

MEMORANDUM

Agenda Item No. 11(A)(9)

TO: Honorable Chairman Jose “Pepe” Diaz
and Members, Board of County Commissioners

DATE: November 1, 2022

FROM: Geri Bonzon-Keenan
County Attorney

SUBJECT: Resolution amending Resolution No. R-718-22 related to award of agreements to obtain governmental representation and consulting services before the State of Florida’s legislative and executive branches to award agreement to Capital City Consulting, LLC in the pro-rated annual amount of \$72,000.00, subject to the County Mayor identifying and allocating sufficient legally available funds in the fiscal year 2022-2023 County budget to award the agreement; and authorizing the County Mayor to execute the agreement with Capital City Consulting, LLC for and on behalf of Miami-Dade County, to exercise any cancellation and renewal provisions, and to exercise all other rights contained therein

The accompanying resolution was prepared and placed on the agenda at the request of Prime Sponsor Chairman Jose “Pepe” Diaz.



Geri Bonzon-Keenan
County Attorney

GBK/jp

MDC001



MEMORANDUM
(Revised)

TO: Honorable Chairman Jose "Pepe" Diaz
and Members, Board of County Commissioners

DATE: November 1, 2022

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 11(A)(9)

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 present ____, 2/3 membership ____, 3/5's ____, unanimous ____, CDMP 7 vote requirement per 2-116.1(3)(h) or (4)(c) ____, CDMP 2/3 vote requirement per 2-116.1(3)(h) or (4)(c) ____, or CDMP 9 vote requirement per 2-116.1(4)(c)(2) ____) to approve
- Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 11(A)(9)
11-1-22

RESOLUTION NO. _____

RESOLUTION AMENDING RESOLUTION NO. R-718-22 RELATED TO AWARD OF AGREEMENTS TO OBTAIN GOVERNMENTAL REPRESENTATION AND CONSULTING SERVICES BEFORE THE STATE OF FLORIDA'S LEGISLATIVE AND EXECUTIVE BRANCHES TO AWARD AGREEMENT TO CAPITAL CITY CONSULTING, LLC IN THