017 HOUSE Read Second Time; Placed on Third Reading, 04/28/17 4/28/2017 HOUSE Read Third Time; Passed (Vote: 78 Yeas / 40 Nays) 4/28/2017 SENATE In Messages
HB 6039	Relating to Licenses to Carry Concealed Weapons or Firearms	Plakon	Licenses to Carry Concealed Weapons or Firearms: Deletes provisions prohibiting concealed carry licensees from openly carrying handgun or carrying concealed weapon or firearm into specified public meetings or into career centers. Effective Date: July 1, 2017	3/2/2017 HOUSE Filed 3/6/2017 HOUSE Referred to Criminal Justice Subcommittee; Oversight, Transparency & Administration Subcommittee; Judiciary Committee 3/6/2017 HOUSE Now in Criminal Justice Subcommittee
GAC4	Relating to Florida Retirement System	Government Accountabilit y Committee	PCB GAC 17-04 – Florida Retirement System	3/27/2017 HOUSE On Committee agenda - Government Accountability Committee, 03/29/17, 8:00 am, 17 H 3/29/2017 HOUSE Submitted as Committee Bill with Amendment by Government Accountability Committee; 14 Yeas, 8 Nays 3/30/2017 HOUSE Committee Bill Filed as H 5007

ATTACHMENT B: SUBCONTRACTOR AGREEMENT

CAPITALCITY
CONSULTING, L.L.C.

DATE

NAME
FIRM
ADDRESS LINE 1
ADDRESS LINE 2

Re: Lobbyist/Consultant Agreement

Dear NAME:

Capital City Consulting, LLC, (hereinafter "CCC") is pleased that FULL FIRM NAME (hereinafter "FIRM") has agreed to contract with CCC as a consultants/lobbyists in the representation of FULL CLIENT NAME (hereinafter "CLIENT") before Florida's legislative and executive branches. This letter of agreement is intended to set forth our understanding as to the nature, scope and terms of professional consulting services FIRM has agreed to provide to CCC and CLIENT.

SCOPE OF SERVICES. FIRM agrees to represent CLIENT as an independent contractor of CCC during legislative sessions and committee weeks to monitor all actions of the legislative and executive branches that could impact CLIENT's presence in Florida. In addition, FIRM agrees to (INSERT SPECIFIC SCOPE). This service includes lobbying all levels of Florida government at the direction of CCC and CLIENT.

TERM. The term of this relationship shall begin on (DATE), and continue for as long as CCC is under contract with CLIENT, or until cancelled with 30 days advanced written notice by either party.

FEES. CCC agrees to pay FIRM a monthly fee of $_____ for the above referenced professional services. All out-of-pocket expenses incurred in the representation of CLIENT shall be pre-approved by CCC. CCC will pay FIRM upon receipt of payment from CLIENT, and CCC is not liable for any payment to FIRM if payment is not first received from CLIENT.

CONFIDENTIALITY. FIRM will treat any and all information, communications, or materials of CCC and CLIENT as confidential and will not disclose or divulge same unless otherwise directed or authorized by CCC or ordered to do so by a court of competent jurisdiction.

101 East College Avenue, Suite 502 • Tallahassee, Florida 32301 • Tel: 850.222.9075 • Fax: 850.222.9073 • *capcityconsult.com*

INDEPENDENT CONTRACTOR. The relationship of FIRM to CCC is that of an independent contractor. Nothing in this letter of agreement shall be deemed to create the relationship of partners, joint venturers, or employer/employee between FIRM and CCC. In connection with the activities described herein, it is agreed that FIRM shall not be deemed to be the agent of CCC and is not authorized to make any agreement for CCC or any representation or warranty on behalf of CCC.

INDEMNIFICATION. FIRM shall, to the fullest extent permitted by law, protect, defend, indemnify and hold harmless CCC, its agents, officers, members and employees from and against all claims, actions, liabilities, damages, losses (including non-economic losses), fees or costs arising out of or related to any actual or alleged:

A. Bodily injury, sickness, disease or death, or injury to or destruction of tangible property including the loss of use resulting therefrom, or any other damage or loss arising out of, or claimed to have resulted in whole or in part from any actual or alleged act or omission of FIRM (including but not limited to any allegations concerning FIRM's independent contractor(s) or anyone directly or indirectly employed by any of them); or

B. Violation of law, statute, ordinance, governmental administration order, rule or regulation by FIRM in the performance of the work; or

C. Claims by third parties (including, but not limited to, FIRM's employees or independent contractors) based upon an alleged breach by FIRM of any agreement or relationship with such third party (e.g., an employment agreement).

The indemnification obligations hereunder shall not be limited by any cap or limitation contained in any statute, regulation, law or contract. FIRM recognizes the broad nature of this indemnification and agrees that its obligations as set forth herein are an independent covenant and are supported by good and valuable consideration. The parties also agree that the obligations set forth in this paragraph shall survive the termination of this contract.

ETHICAL AND LEGAL CONSIDERATIONS. FIRM agrees to comply with all applicable local, state and federal laws, rules and regulations in FIRM's representation of CLIENT and CCC under this agreement.

CONFLICTS OF INTEREST. In the event that a conflict of interest occurs with a future client, FIRM agrees to disclose the conflict to CCC as soon as practical.

MISCELLANEOUS PROVISIONS. This agreement constitutes the entire understanding and agreement of the parties hereto. It supersedes all prior negotiations, discussions, correspondence, communications, understandings, and agreements between the parties relating to the subject matter of this agreement. If any portion of this agreement is found to be invalid or unenforceable, all other terms, provisions and covenants shall remain in full force and effect. Any amendment hereto must be in writing and signed by the parties.

If FIRM agrees with the terms contained in this letter of agreement, please sign and date this document and return it to our office. We look forward to working with you.

Sincerely,

Nick Iarossi

I, _____, hereby agree with the terms of this letter contract on behalf of FULL FIRM NAME.

Signed on this _____ day of _____ 20_____.

_____ _____

Signature Title

RFQ-00600

p. 260

Attachment C

Supplier Response Form

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition.

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

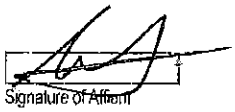
Contract No.: 00600

Federal Employer Identification Number (FEIN): 01-0759013

Contract Title: Governmental Representation & Consulting Services

Nick Iarossi
Printed Name of Affiant

Member
Printed Title of Affiant


Signature of Affiant

Capital City Consulting, LLC
Name of Firm

August 7, 2017
Date

101 E. College Ave., Suite 502, T
Address of Firm

FL
State

32301
Zip Code

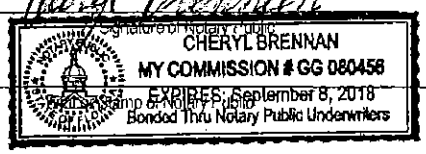
Notary Public Information

Notary Public – State of Florida County of Leon

Subscribed and sworn to (or affirmed) before me this 7th day of August 2017

by Nick Iarossi He or she is personally known to me or has produced identification

Type of identification produced


Signature of Notary Public

GG 080456
Serial Number

CHERYL BRENNAN
MY COMMISSION # GG 080456
EXPIRES: September 8, 2018
Print, Stamp or Notary Public
Bonded Thru Notary Public Underwriters

Expiration Date

Notary Public Seal

Please enter your password below and click Save to save your response.
Please be aware that typing in your password acts as your electronic signature, which is just as legal and binding as an original signature (See Electronic Signatures in Global and National Commerce Act for more information.)

By completing this form, your bid has not yet been submitted. Please click on the place offer button to finish filling out your bid.

Username **CapCityConsult**

Miami-Dade County

BidSync

9/27/2017

MIAMI-DADE COUNTY

Miami-Dade Coun
Procurement Management Service
Solicitation Submittal For
111 NW 1st Street, Suite 1300, Miami, FL 331

Solicitation No. RFQ-00600		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL		
Legal Company Name (include d/b/a if applicable): Capital City Consulting, LLC		Federal Tax Identification Number: 01-0759013		
If Corporation - Date Incorporated/Organized: January 2, 2003		State Incorporated/Organized: Florida		
Company Operating Address: 101 E. College Ave., Suite 502		City: Tallahassee	State: FL	Zip Code: 32301
Company Contact Person: Nick Iarossi		Email Address: niarossi@capcityconsult.com		
Phone Number (include area code): (850) 222-9075	Fax Number (include area code): (850) 222-9073	Company's Internet Web Address: www.capcityconsult.com		

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☐ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-3111 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? Yes ☐ No ☑

If yes, please provide your Certification Number:

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 response 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.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public.

By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.

In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature:	**Date**
Nick Iarossi	August 7, 2017
Type or Print Name	
Nick Iarossi	
Type or Print Title	
Member	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature:	**Date**
Nick Iarossi	August 7, 2017
Type or Print Name	
Nick Iarossi	
Type or Print Title	
Member	

[redacted]



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

All subcontractors named in this proposal would be retained by Capital City Consulting, LLC, using the contract template provided as Attachment B to this proposal. No other subcontractors would be utilized without the express written consent of Miami-Dade County.

☐ NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT

Nick Iarossi	**August 7, 2017**
Signature	Date

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: **Capital City Consulting, LLC** FEIN No. **01-0759013**

In accordance with Sections 2-8.1, 2-8.8 and 10.34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this 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. The Bidder/Proposer should enter the word "NONE" under the appropriate heading of this form if no subcontractors or suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In event that the recommended Bidder/Proposer demonstrates to the County prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligent efforts to obtain that information and provide the same to the County not later than ten (10) days after it becomes available and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Capital City Consulting, LLC, 101 E. College Ave., Suite 502, Tallahassee, FL 32301	Nick Iarossi	Governmental Representation	3	0	3	0	0	0	0	0	6	6	11	0	0	1	0	(

Business Name and Address of First Tier Subcontractor/ Subconsultant	Principal Owner	Scope of Work to be Performed by Subcontractor/ Subconsultant	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Cruz & Company, 307 W. Park Ave., Suite 101, Tallahassee, FL 32301	Carlos Cruz	Governmental Representation	1	0	0	0	1	0	0	0	0	1	1	0	0	0	0	(
Sun City Strategies, LLC, 7625 W. 14th Ct., Hialeah, FL 33014	Eduardo Gonzalez	Governmental Representation	1	1	0	0	2	0	0	0	1	0	0	0	1	0	0	(

☐ Mark here if race, gender and ethnicity information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Internal Services Department at http://www.miamidade.gov/business/business-development-contracts.asp. As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Report Sub 200 form which can be found at http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Nick Iarossi	Nick Iarossi	Member	8/7/17
Signature of Bidder/Proposer	Print Name	Print Title	Date



AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: **Governmental Representation & Consulting Services** Solicitation No.: **00600**
(2) Department: **Office of Intergovernmental Affairs**
(3) Proposer's Name: **Capital City Consulting, LLC**
Address: **101 E. College Ave., Suite 502, Tallahassee, FL** Zip: **32301**
Business Telephone: **(850) 222-9075** E-Mail: **niarossi@capcityconsult.com**

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

Name	Title	Employed By	Email Address
Nick Iarossi	Member	Capital City Consulting, LLC	niarossi@capcityconsult.com
Carlos Cruz	President	Cruz & Company	carlos@cruzco.com
Eddy Gonzalez	Member	Sun City Strategies, LLC	ebbgonzalez@bellsouth.net
Chris Schoonover	Governmental Consultant	Capital City Consulting, LLC	cschoonover@capcityconsult.com
Andrew Ketchel	Governmental Consultant	Capital City Consulting, LLC	aketchel@capcityconsult.com
Jim Boxold	Governmental Consultant	Capital City Consulting, LLC	jboxold@capcityconsult.com
Dean Izzo	Governmental Consultant	Capital City Consulting, LLC	dizzo@capcityconsult.com

(ATTACH ADDITIONAL SHEETS IF NECESSARY)

The individuals named above are Registered and the Registration Fee is <u>not</u> 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: **Nick Iarossi** Title: **Member**

STATE OF **Florida**

COUNTY OF **Leon**

The foregoing instrument was acknowledged before me this **7th day of August, 2017**,

by **Nick Iarossi**, a **Partnership**, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced **FL Driver License #I620-638-76-210-0** as identification and who did/did not take an oath.

Cheryl Brennan
(Signature of person taking acknowledgement)

Cheryl Brennan
(Name of Acknowledger typed, printed or stamped)

Notary Public **GG 080456**
(Title or Rank) (Serial Number, if any)

Revised 1/2/11

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No. : 00600 **Federal Employer Identification Number (FEIN):** 01-0759013

Contract Title: **Governmental Representation & Consulting Services in Tallahassee, FL**

Nick Iarossi	**Member**	
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
Capital City Consulting, LLC		**August 7, 2017**
Name of Firm		Date
101 E. College Ave., Suite 502, Tallahassee	**FL**	**32301**
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of _____ County of _____

Subscribed and sworn to (or affirmed) before me this _____ day of, _____ 20___

by _____ He or she is personally known to me or has produced identification

Type of identification produced _____

_____ _____

Signature of Notary Public Serial Number

_____ _____ _____

Print or Stamp of Notary Public Expiration Date Notary Public Seal

Rutledge Ecenia PA

Bid Contact **Valerie Rogers**
valerie@rutledge-ecenia.com
Ph 850-681-6788

Address **TALLAHASSEE, FL 32301**

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
RFQ-00600-01-01	Governmental Representation and Consulting Services in Tallahassee, FL	**Supplier Product Code:** **First Offer** -	$150,000.00	1 / fee	**$150,000.00**	Y	Y

Supplier Total **$150,000.00**

Rutledge Ecenia PA

Item: **Governmental Representation and Consulting Services in Tallahassee, FL**

Attachments

Miami-Dade 2017 Leg Session Report Week 9 - Final.pdf

Contractor Due Diligence Affidavit.pdf

Miami-Dade June 2017 Monthly Report.pdf

Final MDC RFQ Rutledge Becker.pdf

RUTLEDGE ECENIA
PROFESSIONAL ASSOCIATION

ATTORNEYS AND COUNSELORS AT LAW

STEPHEN A. ECENIA
DIANA M. FERGUSON
J. STEPHEN MENTON
CRAIG D. MILLER
MARSHA E. RULE
GARY R. RUTLEDGE
MAGGIE M. SCHULTZ
TANA D. STOREY
GABRIEL F. V. WARREN

POST OFFICE BOX 551, 32302-0551
119 SOUTH MONROE STREET, SUITE 202
TALLAHASSEE, FLORIDA 32301-1841

TELEPHONE (850) 681-6788
TELECOPIER (850) 681-6515

www.rutledge-ecenia.com

GOVERNMENTAL CONSULTANTS
JONATHAN M. COSTELLO
JESSICA T. JANASIEWICZ
A. CORINNE MIXON

OF COUNSEL
DAVID M. MALONEY
HAROLD F.X. PURNELL

MEMORANDUM

To: Joe Rasco
Via electronic mail

Copy To: Jess McCarty
Alina Gonzalez

From: Gary Rutledge
Diana Ferguson
Jon Costello

Date: May 11, 2017

RE: **2017 Legislative Session Report Week 9 - Final**

The Legislature was scheduled to conclude its work on Friday, May 5th, but finally adjourned sine die on Monday, May 8th at 8:52 pm, after extending through the weekend and into Monday because the budget was not completed on time. There was much speculation that the chambers might end session with no budget and come back for a special session in June. Although the budget was ultimately completed, it was a bumpy ride. Hundreds of pages of policy were amended into conforming bills and debated on the floor of both chambers Friday and Monday. Many significant legislative items, such as gaming, medical marijuana, workers compensation, and assignment of benefits legislation did not make it past the finish line. Please find below the final status of Rutledge Ecenia's assignments for Miami-Dade County.

BUDGET

Ludlam Trail – $5M

Underline – $5M

Sunny Isles Beach Nourishment Project – $2.5M; Additionally, there is proviso language which states that Miami-Dade County cannot utilize sand from the St. Lucie Shoal for its project. However, since the Sunny Isles project is a truck haul, the proviso language does not impact the County.

Cattle Show – $98,850

Laurel Wilt – $250,000

Libraries – Library grants were funded at $28M, including $3M for a new Library Technology Grant Program. Unfortunately, in a surprise last minute move, public library construction was not funded. Senator Brandes indicated in his comments on the floor that "brick and mortar libraries are a thing of the past." We will work to convey the importance of public library construction to him over the summer.

Cultural Affairs – Cultural and Museum Grants were funded at $13.5M. This fully funds the list at just over $11M, with the remaining money going to a list of projects. Miami-Dade County will receive funds for the following projects on the list:

Museum of Science, Inc. New Construction - $500,000
Miami City Ballet, Inc. Renovation - $360,000
Miami-Dade County Renovation - $500,000
Miami Children's Museum, Inc. - $500,000
City of Homestead Renovation - $500,000
Jorge M. Perez Art Museum of Miami-Dade County, Inc. Renovation - $95,562
City of Miami Renovation - $48,000
Institute of Contemporary Art Miami, Inc. New Construction - $68,243

Everglades – Everglades received a total of $233M, including $168M for Everglades Restoration and $35M for Northern Everglades in the budget, and $30M for water storage south of Lake Okeechobee in SB 10.

Land Conservation -- The Rural and Family Lands Program received $10M. However, Florida Forever and Florida Communities Trust were not funded. HB 7119 proposed to realign and

reprioritize the Florida Forever program and provide future funding, but that bill surfaced late in session, did not have a Senate companion, and did not pass.

Local Government Cleanup Contracting – $13M

Distribution to Counties from Motor Vehicle Proceeds – $8.7M

BILLS THAT PASSED

Charter School Land Use Preemption

HB 7069 passed as part of the budget package. This includes a preemption for the siting of certain charter schools that locate in existing buildings. Initially, the preemption was contained in HB 7101 and included special exceptions "or any other form of approval." This applied to all charter schools. It was also contained in HB 5105, but applied only to "schools of hope". HB 7069 contains provisions that apply to all charter schools, as well as the "schools of hope" language. However, the "any other form of approval" language was dropped. While not a perfect solution, this leaves the County room to address impacts, including requiring site plan approval, a building permit, a concurrency certificate, or any other kind of development order, such as a conditional use permit.

Natural Hazards

HB 181 by Representative Jacobs creates a natural hazards interagency working group for the purpose of sharing information on current and potential impacts of natural hazards through the state, coordinating ongoing efforts of state agencies in addressing impacts of natural hazards, and collaborating on statewide initiatives to address natural hazards. The bill defines "natural hazards" to include extreme heat, drought, wildfire, sea-level change, high tides, storm surge, saltwater intrusion, stormwater runoff, flash floods, inland flooding, and coastal flooding. The bill requires the Division of Emergency Management, on behalf of the workgroup, to prepare and submit an annual progress report to the Governor and Legislature beginning January 1, 2019, and requires agency liaisons to ensure the report is posted on their agency websites. Miami-Dade County supports this legislation.

Dogs in Court

HB 151 by Representative Brodeur allows therapy dogs or facility dogs to be used in court for children in cases involving abuse, neglect, and abandonment and for adults with intellectual disabilities or in sexual offense cases. Miami-Dade County supports this legislation. The Governor signed the bill this week.

BILLS THAT FAILED

Preemption

HB 17 by Representative Fine and SB 1158 by Senator Passidomo, while different in substance, both would have significantly eroded local government home rule authority. HB 17 received one hearing that was lengthy and contentious. The bill passed this committee but was not heard again. SB 1158 did not receive a hearing. These bills would have significantly impacted local environmental programs.

Blasting Mining Activities

HB 195 by Representative Manny Diaz and SB 354 by Senator Garcia would have reinstated funding through October 1, 2017 for the blasting study funded by the Miami-Dade County Lake Belt Mitigation Plan water treatment upgrade fee. This funding ceased December 1, 2016. The bills also would have established statewide ground vibration limits for construction aggregate materials mining activities to .15 inches per second. Additionally, it would have allowed the Chief Financial Officer to direct the State Fire Marshal to modify statewide regulations regarding the use of explosives in conjunction with construction aggregate materials mining, including the temporary cessation of blasting. Neither bill received a hearing.

Animal Abuser Registry

HB 871 by Representative Ingoglia and SB 1628 by Senator Young would have created a statewide animal abuser registry. HB 871 received on hearing but died in its second of three committees. SB 1628 did not receive a hearing.

Vacation Rentals

SB 188 by Senator Steube and HB 425 by Representative LaRosa would have further preempted local government regulations pertaining to vacation rentals. HB 425 passed the House. SB 188 was significantly amended throughout the committee process because many Senators were uncomfortable with the scope of the bill. SB 188 was laid on the table and HB 425 was taken up in the Senate. Several amendments were filed in the Senate to HB 425 and ultimately the Senate chose not spend the time on this bill and it died on the calendar.

Supplier Response Form

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No. :	00600	**Federal Employer Identification Number (FEIN):**	59-3142223
Contract Title:	Governmental Representation and Consulting Servic		

Gary R. Rutledge	Vice-President	Gary R. Rutledge
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant

Rutledge Ecenia		8-6-2017
Name of Firm		Date
119 S. Monroe St. Suite 202	FL	32301
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of Florida County of Leon

Subscribed and sworn to (or affirmed) before me this 8th day of, August 2017

by Gary R. Rutledge He or she is personally known to me or has produced identification

Type of identification produced

Ruthie J. Dickson

Signature of Notary Public

RUTHIE J. DICKSON
Commission # GG 026091
Expires October 25, 2020
Bonded Thru Troy Fain Insurance 800-385-7019

Serial Number

Print or Stamp of Notary Public Expiration Date Notary Public Seal

Please enter your password below and click Save to update your response.

Please be aware that typing in your password acts as your electronic signature, which is just as legal and binding as an original signature. (See Electronic Signatures in Global and National Commerce Act for more information.)

By completing this form, your bid has not yet been submitted. Please click on the place offer button to finish filling out your bid.

Username **valerie@rutledge-ecenia.com**

RUTLEDGE ECENIA
PROFESSIONAL ASSOCIATION

ATTORNEYS AND COUNSELORS AT LAW

STEPHEN A. ECENIA
DIANA M. FERGUSON
J. STEPHEN MENTON
CRAIG D. MILLER
MARSHA E. RULE
GARY R. RUTLEDGE
MAGGIE M. SCHULTZ
TANA D. STOREY
GABRIEL F. V. WARREN

POST OFFICE BOX 551, 32302-0551
119 SOUTH MONROE STREET, SUITE 202
TALLAHASSEE, FLORIDA 32301-1841

TELEPHONE (850) 681-6788
TELECOPIER (850) 681-6515

www.rutledge-ecenia.com

GOVERNMENTAL CONSULTANTS
JONATHAN M. COSTELLO
JESSICA T. JANASIEWICZ
A. CORINNE MIXON

OF COUNSEL
DAVID M. MALONEY
HAROLD F.X. PURNELL

MEMORANDUM

To: Joe Rasco
Via electronic mail

Copy To: Jess McCarty
Alina Gonzalez

From: Gary Rutledge
Diana Ferguson
Jon Costello

Date: June 5, 2017

RE: **June 2017 Monthly Report**

The Legislature convenes this week on Wednesday in Special Session to address education and tourism funding. Medical marijuana has not been added to the call, but active negotiations are underway between the House and Senate on this issue. The Governor signed the budget last week and vetoed just over $400M in projects. Notably, only our Cattle Show and Laurel Wilt assignments were vetoed. The money generated from the veto list will be used to fund education and tourism.

Please find below a summary of our budget items from the 2017 Regular Session and their status:

REGULAR SESSION - BUDGET

Ludlam Trail – $5M – **APPROVED BY GOVEROR**

Underline – $5M - **APPROVED BY GOVEROR**

Sunny Isles Beach Nourishment Project – $2.5M; Additionally, there is proviso language which states that Miami-Dade County cannot utilize sand from the St. Lucie Shoal for its project. However, since the Sunny Isles project is a truck haul, the proviso language does not impact the County. - **APPROVED BY GOVEROR**

Cattle Show – $98,850 – **VETOED BY GOVERNOR**

Laurel Wilt – $250,000 – **VETOED BY GOVERNOR**

Libraries – Library grants were funded at $28M, including $3M for a new Library Technology Grant Program. Unfortunately, in a surprise last minute move, public library construction was not funded. Senator Brandes indicated in his comments on the floor that "brick and mortar libraries are a thing of the past." We will work to convey the importance of public library construction to him over the summer. - **APPROVED BY GOVEROR**

Cultural Affairs – Cultural and Museum Grants were funded at $13.5M. This fully funds the list at just over $11M, with the remaining money going to a list of projects. Miami-Dade County will receive funds for the following projects on the list:

Museum of Science, Inc. New Construction - $500,000
Miami City Ballet, Inc. Renovation - $360,000
Miami-Dade County Renovation - $500,000
Miami Children's Museum, Inc. - $500,000
City of Homestead Renovation - $500,000
Jorge M. Perez Art Museum of Miami-Dade County, Inc. Renovation - $95,562
City of Miami Renovation - $48,000
Institute of Contemporary Art Miami, Inc. New Construction - $68,243
APPROVED BY GOVEROR

Everglades – Everglades received a total of $233M, including $168M for Everglades Restoration and $35M for Northern Everglades in the budget, and $30M for water storage south of Lake Okeechobee in SB 10. - **APPROVED BY GOVEROR**

Land Conservation – The Rural and Family Lands Program received $10M. However, Florida Forever and Florida Communities Trust were not funded. HB 7119 proposed to realign and reprioritize the Florida Forever program and provide future funding, but that bill surfaced late in session, did not have a Senate companion, and did not pass.

Local Government Cleanup Contracting – $13M – **APPROVED BY GOVEROR**

Distribution to Counties from Motor Vehicle Proceeds – $8.7M - **APPROVED BY GOVEROR**

SPECIAL SESSION

This afternoon, Senator Latvala filed three pieces of legislation for the special session this week. The bills have been placed on the desks for the 72 hour cooling off period. If the bills are amended, they will need to again be placed on the desks for an addition 72 hour cooling off period. This could extend the special session into next week. Please find a brief summary of each bill below:

SB 2500A, Appropriations

The bill provides Fiscal Year 2017-18 Funding for the Florida Education Finance Program (FEFP).

- Makes no revisions to the FEFP formula calculations from SB 2500
- Provides an additional $215.1 million compared to SB 2500
  - $72 million state funds ($66 million recurring; 6 million nonrecurring)
  - $143 million RLE increase (new construction only)
- Total FEFP Funding: $20.6 billion ($11.5 billion state funds; $9.1 billion local funds)
- FEFP Total Funds Increase is $456.5 million or 2.26%
- FEFP Increase in Total Funds per Student is $100, a 1.4% increase (from $7,196 to $7,296)
- Property Tax Millage Reduction for existing properties (excludes new construction) of .233 mills (property tax Relief of $376 million)

SB 2502A, An Act Implementing SB 2500A

The bill implements provisions of SB 2500A.

SB 2A, Economic Programs

Visit Florida, Inc., and Enterprise Florida, Inc. Policy Provisions:

- Requires proposed tourism marketing contracts over $750,000 are subject to the provisions of F.S. 216.177, requiring 14-day legislative consultations period prior to approval. During the 14-days, if the chair and vice chair of the Legislative Budget Commission or the President of the Senate and the Speaker of the House of Representatives object to the proposed action, the action will not be approved.
- Requires all contracts must be placed on the Visit Florida, Inc., website for public viewing.
- Requires all contracts over $500,000 must be placed on the Visit Florida, Inc., website for public viewing 14 days prior to execution.
- Provides the corporation be subject to state per diem and travel expense limitations.
- Limits the expense of lodging for corporation employees to $150.00 per day, unless specific documentation is provided to demonstrate a higher rate is required.
- Requires officers and board members of the corporation to file annual disclosures of all financial interests of their corporate principles, subsidiaries, or parent corporations that provide matching funds to the corporation. Requires this disclosure be placed on the website for public viewing.
- Limits the salaries of officers, including the President of the corporation, to that which is authorized to be paid to the Governor.
- Prohibits the corporation from creating or establishing any other entity, corporation, or direct support organization.
- Prohibits contributions from a government entity or any entity that receives more than 50 percent of its revenues from public sources from private match calculations. Excludes Tourist Development Taxes from calculations.
- Prohibits the corporation from expending funds on food, lodging, entertainment or gifts on any of its employees, or employees of a tourist or economic development entity, if that entity receives certain tax revenues.
- Requires the Department of Economic Opportunity (DEO) to submit a proposed operations budget for the corporation to the Governor, The President of the Senate, and the Speaker of the House of Representatives by August 15 of each year.
- Creates the Targeted Marketing Program to provide that marketing plans, marketing assistance, promotional support, media development, technical expertise, marketing advice, technology training, social marketing support, and other assistance, enhance the tourism business marketing of small, minority, rural, and agritourism businesses.

Other Program Policy Provisions:

- Creates the Florida Job Growth Grant Fund and application process for program within the DEO. Provides that the DEO and Enterprise Florida, Inc., in coordination with the

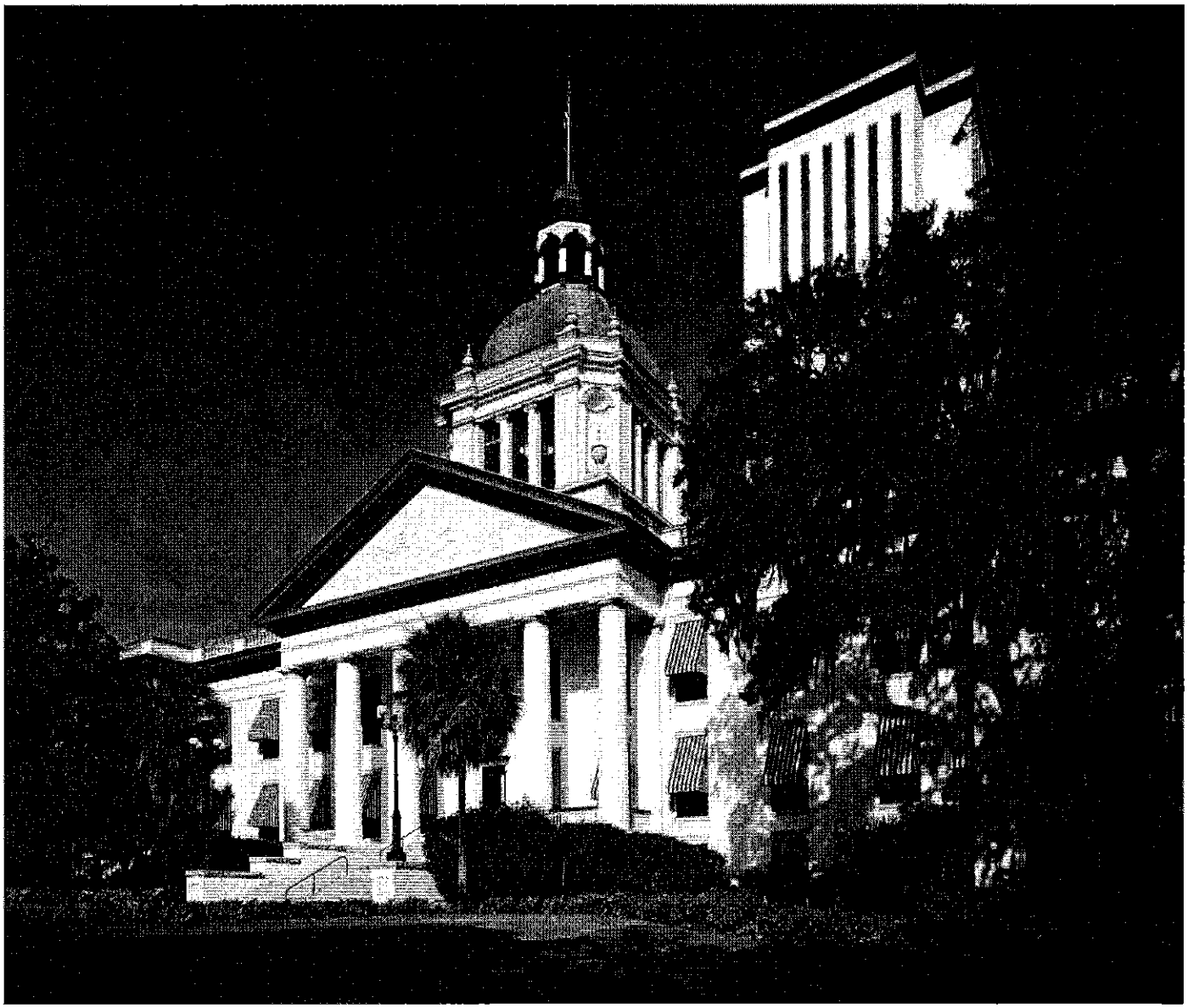
Department of Transportation (DOT), may identify projects, solicit proposals, and make funding recommendations to the Governor for:

- Public and rural infrastructure projects: Construction, reconstruction, or improvements, to facilities, including land acquisition, land improvement, and engineering costs associated.
- Transportation projects for local governments;
- Rural infrastructure projects; or
- Individual training grants to support programs at state colleges and state technical centers for participants with transferrable and sustainable workforce skills.

- Provides sole authority to the Governor for the approval of the projects recommended by the DEO and Enterprise Florida, Inc.
- Repeals the Displaced Homemaker Program and the Displaced Homemaker Trust Fund.

Revenues and Appropriations:

- Redirects $75 million from the SEED Trust Fund to General Revenue Fund.
- Provides an appropriation of $76 million ($26M NR SEED TF; $26M Recurring SEED; $24M Recurring Tourism Promotional TF) to Visit Florida Inc.
- Provides a recurring appropriation of $16 million ($9.4M SEED TF; $6.6M International Trade and Promotion TF) to Enterprise Florida Inc., for operations and marketing.
- Provides a nonrecurring appropriation of $85 million ($60M SEED TF; $25M STTF), for the Florida Growth Grant Fund. $40M of the SEED appropriation is a non-operating transfer from the STTF. Making the total STTF participation $65M.
- Requires the DEO to return the state funds held in escrow outside the state treasury (Wells Fargo Bank, NA) to the SEED TF. This amount is approximately $107 million as of May 1, 2017.



Rutledge Ecenia, P.A.
Becker & Poliakoff, P.A.

Miami-Dade County Request for Qualifications
RFQ No. 00600

August 7, 2017

Miami-Dade County
Request for Qualifications RFQ No. 00600

Proposer
Rutledge Ecenia P.A. ("Rutledge")
119 S. Monroe St., Suite 202
Tallahassee, Florida 32301
850-681-6788
850-681-6515 facsimile
gary@rutledge-ecenia.com

Partner
Becker & Poliakoff, P.A. ("Becker")
121 Alhambra Plaza
Coral Gables, FL 33134
305-262-4433
yjackson@bplegal.com

Proposer Information

Proposer's Experience, Qualifications, Past Performance and Capabilities

1. The number of years that the Proposer has been in existence 1
2. History and background 1
3. Tax Status 2
4. Principals, officers, owners, board of directors and/or board of trustees 2
5. Total number of current employees 3
6. Primary markets served 3
7. Proposer's past performance and experience 3
8. Understanding of major Metropolitan County issues 12
9. Specific experience on major Metropolitan County issues 13

10. Detailed description of comparable contracts 17

11. Miami-Dade County contracts 18

12. Ability to perform scope of services 18

13. Ability to comply with reporting requirements 20

14. Exceptions 20

Key Personnel and Subcontractors Performing Services

15. Organizational Chart 21

16. Names and addresses of subcontractors 21

17. Key Personnel 22

18. Hours of availability 30

19. Resumes 30

Proposer's Approach

20. Approach to project organization/management 30

21. Coverage of subject area outside the expertise of Proposer 31

22. Enhancing the County's position 31

23. Relationships 31

24. Conflicts of Interest 32

25. Proposer's accomplishments on behalf of local governments 32

Service Cost

26. Service Cost 35

Sample Legislative Reports
- 2017 End of Session Legislative Report
- June 2017 Monthly Report

Affidavits/Acknowledgments
- Proposal Submittal Form
- Fair Contracting Practices
- Subcontractor Listing
- Lobbyist Registration for Oral Presentation
- Contractor Due Diligence Affidavit

Proposer's Experience, Qualifications, Past Performance and Capabilities

1. The number of years that the Proposer has been in existence

The proposer, the law firm of Rutledge Ecenia ("Rutledge"), was incorporated on September 28, 1992. Its partner, the law firm of Becker & Poliakoff ("Becker"), was incorporated on December 22, 1975.

2. History and Background

The distinctive partnership established for the purpose of submitting a response to this RFQ will provide Miami-Dade County with a team that has decades of experience in the legal community with specialties in government consulting. The team has a broad range of experiences in every aspect of government and a unique diversity that reflects the clients we serve.

Rutledge: In 1992, five attorneys set out to create a Tallahassee-based firm committed to providing legal and governmental consulting services of the highest quality to clients with needs in state and local government and in the courts. Through hard work, attention to detail and dedication to meeting the legal and strategic objectives of our clients, Rutledge has grown from this foundation to become one of the leading administrative and governmental law firms in the state. Our attorneys have extensive expertise in practicing before state agencies, the Division of Administrative Hearings, state and federal courts, and the Legislative and Executive Branches of government. Our attorneys and consultants are practice leaders in areas such as legislative and governmental representation, administrative law, health care, procurements and bid disputes, professional licensing and permitting, gaming and alcoholic beverage regulation, environmental and land use law and telecommunications and utilities.

Our attorneys and consultants have served in positions at the highest levels of Florida government in such capacities as secretary of a state agency, legislative affairs director for the Governor, Administrative Law Judge, and counsel to the Speaker of the House of Representatives. Rutledge has achieved the highest form of professional recognition as a firm, which is an AV rating from Martindale-Hubbell, for each of the firm's shareholders. Our attorneys have received significant honors and have reported decisions at every level of the state court system, including the Florida Supreme Court.

Our attorneys and governmental consultants serve not only as lawyers for our clients but as key advisors and counselors on strategic and business objectives. We strive to become one with our clients' goals and are instrumental in designing and implementing legal and governmental strategies to achieve those goals. We are committed to excellence in regulatory affairs and

litigation and seek to ensure that our services are provided in a cost-effective and efficient manner. While we will pursue our clients' litigation objectives with focused determination, we strive to achieve beneficial resolutions through settlements and alternative dispute resolution when such an approach best serves our clients' needs.

We are proud of the culture we have developed at Rutledge and we share a common belief in service, dedication, integrity and excellence.

Becker: Government Law and Lobbying has been a core practice area within the firm for more than thirty years. Our Tallahassee office is home to our state lobbying team primarily during the legislative session. We have maintained a federal lobbying office on K Street, NW in the heart of Washington, DC, since 2011. We offer the breadth and depth of over 150 attorneys and other professionals in a variety of practice areas in offices throughout Florida, New Jersey, New York, and the Washington metropolitan area. Becker has a long history and successful track record of representing local governments before the Florida legislature and executive branch agencies in Tallahassee on substantive legislative issues.

As a Florida-based law firm with a presence in Tallahassee, Washington, DC, and Broward and Miami-Dade Counties among other locations, we take pride in our ability to represent clients at different levels of government: on the local level, on the state and agency level, and in Washington, DC, when the need arises. Our statewide geographic footprint has enabled us to develop longstanding relationships with legislators throughout Florida. This is an important point of leverage when, for instance, legislation that might have an impact on Miami-Dade County is sponsored by a legislator in another part of the state. Members of the firm's lobbying team are highly regarded by the Florida Legislature, and executive and committee staff members, as experienced and effective advocates for our client's interests. Our entire lobbying team is politically diverse, which enables us to enjoy relationships on both sides of the aisle. Because of our collective years of state-level experience, we are skilled in identifying, developing, and securing funding, programs, services and legislation of critical interest to our clients.

3. Tax Status

Rutledge and Becker are both professional, for-profit Florida corporations.

4. Principals, Officers, Owners, Board of Directors and/or Board of Trustees

Rutledge: The firm's shareholders are Stephen A. Ecenia (President), Gary R. Rutledge (Vice-President), J. Stephen Menton (Secretary/Treasurer) and Maggie Schultz. These four partners make up the firm's Board of Directors.

Becker: Principals of the firm include Gary Rosen (President), Steven Lesser (Secretary), and Alan Levine (Treasurer). There are an additional 18 equity shareholders in addition to the Principals who are the owners of the firm.

5. The total number of current employees and the current number of professional employees by classification

In addition to Rutledge's shareholders, the firm also employs Tana Storey, Diana Ferguson, Craig Miller, Gabe Warren, and Jennifer Hinson as associate attorneys; Harold F.X. Purnell, David Maloney and Marsha Rule of counsel; and three governmental consultants, Jon Costello, Corinne Mixon, and Jessica Janasiewicz. Other personnel currently include an office administrator, paralegals, a law clerk, support staff and couriers. The firm has a total of 25 full and part-time employees. All of the firm's employees are located at the firm's office at 119 South Monroe Street, Suite 202 in Tallahassee.

Becker employs approximately 350 people, including 130 attorneys and lobbyists. The remainder are administrative and support staff. The firm has 18 locations throughout the country, two of which are in Miami-Dade County and Tallahassee, respectively. Becker has four South Florida offices and 35 employees are located in the Miami-Dade location.

6. Primary markets served

While Rutledge provides legal representation and governmental representation primarily in Florida, Georgia and South Carolina, services have also been provided nationally and internationally.

Becker has 17 locations throughout the country including, Coral Gables, Tallahassee, Fort Lauderdale, Washington, D.C., 2 locations in New Jersey, New York, Fort Myers, Tampa, Orlando, Sarasota, Fort Walton Beach, Miramar, West Palm Beach, Stuart, St. Augustine, and Naples. Becker has provided representation nationally and internationally for its clients.

7. Proposer's past performance and experience in governmental representation and consulting

Rutledge currently, and for over 25 years, has represented Miami-Dade County as a prime contractor. The growth of our firm, as well as our partnership with Becker, gives our team 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.

Rutledge currently represents the Town of Jupiter Island and a number of local government associations, including: The Florida Shore and Beach Preservation Association (FSBPA), the

Florida Local Environmental Resource Agencies (FLERA), and the Florida Animal Control Association (FACA). In addition to these local government clients, our team represents multiple school boards and public education-related associations. The firm represented the City of Miami Beach as the prime contractor for over 15 years. Our team has also represented the City of Palm Bay, the City of Tallahassee, and the City of Miami.

Becker has been headquartered in South Florida since opening its doors in 1973. The firm has provided government law and lobbying services to Florida clients on the state and local levels for well over 30 years, and on the federal level since 2011. The firm's in-depth knowledge and expertise of the County's issues, needs, and concerns enables us to build an overall legislative strategy and to identify and pursue opportunities to successfully achieve our clients' goals.

There is no better testament to our lobbying success than our many long standing clients. Becker has represented the City of Hollywood since 1991, the City of Pompano Beach since 2000, and the City of Cape Coral since 2007. Other clients include the Solid Waste Authority, Collier County, Miami Gardens, the Town of Lake Park, Homestead, City of Miami, Virginia Gardens, and Miami Springs. Becker has represented Miami-Dade County in Tallahassee since 2001.

Section 2.1(A) Qualifications –

a) Strong working knowledge of legislative, administrative, and regulatory processes at the state level

Rutledge represents clients before all agencies of government and the Florida Legislature. Whether the representation is lobbying the Legislature or a specific state agency, we have a depth and wealth of experience in assisting clients in their relationships with the state of Florida and negotiating the regulatory process.

Rutledge regularly represents clients in proceedings conducted before state agencies and at formal hearings at the Florida Division of Administrative Hearings. We have been involved with virtually every type of administrative proceeding, including rule development and rule challenge proceedings, declaratory statements, rule waivers and variances, licensing matters, procurement disputes, environmental permits and challenges, professional disciplinary proceedings, and general regulatory matters involving state and federal agencies. Our attorneys are knowledgeable and experienced regarding Florida's Administrative Procedure Act, Government in the Sunshine Law, the Public Records Act and other statutes that regulate and limit the actions of state agencies.

Gary Rutledge served as Secretary of the Department of Business Regulation 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. Gary has been a professional lobbyist for over 30 years.

Diana Ferguson has represented local governments and their associations, including the Florida Association of Counties and others, before the Florida Legislature and state agencies for almost twelve years. She has also successfully represented numerous clients in regulatory and administrative matters before the Department of Environmental Protection (DEP), Fish and Wildlife Conservation Commission (FWC), Department of Agriculture and Consumer Services (DACS), Department of Business and Professional Regulation (DBPR), Department of Transportation (DOT), Department of Health (DOH) and other agencies.

Jon Costello served as Legislative Affairs Director and Policy Advisor to Governor Rick Scott during two successful legislative sessions. In this role, Jon was responsible for ensuring the passage of Governor Scott's top priorities, including increasing K-12 funding by $1 billion in the 2012 budget, the creation of the Department of Economic Opportunity (DEO), Reemployment Assistance reform, Workforce Board accountability measures, and Personal Injury Protection reform. Since having rejoined the firm in 2012 after a hiatus to serve Governor Scott's administration, Jon has used his extensive policy experience to ensure successful outcomes for legislative clients, and has successfully lobbied state agencies on behalf of his clients in permitting and other regulatory matters.

Corinne Mixon is a governmental consultant with more than eleven years of experience. Corinne advocates for a broad spectrum of clients. Prior to joining Rutledge in January 2017, Corinne was the principal shareholder of Mixon & Associates, a lobbying firm operating since 1992.

Jessica Janasiewicz has drafted legislation for numerous education clients and advocates extensively each session for the individual needs of school districts and education associations. In addition to her work on education policy, Jessica has served as the lead advocate for various funding items for clients, varying from the creation and subsequent funding of the federally connected student supplement in the budget to the line item appropriation supporting rural school district consortiums.

Becker's lobbying team is well-known and well-positioned to assist clients through the governmental processes in Tallahassee. Our lobbyists have excellent, long-standing working relationships with key legislative leaders, cabinet members, local elected officials, other opinion leaders, and key staff members. Our lobbying team has outstanding relationships with the leadership of both the House and Senate and work effectively on both sides of the aisle.

Yolanda 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. Ms. Jackson has excellent working relationships with several of the state's leading elected officials and policymakers.

Former Senator Ellyn Bogdanoff served in the state legislature for eight years, where she was best known for engaging in and negotiating a variety of complex policy issues. Ellyn has extensive knowledge and experience in navigating all levels of government as a professional and elected official. She served as the Majority Whip under Speaker Marco Rubio, in charge of all public policy that flowed through the Chamber. She was responsible for reviewing and negotiating all legislative priorities of the Speaker and its members. Ellyn was Chair of both the House and Senate Finance and Tax Committees as well as Chair of the Joint Administrative Procedures Committee giving her an expertise in state procedures and agency rules.

José Keichi Fuentes has a strong network of contacts and over 30 years of experience working in the government and in the political arena. His extensive lobbying experience at the local, county, state, and federal levels has helped him contribute to the passage of numerous legislation. Jose has secured funding for the municipalities he represents through the allocation of major infrastructure project funding. During his time as director of the South Florida Water Management District, Regional Office, Jose was instrumental in securing funds for key water projects in Miami-Dade County.

José Bermudez served as Special Assistant and Governor's Regional Representative to Governor Rick Scott. As Regional Representative, he was part of the Governor's statewide outreach team and was responsible for Miami-Dade, Broward, Palm Beach, Collier and Monroe Counties. In this capacity, he worked with members of the legislature to promote Governor Scott's economic development agenda, as well as ensure passage of the Governor's legislative priorities. Since joining the firm, Jose has successfully represented several local governments before the legislature and state agencies on regulatory and administrative matters. Most recently, Jose was instrumental in receiving an opinion from DOT that eliminated a 12.5% cap on state contributions on federally funded transportation projects.

Nick Matthews is an experienced advocate with an extensive background in state and local legislative, budgetary and executive processes. As a former lobbyist for Broward County, Nick managed Broward County's advocacy as a part of their Office of Intergovernmental Affairs and Professional Standards. He specifically developed, managed and advocated for Broward County's State Legislative Program and Appropriation Priorities. He worked closely with the Mayor, Vice Mayor, Commissioners, County Administration, Department Directors, Constitutional Officers, City Managers and City Commissioners in that capacity. He also served as Chief of Staff to Florida Senator Eleanor Sobel, where he managed the Senator's legislative efforts and supervised the District and Capitol staff.

b) Clear understanding of large urban areas, including specific knowledge of Miami-Dade County

Gary Rutledge has represented Miami-Dade County before the Legislative and Executive Branches for over 25 years. He has represented the County on a wide-range of issues and has a strong depth of knowledge relative to issues of interest to Miami-Dade County.

Diana Ferguson has represented Miami-Dade County for almost twelve years, including her service at the Florida Association of Counties and her work at Rutledge. She has long-standing relationships with staff in numerous county departments and is knowledgeable regarding state agencies and programs of interest to various departments. She frequently facilitates county issues within state agencies. Diana worked tirelessly for three years to pass ocean outfall legislation for the County and has worked to secure funding for trails, beaches, water projects, and laurel wilt disease mitigation funding, among other items.

Jon Costello has been an invaluable resource to the County on executive items. He worked to ensure that the Governor signed the MDX bill following the 2017 session and has worked to secure appropriations for the County, including libraries and cultural affairs grant funding.

Yolanda Cash Jackson has represented Miami-Dade County for over 16 years on a wide variety of Legislative and Executive Branch issues, including Port funding and a variety of statewide issues, such as crane regulations, which had significant implications for Miami-Dade County. As a third generation Miami-Dade resident, Yolanda understands the unique challenges that her community faces.

Senator Ellyn Bogdanoff served in the legislature for over eight years and was named as an honorary member of the Miami-Dade delegation during her first year in office. Ellyn has worked on numerous issues that directly impact Miami-Dade. Most recently, she was the lead lobbyist that secured state funding for the Ludlam Trail. Born in Miami-Dade County, Senator Bogdanoff has maintained her ties to the community and has always worked to promote policies that are in the best interest of Miami-Dade and the entire South Florida community.

Nick Matthews was Legislative Affairs Director for Broward County. He specifically developed, managed, and advocated for Broward County's State Legislative Program and Appropriation Priorities. Nick worked extensively with the tri-county community on similar issues that impact large urban areas, such as transportation, ports, beach renourishment, and trade and logistics. His local government experience is a tremendous asset to the team.

Since joining the firm, Jose Bermudez has successfully represented many local governments before the legislature and state agencies on regulatory and administrative matters. Most recently, Jose was instrumental in receiving an opinion from DOT that eliminated a 12.5% cap on state contributions for federally funded transportation projects. Jose currently represents the City of Miami, City of Homestead, Village of Virginia Gardens, City of Miami Springs, City of Doral, City of North Miami Beach, Miami Dade Expressway Authority, and Miami-Dade County. He has successfully advocated for funding for these clients at the state level.

c) History of successful lobbying experience at the state level

Proposer: Rutledge

American Cancer Society – Cancer Action Network
Rutledge succeeded in increasing funding for the Mary Brogan Breast and Cervical Cancer Screening Program from $2.1M in FY16-17 to $2.2M in FY 17-18, a five percent increase year over year, and $1.9M over the base budget.

Citizens for Judicial Process
In 2017, Rutledge successfully prevented the statutory elimination of the surplus trustee program, saving hundreds of jobs and ensuring judicial proceedings in unclaimed foreclosure surpluses.

Associated Industries of Florida
Rutledge successfully lobbied to renew the research and development tax credit program in 2017 and secured a dramatic increase in funding, from $9M in FY 16-17 to $16.5M in FY 17-18.

Responsible Vendors
Rutledge successfully defeated legislative attempts in 2016 and 2017 to devalue quota licenses by relaxing requirements for special restaurant licenses.

MillerCoors
In 2016, Rutledge worked to ensure the passage of a narrowly crafted tax cut to create parity within the cider industry.

Family Law Section of the Florida Bar
Rutledge persuaded the Governor to veto the alimony reform bill passed during the 2016 Legislative Session.

American Heart Association
In 2016, Rutledge ensured the passage of legislation that created the Healthy Food Finance Program within DACS.

Florida Academy of Physician Assistants
Rutledge team members ensured the passage of legislation in 2016 that provided controlled substance prescribing rights for physician assistants and advanced registered nurse practitioners. Our team members also secured passage of legislation in 2014 that allows physician assistants to order controlled substances in hospital settings.

Florida Mental Health Counselors Association
In 2016, Rutledge team members worked to ensure the passage of legislation that closed a loophole allowing for "lifelong interns," a problem that was to blame for 35% of the discipline

cases that came before the Florida Board of Clinical Social Work, Marriage and Family Therapy, and Mental Health Counseling.

Florida Veterinary Medical Association
Rutledge team members worked to ensure the passage of legislation in 2014 that reinstated a tax exemption on veterinary diets.

Florida Irrigation Society
Rutledge worked to ensure the passage of HB 535 in 2016 which, among other provisions, exempted low-voltage landscape lighting from licensed electrical contractor installation requirements, preventing a duplicative licensure requirement for irrigation contractors. We also successfully lobbied the Construction Industry Licensing Board (CILB) in 2012 to create a voluntary certification for irrigation contractors.

Florida Chapter, American Society of Landscape Architects
In 2010, Rutledge successfully defeated an attempt to prevent the practice of stormwater management by landscape architects. In 2011, we successfully removed landscape architects from proposed legislation to deregulate certain professions. The firm has worked to ensure the inclusion of landscape architects in legislation related to the practice of professional design-related work every single session since that time. Most recently, we successfully amended HB 727 by Representative Leek, relating to the accessibility of places of public accommodation, to ensure that landscape architects would be able to perform the work contemplated by this legislation.

Community Advocacy Network
In 2011, Rutledge 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.

City of Miami Beach
A sample of accomplishments during Rutledge's representation of the City of Miami Beach include:

- Secured $400,000 for the Miami Beach force main water project in 2014.
- 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 the 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 year's long battle over the Act.

- Successfully lobbied in 2011 for delinquent owners to be excluded in calculating a quorum for homeowners associations.

- Successfully lobbied in 2010 for a delay in the implementation date for residential condominium elevator upgrades.

- Worked with the Florida Housing Finance Corporation (FHFC) and the Department of Community Affairs (DCA) in 2008 to secure millions of dollars in Community Development Block Grant (CDBG) Neighborhood Stabilization Funds for affordable housing projects.

- Worked with DCA in 2007 to secure $1.5M in CDBG Disaster Recovery Funds for the Flamingo Neighborhood Stormwater Project.

Partner: Becker

Miami-Dade County

During the most recent legislative session (FY 17-18), the Becker team was instrumental in securing a $5,000,000 appropriation for the Ludlam Trail Corridor Acquisition. This funding success will play a pivotal role in increasing the connectivity and accessibility of communities along the 6-mile stretch of trail.

City of Miami

Becker has a particular depth of knowledge related to infrastructure projects. Our team successfully worked on securing a $1.125M appropriation for a Citywide Stormwater Masterplan which will assist in mitigating flooding throughout the City. Our team also worked closely with DOT, as well as Governor Scott's office, in order to extend the state's contribution to the New Starts Program for local transportation projects. This was our first year representing the City of Miami.

City of Hollywood

For many years, Becker worked on statutory changes to the Ocean Outfall mandates that would provide Hollywood with relief from the hundreds of millions of dollars that compliance would cost. Several years ago, the team advocated to change state law regarding "wet weather events" that would relieve Hollywood of having to build over $100M of infrastructure. The statute requires a reuse system that is environmentally, economically, and technically feasible to provide 60 percent reuse.

For months, we hosted discussions with DEP regarding a variety of highly complex issues related uniquely to Hollywood and the extraordinarily high chloride level in its water that would make meeting this requirement extremely difficult. Some estimates were as high as $300M. Working together with Hollywood, the City's Ocean Outfall compliance engineers Brown and

Caldwell, and DEP, the City of Hollywood was granted relief from the 60% reuse requirement. The estimated savings to Hollywood are approximately $200,000,000.

During the most recent session, our team also played a vital role in the successful appropriation of $14M in state funds for Port Everglades Inlet Management Plan implementation. Port Everglades Inlet is the sand source for a critical beach nourishment project for the City of Hollywood.

City of Homestead

During the most recent state legislative session, Becker secured over $1M in state funds for the City of Homestead, including $500,000 in cultural facilities grants, and $450,000 for a new pump station and plant construction.

City of Cape Coral

Becker successfully lobbied to increase funding for cultural facilities grants in the last days of budget conferences during the most recent legislative session. This allowed the City of Cape Coral to "make the cut" for a $100,000 cultural facilities grant, which the City is utilizing for a Community Art Studio. Additionally, our team successfully lobbied for SB 10, which addresses water quality and quantity issues and protects Florida's public water supplies, a priority for the City. Our team also lobbied in support of HB 1241 and SB 1696, which addresses problems facing pre-platted cities, including additional resources for local governments.

Town of Lake Park

Spearheaded by team member Ellyn Bogdanoff, Becker was able to secure $600,000 for the Town of Lake Park in the final days of state budget conferences (FY 17-18). The funds are being used for a crucial lakeshore drainage project which has been at the top of the City's priority list.

d) Clear strategy for representing the County at meetings with key legislators and members of the Executive Branch.

Our team strategy for representing the County is simple: maintain strong relationships with key legislators, not only the delegation but also legislators and other officials in leadership as well as staff; thoroughly understand the County's issues; engage proponents and opponents of various issues, and communicate effectively and persistently on behalf of the County. We routinely work with other affected stakeholders to grow our presence on any number of legislative items. We work closely with the Florida Association of Counties, Florida League of Cities, and other local government associations and individual local governments.

8. Understanding of major metropolitan issues and key issues to the County

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. Rutledge and Becker have a history with County issues, a history with the legislative process and a history of hard work.

Our team 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 (OIA) in regard to these issues. OIA can rely upon the Rutledge and Becker team to research complex issues by going to the right state official or entity for answers. Our team is recognized as a key voice for Miami-Dade County, allowing committee and agency staff to contact any member of the team regarding County issues. We typically receive a number of calls from House and Senate committee staff as well as legislative aides asking for background on various issues and wanting to know the County's position on legislative proposals. We frequently receive outreach on transportation, environmental, agricultural, coastal, mining, trails, and animal control issues, among other items.

Understanding Miami-Dade County issues is not an isolated process, but rather a grasping of the movement and interplay of issues from Washington to Tallahassee to Miami-Dade County. Our team has 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 through five Governors, across party lines, to produce the best results for Miami-Dade County.

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 thereof. This team fosters relationships by giving support and gaining trust through honesty and constant follow-up. Once these broader issues are well-understood, the lobbyists can more effectively interject the specific Miami-Dade priorities into the process.

Our team 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. We are respected for thoroughness, availability and tenacity.

9. Specific experience on major metropolitan county issues, including any Miami-Dade County key issues

Appropriations

We have significant experience securing appropriations in the state budget for Miami-Dade County. Examples of our appropriations work for the County include, but are not limited to, the following:

Trails

In 2016, we worked to secure $3M for Ludlam Trail and $2M for The Underline in the state budget. In 2017, we worked to secure $5M for Ludlam Trail and $5M for The Underline.

Beaches

In 2016, we worked to secure $1.4M in the state budget for the Miami Beach Segment of the Miami-Dade County Shore Protection Project. In 2017, we worked to secure $2.5M for the Sunny Isles Beach Nourishment Project.

Cultural Affairs

In 2017, we worked to secure funding for the following cultural affairs projects in Miami-Dade County:

- Museum of Science, Inc. New Construction - $500,000
- Miami City Ballet, Inc. Renovation - $360,000
- Miami-Dade County Renovation - $500,000
- Miami Children's Museum, Inc. - $500,000
- Jorge M. Perez Art Museum of Miami-Dade County, Inc. Renovation - $95,562
- City of Miami Renovation - $48,000
- Institute of Contemporary Art Miami, Inc. New Construction - $68,243

Laurel Wilt

In 2016, we worked to secure $150,000 for laurel wilt mitigation.

Local Government Cleanup Contracting

In 2015, we worked to successfully increase the funds available for local government cleanup contracting from $7M to $14M.

Farm Share

In 2015, we worked to secure $1.2M in funding for Farm Share.

Water Projects

In 2014, we worked to secure $500,000 for the SW 157th Avenue canal.

We have also worked to pass and defeat legislation, as well as resolve County concerns through amendments, on a range of policy issues over the years. A sampling of our work for the County over the last several years includes, but is not limited to, the following:

Preemption – Defeated (2017)
HB 17 by Representative Fine and SB 1158 by Senator Passidomo, while different in substance, both would have significantly eroded local government home rule authority. We worked the entire session to keep these bills from advancing, meeting with the sponsors, committee chairs, and numerous other legislators and committee staff. HB 17 received one committee hearing that was lengthy and contentious. The bill passed this committee but was not heard again. SB 1158 did not receive a hearing.

Vacation Rentals – Defeated (2017)
SB 188 by Senator Steube and HB 425 by Representative LaRosa would have further preempted local government regulations pertaining to vacation rentals. HB 425 passed the House, but SB 188 had a much more difficult time getting through its committees in the Senate. The Community Affairs Committee was particularly difficult. Miami-Dade County had two legislators on this committee, Senators Jose Javier Rodriguez and Daphne Campbell. We spent a significant amount of time with both Senators, and both agreed to vote no on the legislation due to the County's concerns. This pushback led the Senate sponsor to significantly amend the legislation in order to get it through the committee. It continued to be an issue on the floor of the Senate, and we worked the delegation and others to vote no on the legislation or only pass the harmless version that was voted out of Community Affairs. In the end, the bills did not pass.

Natural Hazards – Passed (2017)
We worked to support HB 181 by Representative Jacobs, which passed both chambers and was approved by the Governor. This bill creates a natural hazards interagency working group for the purpose of sharing information on current and potential impacts of natural hazards throughout the state, coordinating ongoing efforts of state agencies in addressing impacts of natural hazards, and collaborating on statewide initiatives to address natural hazards.

Dogs in Court – Passed (2017)
We worked to support HB 151 by Representative Brodeur, which passed both chambers and was approved by the Governor. The bill allows therapy dogs to be used in court for children in cases involving abuse, neglect, and abandonment and for adults with intellectual disabilities or in sexual offense cases.

County Officer Preemption – Defeated (2016)
HB 165 by Representative Artiles and SB 648 by Senator Hutson would have would have required certain county officers to be chosen by election only and would have preempted local governments with conflicting charter provisions. They would have required a special law in order to choose county officers by any method other than election. We worked to kill SB 648 in

the Senate Ethics and Elections Committee. When the committee did not have the votes, the bill was temporarily postponed and never brought back up. We worked hard each following week to ensure that the legislation would not be reconsidered. HB 265 passed its committees but died on the calendar on second reading when the Senate bill stalled.

Historic and Archaeological Artifacts – Defeated (2016)
HB 803 by Representative Stone and SB 1054 by Senator Dean would have directed the Division of Historical Resources of the Department of State to create a program to administer the discovery of certain historic and archaeological artifacts. They would have allowed citizens to pay for a permit to take and keep artifacts under certain circumstances and appeared to preempt county regulations, although the language was unclear. The state previously had a similar program which resulted in abuse. It was so widely criticized that it had to be discontinued. We worked to ensure that SB 1054 did not have the votes to pass its first committee. The Senate bill died in its first committee. HB 803 passed its first committee after a lengthy and contentious debate, but it was not heard again once the Senate bill died.

Flow Control – Resolved County Concerns (2016)
HB 589 by Representative Pigman passed both chambers and was approved by the Governor. As filed, this bill would have prevented the County from exercising flow control after entering into a resource recovery contract with a facility that is not owned by the County. However, we successfully amended the bill to remove this provision.

Waste Hauler Permits – Resolved County Concerns (2016)
SB 1192 by Senator Hays and HB 1187 by Representative Santiago could have prevented the County from requiring and providing waste hauler permits. We successfully amended the bills to resolve the County's concern.

Charter County Preemption – Defeated (2014, 2015)
In 2014, we worked to ensure the charter county preemption legislation did not pass. In 2015, HB 521 by Representative Artiles and SB 810 by Senator Garcia began to gain more traction. We worked to ensure delegation members and others were aware of the County's opposition to this bill. SB 810 was voted down in Community Affairs in Week 2 of the Legislative Session after Senator Miguel Diaz de la Portilla debated strongly against the bill. We worked to ensure the committee did not have the votes to pass this bill.

Miami-Dade County Public Health Trust Amendment – Defeated (2014)
We worked to ensure that amendatory language inserting the Legislature into the collective bargaining agreement between Miami-Dade County and the Miami-Dade County Public Health Trust did not pass in any legislation.

Regulatory Reform – Resolved County's Concerns (2014)
As filed, HB 713 by Representative Patronis and SB 1464 by Senator Simpson would have preempted the County's wetlands ordinance and comprehensive plan supermajority

requirement. We successfully amended both bills to remove the wetlands provision and carve out charter counties that have passed supermajority requirements via referendum, thus resolving the County's concerns.

Ocean Outfalls – Passed (2011, 2012, 2013)
SB 444 by Senator Diaz de la Portilla passed both chambers and was approved by the Governor in 2013. Among other provisions, this legislation allows up to five percent of annual treated flows to continue to be discharged through ocean outfalls during peak flow events, resulting in savings of over $800M in infrastructure costs to Miami-Dade County ratepayers. We worked for three years on this legislation with Miami-Dade Water and Sewer Staff and the bill sponsors (which included Senator Diaz de la Portilla as well as Representatives Trujillo, Gonzalez, and Manny Diaz, Jr.) as well as other affected utilities and stakeholders. The Ocean Outfalls issue was a critical priority in the County's 2013 state legislative package as approved by the Board.

Local Business Tax – Defeated (2012, 2013)
In 2012, we worked to oppose SB 760 by Senator Hays and HB 1063 by Representative O'Toole, which would have partially repealed the local business tax. Local governments would not have been allowed to bond this money going forward. These bills would have had a $16M fiscal impact to Miami-Dade County. Both bills were temporarily postponed in committee when the votes were not available to pass them. We worked to ensure that committees in both chambers did not have the votes to pass these bills. Both bills were temporarily postponed in committee and ultimately died for that reason.

In 2013, we worked to oppose HB 7109 by the House Finance and Tax Subcommittee and Representative Workman, which among other provisions, would have allowed counties to levy the local business tax only in the unincorporated area and would have collapsed the number of categories for the local business tax down to three. This would have the consequence of increasing taxes on small businesses in the unincorporated area significantly, and would have adversely affected funding for the Beacon Council. We met with key legislators to express our opposition to this bill, which died in committee. We also worked to discourage the Senate from taking up any similar proposals.

Pretrial Release – Defeated (2012)
When Representative Trujillo and Senator Garcia filed HB 875 and SB 1730 in 2012, legislation that would have been detrimental to the County's pretrial release program, we snapped into action to educate the bill sponsors. Both legislators agreed to meet with Miami-Dade County Corrections staff to learn more about the County's program. We worked with a coalition of other interested local governments on a coordinated legislative strategy and prevented these bills from being heard.

Eminent Domain – Defeated (2012)
HB 193 by Representative Ford and SB 1504 by Senator Evers contained provisions that would have restricted the County's ability to exercise eminent domain. We met with the bill sponsors

to discuss the numerous technical and legal problems with the bill and prevented the bills from being heard.

10. Detailed description of comparable contracts

Florida Academy of Physician Assistants (FAPA) – Rutledge represents FAPA before the Florida Legislature and state agenices. Our fees range between $40,000 and $80,000/annually. Our team has represented FAPA for 27 years. The current contract covers October 2016-October 2021. We are the prime contractor. Contact: Susan Salashor, President, (850) 645-8610.

Florida Veterinary Medical Association (FVMA) – Rutledge represents FVMA before the Florida Legislature and state agencies. Our fees range between $40,000 and $80,000 annually. Our team has represented FVMA for nine years. The current contract covers December 2014 – November 2017. We are the prime contractor. Contact: Phil Hinkle, Executive Director, (407) 850-3862.

Florida Chapter, American Society of Landscape Architects (FLASLA) – Rutledge represents FLASLA before the Florida Legislature and state agencies. Our fees range between $40,000 and $80,000 annually. We have represented FLASLA for over 15 years. The current contract covers January 2017-December 2019. We are the prime contractor. Contact: David Flanagan, President, (727) 692-4117.

Florida Local Environmental Resource Agencies (FLERA) – Diana Ferguson serves as the Executive Director of FLERA. Our fees are up to $40,000 annually. This is a new client, an association comprised of city and county environmental programs. We are in our first year of representation and just completed the first FLERA Annual Conference in almost five years. The current contract covers January 2017 – December 2017. We are the prime contractor. Contact: Alan Marshall, Orange County, (407) 836-5884.

Florida Shore and Beach Preservation Association (FSBPA) – Rutledge represents FSBPA before the Florida Legislature and DEP. Our fees are up to $40,000 annually. We have represented FSBPA since 2011. The current contract covers January 2017 – December 2017. We are the prime contractor. Contact: Jackie Larson, Executive Director, (850) 906-9227.

Florida Animal Control Association (FACA) – Rutledge represents FACA before the Florida Legislature, DOH and DACS. Our fees are up to $40,000 annually. The current contract covers September 2016 – August 2018. We are the prime contractor. Contact: Kim Staton, Osceola County, (407) 742-8000.

Broward County School Board – Becker, as the prime contractor, provides strategic state level government advocacy and lobbying for the Broward County School Board at $72,000 annually. The contract has been active since 2013. We have worked on a variety of issues specific to Broward as a large urban district in Florida including appropriations, supporting or opposing

legislation, testifying before legislative bodies, building coalitions, and working with the executive branch. Contact: John Sullivan, (754) 321-2608.

City of Miami - Becker is the prime contractor for the City of Miami and worked extensively on a variety of unique issues identified by the City, including successfully obtaining $1.125M for its stormwater master plan. Most recently, the firm was instrumental in receiving an opinion from DOT that eliminated a 12.5% cap on state contributions for federally funded transportation projects. Our most recent contract began in 2016 and goes until 2019. The fee is $25,000 annually. Contact: Diana Arteaga, (305) 250-5400.

City of Cape Coral – Becker, as the prime contractor, provides strategic state and federal level government advocacy and lobbying for the City. The firm has retained this contract since 2007 at an annual fee of $50,000 and has worked on a variety of issues unique to the City, including obtaining a $100,000 appropriation for its Arts and Culture Studio in FY 2017-18. The contract is renewed every two years. Contact: Terri Hall, (239)574-0446.

City of Miami Gardens – Becker is the prime contractor and provides strategic state and federal government advocacy and lobbying services. The contract has been active since 2003 at an annual fee of $60,000, renewed every 3 years. Contact: Vernita Nelson, (305) 622-8000.

11. Miami-Dade County Contracts

Rutledge has represented Miami-Dade County for over 25 years by providing state legislative and executive governmental affairs representation. Its partner, Becker, has represented the County for 17 years. The current contract is for $120,000 annually and began in February 2012, with extensions. The contract is administered by the Office of Intergovernmental Affairs. Contacts: Joe Rasco 305-375-5600; Jess McCarty 305-375-1634.

12. Ability to Perform Scope of Services

The Rutledge and Becker team is fully capable of fulfilling all elements of the Scope of Services as described in Section 2.2 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 and 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 and Becker 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.

Simultaneously, each of the over 3,000 legislative bills filed annually will be reviewed for implications to the County. 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 and hourly e-mail alerts, will notify the team when action is anticipated on bills. 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 team members regarding issues impacting the County.

Team members will review the Florida Administrative Register and agency websites 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 fell by the wayside in tough economic times, the team still secured a significant amount

of funding in the budget for Miami-Dade County priorities each year. And our level of success has continued as the economy has improved and new processes for securing member projects have emerged. We successfully navigated the County through the new House Appropriations Project Bill process during the 2017 legislative session.

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.

This team has been providing the services described in the RFQ, Scope of Service 2.2 for many years. We are 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, we are prepared to further discuss these services.

13. Ability to comply with reporting requirements

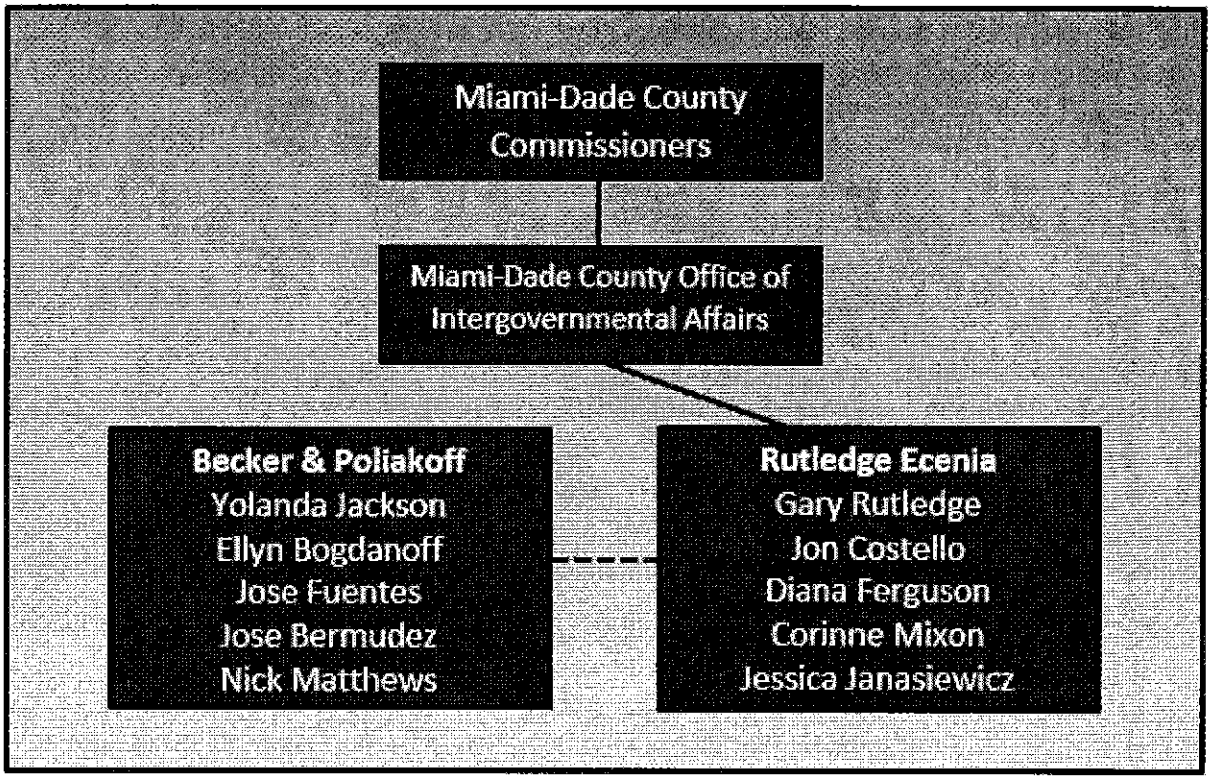
Communication both verbally and in writing with County staff will be essential to the success of the team's efforts. Reports by Rutledge and Becker will be sent to the County monthly, except during the legislative session, when they will be transmitted weekly, including a comprehensive end of session 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.

14. Exceptions

Rutledge and Becker take no exceptions to the terms of this solicitation.

Key Personnel

15. Organizational Chart



16. Names and addresses of partners/subcontractors and extent of work to be performed

Becker & Poliakoff, P.A.
Contact: Yolanda Cash Jackson
121 Alhambra Plaza, 10th Floor
Coral Gables, FL 33134
305-262-4433

Becker 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 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, Yolanda, and

other firm attorneys continue to be very active in Miami-Dade County's civic, business, and legal communities.

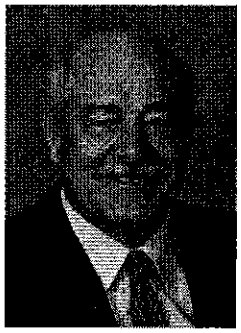
Becker's lobbying team is well-known and well-positioned to navigate clients through governmental processes in Tallahassee. Our lobbyists have excellent, long-time working relationships with key legislative leaders, cabinet members, local elected officials, other opinion leaders and key staff members. Our lobbying team has outstanding relationships with the leadership of both the House and Senate and work effectively on both sides of the aisle.

The Becker lobbying team has been hailed as the most diverse team in Tallahassee and is able to cover more Legislators than any other team of lobbyists. In addition, the firm's thirteen Florida offices enable our lobbying team to connect with legislators in their home districts more than any other lobbying team.

Becker is repeatedly and consistently successful at securing millions of dollars in state government appropriations. Becker team members are well versed in drafting, tracking, and analyzing thousands of pieces of legislation and advising clients on how to react to the ever-evolving political landscape. The Becker lobbying team is tremendously proficient in devising legislative strategies to defeat, pass, or amend legislation that could have an impact on their clients. Becker has a unique prowess in preparing testimony, coordinating site visits, and arranging meetings with House and Senate leaders and other key legislators and committee chairs.

17. Key Personnel

Proposer: Rutledge



Gary R. Rutledge is a founding principal of the Rutledge firm and currently serves as Vice-President. In addition, he coordinates the firm's legislative and governmental affairs section. He is one of the firm's most active attorney's in governmental, administrative, and legislative matters. Gary works directly with numerous governmental officials in the State of Florida, including legislators, Cabinet members, and employees at all levels of state government. In legislative and regulatory matters, he serves as lobbyist and attorney for local, state, national, and international clients, both public and private. Gary has also served as Special Counsel for the Florida Department of Business Regulation and the National Association of State Racing Commissioners.

Gary attended the University of Florida, receiving his Bachelor of Arts degree with honors in 1972 and his Juris Doctor 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 also was recognized for significant legal research in the public interest by the University of Florida's Center for Governmental Responsibility.

Gary 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, Gary is a member of the Florida Bar Administrative Law Section. Gary maintains an AV rating with Martindale Hubbell.

From 1979 to 1981, Gary served as the Director of the Division of Pari-Mutuel Wagering within the Florida Department of Business Regulation. Gary was appointed by Governor Bob Graham in 1981 to serve as Secretary of the Department. The activities he pursued under the auspices of the Department were far-reaching, including regulation of pari-mutuel wagering, alcoholic beverages and tobacco, hotels and restaurants, land sales, timeshare, mobile home parks, and condominium industries. In allied activities nationally, he served as a member of the National Association of State Racing Commissioners (NASRC), and was a member of the NASRC Executive Committee.

Gary was appointed by Governor Rick Scott to serve on the Judicial Nominating Commission, First District Court of Appeal for a term beginning August 12, 2011 to July 1, 2015. He was subsequently reappointed and is serving as Chair of the Commission. Gary also served on the Host Inauguration Committee for Governor Rick Scott in 2010.

Gary has written and spoken about the regulatory aspects of the industries regulated by the Department of Business Regulation and its successor agencies, as well as other legislative and governmental matters. He has also addressed many organizations on these areas of the law, as well as other administrative, legislative, and regulatory matters.

Gary served in Tallahassee on the initial Board of Directors of the Boys and Girls Club and on the Board of Directors of the Children's Home Society.



Diana Ferguson joined the firm in January 2011 as an attorney and registered lobbyist. Her practice at Rutledge is concentrated in the areas of environmental and administrative law, regulated industries and government relations. She currently represents several clients, including businesses, local governments and associations. Prior to joining the firm, Diana provided legislative counsel to the Florida Association of Counties. In that capacity, she lobbied numerous environmental issues as well as other local government issues. Diana spent a significant amount of time advocating for counties on water supply and water quality issues in particular. With regard to water quality, she worked on several pieces of legislation pertaining to significant nonpoint sources of pollution, such as septic tanks and fertilizer, as well as regulatory issues such as total maximum daily loads and numeric nutrient criteria.

Diana currently uses her extensive advocacy experience in representing several associations and other clients that have wide-ranging policy needs. She has also engaged in numerous rulemaking processes and helped clients successfully navigate various permitting and regulatory issues involving several state agencies, including but not limited to DEP, FWC, DACS, DBPR, DOT, and DOH.

In addition to having represented Miami-Dade County for many years, Diana is currently the Executive Director of the Florida Local Environmental Resource Agencies (FLERA), a statewide network of local government environmental managers. The mission of FLERA is to enhance communication, education and advocacy for Florida local environmental protection efforts. She also provides governmental consulting services to the Florida Shore and Beach Preservation Association (FSBPA), a league of cities and counties on beach and coastal issues, as well as the Florida Animal Control Association (FACA), a statewide association of local government animal control agency directors and staff.

Diana graduated from the University of Missouri – Kansas City with a political science degree. She earned her Juris Doctorate from the Oklahoma City University School of Law. She is a member in good standing of the Texas Bar Association and of the Florida Bar Association, where she is a member of the Environmental and Land Use and City, County, and Local Government Law Sections. She also serves as Chair of the Legislative Committee of the Animal Law Section of the Florida Bar.

Diana has been appointed to the Governor's Action Team on Energy and Climate Change, Adaptation Technical Working Group; the Florida Legislature's Beach Management Working Group; and the Florida Beaches Habitat Conservation Plan Steering Committee. She has received the Friend of the Florida Association of County Attorneys Award and the Small County Coalition Legislative Appreciation Award for her work on behalf of local governments. Diana was recognized as a Florida Legal Elite Up & Comer in 2013. This recognition is based on attorneys under the age of 40 who have exhibited leadership in the law and in their community. She also serves on the Board of Directors of the Magnolia School in Tallahassee.



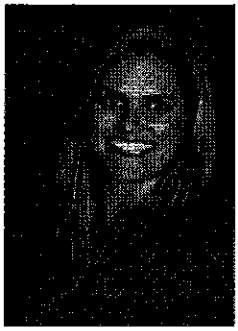
Jonathan Costello is a Governmental Consultant with Rutledge and has more than ten years of experience working on local, state and federal government issues. Jon holds a B.S. in Political Science and a M.S. in American Politics and Policy from Florida State University. Jon's career in government began in 2003 as a program manager with the Department of Defense. After serving three years in that role, he left government to begin consulting with Rutledge.

In 2010, Jon left the firm to join the Rick Scott for Governor Campaign as a Senior Policy Advisor. After the successful campaign, he served on Governor Scott's transition team and was then appointed as the Governor's Legislative Affairs Director. Jon served as Legislative Affairs Director and Policy Advisor to Governor Rick Scott during two successful

legislative sessions. In this role, Jon was responsible for ensuring the passage of Governor Scott's top priorities, including increasing K-12 funding by $1 billion in the 2012 budget, the creation of the DEO, Reemployment Assistance reform, Workforce Board accountability measures, Personal Injury Protection reform, regulation reduction and tax relief.

In 2012, Jon rejoined Rutledge, where he uses his extensive experience developing and implementing policy to help clients formulate and execute strategies to achieve their desired policy goals. During his tenure as a consultant with Rutledge, Jon has helped local government clients with both their legislative policy and funding needs, as well as with administrative issues at executive agencies. For instance, recently Jon worked closely with DEP on behalf of the Town of Jupiter Island to resolve major concerns the town had regarding the St. Lucie Inlet Management Plan and how it would affect critical beach nourishment efforts along the town's coast.

In addition to his work with Rutledge, Jon also serves on the Governing Board of the Northwest Florida Water Management District and as an Adjunct Professor of Political Communication at Florida State University. Jon's role as a member of the Northwest Florida Water Management District also gives him unique insight relative to the needs of local governments to work with the state and water management districts to successfully secure funding for and implement water supply and water quality projects.



Corinne Mixon is a governmental consultant with more than eleven years of experience. Corinne advocates for a broad spectrum of clients. Prior to joining Rutledge in January 2017, Corinne was the principal shareholder of Mixon & Associates, a lobbying firm operating since 1992. A graduate of the University of Alabama's School of Communication and Information Sciences, Corinne earned an internship as a communications specialist with U.S. Senator Richard Shelby.

Corinne began her professional career as a Public Relations Account Coordinator at the Zimmerman Agency, the largest hospitality-centered communications firm in the nation. Corinne managed the public relations efforts for high-end resorts, such as the Lowe's Miami Beach Hotel, and sought-after tourist destinations, such as the Emerald Coast Convention and Visitor's Bureau.

Corinne's client-base includes a particular concentration of local school boards and health care practitioner organizations. Derived from this representation is her thorough understanding of tax structure, transportation, digital technology, insurance, health care shortage regions and much more.

Corinne lobbies across multiple platforms including legislative, executive and state regulatory boards. In addition to her structured lobbying efforts, Corinne has managed a large campaign for Florida Senate and provided crisis communication services to multiple entities. Corinne also

has significant experience working in association management. She has been the Executive Director and Executive Vice President of two large statewide associations during her lobbying career.

Over the past few years, Corinne has delivered keynote addresses at more than a dozen commencements and conferences. In recognition of her lobbying efforts, she recently became the youngest ever recipient of the Florida Academy of Physician Assistants' Lifetime Achievement Award, an honor that is rarely bestowed upon a non-clinician.



Jessica Janasiewicz is a Governmental Consultant with Rutledge and has more than ten years of experience working in and with public schools across the country. Jessica began her career as a 4th grade teacher in Atlanta, Georgia where she taught at Cary Reynolds Elementary School, which is characterized by its large population of low-income, immigrant students. During this time, she earned her M.Ed. in Literacy, which allowed Jessica to better serve her students by having the expertise needed to assist them in building their literacy skills.

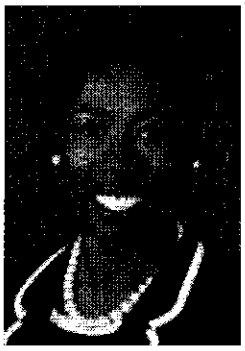
Jessica's experiences working with this population also increased her desire to improve the experiences of traditionally underserved populations, and she concluded the best way to create change was through policy. This desire led Jessica to Teachers College, Columbia University where she received her M.A. degree in Politics and Education. Also while pursuing her degree in New York, Jessica served as a Domestic Policy intern at the William J. Clinton Foundation.

Jessica joined Mixon and Associates in 2011 and began lobbying for school districts and was the lead lobbyist for many of the firm's education clients. Jessica's educational experience and training makes her unusually credible when working with staff and members charged with building public education policy in Florida. Jessica has drafted legislation for numerous education clients and advocates extensively each session for the individual needs of school districts and education associations. In addition to her work on education policy, Jessica has served as the lead advocate for various funding items for clients, varying from the creation and subsequent funding of the federally connected student supplement in the budget to the line item appropriation supporting rural school district consortiums.

Jessica also attends numerous statewide and national education summits and conferences where she often helps clients make key contacts, presents on legislation and participates in professional panels.

In addition to her work at Rutledge, Jessica serves as a board member on both the Florida's Missing Children's Day and the Young Actors Theatre.

Partner: Becker



Yolanda Cash Jackson is an experienced government law attorney who concentrates her practice in the area of Governmental Relations and has developed a proficiency in state government funding and appropriations. Yolanda heads the Tallahassee lobbying practice of the firm and has unparalleled personal and working relationships with the state's leading elected officials and policymakers.

Yolanda was elected to Becker's Management Committee in 2010. She serves on the boards of the 2016-2017 University of Florida Foundation and is a past serving board member on the 2009 University of Florida, Levin College of Law Trustees; the Orange Bowl Committee, the United States Senate Military Affairs Committee; the National Black Caucus of State Legislators, Corporate Round Table; the International Women's Forum; and the Miami-Dade County Black Affairs Advisory Board Commission for Women. Yolanda is a current appointee to the Florida Bar's new standing committee on Governmental and Public Policy Advocacy.

Yolanda is an active member fn the Greater Miami Chapter of the Links, Inc., with special appointment to the National Legislative and Public Affairs Committee; Miami Alumni Chapter of Delta Sigma Theta Sorority; and the Greater Miami Chamber of Commerce, former Chair-State Advocacy Committee, and Leadership Florida. Additionally, Yolanda acts as a moderator on key panels and speaker on various television and radio talk shows pertaining to governmental lobbying issues.



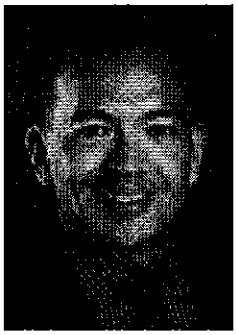
Senator Ellyn Bogdanoff is a shareholder and joined the firm's Government Law and Lobbying Practice Group after over 30 years in the business sector. Ellyn owned her first insurance business by the age of 21 and after 16 years sold her interest in her company. In 1997, she opened a corporate and local government consulting firm. Ellyn later attended law school, graduating in 2003.

Ellyn has extensive knowledge and experience in navigating all levels of government as a professional and elected official. She was first elected to represent the Palm Beach and Broward communities in the Florida House of Representatives in a special election in January 2004, after which she served for six years and was subsequently elected to the Florida Senate in 2010. Senator Bogdanoff served as the Majority Whip under Speaker Marco Rubio, in charge of all public policy that flowed through the Chamber.

Ellyn was Chair of both the House and Senate Finance and Tax Committees as well as Chair of the Joint Administrative Procedures Committee giving her an expertise in agency rules. In her last year in the Senate, she served as the Chair of the Criminal and Civil Justice Appropriations

Committee. As a legislator she was best known for engaging in and negotiating a variety of complex policy issues.

After leaving public office in 2012, Ellyn expanded her practice to include government consulting in Tallahassee. Ellyn currently serves on the Federal Judicial Nominating Committee and the Governmental and Public Policy Advocacy Committee of the Florida Bar. Her knowledge, experience, and access to key decision makers are extremely valuable to her clients.

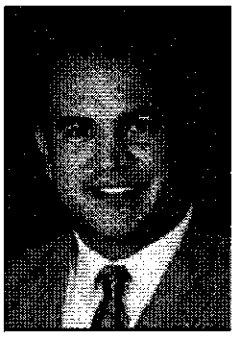


Jose Keichi Fuentes has a strong network of contacts and over 30 years of experience working in government and in the political arena. He is a government relations professional who represents local governments, other public bodies, and private sector clients in environmental, safety, infrastructure, and water resources matters at the state and local levels.

His client list includes the City of Miami, Homestead, Pinecrest, Virginia Garden, North Miami Beach, Biscayne Park, Doral and Miami Springs, to name a few. Jose has secured funding for the municipalities he represents through the allocation of major infrastructure projects funding. During his time as director of the South Florida Water Management District, Regional Office, Jose was instrumental in securing funds for key water projects in Miami-Dade county.

Jose is committed to public service as proven through his community, civic and volunteer work. He mostly recently served as an appointee of Gov. Rick Scott to the Board of Trustees of Miami-Dade College, the largest and most diverse college in the nation. He has served as an Executive Committee Member and Chairman of the Governmental Affairs Group of the Greater Miami Chamber of Commerce. He also played a key role in engaging the Chamber to support improvements to the Transportation System and the Port Tunnel in Miami-Dade County.

Recently, he was recognized by the Japanese Ministry of Foreign Affairs with a commendation for his work in helping to strengthen the relationship between the US, Florida, Japan, and Latin America. In the same vein, Jose was honored this year by the Greater Miami Chamber of Commerce with the International Governmental Relations Award for his steadfast efforts to build relationships between Japan and Miami.



Jose A. Bermudez has an extensive governmental and political career. At the age of eighteen, Jose was named the Chief of Staff to the Mayor of Miami Beach where he oversaw one of the most ambitious capital improvement programs in the City's history. Subsequently, Jose managed several successful, grassroots campaigns throughout Florida.

Jose has represented three Republican Governors during his political career. His first stint was with Governor Jeb Bush where he served under the Governor's Special Assistant in Miami Dade County. He later was tapped for that same role as Special Assistant with Governor Charlie Crist then a Republican and most recently under Governor Rick Scott where Jose had the distinction of being one of the first employees of the Scott administration. Jose served as liaison of the Governor's office to state agencies, local governments, and intergovernmental agencies.

Jose has developed an expertise in acquiring funding for his clients by tapping into his considerable working relationships with high ranking state agency officials. Additionally, Jose currently serves as Vice Chair of Governmental Affairs for the Greater Miami Chamber of Commerce.



Nicholas Matthews is an experienced advocate with an extensive background in state and local legislative, budgetary and executive processes. He is uniquely experienced and knowledgeable in healthcare, local government, finance and tax, economic development, criminal justice and transportation issues.

As a former lobbyist for Broward County, Nick managed Broward County's advocacy as a part of their Office of Intergovernmental Affairs and Professional Standards. He specifically developed, managed and advocated for Broward County's State Legislative Program and Appropriation Priorities.

Nick has coordinated advocacy efforts with the Broward Workshop, Greater Ft. Lauderdale Alliance, Ft. Lauderdale Chamber of Commerce, the Broward Chapter of the Restaurant and Lodging Association, Broward Days, and the Port Everglades Association. Some of the projects he helped to coordinate included the County's $45M beach nourishment project, seaport and airport state grants, large infrastructure projects for wastewater and water services, and economic development. Nick also lobbied for important programs like child protection teams, homelessness grants, affordable housing, and funding for environmental clean-up programs.

18. Hours of Availability

All team members 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. We are prepared to devote as many hours as it takes to provide the services required by the County.

19. Resumes

See Item 17.

Proposer's Approach

---

20. 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 Rutledge and Becker 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.

County assignments will be given the utmost priority and we will be in constant communication with County staff and Commissioners to ensure that assignments are completed timely and in the manner required by the County. All team members are seasoned lobbyists, experienced in scheduling and prioritizing assignments. Gary Rutledge frequently communicates with OIA to discuss requests from the County Commission and County department staff. Through the years

of representing Miami-Dade County, this team 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.

21. Coverage of subject area outside the expertise of Proposer

This team has 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, Rutledge has the resources to seek expert advice when needed. We have strong relationships with administrative and legislative staff as well as with governmental entities and their associations throughout Florida. We have an extensive network of experts on various local government issues at our fingertips.

22. Enhancing the County's position

For many years, the Rutledge and Becker team has served as a liaison, defender and supporter of Miami-Dade County in Tallahassee. The team brings to the County its connections, integrity, knowledge and experience cultivated over many years. This RFQ response has listed numerous examples of the Rutledge and Becker team 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.

23. 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. Our team is nonpartisan, supporting House and Senate leadership in both political parties. This support extends to statewide political races. Members of this team have participated for many years in campaigns for legislators and statewide office holders.

Our personal and financial involvement in campaigns as well as the personal relationships we develop provide access to key players. Rutledge currently manages twelve political committees. In-house political committee management allows for a more efficient process in which checks are delivered and reported on with ease, without having to engage a third party and incur additional costs. This maximizes the money that the political committee is able to give to candidates, which amplifies the political committee's impact.

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.

Additionally, Gary Rutledge and others with Rutledge and Becker have had a long-standing relationship with Governor Rick Scott and were active in his gubernatorial campaign. Jon Costello became a member of Governor Scott's gubernatorial campaign staff and subsequently went to work in the Executive Office of the Governor. He served as Director of Legislative Affairs for Governor Scott prior to returning to Rutledge. Jose Bermudez served as the South Florida Regional Representative for Governor Scott as part of the Governor's statewide outreach team.

Our reach in terms of relationships extends to all House and Senate members as well. Both Rutledge and Becker have well-balanced teams with members across the political spectrum. And as a former Senator, Ellyn Bogdanoff served in the state legislature with many current Senators and Representatives, including the Speaker of the House and Senate President.

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.

24. Conflicts 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.

25. Proposer's accomplishments on behalf of local governments

Proposer: Rutledge

See Item 9 on page 8 for more on our work specific to Miami-Dade County.

Preemption
Rutledge worked to defeat HB 17 and SB 1158 during the 2017 legislative session. These bills would have significantly undermined local government home rule authority.

Vacation Rentals
Rutledge worked to defeat SB 188 and HB 415, which would have further preempted local government regulations pertaining to vacation rentals.

Natural Hazards
Rutledge worked to support HB 181, which created a natural hazards interagency working group.

Environmental Program Funding
In 2017, Rutledge ensured that county local government cleanup contracting and air programs were fully funded in the state budget.

Beaches
On behalf of the Florida Shore and Beach Preservation Association (FSBPA), Rutledge worked with FSBPA's President Debbie Flack, Senator Jack Latvala and others to secure $50M in the FY 17-18 state budget for the statewide beach renourishment program. We also worked to pass HB 691 by Representative Frishe, a bill relating to beach management, during the 2012 Legislative Session.

Animal Control
On behalf of the Florida Animal Control Association (FACA), Rutledge successfully fought legislation in 2017 that would have dramatically increased costs for county animal control agencies, with no additional benefit to animal welfare. We also worked to pass HB 479 by Representative O'Toole, a bill relating to animal control, during the 2012 Legislative Session, as well as SB 420 by Senator Grimsley during the 2015 Legislative Session.

Among other provisions, HB 479 updated animal euthanasia statutes to ensure humane euthanasia and built in more flexibility to legend drug provisions so that new drugs can be added to the list of allowed drugs without changing the statutes each time a new drug becomes available. In addition to other provisions, SB 420 allows horses to be adopted rather than auctioned to protect them from being purchased by known animal abusers.

Florida Association of School Administrators
In 2015, Rutledge team members secured passage of legislation that modifies the statutory requirement for the school start date to allow schools to start no later than August 10. Previously, schools could start no earlier than 14 days prior to Labor Day. In years when Labor Day occurred later, schools were required to start far later than usual. This made it difficult for schools to finish their fall semester before the winter holidays.

Leon County Schools
In 2016, Rutledge team members learned that the Joint Legislative Auditing Committee (JLAC) planned to introduce a motion to ban the use of funds for lawyers outside school districts. This would have greatly limited all school districts' abilities to provide adequate legal defense for themselves. We lobbied committee members on behalf of the school district and succeeded in having a motion favorably amended in committee with a hand-written amendment. Other

local governments had no representation present on their behalf and were unaware of the committee's plans.

Brevard, Escambia and Santa Rosa County Public Schools

In 2016, Rutledge team members participated in many meetings with Education Appropriations Chairmen Senator Don Gaetz and Representative Erik Fresen, as well as delegation members from these counties, to encourage the inclusion of the Federally Connected Student Supplement in legislation to ensure its permanence. Additionally, we met with House and Senate Appropriations staff as well as Governor Scott's staff to ensure their support. We provided draft language to the interested parties to be used in potential legislative vehicles. As the only lobbyists representing districts that received the supplement, we were solely responsible for the favorable resolution of this issue. Language codifying the program in statute was included as part of HB 7029, which passed both chambers and was signed into law by Governor Scott.

Partner: Becker

Transportation

Becker secured $3,850,000 in the state budget for the City of Cape Coral's modifications to Burt Store Road. During FY 2017-18, the firm spearheaded efforts to secure $5M in funding for Ludlam Trail.

Economic Development

Becker secured $600,000 for much needed drainage enhancements on Lakeshore Drive in the Town of Lake Park. The Town of Lake Park desperately needed funding to match a federal grant. The drainage project is the turnkey to spurring major economic development along the Town's inter-coastal corridor. This corridor experiences major flooding during extreme weather events and has been identified by many developers as the single barrier to major investment.

Environmental Mitigation

Over the years, Becker has secured many projects such as the City of Miami Stormwater Project ($1.125M) and stormwater improvements for the Village of Virginia Gardens ($125,000). The firm played a key role in securing over $14M for the Port Everglades Sand Bypass Project, which will be utilized by the City of Hollywood for a critical beach nourishment project.

Infrastructure Improvements

Becker has successfully advocated for infrastructure funding for many years. As previously mentioned, the firm successfully lobbied for over $1M for the City of Miami's stormwater master plan. Additional successes in FY 2017-18 include $287,500 for the City of Pompano's Drinking Water Plant Improvements and $450,000 for the City of Homestead's Pump Station and Plant Construction Project.

Social Services

Becker successfully secured $150,000 for Hollywood's Fred Lippman Senior Center. Additionally, we secured $500,000 for the Jewish Adoption and Family Care Options (JAFCO) Ability Center in Sunrise.

Recreation

In FY 17-18, our firm secured $500,000 for West Park's McTyre Park and $25,000 for Homestead's Losner Park.

Service Cost

26. Proposed Annual Fee

$150,000

MIAMI-DADE COUNTY

Miami-Dade Coun
Procurement Management Service
Solicitation Submittal For
111 NW 1st Street, Suite 1300, Miami, FL 331

Solicitation No. RFQ-00600		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL		
Legal Company Name (include d/b/a if applicable): Rutledge Ecenia, P.A.		Federal Tax Identification Number: 59-3142223		
If Corporation - Date Incorporated/Organized: September 14, 1992		State Incorporated/Organized: Florida		
Company Operating Address: 119 South Monroe Street, Suite 202		City: Tallahassee	State: FL	Zip Code: 32301
Company Contact Person: Gary R. Rutledge		Email Address: gary@rutledge-ecenia.com		
Phone Number (include area code): 850-681-6788	Fax Number (include area code): 850-681-6515	Company's Internet Web Address: www.rutledge-ecenia.com		

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☐ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-3111 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? **Yes** ☐ No ☑

If yes, please provide your Certification Number:

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 response 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.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public.

By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.

In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature:	**Date**
Gary R. Rutledge	07/31/2017
Type or Print Name	
Gary R. Rutledge	
Type or Print Title	
Gary R. Rutledge	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature:	**Date**
Gary R. Rutledge	07/31/2017
Type or Print Name	
Gary R. Rutledge	
Type or Print Title	
Gary R. Rutledge	



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

Rutledge, Ecenia, Purnell & Hoffman, 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 & Hoffman, 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 & Hoffman, 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 & Hoffman, P.A. will assure that positive steps are taken to comply with this policy.

☐ **NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT**

Gary R. Rutledge	**07/31/2017**
Signature	Date

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: **Rutledge Ecenia, P.A.** FEIN No. **59-3142223**

In accordance with Sections 2-8.1, 2-8.8 and 10.34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this 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. The Bidder/Proposer should enter the word "NONE" under the appropriate heading of this form if no subcontractors or suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In the event that the recommended Bidder/Proposer demonstrates to the County prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligent efforts to obtain that information and provide the same to the County not later than ten (10) days after it becomes available and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Rutledge Ecenia, P.A.	Gary R. Rutledge	Legislative Services	3	1	4	0	0	0	0	0	7	13	18	2	0	0	0	(
Business Name and Address of First Tier Subcontractor/ Subconsultant	**Principal Owner**	**Scope of Work to be Performed by Subcontractor/ Subconsultant**	**Principal Owner (Enter the number of male and female owners by race/ethnicity)**								**Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)**							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Becker & Poliakoff, P.A.	Gary Rosen	Legislative Services	3		3						118	180	179	22	82	5	0	1

☑ Mark here if race, gender and ethnicity information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Internal Services Department at http://www.miamidade.gov/business/business-development-contracts.asp. As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Report Sub 200 form which can be found at http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Gary R. Rutledge	Gary R. Rutledge	Vice President	07/31/2017
Signature of Bidder/Proposer	**Print Name**	**Print Title**	**Date**



AFFIDAVIT OF MIAMI-DADE COUNTY LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: **Governmental Representation and Consulting Services in Tallahassee, FL** Solicitation No.: **00600**
(2) Department: **Office of Intergovernmental Affairs**
(3) Proposer's Name: **Rutledge Ecenia**
Address: **119 S. Monroe St. Suite 202** Zip: **32301**
Business Telephone: **850-681-6788** E-Mail: **dferguson@rutledge-ecenia.com**

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

Name	Title	Employed By	Email Address
Gary Rutledge	Vice-President	Rutledge Ecenia	gary@rutledge-ecenia.com
Jon Costello	Governmental Consultant	Rutledge Ecenia	jon@rutledge-ecenia.com
Diana Ferguson	Attorney	Rutledge Ecenia	dferguson@rutledge-ecenia.com
Yolanda Cash Jackson	Shareholder	Becker Poliakoff	yjackson@bplegal.com
Jose Bermudez	Senior Governmental Relations Consultant	Becker Poliakoff	jbermudez@bplegal.com
Ellyn Bogdanoff	Shareholder	Becker Poloakoff	ebogdanoff@bplegal.com
Jose Fuentes	Senior Governmental Relations Consultant	Becker Poliakoff	jfuentes@bplegal.com

(ATTACH ADDITIONAL SHEETS IF NECESSARY)

The individuals named above are Registered and the Registration Fee is <u>not</u> 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: **Gary R. Rutledge** Title: **July 31, 2017**

STATE OF **Florida**

COUNTY OF **Leon**

The foregoing instrument was acknowledged before me this **July 31, 2017**,

by **Gary R. Rutlege**, a **person**, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced **personally known** as identification and who did/did not take an oath.

Ruthie J. Dickson
(Signature of person taking acknowledgement)

Ruthie J. Dckson
(Name of Acknowledger typed, printed or stamped)

Notary Public	**GG026091**
(Title or Rank)	(Serial Number, if any)

Revised 1/2/14

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No.: 00600 **Federal Employer Identification Number (FEIN):** 59-3142223

Contract Title: **Governmental Representation and Consulting Services in Tallahassee, FL**

Gary R. Rutledge	**Vice-President**	**Gary R. Rutledge**
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
Rutledge Ecenia		**8-6-2017**
Name of Firm		Date
119 S. Monroe St. Suite 202	FL	**32301**
Address of Firm	State	Zip Code

Notary Public Information

Notary Public – State of _____ County of _____

Subscribed and sworn to (or affirmed) before me this _____ day of, _____ 20___

by _____ He or she is personally known to me or has produced identification

Type of identification produced _____

_____ _____

Signature of Notary Public Serial Number

_____ _____ _____

Print or Stamp of Notary Public Expiration Date Notary Public Seal

Ronald L. Book, P.A.

Bid Contact **Kelly C Mallette**
kelly@rlbookpa.com
Ph 305-935-1866
Fax 305-935-9737

Address **2999 NE 191 Street, PH6**
Aventura, FL 33180

Item #	Line Item	Notes	Unit Price	Qty/Unit		Attch.	Docs
RFQ-00600-01-01	Governmental Representation and Consulting Services in Tallahassee, FL	**Supplier Product Code:**	**First Offer -** $175,000.00	1 / fee	**$175,000.00**	Y	Y

Supplier Total **$175,000.00**

Ronald L. Book, P.A.

Item: **Governmental Representation and Consulting Services in Tallahassee, FL**

Attachments

RFQ 00600 RESPONSE Due 8 7 17.pdf

Miami-Dade County

Solicitation RFQ-00600
Governmental Representation and Consulting Services in Tallahassee, FL
Due: August 7, 2017 at 4:00 pm

Ronald L. Book, P.A.
LAW OFFICES
PROFESSIONAL ASSOCIATION

Submitted by:

Contact: Ronald L. Book
18851 NE 29th Avenue
Suite 1010
Aventura, FL 33180
P: (305) 935-1866 and F: (305) 935-9737
Ron@rlbookpa.com

Southern STRATEGY GROUP

PITTMAN Law Group

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

TABLE OF CONTENTS

TAB		PAGE
1	Table of Contents	2
2	Proposer's Experience, Qualifications, Past Performance, and Capabilities	3
3	Key Personnel and Subcontractors Performing Service	35
4	Proposer's Approach	66
5	Service Cost	73
6	Forms / Additional Information	74
7	Acknowledgement of Addenda	75

PROPOSER'S EXPERIENCE, QUALIFICATIONS, PAST PERFORMANCE AND CAPABILITIES

1. **Describe the following about the Proposer:**
   - **(i) 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 for profit, subchapter "S" corporation, incorporated in Florida in 1987. The firm's founder and sole 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, business and industry, corporations, professional associations, health care providers and not-for-profit organizations.

The firm has eight employees: the firm principal, two firm executive employees, one professional administrative employee, two executive support employees and two clerical staff. We also employ 4- 6 seasonal employees, who are legislative interns and assist in our Tallahassee office.

2. **Describe the Proposer's past performance and experience in governmental representation and consulting. 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. The firm is consistently ranked in the top five Tallahassee lobbying firms amongst various media sources and others who follow Tallahassee politics. Established in 1987, the firm has a long history representing Fortune 500 companies, government entities like cities and counties, hospitals and health care districts, professional associations and not-for-profit groups. 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 are a bipartisan firm that enjoys extensive bipartisan relationships with the legislature and executive branch, allowing us to be effective in today's political climate.

The 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 to exceed client expectations.

We take pride in the fact that our firm has been an industry leader in providing high quality, affordable lobbying services to government entities. We have done that because, quite simply, we believe that local

government leaders and their constituents deserve the same competent, experienced and professional representation as private sector interests. We provide a high-level of service and we strive to let the results speak for themselves.

Our longtime representation of Miami-Dade County, and our robust local government practice make us uniquely qualified to provide services to the County. Additionally, in an effort to enrich the team, and offer additional depth in relationships and knowledge, we have partnered with Sean Pittman of Pittman Law Group, P.L., and Nelson Diaz of Southern Strategy Group, both of whom have significant experience representing large, urban governments. Information about Pittman Law Group and Southern Strategy Group can be found within Tab 3, Key Personnel and Subcontractors Performing Service.

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;
- 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 Miami-Dade Legislative Delegation, House and Senate leadership, key committee chairs and members as well as Executive Branch officials, Secretaries, Directors 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.

3. Discuss Proposer's understanding of major metropolitan issues and key issue to the County (refer to Attachment A) and describe what unique aspects of Proposer's experience and qualifications makes Proposer different than other potential Proposer's.

Appropriations: The 2017-18 Session ended with the Florida Legislature approving a budget in the amount of $82.4 billion, up only .2 percent from the prior year. Crafting the state budget was particularly controversial last session, with the House, Senate and Governor often at odds. Negotiations on the budget were often tense, and were unique in that many major funding provisions were tied to major policy changes included in budget conforming bills. Additionally, changes to House rules required that all new budget requests be filed as stand-alone bills, while all recurring appropriations items were subject to committee review. House rules prohibited funding special projects with recurring funds.

These were major changes to Florida's budget process. Our firm was proud to have assisted Miami-Dade County through this uncharted territory protecting many critical recurring programs and even successfully securing funding for new initiatives.

Ronald L. Book, P.A. is responsible for over $100 million in funding to various programs and projects this fiscal year alone. Some of our firm's more notable accomplishments last session include the following critical priorities for Miami-Dade County:

- $250 million for affordable housing programs (an increase over 2016);
- $23.1 million in state aid to libraries;
- $1.5 billion for the Low Income Pool;

- More than $5.5 million for elderly meal programs in Miami-Dade County

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 longtime representation of Miami-Dade, we have helped to secure billions in funding for various County priorities ranging from health care, to transportation to affordable housing and infrastructure.

Revenue Sharing: We understand that revenue sharing is extremely important to Miami-Dade County. 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: As Miami-Dade County continues to grow, transportation and transit funding issues remain key priorities. Our firm has worked closely with our Delegation and House and Senate leadership, to ensure full funding of the Transportation Five Year Plan over the last several years. Additionally, we assisted in the approval of three recent, critical priorities:

- Passage of legislation that requires the Miami-Dade Expressway Authority, (MDX), to dedicate a portion of its surplus revenues to transportation and transit-related expenses for projects in municipalities and counties in which MDX operates.
- Passage of legislation that addresses insurance liability issues for the South Florida Regional Transportation Authority (SFRTA) which operates commuter rail service in Palm Beach, Broward, and Miami-Dade counties. Legislation allowed the SFRTA to indemnify the Florida East Coast Railway (FECR), and All Aboard Florida (AAF).
- We also worked closely with the Delegation and the Secretary of the Florida Department of Transportation, to secure a commitment from the Florida Department of Transportation, that funds in support of Miami-Dade's SMART plan, as an extension of the existing Metrorail line, would not be subject to the 12.5 percent funding limitation.

Aviation, Seaport, Public Works: Miami-Dade County's airport and seaport are major drivers of our local economy. We take great pride that in recent years, our firm led the effort to restore and complete the Port Tunnel project, and assisted with funding for the Port's deep dredge, two legacy, game-changing projects for our community.

Since these entities are so critical to our local economy, we must be vigilant in protecting our home rule authority. Over the years, we have seen, and fought attempts to create an airport authority or preempt regulation of cranes or bidding procedure in public works projects.

Another example of recent firm success on aviation issues can be found in our representation of the City of Tallahassee. Renovating the City of Tallahassee airport and encouraging new airlines to enter the market has been a high priority for the City. In 2016, Ronald L. Book, P.A. and Pittman Law Group, who jointly represent the City, secured $1 million for airport incentives.

Homeless Programs: Miami-Dade County's homeless programs are models for the state and the nation. As the longtime volunteer chairman of Miami-Dade County's Homeless Trust, Mr. Book has particular

expertise in this area. Many years ago, Mr. Book joined with community leaders, and led the County's lobbying effort, to authorize the 1% food and beverage tax which provides a dedicated funding source for care of the homeless. Each and every year, we fight to ensure that a portion of affordable housing funds are set aside for homeless programs, and in 2017 approximately $5.2 million was appropriated for that purpose. We have also secured funding for:

- Miami Dade Crisis Outplacement Program, which provides beds for those suffering from mental health and substance abuse issues.
- Miami-Dade's Jail GAP Diversion program, which diverts homeless, mentally ill from our jails to appropriate housing and provides critical services.

Additionally, Ron Book led the effort to create the extremely low income program, and secured $30 million in initial funding for the program.

Empowerment and Enterprise Zones: Traditional economic development programs have been under attack by the Florida Legislature in recent years. Although we joined with many communities around the state to oppose repeal of enterprise zones, the Legislature did repeal the program, which expired in 2015. Nonetheless, business incentive programs remain high priorities for local governments who want to recruit and retain businesses. During the 2017 session, we worked with the legislative leadership and legislation was approved as part of HB 7109 (the tax package) to authorize local governments to continue to offer local incentives in certain circumstances. Additionally, we passed a similar provision in 2016, clarifying that counties and municipalities may continue economic development property tax exemptions in areas which were previously designated as enterprise zones for projects that were preapproved before December 31, 2015, a Miami-Dade critical priority.

We have also worked closely with Legislative leadership to secure infrastructure funds as an alternative to traditional economic incentives. For example, we worked with leadership to secure $18 million in funding for two pedestrian bridges and a underground pedestrian safety tunnel, in the City of Miami Gardens, which supports the recent stadium renovations and other development in the area.

Along those same lines, during the recent special session, the Legislature did approve an $85 million economic infrastructure fund to support the Governor's business recruitment efforts. These are discretionary dollars that the Governor can use for economic infrastructure projects.

Human Services: Recent years have brought both good and bad in the Human Services area of Florida's budget. For example, we are proud that we have consistently secured and increased funding for local meal programs. Additionally, during the 2017 session, the Legislature increased funds to reduce the waitlist for the Community Care for the Elderly Program and the Home Care for the Elderly Program, two important Miami-Dade priorities. The Legislature also increased funds for community mental health and substance abuse services. Finally, the Legislature fully funded the waitlist in the Agency for Persons with Disabilities, ensuring that those in need of services will be able to access them.

One continuing concern in this area is funding for health care services. Although we joined with many stakeholders in urging support of Medicaid expansion under the Affordable Care Act, the Legislature did not expand. Meanwhile, the expiration of the Low Income Pool and the future of health care funding in Florida remain challenges we will face next session.

Criminal/Juvenile Justice: Although key leaders in the Florida Senate continue to oppose enhanced penalties in many areas in criminal justice, our firm assisted with the recent passage of HB 1385, which provides enhanced penalties for domestic violence, a high priority for Miami-Dade County. Working closely with the leadership in the Miami-Dade delegation, we overcame significant opposition to the bill.

Additionally, criminal and juvenile justice are two areas which are often targeted for cost shifts. 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. We have consistently protected these programs from cuts.

Finally, juvenile justice reform and criminal just reform remain high priorities for the Florida Senate. The County must protect existing programs and prevent preemption in these areas.

Local Government Preemption: Preemption remains a major threat in Tallahassee. In recent years, certain preemptions have hit particularly close to home, targeting Miami-Dade's constitutional officers. We were proud to lead Miami-Dade's "all hands on deck," strategy to defeat this legislation for the past two years.

Additionally, during the 2017 Session, the House proposed a number of preemption bills, most notably an omnibus preemption bill, which would have preempted local government regulatory authority on a business, profession or occupation, unless expressly authorized by the Legislature, and would have also applied retroactively to regulations in place. Also, in 2017, the Senate filed a bill that would have restricted any local government from enacting regulations within the area of commerce, trade, and labor, preempting this regulation to the state. These bills are two of several preemptions proposed in recent years, which we helped to defeat.

Construction/Wetlands Development Permitting: The start of the Florida Everglades lies in the western wetlands of Miami-Dade County. Mining, farming and landfill sites abut the eastern most point of the Everglades. A national park and preserve, The Florida Everglades is crucial to our ecosystem and central to the unique environment that is our community. 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 this fragile area. Additionally, we must closely monitor all pro-growth and transportation focused legislation to ensure that no provisions usurp the County's authority or decision making in these areas.

Finance and Taxation: Our firm has been involved in many finance and taxation issues for Miami-Dade County. Perhaps the most notable accomplishment is the renewal of the Miami-Dade County Affordable Housing Surtax. We assisted the County team with the approval of SB 90, which implemented Amendment 4, and provided a tax exemption of 80% of the value of solar and renewable energy devices from property taxes on real and tangible personal property.

However, the most significant finance and taxation issue of the 2017 session was legislation to place a constitutional amendment on the ballot that would provide an additional $25,000 homestead exemption. If approved by voters, that will certainly impact the County and many communities in Miami-Dade County.

Consumer Services and Insurance: As a County, Miami-Dade has been at the forefront of protecting consumers in many areas such as taxicabs, pawn brokers, towing services, wage theft and many others. Again, the challenge with these issues is defending preemption of the County's existing ordinances. We have fought several of these proposed preemptions over the years. When unable to defeat preemption legislation in its entirety, we have worked to grandfather the County's existing ordinances and regulation.

Insurance remains a major concern for those in South Florida. During the 2018 session, we expect the Legislature to attempt to address the very controversial assignment of benefits issue. Affordable homeowners and windstorm insurance are critical to the citizens of Miami-Dade County.

One legacy accomplishment in this area is Mr. Book's work to create the Hurricane Andrew Trust Fund. Later, he served as volunteer chair of the "No Blue Roofs" effort after Hurricanes Wilma and Katrina.

Another issue on the horizon for potential consideration in 2018 is personal injury protection (PIP). The Legislature may attempt a PIP repeal. We must be sure that any effort to repeal PIP protects Jackson Health System.

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, and most recently lent our support to SB 10, a top priority for Senator Joe Negron, which included $64 million to provide additional water storage south of Lake Okeechobee to reduce discharges. Following approval of SB 10 in regular session, the Legislature also approved an additional $50 million for repairs to the Herbert Hoover Dike during the recent special session. Those funds are in addition to $109 million provided for the Comprehensive Everglades Restoration Plan (CERP) in the 2017-18 Appropriations Act. Our firm is proud to have extraordinary relationships with the chairs of the substantive environment committees as well as the appropriations subcommittees.

Environment Issues/Green Initiatives: As previously mentioned, our firm assisted with the passage of SB 90, which implemented the solar amendment and provided tax relief. Other environment initiatives important to the County are the funding for the Ludlam Trail, which received $5 million in state funding in the 2017 budget. This was a critical priority for Miami-Dade County. We have also assisted Miami-Dade in ensuring that the state provides adequate mosquito control to prevent the spread of the Zika virus as well as access to health-related funds for Zika testing and treatment.

Water and Sewer Issues/Projects: Local water projects, including those that support Biscayne Bay and other local waterways, and provide flood relief/control or sewer upgrades and repairs, are often funded through the water project process. Our firms have immense experience with water project funding, and combined, we are responsible for tens of millions in funds for water projects appropriated during the 2017 session. We excel at the water project process because we work closely with our clients to file projects that meet or exceed House and Senate standards. For example, we urge our clients to find projects that are:

1. Shovel ready;
2. Provide a significant match;
3. Meet a statewide interest;
4. Support local water management district plans and goals.

By ensuring we present good projects, we increase our chances of success. We also enjoy excellent relationships with key leaders in the House and Senate that chair both the substantive environment committees and environmental appropriations committees.

We are proud that our firm is responsible for over $16 million in local water projects last session.

Protection of County Revenue: Protecting County revenues remains a significant challenge, particularly as the philosophy of limiting local government powers grows in the Florida Legislature. Certainly, the demands for more schools, more health care services, more roads and infrastructure to support our growing population strains state resources, 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, to protect large, urban governments, their businesses and taxpayers. We have always been able to ensure that Miami-Dade County's voice is heard.

We have also worked to limit or defeat cuts to important statewide programs, that, if approved, would have significant impacts on Miami-Dade taxpayers, such as cuts to hospital/healthcare funding, the medically needy program and others.

Economic Development/Tourism/International Trade: The fight for economic development and tourism funds was perhaps, the most significant of the 2017 session. The House opposed the Governor's request for economic development funds, and approved HB 7005 which eliminated Enterprise Florida (EFI) entirely, and its existing economic development programs. Additionally, the House also voted to significantly cut and reform VISIT Florida. During budget conference negotiations, the Senate opposed these efforts, although they did agree to cuts to these agencies. However, after vetoing the education budget, the Governor called the Legislature back to Tallahassee for a special session to fund these programs. After several days of tense negotiations, the House and Senate agreed to provide $85 million for the Job Growth Grant Fund, to support infrastructure projects and workforce job growth and $76 million for VISIT Florida. We worked closely with the County team to urge support for full funding of VISIT Florida. Additionally, our firm worked with House and Senate leadership to authorize local government incentives, (see HB 7109). We also secured $18 million in economic development for the City of Miami Gardens, utilizing the Enterprise Zone maps as they were on 12/15, prior to their sunset, to build two pedestrian safety bridges and an underground pedestrian safety tunnel. These pedestrian enhancements will support recent renovations at Hard Rock Stadium.

Florida Retirement System (FRS) & Human Resource Benefits: Reforming Florida's FRS system remains a high priority for House leaders. We have led the County's effort to oppose moving the FRS system from a defined benefit plan to a defined contribution, or 401K, style plan, a critical priority for Miami-Dade County. During the 2017 Session, we worked closely with Senate leaders, to keep this controversial provision out of SB 7022, a bill providing pay increases to state employees. The House advocated for moving to defined contribution, in exchange for approving the pay increases. Ultimately, the Senate agreed to language that would place new employees in a 401K style plan, if they did not elect, within 9 months of their employment, to enter the traditional plan.

Welfare to Work WAGES: Temporary Assistance for Needy Families (TANF) program requirements are administered by our local workforce boards. Our firm represents the Florida Workforce Development Association, and we have successfully defeated proposed cuts to the workforce system. Additionally, we have defeated efforts to reform these programs in a way that would be detrimental to immigrants or to the poor in our communities, and limit access to these benefits.

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. We must ensure that we defeat any effort to eliminate these programs.

We have also worked closely with the County team, and our Delegation members, to support changes to the Kidcare program (2016) that allowed expansion of the program to immigrant children in our community.

Home Rule Charter Authority: Miami-Dade's Home Rule Charter Authority has been under attack the last several years, with bills proposed to fundamentally reform County government, and override our authority to determine which County officers are elected. Although defeating these proposals was a high priority for the entire team, the issues were assigned primarily to our firm, and we have been successful in defeating these proposals the last two years.

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: Collectively, our firms have 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, Mr. 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 initial allocation for the program. Affordable housing, and workforce housing, remain important issues in Miami-Dade County.

More recently, we assisted with the expansion of the Community Contribution Tax Credit program, which provides tax credits to private businesses for investment in housing. We also renewed the program, by statutorily removing the expirations date during the 2017 session.

Business Development/Retention: After tense negotiations and lengthy debate, the Florida Legislature approved $85 million in a Job Growth Grant Fund to assist with infrastructure and workforce training. However, the House is generally opposed to traditional incentive programs. As previously mentioned, our firm worked with legislative leadership to allow local governments to offer local incentives under certain circumstances. Our firms are not only experienced with traditional business development/retention issues, but we are also well equipped to address the secondary issues, such as available, trained workforce, robust transit and transportation systems, affordable housing and education to support the employee base and their families.

Unfunded Mandates: Miami-Dade County opposes unfunded mandates, and over the years, we have defeated dozens of proposals that would have led to unfunded mandates. We must continue to work closely with our delegation to ensure that issues such as juvenile justice, court/clerk services and health care, are funded adequately so that they are not passed on to our local taxpayers.

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. We must ensure that any future legislation related to solid waste does not include unfunded mandates.

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. Each of these issues is 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. We must continue to ensure that Miami-Dade has the discretion to address local growth decisions at the local level.

Emergency Management and Disaster Mitigation: Natural disasters, such as storms, tornadoes and hurricanes are common occurrences in Florida. 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.

Parks and Recreation: For many years, the Legislature diligently funded the Florida Recreation Development Assistance Program (FRDAP), however, in recent years, the program has received minimal funding or no funding at all. Our firm has led the effort in advocating for funding of the FRDAP program. We must continue to prioritize FRDAP funding as it is one of the few places in the state budget that addresses local parks. 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: Over the years, we have advocated for numerous grant programs on the County's behalf, including:

- Florida Communities Trust
- Florida Recreation Development Assistance Program
- Cultural Facilities Program
- Cultural Affairs Program
- Historic Preservation
- Library Programs

We have also worked to secure funding for various projects that did not expressly qualify for various grant programs, but were nonetheless important and worthwhile. A good example is the Miami Military Museum, which received millions in funding over the past several years.

Funding for Public Hospitals and 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 continues to make cuts in the healthcare budget, we need to be vigilant. Our Delegation is particularly sensitive to the needs of Jackson, and we worked closely with them this past session, to minimize the impacts of statewide cuts to hospital funding. Of course, we must continue to remind those in leadership throughout our state that Jackson continues to be the largest donor of intergovernmental transfers (IGTs) that support federal draw down funds. Next session will prove equally challenging as the Legislature grapples with potential federal changes to the Affordable Care Act and changes to the LIP program. Many Florida leaders are asking the federal government to move to a block grant system. We must be sure that in any block grant proposal, that Jackson receives its fair share for the volume, diversity and acuity of the patients it serves.

In addition to Jackson, the County is also concerned about funding to local healthcare providers for senior meals and services and to the federally qualified health centers. Our team has extraordinary knowledge of the health budget, as two of our professionals worked for the Chair of the Health and Human Services Appropriations Subcommittee.

Police/Fire/Public Safety: Retirement and benefit issues are a primary concern for police/fire and public safety. Additionally, as technology changes and continues to develop, we have also worked closely with the County on legislation relating to the use of police body cameras. In 2016, we helped negotiate important

changes to proposed body camera legislation on behalf of the County (HB 93). Additionally, over a period of the last two years, we have worked to defeat legislation that would have required a statewide ballot initiative that could have resulted in an elected sheriff in Miami-Dade County.

Courts/Clerk: In recent years, the Miami-Dade County Clerk and other clerks throughout Florida, have struggled with deficits related to increased workload and costs. Our firm worked on behalf of clerks last session to address these issues. We were successful in securing $7 million in the "back of the bill" to address current year deficits. Additionally, the Legislature also approved SB 2506, which redirected $10.4 million in recurring General Revenue towards the Clerks. We are well informed on clerks' issues.

Ronald L. Book, P.A., has also been engaged in securing funds for specialty courts and courthouses to address the unique needs of Miami-Dade County. This includes drug courts, mental health and substance abuse diversion programs and the Veteran's Court.

Immigration: Immigration reform is a central issue in the nation and in Tallahassee. We have worked closely with the Miami-Dade Delegation to address the needs of our large immigrant population, which cross over into many policy areas, such as: health care, criminal justice, Pre-K-12 and higher education and housing.

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.

4. Discuss Proposer's specific experience on major metropolitan county issues, including any Miami-Dade County key issues.

Our long history representing local governments, including Miami-Dade County, has allowed us to engage on a number of local government issues of importance to Miami-Dade County. Examples of specific experience on each of these issues, as outlined in Attachment A of the RFQ documents can be found in Tab 2, section of our proposal. To reiterate, all firms included in our proposal have broad experience in each of the following:

- Appropriations
- Revenue Sharing
- Transportation Issues/Transit Funding
- Aviation, Seaport, Public Works
- Homeless Programs
- Empowerment and Enterprise Zones
- Human Services
- Criminal and Juvenile Justice
- Local Government Preemption
- Construction/WetlandsDevelopment Permitting
- Finance and Tax
- Consumer Services and Insurance
- Everglades Restoration
- Environmental Issues/Green Initiatives
- Water and Sewer Issues/Projects
- Protection of County Revenue

- Economic Development/Tourism/International Trade
- Florida Retirement System (FRS) & Human Resources Benefits
- Welfare to Work/WAGES
- Children's Services
- Home Rule Charter Authority
- Uniform Building Code/Building and Permitting
- Telecommunications/ECommerce
- Housing and Community Development
- Business Development/Retention
- Unfunded Mandates
- Solid Waste/Waste to Energy
- Planning/Zoning/Growth Management
- Emergency Management/Disaster Mitigation
- Parks and Recreation
- Grants
- Funding for Public Hospitals and Healthcare
- Police/Fire/Public Safety
- Courts/Clerk
- Immigration
- Military/Base Realignment & Closure

5. **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, and
   (vi) statement of whether Proposer was the prime contractor or subcontractor.

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

Below, please find a chart and a detailed listing describing work performed for comparable contracts. Please note that the description of work for each of the contracts below has consisted of legislative and executive branch lobbying and government relations services. Details of each comparable contract, including value of contract, term of contract and client contact person with phone number, is included. Please note that we are the subcontractor in Pinellas County. Also note that we employ subcontractors on the following contracts: the City of Doral, the City of Miramar, the City of Tallahassee, the Village of Palmetto Bay and the Village of Royal Palm Beach. As such, the value of the contract in cases where we employ subcontractors is reflective of the full amount of the contract, including amounts paid to subcontractors.

Entity	Value	Contract Term	Contact	Phone
Brevard County	$60,000 per year	Contract is ongoing since 2010	Mr. Frank Abbate, County Manager	(321) 633-2001
Broward County	$72,000 per year	Contract is ongoing for more than 20 years	Mr. Edward Labrador, Esq., Director, Office of Intergovernmental Affairs and Professional Standards	(954) 357-7575
Pinellas County	$40,000 per year	2003 – Present	Ms. Martha Edenfield, Esq., Dean Mead, (lead firm)	(850) 999-4100
St. Lucie County	$30,000 per year	2016 – 2017	Ms. Nicole Fogarty, Legislative Affairs Manager	(772) 462-6406
Miami-Dade County School Board	$80,000 per year	2005 – Present	Ms. Iraida Mendez- Cartaya, Assistant Superintendent	(305) 995-1497

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

School District of St. Lucie County	$75,000 per year	2016 – 2017	Mr. Wayne Gent, Superintendent	(772) 429-3925
Bal Harbour Village	$30,000 per year	Contract is ongoing for more than 10 years	Mr. Jorge Gonzalez, Village Manager	305) 866-4633
City of Aventura	$52,500 per year	1995 – Present	Mr. Eric Soroka, City Manager	(305) 466-8910
City of Cooper City	$48,000 per year	Contract is ongoing for more than 10 years	Mr. Bruce Loucks, City Manager	(954) 434-4300
City of Doral	$90,000 per year	2013 – Present	Mr. Edward Rojas, City Manager	(305) 593-6690
City of Fort Lauderdale	$40,000 per year	2009 – Present	Mr. Lee Feldman, City Manager	954-828-5013
City of Hallandale Beach	$52,500 per year	2009 – 2017	Mr. Roger Carlton, City Manager	954-457-1300
City of Marathon	$60,000 per year	Contract is ongoing for more than 5 years	Mr. Chuck Lindsey, City Manager	305-289-4130
City of Marco Island	$60,000 per year	Contract is ongoing for more than 4 years	Mr. Guillermo Polanco, Interim City Manager	239-389-5000
City of Miramar	$120,000 per year	Contract is ongoing for more than 5 years	Ms. Kathleen Woods-Richardson, City Manager	(954) 602-3115
City of North Miami	$80,000 per year	1990 – Present	Mr. Larry Spring, City Manager	(305) 895-9888
City of North Miami Beach	$60,000 per year	1995 – Present	Ms. Ana Garcia, City Manager	(305) 948-2900
City of Palm Bay	$60,000 per year	2008 - Present	Mr. Gregg Lynk, City Manager	(321) 952-3413
City of Pinellas Park	$60,000 per year	2004 - Present	Ms. Lana Beck, Government Relations Administrator	(727) 369-5745
City of Sunny Isles Beach	$10,000 per year	1997 - Present	Mr. Chris Russo, City Manager	(305) 792-1731
City of Sunrise	$50,000 per year	Contract is ongoing for more than 6 years	Mr. Richard Salamon, City Manager	(954) 746-3430
City of Tallahassee	$90,000 per year	Contract is ongoing for more than 10 years	Mr. Dustin Daniels, Chief of Staff to the Mayor Mr. Rick Fernandez, City Manager	(850) 891-8002
City of Tamarac	$60,000 per year	Contract is ongoing for more than 10 years	Ms. Diane Phillips, Assistant City Manager	(954) 597-3510
Village of Palmetto Bay	$72,000 per year (including subcontractor)	2003 – Present	Mr. Ed Silva, Village Manager	(305) 259-1234
Village of Royal Palm Beach	$50,000 per year (including subcontractor)	Contract is ongoing for more than 5 years	Mr. Raymond Liggins, Village Manager	(561) 790-5103

Work Performed for Comparable Clients

Brevard County: Initially, our representation of Brevard County consisted of issues related to the Space industry, in the wake of the dismantling of the Space Shuttle program in the area. We assisted in passing several pieces of legislation to incentivize private investment in the space industry after federal changes to the space program. More recently, our efforts have been focused on parks, environment, water issues, and emergency management. We secured over $2 million for various water projects within the County. Additionally, we have secured $1 million for the Field of Dreams Park, an accessible, all-abilities park, and $3 million for the Brevard County Emergency Operations Center.

Broward County: Broward, like Miami-Dade County, is a long time firm client. Similarly sized, it is an urban community with major metropolitan issues. For Broward County, we have fought numerous preemptions, including preemptions on moving services and, more recently, regulation of short term rentals. One legacy accomplishment was passage of a bill to create a countywide special district to fund children's services. We have also worked on the following issues for Broward County: ocean outfall regulation, state

regulation of local governments to allow for the e-filing of various construction plans, local and state government requirements for solar panel grants, and the calculation of detention costs of the County for juvenile offenders. More recently, we have assisted with Medicaid issues, and secured funding for Broward's child protection teams.

Pinellas County: Pinellas County is a waterfront community, and, as such, beach renourishment has been a major priority. We have assisted the County by securing millions for various beach and shore projects as well as funds for transportation, specifically bridge repair and reconstruction. On a substantive front, we have passed legislation creating statutory guideline for disposition of unclaimed bodies and indigent burials. Additionally, we worked to ensure legislation restructuring the time frame for local governments to include tax referendum on a local ballot, would not adversely affect a planned ballot referendum, the Penny for Pinellas.

St. Lucie County: We were hired by St. Lucie County as part of a pilot project for the School District and the County to work collaboratively during the 2017 session. We worked to oppose changes to Title I funding and charter school capital outlay. We were also active in the recess debate, working to limit mandates to schools and provide some flexibility in this area. We joined other Districts in calling for increases to the FEFP during special session, which did increase by approximately $100 per student.

St. Lucie County School District: We were hired by the St. Lucie County School District to assist with a claims bill. The School District of St. Lucie County (District) was the defendant in a claims bill that resulted from a wrongful death claim after a school bus accident. Legislation was filed on behalf of the claimant, and in its original form, the bill would have required the school district to pay the entire $8.7 million judgement, creating a serious financial burden on the District. We worked closely with the District and the claimant and were able to reduce the total payment to $1.5 million over two fiscal years. (see HB 6529, 2017 session).

Miami-Dade County School Board: Much like Miami-Dade County, the Miami-Dade County School District (District) utilizes a team approach. The primary responsibility of the team is to ensure that Miami-Dade County has maximum flexibility with funds appropriated for education purposes. Last session was very difficult for traditional public schools, but we did see an increase in the FEFP, no cuts to the digital classrooms or safe schools allocation and an increase to exceptional student education. We have had significant substantive accomplishments for the district, including passage of a bill to reform the value adjustment board process (see HB 499, 2016 Session). Working closely with our Delegation, we included language in the appropriations implementing bill that allowed the school district to realize the full value of the gross taxable value available. This is known as the prior period adjustment millage, and this language had an impact of more than $50 million to the District.

Bal Harbour Village: A small, beachfront community, the Village of Bal Harbour has utilized our firm to assist with substantive issues related to tourist taxes, red light cameras and FRS/retirement issues. We recently secured $600,000 for sanitary sewer improvements.

City of Aventura: We are proud to have represented the City of Aventura since its incorporation in 1995. Early on, we assisted the city with securing funds for the statutorily required comprehensive plan. One legacy accomplishment was approval of legislation to give the City limited eminent domain powers to secure land for a charter school, one of the first projects of its kind. Passage of red light cameras and defeat of the many red light repeal bills has also been a high priority. As a city with a large population of condominiums, we have been engaged on every major condominium bill that has passed in recent memory. Finally, we have assisted the City in securing millions for flood control projects, most recently in the areas of 29th Avenue and 191st street.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

City of Cooper City: The City of Cooper City has long made parks a priority. We have secured funding for a number of city parks through the Florida Recreation Development Assistance (FRDAP) Program. We have also assisted with water projects, most recently securing $520,800 for replacement of asbestos water mains.

City of Doral: We have had great success in our representation of the City of Doral, securing $500,000 for the 114th Avenue Community Center through the Cultural Facilities Program, $1.0 million for Canal Bank Stabilization, and millions for stormwater system improvements, city wide effort that has been funded over several years. We have also defeated attempts to reform membership of the Metropolitan Planning Organization.

City of Ft. Lauderdale: We recently assisted the City of Fort Lauderdale with a major piece of legislation related to anchoring and mooring of vessels. The City was experiencing issues with boaters anchoring for long-periods of time in the Middle River, in an area that was traditionally used for watersports. We worked over several years to pass legislation to address this problem, and in 2016 passed HB 1051, creating four anchoring limitation areas in all of Florida, one of which included the portion of the middle river that was of concern to the City of Fort Lauderdale. That legislation included a sunset on the program, and in 2017, we passed language to remove the sunset and continue the program.

In addition to these efforts, we have actively been engaged on numerous administrative issues for the City, mainly at the Department of Environment Protection and the Fish and Wildlife Conservation Commission. These issues have related to permitting of events at Ft. Lauderdale beach, including the annual Fourth of July Celebration and the Tortuga Festival. These events take place during turtle nesting season and require oversight from these agencies. We were integrally involved in resolving all permit issues for these events for the City.

City of Hallandale Beach: For the City of Hallandale Beach, we secured over $600,000 in funds for the Hallandale Beach Reuse Irrigation Project and assisted with issues related to gaming and the Seminole Gaming Compact.

City of Lauderdale Lakes: We have had great success on behalf of the City of Lauderdale Lakes, bringing home funds for projects in criminal justice, transportation and water/sewer. These include, for 2016, $100,00 for the Virtual Policing Project; $500,000 for the Stormwater Conveyance and Water Quality Improvement Project; $200,000 for the Lauderdale Lakes Pollutant Reduction Tactics Project; and, $1.0 million for NE 31st Avenue Corridor Improvements.

City of Marathon: Over the 2016 and 2017 Sessions, we worked in conjunction with a united team from each of the cities within the Florida Keys, and with Monroe County, toward the creation and funding of the "Florida Keys Stewardship Act." This comprehensive legislation expands the use of local government infrastructure surtaxes to include acquiring any interest in land for public recreation, conservation, or protection of natural resources, expands the use of Everglades restoration bonds, and requires a portion of the Florida Forever appropriations to be used for the purchase of lands in the Florida Keys Area of Critical State Concern. Funding allocated through this Act in 2016 included $5 million for water-quality projects, and $5 million for land-conservation projects, and in 2017, a total of $13,333,333.

City of Marco Island: Marco Island is a relatively new client of the firm, and we have focused our efforts on several capital projects. During the 2017 session, we secured $750,000 for the Marine Rescue/Emergency Medical Services Facility. In 2016, we secured funds for two water projects: $750,000 for Marco Shores Alternative Water Solutions and $299,140 for Marco Island Stormwater Master Plan Drainage Improvements. We have also secured funds for beach renourishment, specifically for the South Shore renourishment in the amount of $1.5 million.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

City of Miramar: The City of Miramar is a long time firm client, and over the years we have secured funding for a wide array of city priorities, including library renovations, hurricane hardening, and, of course, water projects. We recently secured $500,000 for improvements to the City's cultural center and $750,000 for construction of a new fire station.

City of North Miami: The City of North Miami is a longtime firm client as we have represented them for well over 20-years. Legacy accomplishments for the City include funding to build the City's Museum of Contemporary Art (MOCA). More recently, we assisted the City by defeating a claims bill on a vote in committee. We also defeated an amendment that would have preempted the City's authority over a local road, which could have led to development in an environmentally protected area. Water policy has also been important to the City and we have defeated repeated legislative attempts to repeal the water surcharge. Since the City operates its own water system, we have also secured funding for potable water projects as well as traditional flooding/stormwater and sewer related projects.

City of North Miami Beach: The City of North Miami Beach is also a longtime firm client, and our history with the City dates back more than 20 years. Similar to North Miami, we have defeated attempts to repeal the water surcharge. We have also secured funding for numerous City parks through the FRDAP program, and recently secured funds for the City to make needed improvements to the historic Fulford Fountain. These funds were obtained through the state's Historic Preservation program.

City of Palm Bay: We have worked closely with the Department of Transportation to prioritize funding of two new interchanges in the City, which are critical to the City's economic development goals. We also secured $1.8 million in funds for "The Range," a state-of-the-art law enforcement and disaster training facility. One recent water projects was funded in the amount of $400,000 for Stormwater Treatment at City Marina/High Tech Corridor. We also secured $222,817 for the Palm Bay Historic Pier and Shoreline Restoration.

City of Pinellas Park: During our longtime representation of the City of Pinellas Park, we have secured million in funds for improvements to Park Boulevard, a major City thoroughfare. That project was significant and spanned several years. We have also secured funding for various water projects. On a substantive front, we have assisted the City with defeating local bills that would have adversely impacted their ability to deliver fire rescue services.

City of Sunny Isles Beach: The City of Sunny Isles Beach has been our client since their incorporation. As a beachfront community, beach renourishment projects have been critical and we have delivered on many occasions. We have also assisted the City with purchases of land for parks, primarily through the Florida Communities Trust grant program. Utilizing this grant program, the City was able to purchase two valuable oceanfront parcels and preserve them for public enjoyment. We have secured funding for the restoration of the beach pier, which is now complete. In recent sessions, we have secured $300,000 for drainage improvements and $500,000 for the City's pedestrian bridge project.

City of Sunrise: On behalf of the City, we have secured funding for various water projects over several years, including $500,000 in 2017 for the Wastewater Treatment Plant Improvements, and $450,000 in 2016 for the City's stormwater master plan. We have also recently secured funding through FDOT, for the City's large scale transportation project, in conjunction with an ongoing economic development project, a high priority for Sunrise.

City of Tallahassee: On behalf of the City of Tallahassee we have secured funding for the remediation of Cascades Park, funding for various stormwater and wastewater projects, and funding for the Airport for airline cost mitigation. Additionally, we have been able to secure funding for the city's Regional Hazardous

Materials Response Team, which serves five (5) counties in the region, and funding for the Lake Leon Playground at Tom Brown Park.

City of Tamarac: We recently assisted Tamarac with an important issue related to charter schools, amending legislation to clarify that when a municipality provides land or other significant resources to the development off a charter school, the children of residents and the children of employees are given first consideration for admission (see HB 7029, 2016 session). Recent appropriations accomplishments include: $400,000 for the Culvert and Headwall Improvement Project, $150,000 for the Receiving Pond Erosion Control Project and $50,000 for Water's Edge Park, which was funded through the FRDAP small development grant program.

Village of Palmetto Bay: The Village of Palmetto Bay has been our client since their initial incorporation. One accomplishment of which we are particularly proud is securing $2.7 million for the purchase of the C-100 Historic Bayfront property, a unique property which is now used for public enjoyment. Parks have always been a high priority for the City and they have actively pursued FRDAP grants. We have had to work aggressively on the FRDAP program, encouraging the Legislature to fully fund the program so that even projects that are not necessarily highly ranked are funded.

Village of Royal Palm Beach: We have historically assisted the Village of Royal Palm Beach with parks and water projects, including, most recently, $250,000 for the Royal Palm Beach Comprehensive Stormwater Master Program, over $1.2 million for other various water projects and $250,000 for renovations to Veteran's Park.

6. **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, and**
   - **(vi) statement of whether Proposer was the prime contractor or subcontractor.**

Our firm is proud to count Miami-Dade County as a long-time client. We have been providing governmental affairs services for the County for well over fifteen 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 the affordable housing surtax, the Port of Miami Tunnel Project and deep dredge, elderly meal services and, most recently, passage of legislation requiring MDX to share surplus revenues and legislation to provide enhanced penalties for those who commit domestic violence.

Contract No. RFQ 801a	
Dates:	2012 - Present
Administered by:	Miami-Dade County Office of Intergovernmental Affairs

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Description of Work:	Governmental representation before the Executive and Legislative Branches of State Government
Contact:	Mr. Joe Rasco, (305) 375-5600 Mr. Jess McCarty, (305) 375-1634
Total Dollar Value:	$120,000/year
Ronald L. Book, P.A., was the prime contractor on this contract.	

Contract No. RFQ 728a	
Dates:	2006 - 2011
Administered by:	Miami-Dade County Office of Intergovernmental Affairs
Description of Work:	Governmental representation before the Executive and Legislative Branches of State Government
Contact:	Mr. Joe Rasco, (305) 375-5600 Mr. Jess McCarty, (305) 375-1634
Total Dollar Value:	$230,000/year (including subcontractors)
Ronald L. Book, P.A. was the prime contractor on this contract.	

Contract No. RFQ 75	
Dates:	2002 - 2006
Administered by:	Miami-Dade County Office of Intergovernmental Affairs
Description of Work:	Governmental representation before the Executive and Legislative Branches of State Government
Contact:	Mr. Joe Rasco, (305) 375-5600 Mr. Jess McCarty, (305) 375-1634
Total Dollar Value:	$250,000/year (including several subcontractors)
Ronald L. Book, P.A. was the prime contractor on this contract.	

Prior to the 2002 contract, Ronald L. Book, P.A. was a subcontractor to another firm that provided governmental representation before the executive and legislative branches of state government. Information on the total amount of the contract and the contact person was not available.

7. **Confirm Proposer's ability to fulfill all elements of the Scope of Services, including 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 in RFQ. No. 00600, Governmental Representation and Consulting Services in Tallahassee, FL, including those referenced in Section 2.2. We are confident, and hereby pledge, that if selected to represent Miami-Dade County, we can fulfill all elements of the Scope of Services as requested by Miami-Dade County, including adherence to all pertinent resolutions and ordinances related to said services.

Furthermore, as it relates to providing the optional services in Section 2.3, please be advised that Ronald L. Book, P.A. is fully prepared to provide office space for use by County staff for the duration of their time in Tallahassee. Please note that our newly renovated and state-of-the-art Tallahassee offices are located at 104 West Jefferson Street, Tallahassee, FL 32301, approximately one block from the state Capitol complex. Our offices are well equipped with the latest technology, including high speed wifi and video teleconferencing capabilities. In addition to space, we are prepared to provide ancillary services, including: parking, phones, computer equipment and supplies, facsimile, filing space as well as clerical staff and the use of an intern/runner at our expense.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

8. Address Proposer's ability to comply 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, and will often do so when there are important issues and updates that fall outside of the regular reporting period.

Our reports include a summary of pertinent issues assigned to our firm, with an explanation of the issue, actions and status. We also provide additional information on issues that, although not necessarily assigned to us, may be of interest to Miami-Dade County. We pride ourselves on providing insightful, accurate and timely reports.

Included within this section, are two Session Final Reports for 2017 and 2016, for your review.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Ronald L. Book, P.A.
LAW OFFICES
PROFESSIONAL ASSOCIATION

MEMORANDUM

TO: Jess McCarty, Assistant County Attorney Miami-Dade County

FROM: Ronald L. Book, Esq.
Kelly C. Mallette
Rana G. Brown

DATE: May 9, 2017

RE: 2017 Legislative Session – Final Report

On behalf of Ronald L. Book, P.A., we would like to first and foremost extend our appreciation for the opportunity to represent Miami-Dade County. Enclosed is our final report, including a final summary of legislative and budget request, assigned to our firm by Miami-Dade County. Please let us know if you have questions on issues included in this report.

MDX Revenue Sharing: SB 1282 (Flores) and HB 961 (Nuñez) as originally filed, would have provided that 20% of toll revenue (in excess of the operating costs and debt obligations of the authority) would be redirected to the County for transportation projects. Funding would go toward the following: planning, design, acquisition, construction, extension, rehabilitation, equipping, preservation, maintenance, or improvement of public transportation facilities, transit facilities, intermodal facilities, or multimodal corridors owned or operated by the county. Our firm, in conjunction with the County Attorney's office, worked with Representative Nuñez, to pass this bill through all committees of reference, and to pass the full House. HB 961 passed the House with a vote of 118 – 0.

Additionally, we, along with the County Attorney's office, met with Senator Flores, sponsor of the companion bill, and Senator Garcia, and staff, to craft a version of the language in SB 1282, to amend into Senator Garcia's bill, SB 1562. The bill, with our amendment, passed the Transportation, Tourism, and Economic Development Appropriation subcommittee, chaired by Senator Brandes, with a vote of 9 – 0. Since the committee meeting, we, along with the County Attorney's office, have met several times with Representatives Nuñez and Avila, and Senators Flores and Garcia, and staff, to work to adjust the language.

The final language would accomplish the following:

- Require MDX to determine its surplus revenues, calculated as specified, and dedicate at least 20% but not more than 50% of the remaining surplus revenues to transportation and transit-related expenses for projects in municipalities and counties in which MDX operates.
- Direct the Miami-Dade County MPO to annually select projects within the county to be funded by the dedicated surplus revenues and to submit a list reflecting the projects. MDX would select from the list, for funding of these transportation- and transit-related expenses, that have a rational nexus to MDX's transportation facilities.

- Require Miami-Dade County to have a financial audit of the revenues and expenditures of the county's transportation plan conducted by an independent third party, not less than biennially, and to post the audit reports on its website in order to be eligible to receive MDX's dedicated surplus revenues.

HB 1049, was amended with this language in messages to the Senate, and passed by a vote of 36 – 0, and on final passage in the House with a vote of 117 – 0. This bill will next go to the Governor.

South Florida Regional Transportation Authority: SB 842 (Galvano) and HB 695 (Santiago) This bill addresses insurance liability issues related to the South Florida Regional Transportation Authority (SFRTA) which operates commuter rail service in Palm Beach, Broward, and Miami-Dade counties. The bill primarily addresses liability regarding the use of a rail corridor, provides SFRTA's ability to indemnify the Florida East Coast Railway (FECR), and All Aboard Florida (AAF). We have worked with the County Attorney's office to advance this bill, through all committees of reference as reported, and through the full House and Senate.

The bill passed the House with a vote of 116 – 6, and passed the Senate on final passage, with a vote of 32 – 0. This bill will next go to the Governor.

Financing of Fixed-Guideway Public Transit Projects: HB 315 (Duran) and SB 752 (Flores) This bill would revise the amount by which the Department of Transportation may contribute to public transit projects. Current law states that DOT may contribute up to 12.5% in funding. This bill would amend that language to state that DOT may contribute up to 25% in funding.

SB 752 was scheduled to be heard in the Senate Transportation committee, but the bill was temporarily postponed at the request of Senator Flores, as a direct result of the Senator's meeting with the Department of Transportation. Earlier in the week, along with the County Attorney's office, we met with Senator Flores, who stated that DOT was willing to issue a letter to indicate that funding for the SMART Plan would not be subject to the 12.5% limitation. In the letter DOT indicates that since it is an extension of the existing Metrorail line, it would not be subject to the 12.5% funding limitation. This is a critically important step toward the County's work in achieving funding for the SMART Plan.

County Elected Officers: SB 130, SB 132, SB 134, SB 136, and SB 138, sponsored by former Senator Artiles, have all been officially withdrawn from consideration by the Senate.

Other bills addressing elected constitutional officers are HB 187 (Representative M. Diaz), HB 721 (Representatives by Fischer, Avila), HB 271 (Representative Cortes), HB 1129 (Representative Drake). These bills would have provided for a statewide constitutional amendment requiring voters in Florida to decide whether these various offices should be elected. Each bill addresses a different aspect of County appointed officers, sheriff, tax collector, clerk of the court, and property appraiser in that this clarifies that the property appraiser should be a constitutional officer.

HB 1129 which is the House companion legislation requiring a statewide constitutional amendment for elected supervisor of elections. This bill was only heard in one of its three committees of reference. The companion bill, SB 138, has been withdrawn from further consideration by the Senate.

HB 187 which is the House companion legislation requiring a statewide constitutional amendment for elected property appraiser, passed the House with a vote of 93 – 20. However, the companion bill, SB 136, has been withdrawn from further consideration by the Senate.

HB 721 which is the House companion legislation requiring a statewide constitutional amendment for elected Sheriffs. This bill, sponsored by Representative Fischer and Avila, was scheduled to be heard by the full House on 5/2, but was never heard. The companion bill, SB 134 has been withdrawn from further consideration by the Senate.

None of the bills, in this series of bills, have passed.

Domestic Violence Penalties: HB 1385 (Nuñez) and SB 1564 (Garcia) Throughout Session, we work with the County Attorney's office, the bill sponsors, Representative Nuñez, and Senator Garcia, to move the bill through three House committees and three Senate committees. During the final weeks of Session, we worked with the sponsors to have this bill heard by the full House and full Senate. As reported during week 5, the House staff analysis, determined that there

is no impact on state or local government revenues. Additionally, the Criminal Justice Revenue Estimating Conference met, and determined that the increased penalty in this bill has no fiscal impact on state corrections or on local governments.

The bill would accomplish the following:

- Provide for a sliding scale of penalties for first, second, and third offenses. For the first offense, 10 days in the County jail, second offense, 15 days, and third or subsequent offense, 20 days.
- Provide that if the offense was committed in the presence of a child, the penalties are enhanced. For the first offense, 15 days in the County jail, second offense, 20 days, and for a third or subsequent offense, 30 days.
- Require the guilty party complete a batterer's program.
- Require that the court may not award attorney's fees as a result of any domestic violence case.
- Provide that domestic violence is a third-degree felony.
- Provides for exceptions for mitigating circumstances, requiring the state attorney to request any exception be made in writing, which are defined in current law in chapter 921.0026 F.S.

The House bill, HB 1385, passed the House with a vote of 117 – 0, and passed the Senate with a vote of 37 – 0, on final passage. This bill will next go to the Governor.

Sexual Predator language: This language would have increased monitoring of sexual predators with ankle bracelets, while enhancing penalties. We met with a number of members of the Miami Dade Delegation, including Representatives Nuñez and Avila, as well as with Senators Flores and Artiles. However, being that the item passed the BCC on 1/24 with the bill filing deadline of 1/27. Members in the House are restricted to 6 legislative bills each, and no available bill slots were remaining. An additional hurdle is that FDLE has expressed concerns with the increased cost of enhanced monitoring. Because of these hurdles, this language was not filed as a bill for the 2017 session.

Road Namings: The County assigned our firm several road namings, which we successfully amended into SB 368, which is a bill sponsored by Senator Montford, and into HB 73, by Representative Beshears. We met with the bill sponsors to ensure the County's road namings would be included, and worked with the sponsors to move this legislation through three House committees, three Senate committees, as well as the full House and Senate. It is important to note that no road naming bills passed the legislature for the past two Sessions.

County Road Naming Requests:

- Muhammad Ali Boulevard
- Stanley G. Tate Boulevard
- Herman Echevarria Way
- Reverend Wilner Maxy - spelling correction

With all of the County's road namings included, SB 368 passed the full Senate with a vote of 34 – 0, and HB 73 passed the House by a vote of 120 – 0. This bill will next go to the Governor.

Budget Requests: The Legislature voted to pass Florida's $82.4 billion budget, late Monday, May 8th. The Governor has not acted on the budget as of 5/9/17.

- **Miami-Dade County Homeless Trust Crisis Outplacement Beds:** This project provides critically needed housing and wrap-around behavioral health treatment and support services for homeless individuals with serious mental illnesses referred by the 11th Judicial Circuit Criminal Mental Health Project and participating in jail diversion programs. (This item is funded in the base in the Department of Children and Families, under the new rules, no House bill is required.) Amount Requested: $354,640.

This is a recurring program and no cuts were proposed in the House or Senate budgets.

- **HB 2929 - Miami-Dade County Homeless Trust Jail Diversion GAP Funding Program:** This budget request is sponsored by Senator Artiles and Representative Duran. Funding is for the "GAP" jail diversion program for homeless individuals, with severe mental illness, and who are frequent users of the criminal justice system due to

the lack of appropriate housing with behavioral health services. It will serve clients identified by the 11th Judicial Circuit's Criminal Mental Health Jail Diversion Program. The funding will provide access to the type of housing, support, and treatment services that are most likely to result in successful adaptation to community living, provide improved public safety, and significantly reduce likelihood of subsequent recidivism to jail. Funding is leveraged with recurring Crisis Outplacement Bed funds in the amount of $354,640. Services include but are not limited to: housing, medication, transportation, identification retrieval services, cognitive-behavioral therapy, trauma-specific interventions, cognitive remediation, integrated dual-diagnosis treatment for co-occurring mental health and substance use disorders, primary health care, and dental services. Local Match: 62% Amount Requested: $250,000

Our firm met with the Chairman of the full Appropriations committees in both the House and Senate (Senator Latvala and Representative Trujillo) to continue to urge funding for this item. Funding for the Jail Diversion GAP funding program had been included in the Senate budget for $200,000, but was not addressed in the House budget, therefore funding was not included in the final budget.

- **Challenge Grant and Staffing Grant Programs:** Challenge Grants funding is within the base budget and requires no form under the new budget rules. This is an ongoing, statewide grant program that the County has applied for and received funding for multiple years. In Miami-Dade County, the program is administered through the local homeless Continuum of Care, to provide housing and services for those who are homeless and at-risk of becoming homeless.

We met Chairman Trujillo and Chairman Latvala, of the House and Senate Appropriations Committees to urge funding for this statewide grant program. This program was funded in both the House and Senate budgets: $3.8 million in the House budget, and $5 million in the Senate budget. We continued to push for funding for FY 2017 – 2018. (Past funding allocations: FY 2016-17 $5 million; FY 2015-16, $3.8 million). This item was funded for $5,000,000 (line 342)

342 SPECIAL CATEGORIES GRANTS AND AIDS - CHALLENGE GRANTS FROM GRANTS AND DONATIONS TRUST FUND 5,000,000

- **HB 3397 – Problem Solving Court-Driver's License Reinstatement Pilot Program:** This budget request is sponsored by Senator Garcia and Representative Geller. Miami-Dade County Criminal Court Division seeks funding for a pilot program to reduce the number of drivers whose privilege to drive has been revoked due to inability to pay traffic fines and costs. Local Match: 49.9% Amount Requested: $499,422

The Driver's License Reinstatement Pilot Program had been funded in the House budget for $499,422, from nonrecurring, general revenue funds. However, the original Senate offer was $0. We worked with House and Senate leadership throughout conference, and this item was funded in the final budget at $250,000 (Line 3187).

From the funds in Specific Appropriation 3187, $250,000 in nonrecurring general revenue funds is provided for Problem Solving Court - Driver's License Reinstatement Program (HB 3397).

- **HB 4257 - Miami-Dade County / Zika Response, Recovery and Mitigation:** Sponsored by Senator Campbell and Representative Richardson. Funding for Zika response will will provide for related P.C. Software/Hardware, Vehicles, Education & Outreach (brochures, advertising, postage), Vehicle (1), LV8 Turbines, Buffalo Turbine and Plotter Printer. Additionally, funds will provide for Zika Related Security Services such as exterminator and information technology service agreements. Amount Requested: $2,124,602

- **HB 2859 – Miami-Dade County / Economic Recovery Packages for Small Business Affected by Zika:** Sponsored by Senator Campbell and Representative Stafford. Funding would be available to aid small businesses negatively impacted by Zika, in the areas of Wynwood and Miami Beach within Miami-Dade County. Businesses would be able to apply and qualify through a county grant-like process, for funding. Amount Requested: $874,358

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Both the House and Senate budgets focused mosquito control funding on university research and on mosquito control statewide programs. Neither of these projects were individually addressed in either budget.

Amendment Language: We have also been assigned the following as language that we are to amend into bills this Session.

License Plate Frame: Language would provide that tickets cannot be issued that cover non-essential lettering on license plates. The Department was somewhat reluctant to support this language, in a department bill, this Session. We would be happy to work with the Department throughout the interim on this issue.

Assisted Living Inspections: The County amendment language would extend the deadline to July 1, 2019, for inspections required for Assisted Living Facilities. We have met with Senator Garcia, who has expressed his willingness to assist us with an amendment for this language, through the budget process. However, with limited germane bills to amend, this language did not pass. Senator Garcia has indicated he will continue to work to assist us with this language.

~~~

May 5, 2017, was the 60th day, the last scheduled day of the Regular Session, (Article III, section 3(d), Constitution). After a three-day extension to complete the budget and budget related bills, the Legislature adjourned, Sine Die, May 8th, at 8:52 pm.
~~~

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Ronald L. Book, P.A.
LAW OFFICES
PROFESSIONAL ASSOCIATION

MEMORANDUM

To: Jess McCarty, Assistant County Attorney
Miami-Dade County

From: Ronald L. Book, Esq.
Kelly C. Mallette
Rana G. Brown

Date: March 16, 2016

RE: 2016 Legislative Session – Final Session Report

On behalf of Ronald L. Book, P.A., we would like to first and foremost extend our appreciation for the continued opportunity to represent Miami-Dade County. Included in this report is a summary of the budget as it pertains to the County, and an update on legislation passed during the 2016 Regular Session. Should you have any questions regarding budget information, legislation or legislative action, please do not hesitate to call or email us.

The 2016 Legislative Session ended at 6:45 pm on Friday, March 11th, bringing to close the 2016 Legislative Session. On the last day of Session, the legislature approved an $82 billion budget for fiscal year 2016 – 2017, an increase over the FY 2016 budget of $78 billion. Although the budget has not been transmitted to the Governor, he has released his intended veto list, which will amount to just over $256 million in vetoes once the budget has been officially transmitted. Though the Legislature did not repeat the animosity from the prior session, there were policy differences between the House and Senate, such as the Governor's proposed tax cut package and economic incentives requests.

Economic Incentives and Tax Cuts: Early in the fall of 2015, the Governor expressed his goals for the 2016 Session, which focused on two areas of the budget: $250 million in economic incentives and a $1 billion tax cut package, all to attract and generate new business for Florida. The Governor's request of $250 million in economic incentives, was included in the Senate Transportation and Economic Development subcommittee budget proposal, and was strongly supported by its chairman, Senator Latvala. The Senator is slated to become the full Appropriations committee chairman next Session. In the Senate budget proposal, several requirements were added to ensure success, for example, to qualify for funding from the Enterprise Fund, a project would have had to create at least 10 jobs and receive 20 percent of its support from local contributions, in addition to providing a 3 to 1 return on investment as calculated by state economists. Of the $250 in incentives, $100 million of this funding would have come from the BP oil spill settlement at the time of award to the State. However, the House remained philosophically opposed to any economic incentives and never put forth a counter offer to the Senate proposal. Early in the budget conference committee process, the Senate reversed course and agreed with the House position by taking any incentive funding off the table.

Economic Development and Film Incentives: Early in the Session, the Senate Transportation and Economic Development Appropriations subcommittee debated and passed an omnibus economic development bill, SB 1646 (Latvala), that would have restructured the state's economic incentive and development programs. The proposal at one point did also include $6 million to be allocated to Visit Florida, to help advertise movies that showcase Florida

as a destination. In the House, HB 1325 (Boyd) passed and included several incentives, but with budget negotiations completely nonexistent over the funding, these bills did not pass.

Tax Cut Package: HB 7099 (Gaetz, M.) is the omnibus tax cut package that passed both the Senate and House on the last day of the legislative Session. The impact of this bill, combined with provisions in the approved budget, totals approximately $400 million in cuts and savings, (achieved by combining upwards of $290 million, to be used to avoid local property taxes from otherwise being added into the state's school funding formula, this includes a portion of the required local effort formula). Major highlights of this legislation are as follows:

- Provides a three-day "back-to-school" sales tax holiday from August 5, 2016, to August 7, 2016, for clothing and footwear costing $60 or less, and school supplies costing less than $15.
- Makes permanent the sales tax exemption for machinery and equipment used in manufacturing and provides exemptions for machinery and equipment used in agricultural post-harvest activities or used by metal recyclers.
- Effective July 1, 2019, eliminates a current aviation fuel tax exemption and reduces the aviation fuel tax rate from 6.9 cents per gallon to 4.27 cents per gallon.
- Clarifies that counties and municipalities may grant economic development property tax exemptions in areas which were previously designated as enterprise zones for projects that were preapproved before December 31, 2015.
- Provides a sales tax exemption for sales of food and drink by veterans' organizations to members of veterans' organizations.
- Reduces the beverage tax rate imposed on pear cider to make it the same as the rate on apple cider.
- Allows purchasers of airplanes to retain an airplane in Florida while waiting for the airplane to be registered in a foreign country without having to pay sales tax.
- Clarifies the definition of "wholesale sales price" for purposes of the tax on other tobacco products.
- For purposes of the local option economic development property tax exemption, allows the exemption for replacement data center equipment and extends the length of the exemption from 10 to 20 years for such equipment.

MIAMI-DADE COUNTY FUNDING PRIORITIES:

- **Elderly Meals/Local Service Programs** - All recurring meals and local services projects in the base in the Department of Elder Affairs were fully funded. Several Miami-Dade programs also received additional non-recurring funds. Projects which received additional funding are:
  - City of Hialeah Gardens - Hot Meals $215,000
  - City of Hialeah Meals Program $1,150,000
  - Little Havana Activities Center - Local Services Program $50,000
- **Cultural Affairs Grants** - Cultural Facilities Program: full funding of the Cultural Facilities ranked list in its entirety. Additional funding was allocated to the Miami Military Museum.
- **Military Museum of South Florida** - $1,500,000
- **State Aid to Libraries** - $22.3 million
- **Libraries** - $5 million
  - Library Construction Grant Ranked List - $2 million
  - Library Construction Projects - $1 million
  - Library Cooperatives - $2 million recurring

- **Miami-Dade Homeless Trust GAP funding** - $250,000
  Proviso was included in the budget that specifies, from the funds in Specific Appropriation 3154, $250,000 in nonrecurring general revenue funds is provided for gap funding for housing and wraparound behavioral health treatment services provided by the Miami-Dade Homeless Trust for individuals referred by the 11th Judicial Circuit Criminal Mental Health Project and participating in jail diversion programs.

Economic Development Incentive Programs, Projects and Initiatives - $52.4 million;

- Economic Development Partners - $129.2 million which includes Enterprise Florida (EFI) - $23.5 million and VISIT Florida - $76 million

Affordable Housing Programs - $200.1 million: which includes:

- SHIP - $135.5 million TF (allocated to local governments) and provides more flexibility in the SHIP program regarding rent subsidies and rental assistance and $5.2 million allocated for homeless Challenge Grants
- SAIL - State Housing Programs $64.6 million which includes: at least 50 percent to be used for the SAIL Program, $10 million for competitive grant program for housing developments designed for persons with developmental disabilities, and $20 million for workforce housing to serve low-income persons and households in the Florida Keys Area of Critical State Concern.
- Housing and Community Development Programs, Projects, and Initiatives - $33.2 million which includes Housing and Community Development Projects and Initiatives - $31.9 million and Technical and Planning Assistance and Competitive Florida Partnership Program - $1.3 million

Department of Children and Families

- Crisis Outplacement/Miami-Dade Homeless Trust - This is a recurring project which was fully funded in the Department of Children and Families budget, and with an increase of $189,000.
- Mental Health and Substance Abuse Services - $20.5 million
- Grant Program for Central Receiving Systems - $10 million
- Community Teams Providing Mental Health/Substance Abuse Services - $9.8 million
- Expansion of the Criminal Justice, Mental Health and Substance Abuse Reinvestment Grant Program - $6 million
- Additional Staff at the State Mental Health Facilities - $1.4 million GR; $3.1 million TF
- State Mental Health Facilities Additional Forensic Beds - $3.8 million
- Challenge Grant Program for Homeless Assistance - $1.2 million
- Homeless Coalitions - $1 million
- Surveillance System for State Mental Health Facilities - $1.6 million
- Automated Medication Dispensing System for State Mental Health Facilities - $1.5 million

Agency for Health Care Administration

- Florida KidCare Coverage for Lawfully Residing Children - $28.8 million
- Medicaid Homeless Mental Health Transitional Housing - $4.0 million GR; $6.3 million TF

LEGISLATIVE ISSUES

Funding for CSX East-West Rail Project/Transportation Investment Area/Express Bus funding: As part of the County's 2016 Critical Priorities, this issue was reassigned to us late in week 2. As originally drafted in October by the County Attorney's office, and filed as a bill in December, SB 1372 by Flores and HB 1377 by Nuñez, were not drafted as submitted, but as filed, directed funding and oversight on each of these County priorities, to MDX. The County position throughout session was that the County is the proper entity, as MDX is not a taxing authority.

In conjunction with the County Attorney's office, we pursued an amendment that would restore the originally intended language. The amendment contained three County transportation issues: transportation reinvestment zones, the transit rail corridor on the existing CSX east-west corridor, and express lane revenue for express bus service, with the revenues being directed by the County through the Transportation Investment Area.

As previously reported, as the bill came up in the House committee, the "fix" amendment met with a germanity rule challenge and as a result, the amendment and bill were temporarily postponed. During week 4 and 5, our amendment opportunity shifted to the Senate. Our firm met several times with Senator Flores and her aide, the Chair of the Senate Transportation committee and a sponsor of legislation that had amendment potential - Senator Brandes; with the Chair of the Senate Transportation and Economic Development Appropriations subcommittee, a key committee that would next hear the language - Senator Latvala; and with key committee members, and with Senator Diaz de la Portilla, the potential sponsor of the amendment for the County. Additionally, we met with members of the transportation committee staff to pursue this issue. We also met with Senator Braynon, who expressed his own concerns on this issue, and the concerns of many members of the Miami-Dade delegation as well. These concerns were based on the application of funds generated through this project, which would focus funding on the east/west corridor rather than the north/south corridor.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
...Submitted by: Ronald L. Book, P.A.

We worked throughout the entire session with leadership in the Miami-Dade County Delegation, to determine if movement is possible on this issue, during this session. We worked with both bill sponsors, Senator Flores and Representative Nuñez, along with DOT leaders and with Senate and House staff to attempt to move this redrafted legislation through the committee process, however, this language did not pass based on the funding concerns noted above.

Enhanced Penalties for Offenders Convicted of Domestic Violence: The County passed a resolution to amend current statute to include enhanced penalties for domestic violence, from a misdemeanor, to a 3rd degree felony; increase the penalty from 5 to 30 days in jail; and to require a parenting course, (in addition to a statutorily defined and required batterers' intervention program), if the crime of domestic violence was committed upon or in the presence of a child. Representative Fresen drafted the amendment language, and our firm worked with the County Attorney's office to determine if the language, and its impact, was able to move forward.

Our firm met at length with Representative Oliva, Representative Fresen and his aide, Senator Diaz de la Portilla, and several other members, to discuss the language. We identified an amendment vehicle, HB 101 and SB 380, sponsored by Representative J. Rodriguez and Senator Abruzzo. Senator Abruzzo has been a key legislator on domestic violence legislation, and has driven this issue for years. We met with both members and their staff who reviewed the language extensively. However, as we circulated the specific language, we immediately met with concerns from the members' offices, and senate and house attorneys. Additionally, our firm met at length with the Florida Coalition Against Domestic Violence (FCADV) who, while supporting the language concept, also expressed concerns with its implications.

One of the first issues which causes concern to the FCADV, was the proposed requirement of a parenting course. Unlike the batterers' intervention program, there is no definition, outline, or stated requirements in statute, for parenting courses. However, the Department of Children and Families is currently in the process of putting together a task force to begin the process of defining and outlining what a parenting course would entail, for future legislation. Other issues included questions raised by the FCADV, regarding the enhanced charge for certain domestic violence complaints moving from a misdemeanor to a 3rd degree felony, and the proposed increase penalty from 5 to 30 days in jail, which all involved believe will discourage prosecutions and convictions. Meaning, the enhanced penalties would serve to hamper evidence gathering, and would result in less reporting of crimes.

Our firm, along with Mr. McCarty of the County Attorney's office, hosted a follow up conference call with the Florida Coalition Against Domestic Violence, regarding the County proposed language. On this call, we discussed the three proposals to current statute: enhanced penalties for domestic violence from a misdemeanor to a 3rd degree felony, increase the penalty from 5 to 30 days in jail, and to require a parenting course. The FCADV reiterated their concerns that were outlined in the week 5 report.

Upon further discussion of the parenting course, the FCADV, noted that unlike the batterers' intervention program, there is no outline or definition in statute, of any parenting course; what must be taught, who is licensed to hold these classes, and there are no educational or training requirements for individuals teaching such a course. The FCADV cited examples of programs currently being offered, called parenting courses, which are being taught by individuals who are not trained to do so. In fact, in some instances cited by the FCADV, there are individuals teaching parenting courses who have prior convictions of domestic violence and are promoting themselves as (allegedly) rehabilitated. As noted above, the Department of Children and Families is currently in the process of putting together a task force to begin an outline of what a parenting course would entail, for future legislation.

The FCADV also raised concerns with the language regarding the enhanced charge for certain domestic violence complaints moving from a misdemeanor to a 3rd degree felony, and the proposed increased penalty from 5 to 30 days in jail, noting that these provisions could have the opposite effect than intended and could serve to deter prosecution and convictions, hamper evidence gathering, and would result in less reporting of crimes.

In light of these concerns, the language was not able to move forward this Session. Our firm continues to discuss with key legislators, and with the FCADV, the option of putting together a working group to advance these issues through the interim.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Election of Officers: HJR 165 (Artiles) proposes to amend the State Constitution to require that the offices of sheriff, property appraiser, supervisor of elections, tax collector, and clerk of the circuit court, would be elected offices, and would carry four year terms of office. The joint resolution was amended in committee early in the committee process, to specifically include the tax collector and to clarify that the proposed constitutional amendment is applicable to all counties, including Miami-Dade County. The HJR was amended to delay implementation until January 8, 2019, so that the affected counties would have time to amend their charters and hold elections. As our firm continued to work to oppose this language, we met with support of this issue, from several of the Miami-Dade Delegation members in the House. HJR 165 passed all of its House committees before the second week of Session. Additionally, as our firm repeatedly met with members of the Delegation, we were able to stop this bill from moving forward in the Senate. The Senate companion, SB 648 (Hutson) did pass one committee, but on the first day of the 2016 Session, this legislation was temporarily postponed in committee. We continued to work with members to strongly oppose this bill, and subsequently the Senate bill was never heard after its first committee, and this legislation did not pass.

Infectious Disease Elimination Pilot Program/Needle Exchange Program: SB 242 (Braynon) and its House companion, HB 81 (Edwards), creates the Miami-Dade Infectious Disease Elimination Act (IDEA). The IDEA authorizes the University of Miami and its affiliates to establish a needle and syringe exchange pilot program in Miami-Dade County. After this issue was reassigned to our firm, we continued to voice the County's strong support and this legislation passed both the House and Senate. SB 242 has been transmitted to the Governor, who has until 3/23 to act.

Fracking / Regulation of Oil and Gas: As reported, HB 191 (Rodrigues) passed the House on 1/27 with a vote of 73 – 45, and the Senate companion, SB 318 (Richter) was heard but failed by a vote of 9 – 10 in the Senate Appropriations committee on 2/25. Through a rules maneuver, this bill was brought back in this same committee by a motion to reconsider, and was left pending. The bill was back on the agenda for Senate Appropriations for 3/1, but the bill sponsor, Senator Richter, declined the motion to reconsider the bill. Therefore, the bill remains as having failed in Senate Appropriations, 9 – 10. This legislation has strong support and strong opposition, in Florida as well as across the nation. After this issue was reassigned to us, we joined that opposition on behalf of the County. This bill did not pass.

National Statuary Hall: SB 310 (Legg) and HB 141 (Diaz, J.) provides that the Great Floridians Program within the Department of State (DOS) must select a prominent Florida citizen to replace General Edmund Kirby Smith's statue and be commemorated in the National Statuary Hall Collection. The Florida Council on Arts and Culture (council) must select a sculptor. SB 310/ HB 141 has been approved by the Governor, Chapter No. 2016-41.

Vote by Mail: HB 361 (by Lee, L., Williams) and SB 112 (Thompson) amends the Florida Statutes to replace the phrase "absentee ballot" with the phrase "vote-by-mail ballot." SB 112/HB 361 was approved by the Governor, Chapter No. 2016-37.

Florida Retirement System (FRS): Several bills address the Florida Retirement System, and are summarized below.

SB 7012 (Governmental Oversight and Accountability), a Senate committee bill, had 39 Senators sign on as co-sponsors. This bill makes two very specific changes to the Florida Retirement System (FRS). First, the bill increases the monthly survivor benefits available to the spouses and children of FRS pension plan members in the Special Risk Class when killed in the line of duty from 50% of the member's monthly salary at the time of death, to 100% of the member's monthly salary at the time of death. These new benefits are funded through additional employer-paid contributions relating to the FRS pension plan.

Second, the bill permits the surviving spouse or children of an investment plan member in the Special Risk Class when killed in the line of duty to opt into the FRS investment plan survivor benefits program in lieu of receiving normal retirement benefits under the FRS investment plan. By participating in the survivor benefits program, the surviving spouse and children are eligible to receive annuitized benefits much like the survivor benefits (described above) afforded to Special Risk Class members of the FRS pension plan. The investment plan survivor benefits program is funded by additional employer-paid contributions to the survivor benefits account of the FRS Trust Fund.

The new survivor benefits established by this bill are available to members in the Special Risk Class killed in the line of duty on or after July 1, 2013.

The contributions paid into the FRS by employers participating in the FRS are increased by $25 million annually. The bill appropriates the recurring amounts of $5,445,337 from the General Revenue Fund and $1,062,991 from trust funds to Administered Funds, to fund the increased employer contribution rates to be paid under the bill by state agencies, state universities, state colleges, and school districts. The effective date of the bill is July 1, 2016.

SB 7012 passed both the House (116 – 1) and Senate (40 – 0), and is awaiting action by the Governor.

State-administered Retirement System: HB 5005 (Corcoran) as part of the overall budget process, this bill substantially revises the required employer retirement contribution rates for members of membership classes and subclasses of FRS. Additionally, the bill revises employer assessment to offset costs of administering investment plan.

Immigration: Several bills address immigration issues this Session, and are summarized below.

Sanctuary Cities/Federal Immigration Enforcement: HB 675 (Metz) and SB 872 (Bean) would have created the "Rule of Law Adherence Act" which would require state and local governments and law enforcement agencies, including their officials and employees, to support and cooperate with federal immigration enforcement.

Specifically, the bill prohibited state or local governments, or law enforcement agencies, from having any law, policy or practice, which would impede immigration enforcement, and it would require state and local governmental entities and law enforcement agencies to comply with and support immigration policy. The bill would have required any sanctuary policies currently in effect, to be repealed within 90 days of the effective date of this Act.

HB 675 passed all of its committees in the House and passed the full House with a vote of 80 – 38. However, the Senate companion bill, SB 872 (Bean) was not heard in the Senate. Chair of the Senate Judiciary committee, Senator Diaz de la Portilla made the statement mid-session, that he would not hear this bill. This bill was not heard and did not pass.

Persons Subject to Final Deportation Orders: HB 9 (Trujillo) and SB 118 (Hutson) would create a felony of the first degree for anyone who remains in the state after an order of deportation. HB 9 has passed two of its three committees of reference. Regarding the senate companion bill, the chairman of the Judiciary committee, Senator Diaz de la Portilla, also did not hear SB 118. This bill was never heard in the Senate and did not pass.

Temporary Cash Assistance Program: SB 750 (Hutson) and HB 563 (Gaetz, M.) relates to immigration issues, makes changes to the eligibility standards for TANF, by deleting the requirement that the department pro-rate a share of income provided by a parent, that is an illegal or an ineligible noncitizen, in determining family income eligibility for TANF. This bill would allow the department to consider the total family income regardless of whether one parent is a noncitizen. HB 563 has passed the House with a vote of 82 – 33, and was amended in the Senate and passed by a vote of 37 – 0, but died in returning messages to the House. This bill did not pass.

KidCare/ Medical Assistance Funding for Lawfully Residing Children: SB 248 (Garcia CoSponsors: Gaetz (D), Soto) and HB 89 (Diaz, J.) extends Medicaid and Children's Health Insurance Program (CHIP) eligibility to a "lawfully residing child" who is not a citizen or national of the United States but meets other applicable eligibility qualifications of Medicaid or CHIP. The federal programs permit states the option of covering this population. The bill defines "lawfully residing child" to conform to the federal program eligibility requirements and deletes references to "qualified alien." The bill specifies that the statutory changes do not extend Kidcare program eligibility or Medicaid eligibility to undocumented immigrants. SB 248 has passed two of its three committees of reference, but has not been heard in Senate Appropriations. HB 89 has passed all of its committees of reference and has passed the House 118 – 0. Funding and proviso for lawfully residing children is included in HB 5101, which is the health care services bill within the Health Care/Health and Human Services budget.

Natural Gas Rebate Program: SB 90 (Simpson) and HB 285 (Ray) authorizes the Department of Agriculture and Consumer Services (DACS) to receive applications for additional rebates from the natural gas fuel fleet vehicle rebate

program, giving preference to governmental applicants. Any remaining funds may be expended for commercial applicant rebates. This bill passed the House 110 – 5 and the Senate 39 – 0.

Transportation Network Companies (Uber, Lyft ride sharing services): HB 509 (Gaetz, M.) passed the full House during week 3, with a vote of 108 – 10. HB 509 as passed by the House would have preempted to the state the regulation of Transportation Network Companies (TNCs) and create a detailed regulatory framework for the operation of TNCs. Specifically, this bill would have prohibited local governments from imposing taxes or licenses on TNCs relating to the provision of TNC service. Our firm worked to strongly oppose this preemption and regulation of this industry, over the course of the Session. This bill did not pass.

Transportation Network Companies/Insurance: SB 1118, (Simmons), is the Senate TNC bill that addressed insurance required of the company and drivers. This bill would have required the following:

- Specifies minimum insurance requirements for TNCs, and requires transportation network companies or drivers to maintain primary automobile liability insurance of at least $125,000 for death and bodily injury per person, $250,000 for death and bodily injury per incident, and $50,000 for property damage. The bill creates two time periods during which the insurance is required. The first time period is during the time when a driver is logged on to the transportation network company's digital network but not providing a prearranged ride. The second time period is during a prearranged ride.
- Requires TNC drivers to maintain liability insurance of at least $25,000 for death and bodily injury per person, $50,000 for death and bodily injury per incident, and $10,000 for property damage. Such coverage would apply at all times other than during a prearranged ride or when the driver is logged on to the TNC digital network but not providing a prearranged ride. The bill also requires that coverage meeting the requirements of the Florida Motor Vehicle No-Fault Law be maintained at all times.
- Preempts any local ordinances imposing insurance requirements on transportation network companies.
- Requires the TNC to provide an electronic notice to the TNC driver that it is illegal for a TNC driver to solicit or accept a ride if the ride is not arranged through the TNC's digital network; and if a TNC driver provides a ride not arranged through the TNC network, the ride is not covered by the TNC driver's or the TNC's insurance policy.

During the last few days of Session, there was a concerted effort by Senator Brandes, Senator Simmons, and others, to amend this bill and HB 7099, and others, with variations of legislation pertaining to TNCs, our firm mobilized efforts with the variety of opposition to this bill and were able to fight off all amendments. This legislation was temporarily postponed and was never brought up for a full hearing in the Senate. No language passed regarding TNCs, nor did this bill pass.

Mental Health Services in the Criminal Justice System: SB 604 (Diaz de la Portilla) and HB 439 (McBurney) is a comprehensive bill, expanding the authority of courts to use treatment-based mental health and substance abuse treatment programs, expands the eligibility criteria for these programs to enable the participation of children in delinquency court, and for veterans who were released under a general discharge. The bill authorizes dependency courts to require persons having or seeking custody of a child to participate in certain mental health programs. Some county courts would be designated as "criminal county courts" for county-funded mental health court programs and a forensic hospital diversion pilot program. The bill encourages counties to establish and fund treatment-based mental health court programs. The bill also authorizes courts to admit defendants, on a voluntary basis, at both the pretrial intervention and post-adjudicatory level into the programs. The bill further encourages coordination among state agencies, local government, and law enforcement agencies to facilitate these programs. Please see budget summary for further information. This bill has passed, and has been transmitted to the Governor who has until 3/26 to act.

Gun Legislation: HB 163 (Gaetz, M.) The full House passed a bill allowing individuals with concealed carry permits to carry guns openly, otherwise known as "open carry". Additionally, HB 163 was amended by Representative Wood to allow those with concealed carry permits, to take concealed weapons into the legislative chambers. The vote was 72 – 43 on this specific amendment language. Amendments were passed that would allow public hospitals to prohibit open carry, and that would allow those with concealed carry permits to take guns on university and college campuses. The Senate President and various key Senate members have voiced strong concern about some of these provisions. Senator Diaz de la Portilla has definitively said that as these bills have been referred to his committee, Judiciary, he would not hear them.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

During week 8, in a last attempt to address gun laws, Senator Gaetz filed an amendment regarding "open carry" (amendment bar code 142992), to SB 612, a bill that revises the definition of the term "concealed weapon" to delete its inclusion of a "slungshot." This amendment mirrored a bill by Representative Gaetz, dealing with "open carry" summarized above. The Senator withdrew the amendment and it was not considered.

Traffic Infraction Detectors (Red Light Cameras): SB 168 (Brandes) and HB 4027 (Artiles) would have repealed the use of red light cameras, with an effective date to July 1, 2019, in order to allow for current contracts with municipalities to expire. In the Senate, the bill passed the Transportation committee, which is chaired by Senator Brandes, (the bill sponsor), with a vote of 4 – 3. However, this bill did not have a hearing in the next committee of reference, the Transportation and Economic Development Appropriations subcommittee, nor in any other committee. HB 4027 passed all of its committees and the House, with a vote of 83 – 33, but was not heard in the Senate. This bill did not pass.

Election Dates for Municipal Office: HB 7059 (Caldwell) This bill did pass the House with a vote of 70 – 47, on 2/3. The bill would preempt to the state, the authority to establish the dates of elections of municipal officers and provides the exclusive method for establishing those dates. Any state law, municipal charter, or municipal ordinance that conflicts with the bill is superseded to the extent of the conflict. As a result, a municipality will no longer have authority to unilaterally establish the date of its municipal officer elections. There was no Senate companion bill filed, though throughout Session, it was expected that the Senate would address this issue in a committee bill of sorts. No committee bill was ever filed or existing bill amended and therefore this issue did not pass.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

9. **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 any exception to any of the terms of this Solicitation.

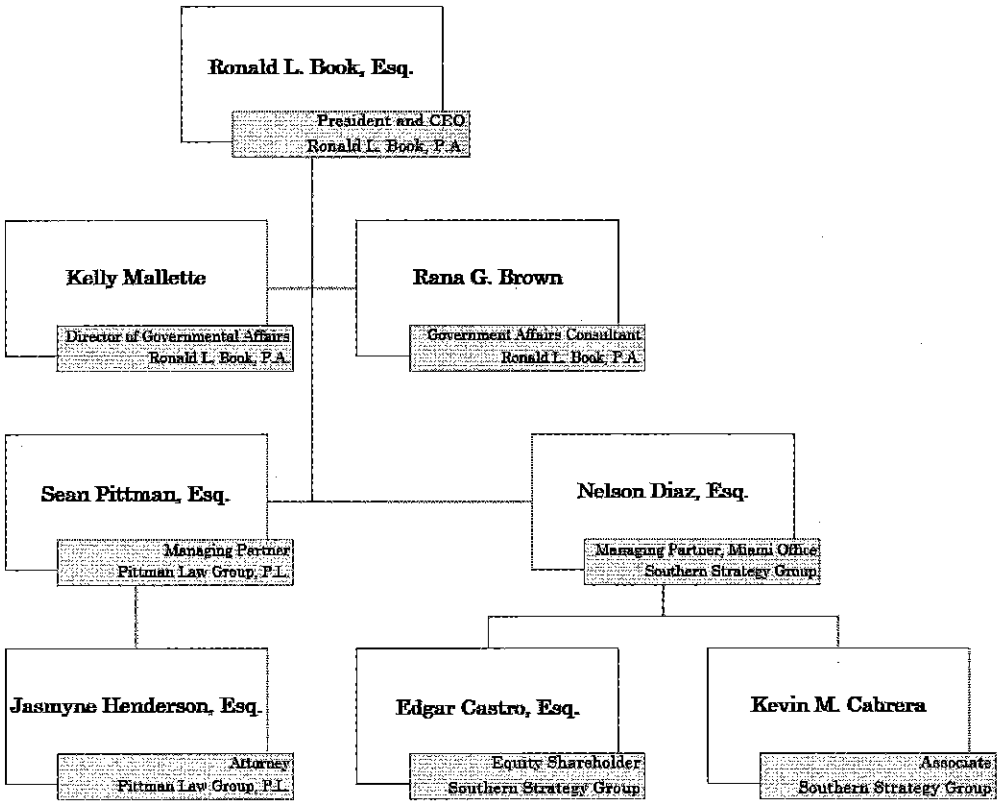
RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

KEY PERSONNEL AND SUBCONTRACTORS PERFORMING SERVICE

10. 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 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 find the organizational chart and a listing of functions to be performed by key personnel, included below. This includes names and titles for the Proposer and the Proposer's employees, as well as the subcontractors and their employees.

ORGANIZATIONAL CHART



RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

KEY PERSONNEL AND FUNCTIONS

1. **Ronald L. Book, Ronald L. Book, P.A.,** (Proposer). For this engagement, Mr. Book will serve as the lead lobbyist for County issues. He will work with the County to devise the general, overall strategy for implementing the government affairs program/legislative package. Mr. Book will also provide all traditional lobbying duties, including, but not limited to: arranging meetings with legislators; preparing legislation, including substantive bills and amendments; preparing any budget documents; preparing support materials; appearing and testifying before committees, as necessary. Mr. Book will also work with County staff to assign issues to the appropriate subcontractor, based on their relationships and individual areas of expertise.

2. **Kelly Mallette, Ronald L. Book, P.A.** (Employee for Proposer). Ms. Mallette will assist with all traditional lobbying activities as described above, will assist Mr. Book with overseeing subcontractors and will assist with preparing reports as necessary.

3. **Rana G. Brown, Ronald L. Book, P.A.** (Employee of the Proposer). Ms. Brown will assist with all traditional lobbying activities as described above, will assist Mr. Book with overseeing subcontractors and will assist with preparing reports as necessary.

4. **Sean Pittman, Pittman Law Group** (Subcontractor). As the managing partner of Pittman Law Group, Mr. Pittman will oversee the work of his employees. He will provide all traditional lobbying activities as described above.

5. **Jasmyne N. Henderson, Pittman Law Group** (Subcontractor Employee). Ms. Henderson will assist with all traditional lobbying activities as described above and will also assist with preparing reports as necessary.

6. **Nelson Diaz, Southern Strategy Group** (Subcontractor). As the managing partner of Southern Strategy Group, Miami Office, Mr. Diaz will oversee the work of his employees. He will provide all traditional lobbying activities as described above.

7. **Edgar Castro, Southern Strategy Group** (Subcontractor Employee). Mr. Castro will assist with all traditional lobbying activities as described above and will also assist with preparing reports as necessary.

8. **Kevin M. Cabrera** (Subcontractor Employee). Mr. Cabrera will assist with all traditional lobbying activities and will assist with preparing reports as necessary.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

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. is proposing with the following subcontractors:

Southern Strategy Group	Pittman Law Group, P.L.
Southern Strategy Group 999 Ponce de Leon Boulevard Penthouse Suite 1105 Coral Gables, FL 33134	Pittman Law Group, P.L. Wilhelmina Square 1028 East Park Avenue Tallahassee, FL 32301

PITTMAN
Law Group

Pittman Law Group – First Tier Subcontractor

Pittman Law Group will serve as a first tier subcontractor for this project. Founded in 2001, Pittman Law Group, P.L. (PLG) is a boutique law firm that provides valued expertise to our clients in the areas of administrative law, government law, and government relations. PLG represents local government entities, small businesses, and large corporations before the Florida Cabinet, Florida Legislature, and other tribunals, including limited Congressional work. With sixteen years of work on behalf of our local government clients, we have gained invaluable experience in important local government issues. These include but are not limited to:

- Public Procurement
- Economic Development
- Growth Management
- Home Rule Authority
- Housing and Urban Development
- Infrastructure Improvement Projects
- Public Utilities
- Regional Planning
- Seaport and Airports
- Unfunded Mandates
- Local Government Issues
- Water and Environmental Projects

We are hands-on and preemptive in our approach to the legislative process, providing our clients the best in legislative intelligence, extensive relationships, broad access and strategies for success. We are always on call to service the needs of our clients. Further, we host monthly and bi-weekly conference calls at the discretion of our clients as well as in person meetings. Early implementation of strategies coupled with our experience and aggressive advocacy is the cornerstone of our success, particularly in the legislative and appropriation process.

PLG's diverse client list spans both the public and private sectors and includes but is not limited to local governments, hospitals, nursing homes, public universities, telecommunications providers, agriculture,

insurance providers, and public utilities. Our offices in Tallahassee, Miami, and the Palm Beaches reflect our deep roots and statewide footprint. Strategically, we remain close to the action allowing us to respond quickly to the ongoing needs of our clients.

In a world where diversity is important, Pittman Law Group has satisfied the government interest of diversity and inclusion at the federal, state, and municipal level. Additionally, our status as a Disadvantaged Business Enterprise, Minority Business Enterprise, and Small Business Enterprise goes a long way in assisting our understanding of urban areas and the minorities that represent a significant percentage of the population in Florida.

PLG boasts a team of adroit legal minds that provide thoughtful leadership to clients. Attorney Sean Pittman has over twenty years of administrative and government law experience. With Attorney Sean Pittman at the helm, PLG has thoughtfully and aggressively navigated clients through Florida's complex political landscape.

Below, please find recent success on behalf of some of our government clients.

City of Riviera Beach

- **$3,823,213** Singer Island Shore Protection/Beach Restoration project
- **$3,000,000** to alleviate public safety hazards regarding a major city thoroughfare
- **$1,000,000** for two separate water mitigation improvement projects
- **$500,000** West 6th Street Improvements
- **$500,000** Library Construction Grant
- **$500,000** Broadway Corridor/15th Street Infrastructure Beautification
- **$500,000** Water Treatment Plant Disinfection
- **$425,000** Avenue O Stormwater Easement Extension
- **$375,000** 18th Street-West 22nd Street Stormwater Improvement
- **Port of Palm Beach:** The Port of Palm Beach attempted to remove taxing authority from the City of Riviera Beach by amending their governing charter. The PLG team identified the amendment for the Riviera Beach City Council and identified supporters in the City Council. PLG met with those members and informed them of the potential fiscal impact of the amendment. The firm defeated efforts by the Port of Palm Beach to remove taxing authority from the City of Riviera Beach.
- **Beach Rentals:** Opposed legislation that would preempt local ordinances related to vacation rentals.
- **Sober Homes:** Supported legislation to add safer regulations to sober homes.

Palm Beach County

- **$9,000,000** Palm Beach State College PECO funding
- **$9,000,000** Small City/Small County funding
- **$1,500,000** Lake Region Water Treatment Plant Project
- **$1,500,000** Glades Water Infrastructure Improvements
- **$1,400,000** to purchase and revitalize the Glades Senior Center
- **$1,400,000** for workforce development funds at West Tech Academy
- **$500,000** 13th Street Improvements
- **$500,000** Sabal Palms Reentry/Restore Ex-Offender Reentry Program
- **$470,000** Inland Logistics Center in South Bay
- **$350,000** Belle Glades Stormwater Improvements
- **$350,000** African American History Museum at Historic Roosevelt High School

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

- **Homelessness**: Supported the passage of homelessness legislation to provide a more stable environment when competing for local homeless challenge grants.

Broward County

- **$3,000,000** Florida Network of Children's Advocacy Centers
- **$2,237,000** to successfully maintain the Title V: Air Quality Permitting Program
- **$1,800,000** Osborne Reef Tire Removal Project
- **$1,000,000** Coral Reef Disease Water Quality Monitoring Program
- **$200,000** Nancy J Cotterman Child Advocacy and Rape Crisis Center
- **Municipal Annexation:** Opposed legislation to allow cities to annex into the county without the approval of the county.
- **Alternative Water Supply:** Opposed measure to authorize a study to consider desalination and its viability as an alternative water source, but would have taken funding from the Alternative Water Resource funding. This would have decreased the funding available for future alternative water source projects.
- **Florida Building Code:** Broward County sought to pass legislation that would retain local amendments for the Florida Building Code when a new version was drafted by the Florida Building Commission. Broward County passes local technical amendments to pursue aggressive water conservation policies necessary to ensure adequate water supply in light of population increases. Ultimately, language allowing local technical amendments relating to conservation was added to SB 1312 - Relating to Construction and signed by Governor Scott.
- **Affordable Housing:** Supported legislation that removed the $234 million cap on doc stamps that are deposited into the State Housing Trust Fund.

City of Port Orange

- **$2,500,000** Dunlawton Avenue construction to allow the City of Port Orange to construct operable and dependable hurricane evacuation routes
- **$1,250,000** Dunlawton Avenue Road funding during a legislative year where funding for local road projects was not favorable
- **$1,250,000** Canal Flood Control and Integrated Water Resources Project
- **$750,000** Flooding Mitigation Project
- **$750,000** White Acres Utility Project
- **$650,000** Cambridge Canal Project
- **$500,000** Cambridge Canal Improvement Project
- **Opposed HB 13:** HB 13 would have significantly altered the structure of Community Redevelopment Agencies that have historically played a major role in helping revitalize communities that are economically disadvantaged. PLG worked with the legislature to communicate the ramifications of such a move on behalf of the client. Consequently, the legislation died in the Senate.
- **Southeast Volusia County Hospital District:** Passed legislation allowing residents from the City of Port Orange to sit on the Southeast Volusia County Hospital District Board. This legislation amended a 20 year statute that did not comply with the current make up of the hospital district which includes the City of Port Orange.

City of Tallahassee

- **$1,000,000** Tallahassee/Leon County Pre-Disaster Mitigation Program
- **$1,000,000** Tallahassee Airport Project
- **$510,000** 4th Avenue Drainage Improvement Project

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

- **$495,000** Tallahassee Regional Hazardous Material Response Vehicle
- **$495,000** Regional Hazardous Material Response Team Equipment
- **$475,000** Little Theater Renovations
- **$435,000** Red Arrow Abatement Project
- **$409,620** Lower Central Drainage Ditch Erosion Control Phase 1
- **$400 000** John G. Riley House Museum
- **$150,000** Urban League Taylor Museum Project
- **$100,000** Comprehensive Emergency Services Center

Miami-Dade County

- **Vote By Mail**: Passed legislation to change the term absentee ballot to vote by mail.
- **IDEA Program**: Supported legislation that would create the Miami-Dade Infectious Disease Elimination Program. The program allows residents to exchange used needles for clean ones in order to abate the spread of the HIV-AIDS virus and other blood borne infections.
- **Statuary Hall:** Supported legislation to nominate a historical figure to represent Florida in Washington D.C.'s statuary hall.
- **Banning K2/Synthetic Marijuana:** Supported legislation to ban the synthetic drug, K2 (commonly known as synthetic marijuana). This drug posed a health risk to the youth in Florida and we were able to gain quick support by nearly every member of the legislature.
- **Elections:** Amended elections reform bill to include language that gave the Supervisor of Elections discretionary power to determine the hours of operation of early voting sites. This amendment changed previous laws which required early voting to occur between 7am and 7pm.
- **Residential Mortgage Fraud:** Supported 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.

Gadsden County Sheriff's Office:

- **$500,000** Gadsden County Sheriff's Office Reentry Project

Village of Royal Palm Beach:

- **$922,000** Storm Water Drainage Improvement Project
- **$250,000** Storm Water Management Program
- **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.

Florida State University Student Government Association:

- **$6,000,000** Honorably Discharged Veteran Assistance Program
- **$1,500,000 million** renovation of the Black Student Union House at the Florida State University
- **Tax-Free Textbooks:** Supported the inclusion of an exemption for textbooks in the overall tax package.
- **Campus Carry:** Opposed legislation that would permit guns on college and university campuses.
- **Bright Futures:** Supported an amendment to higher education legislation that provided for the full funding of Summer Bright Futures for Florida Academic Scholars.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Florida Agricultural and Mechanical University

- **$10,000,000** PECO dollars to complete construction for Florida A&M University's School of Pharmacy
- **$10,000,000** PECO dollars for Florida A&M University and Florida State University's School of Engineering
- **$2,500,000** Florida A&M University's STEM research extension
- **$1,500,000** Florida A&M University's Crestview campus
- **$1,000,000** Florida A&M University's distance learning program
- **$700,000** recurring dollars for Florida A&M University's faculty salary adjustments at the School of Pharmacy
- **$500,000** Florida A&M University's School of Engineering Feasibility Study
- **Engineering School:** Worked with Senate and House leadership to block the separation of the Florida State University and Florida Agricultural and Mechanical University *Engineering School.*

City of Orlando

- **$600,000** Florida Children's Initiative (Orlando to receive $200,000)
- **Discretionary Sales Surtax:** Supported an amendment which would allow municipalities like the City of Orlando to levy a discretionary sales surtax.

City of Gretna

- **Gaming Legislation:** PLG has supported measures to pass gaming legislation that would allow the City to utilize slot machines that were approved by County referendum.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Southern
STRATEGY GROUP

Southern Strategy Group – First Tier Subcontractor

Southern Strategy Group will serve as a first tier subcontractor for this project. As the subcontractor, Southern Strategy Group will compliment Ronald L. Book, P.A. in every facet of our representation. Southern Strategy Group will be responsible for advocating on behalf of the County for both legislative and appropriations priorities. Southern Strategy Group will participate in Miami-Dade Days and appear with us before the BCC as needed. Because of their extensive years of experience and knowledge of the legislative process, Southern Strategy Group will be given assignments based on their expertise and relationships.

Southern Strategy Group was established more than 18 years ago and was built on the simple, but powerful, concept that clients could be best served by hiring the most accomplished professionals from government and politics, arming them with advocacy skills, and deploying them as a highly motivated and coordinated team. Every day, Southern Strategy Group taps our vast network of political contacts to gather valuable and useful information about important developments in the public policy realm. We continuously enhance existing relationships and build new ones with the ever changing body of important state and local leaders and workers who create and implement public policy. Our size and experience–and the fact that we are a team–achieves results for our clients.

Southern Strategy Group was the first Florida lobbying firm to build a team of lobbyists drawn primarily from the top ranks of government; the first to build a statewide network of offices; the first to build a national lobbying network; and the first to embrace the brave new world of social media and the influence it can have on elected officials. Simply stated: If you need to reach a public official, there is virtually no person in state or local government who cannot be quickly reached by a Southern Strategy Group lobbyist. And once reached, our lobbying team has the skill and expertise to forcefully and effectively advocate on your behalf.

With offices located throughout Florida in Miami, Tallahassee, Jacksonville, Orlando, and Tampa Bay, Southern Strategy Group has a statewide presence that is unmatched. Southern Strategy Group's Tallahassee office is conveniently located to provide ready access to the Capitol and other major state government buildings. The Southern Strategy Group office building is less than a minute's walk from the Capitol grounds, and with 11,000 square feet of office space is the largest lobbyist-only office building in the state capital. The building has ample room for the 25 lobbyists and five support staff who work there during session, but also has additional room for guests and large meetings. The Southern Strategy Group lobbying team is also the largest lobbying team in Florida; 25 lobbyists could be rapidly deployed to advance the interests of the County at any given time.

The County would also be serviced by our Miami office who is a registered vendor with the County. Team members would be available to meet with officials at a moment's notice, as well as attend any local or regional meetings. The Miami office has three full-time lobbyists that would represent the County regionally and in Tallahassee, as well as a full-time office administrator that are available locally to service the County's needs.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Southern Strategy Group has had recent successes for the clients below, which are similar to the County's project.

Broward County
Southern Strategy Group is one of several firms that Broward County employs to further the County's legislative agenda. While Southern Strategy Group was assigned a variety of policy issues, we were also assigned appropriation issues both statewide and county specific. The statewide issues involved funding for Florida's Homeless Coalitions and Grants. We succeeded in achieving historically high funding in this area. Another statewide program that Broward County had interest and for which we were assigned was affordable housing for seniors and for the state's workforce. While this area of the state budget is often tapped to shore up other "general fund" areas, we advocated successfully for as much as leadership in both houses could provide in a tight budget year. Last, a late session need surfaced involving child care regulation funding and Southern Strategy Group succeeded in providing Broward County needed funding for this regulation due to new requirements imposed by the federal government. Southern Strategy Group secured $1,000,000 in additional funding for Homeless Coalitions across the state. Southern Strategy Group passed a bill to amend various provisions of the Value Adjustment Board process. Southern Strategy Group amended unfavorable language for a bill imposing new requirements on taxing authorities for posting information on their websites. Southern Strategy Group assisted in securing appropriations for homelessness, affordable housing and advocated for passage of the Florida Criminal Behavioral Health project, amendments to the Florida Building Code, and facilitated passage of the Civil Citation legislation.

Central Florida Expressway Authority (CFX)
Southern Strategy Group has been under contract for the last several years to ensure continued funding of the Central Florida Expressway Authority's transportation building plans, gain approval for bond finance authority, rename roadways, as well as monitor all legislation of interest. Southern Strategy Group represents Central Florida Expressway Authority before the Chair of the Transportation and Transportation Appropriations committees, full Appropriations Committee Chairs, House and Senate Majority Leaders, Speaker of the House, Senate President, Florida Department of Transportation (FDOT), Florida Transportation Commission, and the Executive Office of the Governor. One success includes statutory authority to given Central Florida Expressway Authority to enter into 99-year land leases (previously capped at 40 years). After helping to pass legislation to create the CFX in 2014, Southern Strategy Group passed a bill this Session with some additional changes needed to the governance structure of CFX that arose from the original implementation.

Central Florida Regional Transportation Authority (LYNX)
Southern Strategy Group is retained represent the Central Florida Regional Transportation Authority (LYNX) to actively engage the executive and legislative branches of Florida government on bill drafting, statute development, and other transportation developments; advance, monitor, and pass legislation; create a legislative plan; and assist in grant applications, proposals for transportation initiatives, and other actions that advance public transportation initiatives in Central Florida. Southern Strategy Group's successes include negotiating a transit fee for state colleges and also stopping onerous language regarding bus stoppages on state roads from being contained in the overall transportation package bill. Southern Strategy Group worked with local elected officials and LYNX to stop an effort to privatize the authority.

City of Crystal River
Southern Strategy Group secured $2,000,000 for continued nutrient and algae cleanup of Kings Bay. Southern Strategy Group successfully secured a $1,400,000 legislative appropriation during the 2016 Legislative Session for the Kings Bay Restoration project. Southern Strategy Group then worked with the Florida Department of Environmental Protection to secure another $2,000,000 through DEP for the project in 2016.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

City of Jacksonville
Southern Strategy Group shepherded a large-scale pension reform bill through Tallahassee that will give municipalities with certain public pension challenges, including Jacksonville, more tools to address their issues locally. Southern Strategy Group also helped secure nearly $2,000,000 for City infrastructure and public safety initiatives.

City of Lakeland
Southern Strategy Group secured $450,000 for the Se7en Wetlands park project. These funds will be combined with City funds to create a new 1,640 acre public park at the site of the City's Wetland Treatment System. Southern Strategy Group defeated multiple pieces of legislation the City was opposed to power regulation, presumptive disability, and certificate of need. Southern Strategy Group secured $500,000 to fund Phase II of the Se7en Wetlands 1,600 Regional Public Park. David Shepp successfully secured $5,300,000 million in funding for the City for the construction of a new air traffic control tower at the Lakeland Linder Airport.

City of Miami
Southern Strategy Group secured $1,100,000 in funding for the City of Miami's stormwater master plan. This will help advance the City's progress in reducing the duration of flooding conditions; Mitigate the City's drainage concerns; Address sea level rise as well as develop counter-measures to alleviate impacts on private and public properties; Analyze, prioritize and rank drainage improvement projects with emphasis on resiliency. Southern Strategy Group secured funding for an anonymous crime analytics application to report crimes in the City of Miami. This application has helped seize over $13,000,000 in drugs in Texas, and assisted law enforcement when upon the crash of the 911 dispatch during Dallas shooting last year.

City of Miami Beach
Southern Strategy Group secured $250,000 in funds for Miami Beach for new 20 inch ductile iron pipe water distribution main on SR907/Alton Rd. from Michigan Ave. to North Bay Rd. Southern Strategy Group passed priority legislation for Miami Beach that will prohibit boaters from anchoring overnight in newly designated zones in Miami-Dade and Broward counties. It would prohibit anchoring or mooring any time between half-hour after sunset to a half-hour before sunrise in Sunset Lake in Miami-Dade, three sections of Biscayne Bay and also in an area of the Middle River in Broward. Southern Strategy Group worked to defeat the passage of the single sex bathroom facilities bill and passed the civil citation bill allowing police officers the flexibility of issuing civil citations for minor offenses, reducing the cost on local governments of incarcerating non-violent minor offenders. Southern Strategy Group also secured appropriations funding for a stormwater project and a transportation project – two of the most fundamental problems, which plague tourism in the Miami Beach area. Additionally, groundwork was laid for revisions to the Miami-Dade Metropolitan Planning Organization law. Southern Strategy Group provided advocacy in committee meetings, both pro and con, for a variety of legislation that would affect the City, including utility easements, near shore anchoring of vessels, abandoned vessels, and more.

City of Orlando
Southern Strategy Group is retained to represent the City of Orlando to assist in securing funding for local projects and provide lobbying services before the legislative and executive branches of Florida government. Specifically, Southern Strategy Group assists the City on the following key issues: transportation, economic development, public safety, and home rule. During the 2014 Legislative Session, Southern Strategy Group assisted in the passing of HB 7095/ SB 1216- Controversial "process" package that ultimately allowed first year funding through the Legislative Budget Commission for "shovel ready" projects. This package provided the necessary funding for Orlando City Soccer to build a stadium for year one.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

City of Plant City
Southern Strategy Group secured $750,000 for street widening project adding additional street parking to the growing midtown area in Plant City

City of South Miami
Southern Strategy Group represented the City of South Miami before the Florida Cabinet sitting as the Transmission Line Siting Board, regarding the determination of Florida Power & Light's proposed transmission line corridor through Miami-Dade County.

DeSoto County Commission
Southern Strategy Group competitively bid on DeSoto County's state lobbying contract in 2014 and was awarded the contract. As a smaller, rural county, DeSoto County faces funding challenges that Southern Strategy Group was well poised to assist with. Southern Strategy Group secured $500,0000 for two lift stations to divert wastewater to new treatment facility. Southern Strategy Group secured a $750,000 appropriation for a new fire station that otherwise would have never been funded or built, due to the fiscal constraints of the County. Southern Strategy Group secured $500,000 for a water project.

Glades County Sheriff's Office
Southern Strategy Group successfully worked with the Sheriff's office to develop a contract with the Florida Department of Corrections to house inmates in the Glades County Jail.

Hernando County
Southern Strategy Group is retained to represent Hernando County to assist in securing funding for local projects and provide lobbying services before the legislative and executive branches of Florida government. Additionally, Southern Strategy Group was hired to assist with the creation and implementation of the County's strategic plan as well as assist with RESTORE Act funding and process. Specifically, Southern Strategy Group has been successful in securing almost $10,000,000 in appropriations and grants for special projects for the County since hired in 2013. Southern Strategy Group secured $75,000 for the mosquito control program in Hernando County. Southern Strategy Group secured $3,000,000 in funding during the legislative session for capital funding for the Natural Coast Educational Plaza and $1,150,000 in funding for the Tampa Bay Innovation Training Center.
Southern Strategy Group was successful in a variety of areas for Hernando County during the 2013 Legislative Session, including securing $1,500,000 for a partnership with Pasco-Hernando Community College and the Hernando County School District to create a new adult technical training program, $750,000 for enhancements to Rogers Park, $1,500,000 for Chinsegut Hill Historic Plantation and the Manor House Restoration, and $2,000,000 to expand Hernando County's rural broadband network. Southern Strategy Group also worked with surrounding delegation to secure funding for Hernando County within the Coast to Coast trail appropriation. Finally, Southern Strategy Group worked with the FDOT and the Department of Economic Opportunity to secure an additional $3 million grant funding.

Jackson County
Southern Strategy Group secured $600,000 for a fire and rescue station.

Jackson County School District
Southern Strategy Group successfully secured a $19,100,000 appropriation to build a new K-8 school in Jackson County. This is anticipated to be the first of three appropriations of the same amount, totaling $57,300,000 million for the Jackson County School District.

Miami Downtown Development Authority
Southern Strategy Group secured funding for a recreational corridor for walking, running and bicycling in Downtown Miami. Southern Strategy Group passed legislation that will help the court system address

issues with criminal defendants who have mental illness. Southern Strategy Group passed controversial legislation clarifying their legal authority to levy ad valorem taxes in the city of Miami; secured hundreds of thousands of dollars over the last two years that we have represented them for mental health and homelessness. Southern Strategy Group secured $250,000 in funding during the legislative session for treatment services for individuals served by the 11th Judicial Circuit Criminal Mental Health Project.

Polk County Sheriff's Office
Southern Strategy Group is retained to provide legislative branch representation on policy and appropriation issues. Southern Strategy Group secured $3,000,000 in funding for the Sheriff's joint venture with Polk State College – Center for Public Safety.

Osceola County
Southern Strategy Group was part of the team to secure $15,000,000 in funding for ICAMR, the sensor manufacturing facility in Osceola County. ICAMR was the key economic development effort by the county working with the University of Central Florida. Southern Strategy Group was retained during the 2013 Legislative Session to secure legislative language and funding for the retention of existing spring training franchises.

Putnam County
Southern Strategy Group secured $1,500,000 for a new fire station and animal shelter. Southern Strategy Group worked on behalf of Putnam Co. and all rural transportation providers to obtain new funding to help the providers offset losses incurred as a result of statewide Medicaid managed care. Additionally, money for a study was obtained to examine how to assist providers in the long-term. Southern Strategy Group secured $300,000 for creek restoration including vegetation debris and sediment removal, bank stabilization, removal of exotic vegetation species.

Putnam County School Board
Southern Strategy Group was hired by the Putnam County School Board just before the start of the 2014 Legislative Session. The County qualified, but did not apply for, the Special Facilities Program so they were on the outside looking in related to additional facilities funding. During the conference process Southern Strategy Group was able to get $1,000,000 placed in the capital outlay budget making Putnam County the only county to receive additional funds outside of those who applied and were awarded the Special Facilities Program funding.

Sarasota County
Southern Strategy Group was unanimously selected by the Board of County Commissioners to be the primary lobbyist for Sarasota County in 2014 and has represented them ever since. Southern Strategy Group secured $5,950,956 for beach renourishment of Siesta Key Beach. Southern Strategy Group secured water project infrastructure funding which included $225,000 for the Dona Bay water quality project and $225,000 for the Siesta Key Master Pump Station. Additionally, Southern Strategy Group was asked to work with several state agencies including the Florida Department of Health, The Florida Department of Transportation and the Florida Department of Economic Opportunity. During the 2015 Legislative Session, Southern Strategy Group successfully secured $3,045,000 in beach renourishment funding, which was above what was recommended by the Department.

Seminole County
Southern Strategy Group secured $1,000,000 for the expansion of the current Seminole County Juvenile Justice Center. Southern Strategy Group secured $1,000,000 for an automated dispatch to upgrade the Seminole Sheriff's dispatch system. Southern Strategy Group successfully secured $2,000,000 for the completion of the 17-92 flyover in Casselberry and $500,000 for a bear prevention program designed to decrease bear/human conflicts. Southern Strategy Group fought back the Relocation of Utilities bill. This

bill provided that government pay for relocation of utilities when local government needed the space for road improvement regardless of whether it was a right-of-way or easement.

Seminole County Public Schools
Southern Strategy Group secured $285,000 for an aviator program in conjunction with Sanford Airport and Seminole State College. The program was designed to steer students into an aviation career which is sorely lacking in trained employees. Southern Strategy Group successfully secured $500,000 for a high-tech manufacturing program at Lake Mary High School.

Town of Medley
Southern Strategy Group secured $600,000 for their seawall repair. The seawall will provide a solid barrier between the water body and land that will protect property and roadway. This protection will function to prevent erosion and other hazards. Southern Strategy Group has secured more than $1 million for local road and water projects over the last several years. Our team stopped legislation that would have forced them to spend town money on issues that should be paid for by the state, and defeated several unfunded mandates.

Town of Miami Lakes
Southern Strategy Group is retained to be proactive in monitoring, taking positions, and lobbying on state budgeting and legislation, which impacts the Town, particularly in the areas of public safety, law enforcement, business attraction and retention, infrastructure improvements, telecommunications, transportation, environment, park development, park land acquisition, revenue enhancement, and unfunded mandates. Southern Strategy Group secured $1,000,000 in funding for canal stabilization which will result in improved canal appearance, canal performance, and protect private property values and ad valorem revenue. The Project will benefit a total market value of over $44,000,000 of tax-payers' private property. Southern Strategy Group secured $300,000 in funding for a rock mining study to be conducted in the quarry between Miami Lakes & Miramar. This will study, analyze and test if current allowable mining limit need to be adjusted. As residents in Miami Lakes and Miramar are currently complaining of having cracks in their homes and pools due to the nearby mining. Southern Strategy Group secured $300,000 in funding for Lake Sarah drainage improvements. Southern Strategy Group secured $1,300,000 million in funding during 2014 Legislative Session for water, flooding, and canal bank stabilization program.

Town of Southwest Ranches
Southern Strategy Group secured $340,000 in funding for a drainage repairs. This project includes headwall replacements, pipe extensions, new catch basins and outfalls. The project will remove storm waters from local roadways and improve flood routing capacity for storm-water runoff, thereby reducing the risk of property damage and personal injury resulting from flooding. Southern Strategy Group secured $300,000 to install additional guardrails between the road and the canal bank from SW 142nd Avenue to SW 148th Avenue and between SW 136th Avenue to the 12600 block of Stirling Road (approximately 4,200 linear feet total.) Southern Strategy Group defeated legislation that would preempt local government banning the practice of fracking. Southern Strategy Group secured several million dollars for local road and water projects for this rural town in Broward County. Southern Strategy Group also defended against attempts by neighboring cities to change the rural lifestyle of the Town, and defeated legislation that the Town felt could harm them. Southern Strategy Group secured $1,246,446 in funding during the legislative session for drainage, road, and guardrail projects.

Village of El Portal
Southern Strategy Group secured $550,000 in funding for drainage improvements to address water quantity and quality issues which will serve a 42 acre section within the Village of El Portal in Miami-Dade County. Southern Strategy Group secured $200,000 in funding for drainage improvements to address water quantity

and quality issues which will serve a 42 acre section within the Village of El Portal in Miami-Dade County. Southern Strategy Group secured supplemental funding for police department.

12. 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, Esq. | Founder, President and CEO
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. 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 issues including: appropriations, economic development, environmental remediation, public finance and tax issues, human and social services, transportation, growth management, health care, seaports and aviation, and many, many more. Simply put, if it is an issue that you have read about, Mr. Book has been at the center of the debate, influencing the decisions of policymakers for the past 44 legislative sessions.

Over his career, Mr. Book is responsible for literally, billions in appropriations to various clients. During the 2017 alone, the firm secured over $150 million for clients, more than $16 million of which was for local water projects. In addition to that, Mr. Book has the following iconic, legacy accomplishments, of which the firm is very proud.

- Negotiation of Port of Miami Tunnel Project, which Mr. Book revived after it was shelved by the Governor;
- Passage of the Extremely Low Income housing program and $30 million in initial funding;
- Reauthorization of the Affordable Housing Surtax for Miami-Dade County;
- Legislation making the Miami Project to Cure Paralysis the direct beneficiary of funds collected from red light camera citations;
- Dedicated revenue source amounting to millions for the Miami Project to Cure Paralysis
- Long term lease of the South Florida Evaluation and Treatment Center to Miami-Dade County ($18 million in savings)

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).

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.



Kelly C. Mallette | Senior Director of Government Affairs
Ronald L. Book, P.A.
Kelly Mallette has been a lobbyist in the firm for 14 years. She provides lobbying and advocacy services for numerous firm clients, including not-for-profit organizations, professional associations and multiple local governments. 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 is known amongst the firm's clients for her superior communication skills, both verbal and written. It's not unusual for a client to see Kelly's writing end up in official documents like veto messages, speeches and substantive legislation. 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 budget process, including knowledge of important policies and priorities, and strong relationships with appropriations staffers.

Kelly's entry into Tallahassee politics began many years ago, when, at the age of 19, she worked as an intern to one of Florida's most recognized lobbyists. She later served as Senior Policy Advisor to the Mayor of Miami.

Active in Republican politics, Kelly is on the Board of Directors of the Miami-Dade Republican Party, and is also the chair of the Finance Committee. She was named Republican of the Year for Miami-Dade County in 2015, and she has been a delegate at each of the last three Republican National Conventions.

Kelly recently served a 4-year term as a Commissioner in the Village of Biscayne Park, her hometown. She is a registered lobbyist and a member of the Florida Association of Professional Lobbyists (FAPL).



Rana G. Brown | Government Affairs Consultant
Ronald L. Book, P.A.
In 2008, Rana Brown joined Ronald L Book, P.A., with over 16 years of experience in government affairs. Ms. Brown is a Government Affairs Consultant for Ronald L. Book, P.A. She 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, a statewide organization. Her work with the Florida Regional Councils' 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, several of which were 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. She is a registered lobbyist and a member of the Florida Association of Professional Lobbyists (FAPL).

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.



Sean Pittman | Senior Partner
Pittman Law Group, P.L.
Sean Pittman is the Senior Partner of Pittman Law Group, P.L., which specializes in the areas of government, administrative, and corporate law.
Attorney Pittman represents a diverse client list of private citizens, local governments, small businesses, and Fortune 500 companies. Sean prides himself on being trusted legal counsel to cities, counties, hospitals, banking institutions, aviation and port authorities, universities, industries, corporations, and various professional associations.

As a local government lawyer, Sean represents Florida counties and municipalities before the Florida Cabinet, Florida Legislature, and other tribunals. As an administrative lawyer, Sean has a strong understanding of the Florida Administrative Procedures Act, advising clients on matters before the Department of Administrative Hearings and various State of Florida boards and agencies. Sean also provides counsel to local government clients on issues related to Public Finance Law.

The Tallahassee Democrat named Sean one of the "Top Twenty-Five Most Influential People in Tallahassee" and featured him in the article, "Capitol Clout" for being a significant political insider within the constantly changing environments of Florida's State Capitol. Sean is ranked one of the "Top 100 Most Influential People in Florida Politics" by Influence magazine and Florida Trend magazine says Sean is "one to look for" in the new wave of politics in Florida while listing him as a "Must Know Contact" in Tallahassee.

Sean is the President-Elect of the prestigious Orange Bowl Committee, is the Founder and Chairman of the Big Bend Minority Chamber of Commerce, and serves on the Board of Directors for Hancock Whitney Bank. For his philanthropic endeavors, Sean was awarded the Tallahassee Servant Leadership Award by Greater Tallahassee Chamber of Commerce, and the 2015 Distinguished Member Award by Leadership Florida. Sean is also the recipient of the Founders Award in 2014 from the Big Bend Minority Chamber of Commerce and the 2016 Heman Sweatt Award by the National Bar Association, for demonstrating community leadership and concern for human and civil rights.

Sean is a co-host of the popular television talk show "The Usual Suspects," airing on one of the highest watched CBS affiliates in the country. On the show, he analyzes and provides commentary on the latest happenings in state and national politics.

Sean and his wife, Dr. Audra Pittman, reside in Tallahassee where they are raising three daughters Paloma, Pilar, and Phoebe.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.



Jasmyn N. Henderson | Attorney
Pittman Law Group, P.L.
Jasmyne leads Pittman Law Group's Government Affairs Practice. A graduate of the Florida State University College of Law, Jasmyne brings to the Government Affairs team not only her legal education but also her experience in public administration and community sciences.

Jasmyne began her academic career in public administration at the University of Florida, earning a degree in Family, Youth, and Community Sciences. Jasmyne continued her education by earning a Master's degree from Florida Agricultural and Mechanical University (FAMU). While enrolled at FAMU, Jasmyne served as a Marketing Intern with Andrews Plus Marketing where she learned Best Branding and Communication Practices while working with campaigns such as AFSCME Florida Council 79 and Florida Democratic Party 2010 Election Candidates.

In 2010, Jasmyne joined Pittman Law Group, assisting the firm's campaign efforts for State Representative Alan Williams and City of Tallahassee Mayor John Marks. She was also instrumental in the firm's minority outreach for the City of Tallahassee Regional Airport, and the State of Florida Department of Revenue 2010 Tax Amnesty Campaign. Jasmyne culminated her campaign experience as Field Director for the Geraldine Thompson for Senate Campaign.

Jasmyne leads the firm's substantive legislation efforts including amendment drafting and processing with a strong background in public administration, and a Jurist Doctorate. Jasmyne is proficient in statutory interpretation, well versed in public policy, and works within the firms administrative and rule making practices. Since joining Pittman Law Group, Jasmyne has worked with the public entities Broward County, Miami-Dade County, Palm Beach County, City of Orlando, Gadsden County Sheriff's Department, City of Port Orange, City of Riviera Beach, and the City of Tallahassee.

Jasmyne understands the importance of civic engagement. She currently serves as a member of the Board of Directors for the Tallahassee Barristers Association and Co-Chair of the Tallahassee Bar Association's Events Committee. Further, the Florida Bar Association's Young Lawyers Division recently invited Jasmyne to lead a CLE for diversity inclusion. Jasmyne serves her community as an advisor to the Pearls Of Perfection Teen Group founded by the Delta Kappa Omega chapter of Alpha Kappa Alpha Sorority, Inc., member of the South Atlantic Regional Conference Committee for Alpha Kappa Alpha Sorority, Inc., and as the Chairwoman of the ICE Foundation Tallahassee Chapter. Jasmyne was also named one of Florida Politics' 30 under 30: Rising Stars of Florida Politics for 2016 and one of the 40 under 40 Nation's Best Advocates by the National Bar Association.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

NELSON D. DIAZ

Nelson D. Diaz concentrates his practice on government and community relations. Nelson has successfully represented local governments, businesses, trade associations and other corporate clients before the Florida legislative and executive branches of government. Nelson has become one of Florida's young rising stars since serving as Chief Legislative Aide to the Former Speaker of the Florida House of Representatives, and now United States Senator, Marco Rubio.

In addition, Nelson has successfully represented corporate entities before the Miami-Dade County Board of County Commissioners, numerous Miami-Dade County agencies and departments, the City of Miami, the City of Hialeah, and several other municipal governments and authorities in Miami-Dade County. In addition to government relations, Nelson has successfully guided many corporate clients entering the South Florida market, providing community relations services. By advising new entrants to the market on who the key players are, which organizations to join, and how to navigate the local political waters, Nelson has assisted many clients successfully enter the South Florida and Miami markets.

Nelson began his political career as a volunteer in the 1996 Presidential campaign in Florida where he and many other young leaders, including now U.S. Senator Marco Rubio, State Senator Anitere Flores, Lt. Governor Carlos Lopez-Cantera, and many other now-elected officials, worked hard to build a strong Republican Party base in South Florida. Since then, Nelson has worked on countless political campaigns in Florida from federal races for Presidential and U.S. Senate, to state races for Governor, Cabinet offices, Florida House of Representatives, and Florida Senate, as well as many local government campaigns for county commission, city councils, and mayor's races. Nelson has also been active in various business and civic organizations locally, and counts many legislators, party officials, and legislative leaders among his personal friends. As a result of Nelson's service with U.S. Senator Rubio and his involvement in many campaigns, Nelson has established an extensive network of key contacts in Miami-Dade County and within the Florida Legislature. In fact, Nelson currently serves as the Chairman of the Republican Party of Miami-Dade County and serves on the executive board of the Republican Party of Florida.

Active in the local community, Nelson served on the City of Miami's Historical and Environmental Preservation Board, protecting the city's historical and environmental treasures, as well as the Miami-Dade County Community Council of West Kendall, a local land use and zoning board. Additionally, Nelson serves on the Board of Directors for Kristi House, Miami-Dade County's child advocacy center for child victims of sexual abuse and human trafficking. Recently, Florida Governor Rick Scott appointed Nelson to the statewide Children and Youth Cabinet for his service and advocacy on behalf of Florida's children.

Nelson attended Florida International University, where he earned his Bachelor's degree in International Relations, with a Certificate in Latin American and Caribbean Studies, as well as minors in Political Science and Geography. Nelson graduated from the University of Florida, College of Law, cum laude, and was admitted to the Florida Bar in 2004.



MIAMI

999 Ponce de Leon Blvd.,
Penthouse Suite 1105
Coral Gables, FL 33134

O: 305.421.6304
C: 305.490.3414

diaz@sostrategy.com

nelson-diaz

Southern Strategy Group

sostrategy.com

@SoStrategyFL

southern-strategy-group-florida

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

EDGAR CASTRO

Edgar Castro's core business is government affairs, community relations, and lobbying in Miami-Dade County and Tallahassee, Florida. As an expert in the public policy process at the municipal, county, and state levels, Edgar assists his clients in navigating their way through the ever-increasing maze of legislative and regulatory challenges to achieve their goals and objectives.

Edgar has successfully advocated for issues addressing the needs of businesses, trade associations, municipalities, and the Florida Bar before Florida's executive and legislative branches, administrative and regulatory agencies, Miami-Dade County, and a number of the municipalities therein. Edgar's clients rely on him to develop and implement offensive and defensive political strategies to successfully negotiate legislative provisions on their behalf. Edgar has advocated for his clients on issues relating to transportation, family law, gaming, telecommunications, financial services, emergency management, intellectual property, and energy. Additionally, Edgar assists his clients with their relationships within the Hispanic community by developing a strategic plan of engagement, while also facilitating access to important elected leaders and stakeholders in the Hispanic community.

Edgar began his political career in Tallahassee, working in the Governor's Office as a Legislative Assistant, for the Florida House of Representatives. Edgar's experience in this role taught him the intricacies of the legislative processes and committee procedures, helping him build strong ties to staff and members of both chambers and parties. Throughout his career, Edgar has worked on numerous political campaigns in Florida, including candidates in the U.S. House and Senate, Florida House of Representatives and Senate, and the Miami-Dade Board of County Commissioners.

In addition to his experiences in Tallahassee, Edgar worked in Washington, DC as a public policy consultant for a government relations and consulting company. There, Edgar was responsible for researching and analyzing Florida and federal legislative actions and making recommendations to help clients effectively respond to governmental opportunities while avoiding potential risks.



MIAMI

999 Ponce de Leon Blvd.,
Penthouse Suite 1105
Coral Gables, FL 33134

O: 305.421.6304
C: 305.333.0649

castro@sostrategy.com
@EOC77
Edgar Castro

Southern Strategy Group

sostrategy.com
@SoStrategyFL
southern-strategy-group-florida

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

KEVIN MARINO CABRERA

Kevin Marino Cabrera joins Southern Strategy Group after managing campaigns on both the State and Federal levels and serving his Miami-Dade community as a Councilman.

Kevin began his political career after many years in management and sales in the freight forwarding industry as a volunteer for Congressman Carlos Curbelo's 2014 congressional campaign and subsequently joining the campaign as its Field Director. Kevin later served as the Director of Constituent Services in Congressman Curbelo's district office. Kevin was then recruited to join Governor Jeb Bush's Presidential campaign as the South Florida Director, while also assisting with Hispanic outreach in Iowa, New Hampshire, and South Carolina. Most recently Kevin managed a Florida House campaign.

Active in the local community, Kevin served for many years on the Miami-Dade Republican Party Executive Committee. In 2015, Kevin was appointed by Commissioner Juan Zapata as a Councilman for West Kendall's Community Council in Miami Dade County, a local land use and zoning board. Kevin was subsequently elected to a full-term in 2016.

A native of Miami-Dade County, Kevin majored in Political Science with a minor in International Relations at Florida International University, graduating cum laude. Kevin is also a Honors graduate from Miami-Dade College where he received an Associate Degree in Public Administration.



MIAMI

999 Ponce de Leon Blvd.,
Penthouse Suite 1105
Coral Gables, FL 33134

O: 305.421.6304
C: 786.329.9080

cabrera@sostrategy.com
@KMarinoCabrera
kevin-marino-cabrera-6b164155

Southern Strategy Group

sostrategy.com
@SoStrategyFL
southern-strategy-group-florida

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

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

During the legislative session, interim committee weeks and any special sessions, Ronald L. Book of Ronald L. Book, P.A., and his professional personnel, Kelly Mallette and Rana Brown, will be available 24-hours-a-day, 7-days a week. Additionally, Sean Pittman of the Pittman Law Group, P.L, and Nelson Diaz of Southern Strategy Group of Miami, LLC, the Subcontractors, and their professional associates, will also be available 24-hours-a-day, 7-days a week, during the legislative session, interim committee weeks and any special sessions.

We will also make ourselves fully available to the County during the interim, for meetings, calls, reports and appearances. Ronald L. Book, P.A., is headquartered in Aventura and Southern Strategy Group is headquartered in Coral Gables. When the Legislature is not in session, the County's contract will be serviced in our local offices. Additionally, Pittman Law Group, although headquartered in Tallahassee, also maintains two South Florida locations, in Miami and West Palm Beach.

Finally, please note that all three-firms maintain full-time, fully staffed offices in Tallahassee, and each of these offices is available to be utilized by County officials and staff whenever they are in Tallahassee, regardless of whether or not the legislature is in session.

Our team understands that a successful legislative program requires that each member of the team be fully 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.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

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.

RONALD L. BOOK, ESQ.

EXPERIENCE:

1987-Present	Ronald L. Book, P.A Firm specializing 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.
1973-1975	Florida House of Representatives

EDUCATION:

1977	Tulane University, Juris Doctor
1974	Florida International University, Bachelor of Arts
1971-1973	University of Florida (Member of Student Senate 1972-1973) (Member of Fighting Gator Track Team 1971-1973)
1971	North Miami Senior High

ACTIVITIES & MEMBERSHIPS:

Former Member of the University of Florida Fighting Gator Track Team; Board of Florida International University Alumni Association; Founder, President, and Coach 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; Co-Chair 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;

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

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.

Mr. Book currently operates his own practice out of Aventura and Tallahassee. Of all his accomplishments, Ron is most proud of his children: Lauren, Samantha, and Chase.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

KELLY C. MALLETTE

PROFESSIONAL PROFILE

Kelly Mallette 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**
18851 NE 29 Avenue, Suite 1010, Aventura, Fl 33180, (305) 935-1866
104 W. Jefferson Street, 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.

Senior Legislative Aide • Office of Senator Ronald A. Silver **October 1999 to October 2002**
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.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

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 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)

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

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, providing legislative, government relations, strategic planning and public relations services, including legislative drafting services, research, analysis and monitoring, report preparation and other services for the firm's clients.

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 elected 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.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

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 Center Neighborhood Committee, comprised of board members, residents and business owners, for the betterment of the surrounding neighborhood in downtown Miami. Worked to pass the Large Facility Grant Program to ensure state funding. While working at the Performing Arts Center, a project of Miami-Dade County, was recruited to work in the Office of Intergovernmental Affairs within the County Mayor's office.

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.

EDUCATION

- Florida State University, B.A. in History

SEAN PITTMAN

Work Experience

Pittman Law Group. P.L. **2001—Present**
President and Chief Executive Officer

Florida House of Representatives **1998—1999**
Staff Attorney

Florida Department of Business and Professional Regulation **1995—1998**
Senior Executive Assistant to the Secretary

Office of Florida Governor Lawton Chiles **1994—1995**
Staffer

Katz, Kutter, Haigler, Alderman, Davis & Marks **1993—1994**
Law Clerk

Florida House of Representatives, Rules Committee **1992—1993**
Law Clerk

Florida Board of Regents **1992—1993**
Member

Florida Student Association **1990—1992**
Executive Director and Chief Lobbyist

Florida State University **1989—1990**
Student Body President

Professional and Civic Engagement

Board of Directors, Hancock Bank of Florida
President—Elect, Orange Bowl Committee
Founder, Wilhelmina Foundation
Florida Bar Association
American Bar Association
National Bar Association
West Palm Beach Bar Association
Tallahassee Barristers Association

West Palm Beach Barristers Association
Florida Administrative Law Section
Miami Herald Ranking Committee
Founder & Chairman, Big Bend Minority Chamber of Commerce
Chairman, Children's Home Society, North Florida Division
Executive Board of Directors, Tallahassee Chamber of Commerce
Leadership Florida Council of Advisors
Board Member, 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 Member, Apalachee Center
Board Member, FSU Law School Board of Visitors
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, Seminole Torchbearers
Board of Governors, University Center Club
Founder & Member, FSU Burning Spear
FSU Black Alumni Association
Leadership Tallahassee, Class 15
Leadership Florida, Class 21
Life Member, Kappa Alpha Psi Fraternity Incorporated
Masonic Lodge, Riviera Beach, Florida
Life Member, 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
Member, United Way of the Big Bend

Awards

Tallahassee Barristers Association
2017 Hall of Fame Inductee

National Bar Association
2016 Heman Marion Sweatt Award

Leadership Florida
2015 Distinguished Member of the Year

INFLUENCE Magazine

2015 Top 100 Most Influential People in Florida Politics

Black Education Caucus
2011 Community Service Award

Boulé Journal
2010 Champion of the Year

Tallahassee Chamber of Commerce
2007—2008 Small Business of the Year

Tallahassee Democrat
"Top 25 Most Influential People in Tallahassee"

Florida Trend Magazine
"Must Know Contact"

Education

The Florida State University
College of Law
Juris Doctor, 1994

The Florida State University
College of Social Sciences
Bachelors of Science in Political Science, 1990

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

JASMYNE HENDERSON

Work Experience

Pittman Law Group. P.L. **2014—Present**
Attorney

Geraldine Thompson Senate Re-Election Campaign **2013—2014**
Finance Consultant

South Carolina Legal Services **2014**
Law Clerk

Geraldine Thompson for Senate Campaign **2012**
Field Director

Pittman Law Group, P.L. **2010—2012**
Campaign Analyst

Professional and Civic Engagement

Committee on Governmental and Public Policy Advocacy, Outreach Committee Co-Chair, The Florida Bar
Events Committee Co-Chair, Tallahassee Bar Association
Board of Directors, Tallahassee Barristers Association
Board Member, Awesome Tallahassee
Tallahassee Chapter Chairwoman, ICE Foundation
Regional Conference Corporate Committee Chairwoman, Alpha Kappa Alpha Sorority, Inc.
Thunderdome Class 3 Participant, Tallahassee Legal Aid Foundation

Awards

2016 Class of "40 under 40: Nation's Best Advocates"
National Bar Association

2016 Class of "30 under 30: Florida's Rising Stars in Politics"
Influence Magazine

Education

The Florida State University, College of Law - Juris Doctor, 2015

Florida Agricultural and Mechanical University - Master of Applied Social Sciences, 2011

University of Florida - Bachelor of Science, Family Youth and Community Sciences, 2010
Business Administration Minor, 2010

NELSON DAVID DIAZ, ESQ.
Southern Strategy Group
999 Ponce de Leon Blvd, Suite 1105
Coral Gables, Florida 33134

EDUCATION

University of Florida Levin College of Law **Gainesville, FL**
J.D. July 2004; Cum Laude

Florida International University **Miami, FL**
B.A. International Relations, Minors: Geography and Political Science, Certificate in Latin American and Caribbean Studies, December 1999

EMPLOYMENT

Southern Strategy Group **Tallahassee/Miami, FL**
Managing Partner, Miami Office
Representing local governments and corporate clients before the legislative and executive branches of state government, including significant appropriations work. Also, representing clients before the Miami-Dade County Government and numerous municipalities within Miami-Dade County. Additional work includes campaign consulting and campaign fundraising.

Becker and Poliakoff, P.A. **Miami, FL**
Attorney at Law **September 2005-January 2013**
Representing local governments, corporate clients and not-for-profits before the legislative and executive branches of state government, including significant appropriations work. Legal concentrations include Florida constitutional law, Florida business law and elections law. Additional work includes campaign consulting and campaign fundraising.

Pennington, Moore, Wilkinson, Bell and Dunbar, P.A. **Tallahassee, FL**
Attorney at Law **June 2004-September 2005**
Specializing in the areas of state legislative and executive representation, Florida constitutional law, public records laws, Florida business law and real property and land use law.

Florida House of Representatives, Speaker Marco Rubio **Tallahassee and Miami, FL**
Chief Legislative Assistant **2000-2002**
Initiated legislation and made policy recommendations. Created assertive administrative strategy to get all bills heard in committees of both chambers of the Legislature, and with all budget priorities. Met and communicated with corporate and governmental representatives regarding legislation. Administered office matters, including the office budget, scheduling in the Tallahassee and Miami offices, and all employees and interns.

PROFESSIONAL

- Fully fluent in Spanish
- Florida Licensed Real Estate Sales Associate
- Florida Licensed Notary Public

Edgar Orlando Castro

6235 SW 112 Street
Pinecrest, FL 33156

castro@sostrategy.com
305-333-0649

EDUCATION

University of Florida Levin College of Law **Gainesville, FL**
Juris Doctor, May 2004

University de Montpellier, Faculté de Droit **Montpellier, France**
Legal Studies Abroad, May-August 2002

The Florida State University **Tallahassee, FL**
Bachelors of Arts, December 2000
Major: Political Science *Minor: General Communications*

RELEVANT EXPERIENCE

2013 Equity Shareholder, Southern Strategy Group **Miami & Tallahassee, FL**

- Responsible for implementing offensive and defensive political strategies to successfully negotiate legislative provisions on client's behalf.
- Responsible for developing strategic plans of engagement with important elected leaders and stakeholders at the State and Municipal level.
- Assist clients in navigating the legislative and amendatory process.
- Provide counsel on the State budgetary process.

2007 Government Associate, Becker & Poliakoff, P.A. **Miami & Tallahassee, FL**

- Responsible for advocating issues, addressing the needs of businesses, associations, municipalities and the Florida Bar before various government agencies and the state legislature.
- Responsible for consulting with clients regarding budget appropriations.
- Provide strategic counsel and recommendations to help clients effectively respond to government opportunities and avoid potential risks.
- Assist in advancing client's legislative agenda by monitoring issues and advocating for legislation which may impact their industry.

2006 Legislative Accounts Consultant, Information for Public Affairs Inc. **Washington, D.C.**

- Responsible for analyzing, monitoring and providing a comprehensive understanding of regulations, state and federal legislation and effectively communicating such with private companies, Trade Associations and Non-Profit Organizations.
- Responsible for providing client with reliable, timely and authoritative information on the actions of state and federal government.

2004 Legislative Associate, Stateside Associates, Government Consulting **Washington, D.C.**

- Responsible for providing state political analysis and writing daily intelligence reports for Fortune 500 clients by analyzing and monitoring state legislatures, legislation, influential political players, key issue, current events and political trends.
- Responsible for managing and supervising research staff.

2001 Legislative Assistant, Florida State Representative Annie Betancourt **Miami &Tallahassee, FL**

- Managed District and Capitol office; supervised staff personnel in both offices.
- Performed research, assembling information for the drafting of bills, speeches and reports.
- Advise the Representative of issues and projects that were necessary to better serve the district.

PUBLICATIONS

- "State Respond to Security Breaches," Bank Insurance & Securities Marketing, Vol. 15, #3, Summer 2006.
- "Stranger-owned life insurance: Issue and Concerns," Bank Insurance & Securities Marketing Vol. 15, #4, Autumn 2006
- "Clear Blue Skies: Not exactly," Bank Insurance & Securities Marketing, Vol. 16, #1, Winter 2007.
- "The Importance of Understanding 401 (K) Plans," Bank Insurance & Securities Marketing, Vol. 16 #2, Spring 2007
- "Regulating and Classifying, Hybrid Securities," Bank Insurance & Securities Marketing, Vol. 15 #4, Autumn 2007.

ACTIVITES & MEMBERSHIPS

- The Beacon Council, Young Leaders Committee
- Stand-Up for Kids, State Advocacy Group
- City Year Miami, Mentor
- The Biscayne Bay Shoreline Development Committee (Appointed by the Miami-Dade County Commission), Member
- Musicians On Call, Advisory Board Member

AWARDS & RECOGNITION

- 2017 Legislative Award of Merit, Florida Bar, Family Law Section
- 2016 Advocacy Award for the Recording Industry Association of America
- 2015 State Advocacy Award, The Recording Industry Association of America
- 2012 Legislative Award of Merit, Florida Bar, Family Law Section
- 2011 Legislative Award of Merit, Florida Bar, Family Law Section
- 2010 Legislative Award of Merit, Florida Bar, Family Law Section
- 2009 Legislative Award of Merit, Florida Bar, Family Law Section
- 2008 Legislative Award of Merit, Florida Bar, Family Law Section

Kevin Marino Cabrera

12868 Southwest 60 Street Miami, Florida 33183 | (786)329-9080 | cabrera@sostrategy.com

PROFESSIONAL EXPERIENCE

Southern Strategy Group – Miami, FL 11/2016 – Present
Associate

- Assist clients in drafting and implementing policies and objectives involving local, and state government affairs.
- Maintain relationships with government, associated authorities and all committees, legislatively represent and advocate on behalf of clients
- Assists in the establishment of client's corporate strategies, policies and plans, which align with government laws, regulations and standards.
- Analyze proposed legislative actions, determine the potential impact on the clients and develops appropriate responses.
- Monitors legislative and regulatory activities

John Couriel for State House – Miami, FL 03/2016 – 11/2016
Campaign Manager

- Oversee all aspects of the campaign including day-to-day operations & staff
- Coordination and implementation of the fundraising operations
- Craft and implement victory and GOTV plan
- Develop, implement and manage budget
- Volunteer recruitment

Jeb Bush for President – Miami, FL 08/2015 – 03/2016
South Florida Director

- Organize and maintain engaged regional county leadership and coalitions
- Serve as primary campaign liaison to activist, voters, elected officials in region
- Develop and implement region specific field, victory and GOTV plan
- Iowa Hispanic Outreach initiatives
- Develop, implement and manage regional budget
- Recruit potential volunteers for activities

The Libre Initiative – Miami, FL 03/2015 to 08/2015
South Florida Field Director

- Assist with development and implementation of federal, state, and local legislative agenda and policy strategies to advance organizational priorities
- Monitor state/local legislative and regulatory activity and provide adequate summary and analysis
- Develop a statewide outreach strategy that enhances and promotes the organization's branding
- Develop strategic relationships with Hispanic and conservative grassroots leaders throughout the state
- Assist in the development of partnerships with Hispanic and mainstream media to increase effectiveness of messaging and outreach efforts in collaboration with the communications and policy departments
- Develop, assist, and implement special events that promote the organization's message of economic freedom

U.S House of Representatives, FL26 – Miami, FL 01/2015 to 03/2015
Director of Constituent Services (Transition Team)

- Provide Constituent Services team the direction, management and professional development necessary to ensure the team effectively meet's its objectives
- Developing effective, innovative strategies for providing quality constituent service
- Supervising constituent service work-flow and ensuring that all staff members have the resources to respond to service requests
- Responding effectively to constituent comments and requests for service via many types of communication, including phone, letter, email, and in person
- Maintaining an online database of all constituent-related contact, and translating that data into relevant reports and benchmarks for improving constituent service

Carlos Curbelo for Congress – Miami, FL 04/2014 to 12/2014
Field Director

- Craft and implement a comprehensive, data drive field plan
- Build and manage a field leadership team to execute field plan
- Set, meet and exceed benchmarks for voter contact, volunteer recruitment, & grassroots engagement & GOTV
- Design and standardize best practices for data management using the campaign's voter file software

- Coordinate field organizing and fundraising operations
- Manage the field program budget and logistics in collaboration with senior staff

Associated Global Systems – Miami, FL 06/2012 to 04/2014
Operations Manager
- Responsible for the day to day operations for air, land and sea departments
- Supervise and train over 10 employees as well as assisting in the hiring and discharge of staff
- Plan, prioritize, and assign dispatch calls
- Research and follow-up on service issues
- Assure all company policies and procedures are adhered

INTERNSHIP EXPERIENCE

- FIU College Republicans 08/2014 to 12/2014
  Recruitment Director
- Republican Party of Miami-Dade County 01/2014 to 04/2014
  Intern
- Office of Senator Marco Rubio 08/2013 to 12/2013
  Intern
- City of Sweetwater 05/2013 to 08/2013
  Intern

EDUCATION

Florida International University – Miami, FL
B.A Political Science – February 2015
Cum Laude

Miami-Dade College – Miami, FL
A.A Public Administration – May 2013
Honors Graduate

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

PROPOSER'S APPROACH

15. Describe Proposer's approach to representing the County in Tallahassee, FL to include:
(i) project organization/management,
(ii) the role and responsibilities of Proposer's management, and senior or other professional staff that will perform work on this project, and
(iii) the approach to scheduling work and prioritizing the County's requests.

We abide by three key principles when organizing and managing lobbying activities and projects for our clients.

1. **Be Prepared.** We advise our clients to prepare a substantive legislative agenda, with concise, defined goals that is readily available prior to the commencement of the legislative session, and Miami-Dade County does that well. It is also important to be prepared every time, as a lobbyist, you walk through the doors of the state Capitol. We prepare by learning and knowing your issues, so that we can easily communicate the message. We are well prepared for every interaction with a legislator or staff member and every committee appearance. We are also prepared with support materials, including draft language, talking points and budget figures. Providing accurate information in a professional and timely fashion is critical to success.
2. **Work Hard.** In Tallahassee, there is simply no substitute for hard work. We are proud that our firm is known as one of the hardest working firms in Tallahassee. We start early and finish late. Issues at the state Capitol can change in an instant. As a client, it is important for you to know that we are available 24-hours a day, 7-days a week during the legislative session. We know that in order to be successful, every minute counts. Whether it is weekend budget conference meetings or late night floor debate and amendments, our team will be in the Capitol representing the County's interests. We have the dedication and determination to get the job done.
3. **Communicate.** Ease in communication and accessibility are essential to accomplishing your goals. We have an open door policy in our office, and make ourselves easily available to County staff and elected officials during the session. We are easily reachable, through phone, email, text messages, and our office staff always knows where to find us. Whether it is a quick meeting in the Capitol to review a newly filed amendment, a late night review of the activities of the day or an early morning meeting or conference call with a committee chairman, we are prepared to communicate with you – and communicate your message – at all hours. We also take great pride in providing informative, accurate and timely formal written reports, email updates as necessary, and Commission appearances as requested.

Mr. Book will serve as the lead lobbyist for the proposing team, and will serve as the direct contact to the County. As lead lobbyist for the team, it will be Mr. Book's responsibility to work directly with appropriate County staff to assign issues to the subcontractor firms, Pittman Law Group and Southern Strategy Group of Miami, LLC, and his associates, Ms. Mallette and Ms. Brown. Mr. Book, in consultation with County staff, will assign issues based on each individual's area of expertise, and there will be a minimum of two professionals assigned to each issue, at least one of whom is a principal of either the Proposer's firm or the Subcontractors' firms. It will be Mr. Book's responsibility to oversee all work assigned to Ronald L. Book, P.A., as well as the subcontracting firms. As principal, Mr. Book will be directly involved in all issues assigned to Ronald L. Book, P.A., and will oversee all work assigned to the subcontracting firms.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Due to the fast-paced nature of the legislative process, our approach must be aggressive and seamless. Throughout our long history representing Miami-Dade County, we have been available at a moment's notice to discuss strategy, provide intelligence or respond to a crisis, and will continue to do so.

We pledge that we will treat every issue – every amendment, every bill, and every budget request – as a priority, and we will adopt a proactive approach. 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.

Additional action items for our approach are as follows:

- 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 24-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.
- 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.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

16. Discuss how Proposer plans to provide services on issues and subject areas outside the expertise of its staff members or Subcontractor's staff members, specifically on key Miami-Dade County issues.

Throughout the many years we have represented Miami-Dade County, our firm has often been asked to take-on a tough issue mid-session, and we have been largely successful on your behalf. The team we are proposing offers the County eight established, well respected and professional lobbyists, and the Southern Strategy Group, has more than 20 lobbyists that they can quickly access to assist, as necessary. 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 be prepared and to expect the unexpected. The nature of our work often requires us to learn a lot about an issue in a very short time, and we are prepared to fully educate ourselves on all potential Miami-Dade County issues. If, for any reason, 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.

17. 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 known for our experience in the appropriations process. Our vast knowledge of the budget process and all that it entails has allowed us to capture billions in funding for our clients over the course of our firms history. Our firm has a proven track record of bringing home the dollars to Miami-Dade County.

During the 2017 session, we were responsible for over $100 million in direct appropriations to our clients, including:

- $18 million for Miami Gardens Pedestrian Safety Improvements
- $41 million for US DOL rate adjustments and iBudget rate increases
- $3.1 million for additional tests in newborn screening and expansion of newborn screening centers;
- $6.1 million for the SEED School
- $13.3 million for Florida Keys Water funding
- $4.4 million for Automated Commercial Wage Verification Services
- $16 million for local water projects
- $1.0 million for University of Miami Firefighter Cancer Study
- $1.5 million for the Brevard County Emergency Operations Center
- $3.85 million for Children's Advocacy Centers
- $1.5 million for local fire stations
- $1.0 million for brain and spinal cord research at the University of Miami
- $2.7 million for Florida Diagnostic and Learning Resource Centers
- $1.0 million for the Prodigy program
- $1.1 million for Learning through Listening

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.

Procedurally, our firm follows the budget process day-in and day-out. We monitor the revenue estimates and the legislative budget requests submitted by executive agencies. Utilizing our institutional knowledge of the budget process, and information gained from direct communication with legislative appropriators, we know which budget areas will be prioritized and which might be programmed for cuts.

By collecting and analyzing the state's financial information, we are able to advise our clients as to where the dollars will be to fund projects. We then assist our clients in preparing required forms and filing substantive bills for their budget requests. We identify appropriate sponsors, and ensure that projects are timely filed, meeting all required deadlines. We then work closely with our sponsors and committee chairs to prioritize those funding requests, ensuring bills are scheduled for hearing and projects are presented in committee, as required, filing committee or floor amendments as necessary. For the most critical items, we ensure that they are added to the Miami-Dade Delegation's priority list, so that all members are working toward full funding.

Finally, we maintain regular, if not daily, communication with our budget sponsors, Delegation leadership, House and Senate appropriations subcommittee and full committee chair, the House Speaker and Senate President.

18. Describe how the Proposer plans 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.

Our team offers long-term, established relationships with the leadership in the Florida House and Senate, legislative staff, the Executive Branch, executive staff and state agencies. Simply put, we know the players. Each of the professionals in our proposal has worked in, or around government, for their entire careers. Each has maintained close relationships with former colleagues who serve in elected office or who 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 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.

To reiterate, each member of our team has good relationships with the Florida Governor and Cabinet, state agencies, House and Senate Members, both Democrat and Republican. We count the current and future leaders in Florida politics as friends.

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

Ronald L. Book, P.A., has no actual or potential conflicts that would preclude the firm from providing Governmental Representation and Consulting Services in Tallahassee, FL or fulfilling all aspects of the Scope of Services delineated in RFQ No. 00600.

Pittman Law Group, P.L., has no actual or potential conflicts that would preclude the firm from providing Governmental Representation and Consulting Services in Tallahassee, FL or fulfilling all aspects of the Scope of Services delineated in RFQ No. 00600.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

Southern Strategy Group of Miami, LLC., has no actual or potential conflicts has no actual or potential conflicts that would preclude the firm from providing Governmental Representation and Consulting Services in Tallahassee, FL or fulfilling all aspects of the Scope of Services delineated in RFQ No. 00600.

However, should an actual, potential, or perceived conflict arise, all of the firms herein, will work to comply with all applicable ordinances and resolutions, and immediately notify the appropriate parties, as required, 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 the County's satisfaction. We have, throughout our tenure on the County team, always notified the County regarding potential, perceived, or actual conflicts.

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

Below please find appropriations accomplishments achieved on behalf of Miami-Dade County during recent session. The following issues were assigned directly to Ronald L. Book, P.A.

2017

- $5.5 million for elder meals programs (critical priority)
- $1.0 - $1.5 billion for the Low Income Pool (critical priority)
- $250 million for affordable housing programs (increase from 2016)
- $354,000 for Crisis Outplacement Beds
- $5 million for homeless Challenge Grants
- Full funding for libraries

The above priorities were accomplished even though the Florida House targeted many recurring and non-recurring programs for cuts. In addition to the above, we also protected Jackson Health System from deep cuts, and were able to secure some funding for the Low Income Pool. We also defeated legislation that would have cut revenues to Ryder Trauma Center.

2016

- $11.9 million for cultural facilities grants
- $15 million for general support cultural affairs grants
- $22.3 million state aid to libraries
- $1.5 million for Miami Military Museum
- $200.1 million for affordable housing programs
- $5 million for homeless Challenge Grants
- $250,000 for Miami-Dade Homeless Trust GAP Funding
- $5.5 million for local meals programs
- $354,000 for Crisis Outplacement Beds

In addition to the appropriations accomplishments listed above, we were accomplished the following, substantive items.

2017

- Defeated legislation preempting County constitutional officers (critical priority)
- Passed legislation clarifying liability and indemnification for SFRTA (critical priority)
- Received DOT clarification related to transit new start funding (critical priority)
- Passed legislation providing for enhanced penalties for perpetrators of domestic violence
- Passed legislation requiring MDX to share excess revenues with Miami-Dade County
- Passed four County Road namings

2016

- Passed comprehensive legislative related to homelessness
- Passed legislation expanding Kidcare program to immigrant children
- Defeated legislation preempting County constitutional officers (critical priority)
- Defeated legislation related to fracking
- Passed legislation clarifying that counties and municipalities may grant economic development property tax exemptions in areas which were previously designated as enterprise zones for projects that were preapproved before December 31, 2015 (critical priority)

Below please find a list of notable accomplishments on behalf of local governments during recent sessions.

2017

- $18 million for City of Miami Gardens Pedestrian Safety Improvements
- $1.5 million for the Brevard County Emergency Operations Center
- $400,000 for the Deerfield Beach African American Memorial Park
- $300,000 for Sunny Isles Beach Drainage Improvements
- $100,000 for Aventura NE 191st Street Stormwater Retrofits
- $400,000 for City of Fort Lauderdale Rapid Rehousing
- $300,000 for Sunrise Sawgrass Wastewater Treatment Plant
- $222,817 for the Palm Bay Historic Pier and Shoreline
- $750,000 for the City of Miramar Fire Station
- $750,000 for the City of Marco Island Fire Station
- $461,708 for the City of Doral Stormwater Improvements at Sub Basin H-8

2016

- $1.0 million for the West Melbourne Community Park Improvements
- $1.0 million for the Tallahassee Airport
- $1.0 million for Brevard County Water Remediation
- $995,000 for the Deerfield Beach African American Memorial Park
- $250,000 for the Marco Island Rescue/Emergency Medical Services Facility
- $500,000 for the City of Sunny Isles Beach Emergency Pedestrian Bridge
- $500,000 for the City of Miramar Cultural Center
- $250,000 for the City of North Miami Tressler Street Drainage Improvement
- $500,000 for the South Florida Economic Development District's Statewide
- $400,000 for the City of Tamarac Culvert and Headwall Improvement Project
- $400,000 for the City of Palm Bay Stormwater Treatment at City Marina in High-Tech Corridor

Below please find additional substantive accomplishments.

City of Fort Lauderdale: The City of Fort Lauderdale was encountering issues related to overcrowding of overnight vessels in certain recreational areas. To address this issue, during the 2016 session, we passed legislation creating four anchoring limitation zones in the state of Florida. No overnight anchoring is allowed in these waterways, however, safe harbor exceptions are provided. The legislation provided a sunset of the provision. During the 2017 session, Florida adopted a comprehensive law on anchoring and mooring and we removed the sunset from the anchoring limitation provision. (see HB 1051, 2016 session and HB 7043, 2017 session).

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

School District of St. Lucie County: The School District of St. Lucie County (District) was the defendant in a claims bill that resulted from a wrongful death claim after a school bus accident. Legislation was filed on behalf of the claimant, and in its original form, the bill would have required the school district to pay the entire $8.7 million judgement, creating a serious financial burden on the District. We worked closely with the District and the claimant and were able to reduce the total payment to $1.5 million over two fiscal years. (see HB 6529, 2017 session).

City of Tamarac: The City of Tamarac was in the process of negotiating the use of City land for charter school purposes. State law provided that if the City held the charter then municipal boundaries were clear, however, it did not address instances where the City did not hold the charter, but was providing significant resources, like land. We passed an amendment clarifying that when a municipality is involved in this kind of partnership, the children of residents and the children of employees are given first consideration for admission. (see HB 7029, 2016 session).

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

SERVICE COST

21. 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 guaranteed amount for Work Order assignments or any amount for 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, and subcontracting with Pittman Law Group and Southern Strategy Group, will provide consulting, State Legislative lobbying services, including the services as required by RFQ No. 00600, Governmental Representation and Consulting Services, in Tallahassee, Florida, for the sum of $175,000.00 per year. The required form for RFQ No. 00600 is included in our proposal.

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

ADDITIONAL FORMS

Included within this section, please find forms reflecting additional information required as part of the RFQ No. 00600 response.

- Contractor Due Diligence Affidavit – notarized form indicating not applicable.
- Affidavit of Miami-Dade County Lobbyist Registration for Oral Presentation – includes additional individuals on our team.

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition; **NONE**

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances; **NONE**

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not. **NONE**

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No.: NONE

Federal Employer Identification Number (FEIN): —

Contract Title: —

Printed Name of Affiant | Printed Title of Affiant | Signature of Affiant

Name of Firm | Date

Address of Firm | State | Zip Code

Notary Public Information

Notary Public – State of Florida County of Miami-Dade

Subscribed and sworn to (or affirmed) before me this 3rd day of August 2017

by Ronald L. Poole He or she is personally known to me ✓ or has produced identification

Type of identification produced

Signature of Notary Public

FF099928

Serial Number

GENEVIEVE M. FABIUS
MY COMMISSION #FF099928
EXPIRES: MAR 10, 2018
Bonded through 1st State Insurance

Printed, Typed or Stamped Notary Public

3/10/18

Expiration Date

Notary Public Seal

Supplier Response Form



AFFIDAVIT OF MIAMI-DADE COUNTY LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: Governmental Representation and Consulting Servic Solicitation No.: RFQ #00600
(2) Department: Internal Services Department, Procurement Manager
(3) Proposer's Name: Ronald L. Book, P.A. *
Address: 18851 NE 29 Ave., Ste. 1010 Aventura, FL * Zip: 33180 *
Business Telephone: 305.935.1866 * E-Mail: Ron@rlbookpa.com *

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

Name	Title	Employed By	Email Address
Ronald L. Book	President and CE	Ronald L. Book, P	ron@rlbookpa.com
Nelson Diaz	Managing Partner	Southern Strateg	diaz@sostrategy.com
Sean Pittman	Senior Partner	Pittman Law Grou	sean@pittman-law.com
Kelly C. Mallette	Senior Director, G	Ronald L. Book, P	kellly@rlbookpa.com
Rana G. Brown	Government Affai	Ronald L. Book, P	rana@rlbookpa.com
Jasmyne N. Henderson	Attorney	Pittman Law Grou	Jasmyne@pittman-law.com
**See attached form for additional in			

(ATTACH ADDITIONAL SHEETS 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: Ronald L. Book * Title: President and CEO *

STATE OF FL *

COUNTY OF Miami-Dade *

The foregoing instrument was acknowledged before me this 08/02/17 *,

by Ronald L. Book * (Individual, Officer, Partner or Agent), a Sole Proprietor * (Sole Proprietor, Corporation or Partnership), who is personally known

to me or who has produced personally known * as identification and who did/did not take an oath.

Genevieve M. Fablus *
(Signature of person taking acknowledgement)

Genevieve M. Fablus *
(Name of Acknowledger typed, printed or stamped)

Executive Assista * (Title or Rank) FF099928 (Serial Number, if any)

Revised 1/2014

Please enter your password below and click Save to update your response.

Miami-Dade County
BidSync
9/27/2017

Continued from previous form

AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION
GovernmentalRepresentation and Consulting

(1) Solicitation Title: Services Solicitation No.: RFQ#00600
(2) Department: Internal Services / Procurement
(3) Proposer's Name: Ronald L. Book, P.A.
Address: 18851 NE 29 Ave.,Ste1010Aventura, FLZip: 33180
Business Telephone: 305.935.1866 E-Mail: ron@rlbookpa.com

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

Name	Title	Employed By	Email Address
... continued			
Edgar Castro	Partner	Southern Strategy Group	castro@sostrategy.com
Kevin Cabrera,	Associate	Southern Strategy Group	cabrera@sostrategy.com

(ATTACH ADDITIONAL SHEETS 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 & CEO

STATE OF Florida

COUNTY OF Miami-Dade

The foregoing instrument was acknowledged before me this 3rd day of August

by Ronald L. Book (Individual, Officer, Partner or Agent), a _____ (Sole Proprietor, Corporation or Partnership), who is personally known to me or who has produced _____ as identification and who did/did not take an oath.

Genevieve _____

(Signature of person taking acknowledgement)

Genevieve FABIUS
(Name of Acknowledger typed, printed or stamped)

(Title or Rank)

FF099928
(Serial Number, if any)

NOTARY PUBLIC STATE OF FLORIDA
GENEVIEVE M. FABIUS
MY COMMISSION #FF099928
EXPIRES: MAR 10, 2018
Bonded through 1st State Insurance

RFQ-00600 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

ACKNOLEDGEMENT OF ADDENDA

Ronald L. Book, P.A. acknowledges receipt and review of Addendum #1 to RFQ No. 00600, issued on August 1, 2017.

MIAMI-DADE COUNTY

Miami-Dade Coun
Procurement Management Service
Solicitation Submittal For
111 NW 1st Street, Suite 1300, Miami, FL 331

Solicitation No. RFQ-00600		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL		
Legal Company Name (include d/b/a if applicable): Ronald L. Book, P.A.		Federal Tax Identification Number: 59-2769674		
If Corporation - Date Incorporated/Organized: 01-29-87		State Incorporated/Organized: 01-29-87		
Company Operating Address: 18851 NE 29 Ave., Ste. 1010		City Aventura	State FL	Zip Code 33180
Company Contact Person: Ronald L. Book		Email Address: ron@rlbookpa.com		
Phone Number (include area code): 305.935.1866	Fax Number (include area code): 305.935.9737	Company's Internet Web Address: none		

Pursuant to Miami-Dade County Ordinance 94-34, any individual, 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 (10) years shall disclose this information prior to entering into a contract with or receiving funding from the County.

☐ Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.

LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, a "local business" is a business located within the limits of Miami-Dade County (or Broward County in accordance with the Interlocal Agreement between the two counties) that has a valid Local Business Tax Receipt, issued by Miami-Dade County; has a physical business address located within the limits of Miami-Dade County from which business is performed; and contributes to the economic development of the community in a verifiable and measurable way. This may include, but not be limited to, the retention and expansion of employment opportunities and the support and increase to the County's tax base.

☑ Place a check mark here only if affirming Proposer meets requirements for Local Preference. **Failure to complete this certification at this time (by checking the box above) may render the vendor ineligible for Local Preference.**

LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant to Section 2-8.5 of the Code of Miami-Dade County and (b) prior to proposal submission is certified by the State of Florida Department of Management Services as a veteran business enterprise pursuant to Section 295.187 of the Florida Statutes.

☐ **Place a check mark here only if affirming Proposer is a Local Certified Veteran Business Enterprise. A copy of the certification must be submitted with this proposal.**

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (If Applicable)

A Small Business Enterprise (SBE) must be certified by Small Business Development for the type of goods and/or services the Proposer provides in accordance with the applicable Commodity Code(s) for this Solicitation. For certification information contact Small Business Development at (305) 375-3111 or access http://www.miamidade.gov/smallbusiness/certification-programs.asp. The SBE must be certified by proposal submission deadline, at contract award, and for the duration of the contract to remain eligible for the preference. Firms that graduate from the SBE program during the contract may remain on the contract.

Is your firm a Miami-Dade County Certified Small Business Enterprise? Yes ☐ No ☐

If yes, please provide your Certification Number:

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: **RLBPA**. In such event, the Proposer shall furnish together with its proposal response 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.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL

The Proposer acknowledges and agrees that the submittal of the Proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the proposal will be available for public inspection after opening of proposals and may be considered by the County or a selection committee in public.

By submitting a proposal pursuant to this solicitation, you agree that all such materials may be considered to be public records. The Proposer shall not submit any information in response to this Solicitation which the Proposer considers to be a trade secret, proprietary or confidential.

In the event that the Proposal contains a claim that all or a portion of the Proposal submitted contains confidential, proprietary or trade secret information, the Proposer, by signing below, knowingly and expressly waives all claims made that the Proposal, or any part thereof no matter how indicated, is confidential, proprietary or a trade secret and authorizes the County to release such information to the public for any reason.

Acknowledgment of Waiver:

Proposer's Authorized Representative's Signature: Ronald L. Book	**Date** 08-02-17
Type or Print Name Ronald L. Book	
Type or Print Title CEO and President	

The submittal of a proposal by a Proposer will be considered a good faith commitment by the Proposer to negotiate a contract with the County in substantially similar terms to the proposal offered and, if successful in the process set forth in this Solicitation and subject to its conditions, to enter into a contract substantially in the terms herein.

Proposer's Authorized Representative's Signature: Ronald L. Book	**Date** 08-02-17
Type or Print Name Ronald L. Book, P.A.	
Type or Print Title CEO and President	



FAIR SUBCONTRACTING PRACTICES

In compliance with Miami-Dade County Code Section 2-8.8, the Bidder/Proposer shall submit with the proposal a detailed statement of its policies and procedures (use separate sheet if necessary) for awarding subcontractors.

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.

☐ NO SUBCONTRACTORS WILL BE UTILIZED FOR THIS CONTRACT

Ronald L. Book, Ronald L. Book, P.A.	08-02-17
Signature	Date

SUBCONTRACTOR/SUPPLIER LISTING
(Miami-Dade County Code Sections 2-8.1, 2-8.8 and 10-34)

Name of Bidder/Proposer: **Ronald L. Book, Ronald L. Book, P.A.** FEIN No. **59-2769674**

In accordance with Sections 2-8.1, 2-8.8 and 10.34 of the Miami-Dade County Code, this form must be submitted as a condition of award by all Bidders/Proposers on County contracts for purchase of supplies, materials or services, including professional services which involve expenditures of $100,000 or more, and all Proposers on County or Public Health Trust construction contracts which involve expenditures of $100,000 or more. The Bidder/Proposer who is awarded this 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. The Bidder/Proposer should enter the word "NONE" under the appropriate heading of this form if no subcontractors or suppliers will be used on the contract and sign the form below.

In accordance with Ordinance No. 11-90, an entity contracting with the County shall report the race, gender and ethnic origin of the owners and employees of all first tier subcontractors/suppliers. In the event that the recommended Bidder/Proposer demonstrates to the County prior to award that the race, gender, and ethnic information is not reasonably available at that time, the Bidder/Proposer shall be obligated to exercise diligent efforts to obtain that information and provide the same to the County not later than ten (10) days after it becomes available and, in any event, prior to final payment under the contract.

(Please duplicate this form if additional space is needed.)

Business Name and Address of First Tier Direct Supplier	Principal Owner	Supplies/ Materials/ Services to be Provided by Supplier	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Ronald L. Book, P.A. 18851 NE 29 Ave., Ste. 1010 Aventura, FL 33180	Ronald L. Book	Governmental Representation and Consulting Services in Tallahassee, FL	1		1						1	6	2	1	3			

Business Name and Address of First Tier Subcontractor/ Subconsultant	Principal Owner	Scope of Work to be Performed by Subcontractor/ Subconsultant	Principal Owner (Enter the number of male and female owners by race/ethnicity)								Employee(s) (Enter the number of male and female employees and the number of employees by race/ethnicity)							
			M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Other	M	F	White	Black	Hispanic	Asian/Pacific Islander	Native American/ Native Alaskan	Oth
Pittman Law Group 102 E. Park Ave., Tallahassee, FL 32301	Sean Pittman	Governmental Representation and Consulting Services in Tallahassee, FL	1			1					1	4	1	3	1			
Southern Strategy Group of Miami, LLC 999 Ponce de Leon Blvd., PH Suite 1105, Coral Gables, FL 33134	Nelson Diaz	Governmental Representation and Consulting Services in Tallahassee, FL	1				1				1	1			2			

☐ Mark here if race, gender and ethnicity information is not available and will be provided at a later date. This data may be submitted to contracting department or on-line to the Small Business Development of the Internal Services Department at http://www.miamidade.gov/business/business-development-contracts.asp. As a condition of final payment, Bidder/Proposer shall provide subcontractor information on the Subcontractor Payment Report Sub 200 form which can be found at http://www.miamidade.gov/business/library/forms/subcontractors-payment.pdf.

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

Ronald L. Book	Ronald L. Book	President and CEO	08-02-17
Signature of Bidder/Proposer	Print Name	Print Title	Date



AFFIDAVIT OF MIAMI-DADE COUNTY
LOBBYIST REGISTRATION FOR ORAL PRESENTATION

(1) Solicitation Title: **Governmental Representation and Consulting Services in Tallahassee, FL** Solicitation No.: **RFQ #00600**

(2) Department: **Internal Services Department, Procurement Management Services Division**

(3) Proposer's Name: **Ronald L. Book, P.A.**

Address: **18851 NE 29 Ave., Ste. 1010 Aventura, FL** Zip: **33180**

Business Telephone: **305.935.1866** E-Mail: **Ron@rlbookpa.com**

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

Name	Title	Employed By	Email Address
Ronald L. Book	President and CEO	Ronald L. Book, P.A.	ron@rlbookpa.com
Nelson Diaz	Managing Partner/Miami Office	Southern Strategy Group	diaz@sostrategy.com
Sean Pittman	Senior Partner	Pittman Law Grouip	sean@pittman-law.com
Kelly C. Mallette	Senior Director, Government Affairs	Ronald L. Book, P.A.	kellly@rlbookpa.com
Rana G. Brown	Government Affairs Consultant	Ronald L. Book, P.A.	rana@rlbookpa.com
Jasmyne N. Henderson	Attorney	Pittman Law Group	Jasmyne@pittman-law.com
**See attached form for additional individuals listed			

(ATTACH ADDITIONAL SHEETS IF NECESSARY)

The individuals named above are Registered and the Registration Fee is <u>not</u> 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: **Ronald L. Book** Title: **President and CEO**

STATE OF **FL**

COUNTY OF **Miami-Dade**

The foregoing instrument was acknowledged before me this **08/02/17**,

by **Ronald L. Book**, a **Sole Proprietor**, who is personally known
(Individual, Officer, Partner or Agent) (Sole Proprietor, Corporation or Partnership)

to me or who has produced **personally known** as identification and who did/did not take an oath.

Genevieve M. Fabius
(Signature of person taking acknowledgement)

Genevieve M. Fabius
(Name of Acknowledger typed, printed or stamped)

Executive Assistant **FF099928**
(Title or Rank) (Serial Number, if any)

Revised 1/2014

Miami-Dade County

Contractor Due Diligence Affidavit

Per Miami-Dade County Board of County Commissioners (Board) Resolution No. R-63-14, County Vendors and Contractors shall disclose the following as a condition of award for any contract that exceeds one million dollars ($1,000,000) or that otherwise must be presented to the Board for approval:

(1) Provide a list of all lawsuits in the five (5) years prior to bid or proposal submittal that have been filed against the firm, its directors, partners, principals and/or board members based on a breach of contract by the firm; include the case name, number and disposition;

(2) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has defaulted; include a brief description of the circumstances;

(3) Provide a list of any instances in the five (5) years prior to bid or proposal submittal where the firm has been debarred or received a formal notice of non-compliance or non-performance, such as a notice to cure or a suspension from participating or bidding for contracts, whether related to Miami-Dade County or not.

All of the above information shall be attached to the executed affidavit and submitted to the Procurement Contracting Officer (PCO)/ AE Selection Coordinator overseeing this solicitation. The Vendor/Contractor attests to providing all of the above information, if applicable, to the PCO.

Contract No.: NONE **Federal Employer Identification Number (FEIN):**

Contract Title: **NONE**

Printed Name of Affiant | Printed Title of Affiant | Signature of Affiant

Name of Firm | Date

Address of Firm | State | Zip Code

Notary Public Information

Notary Public – State of _____ County of _____

Subscribed and sworn to (or affirmed) before me this _____ day of, _____ 20___

by _____ He or she is personally known to me or has produced identification

Type of identification produced _____

_____ _____

Signature of Notary Public Serial Number

_____ _____ _____

Print or Stamp of Notary Public Expiration Date Notary Public Seal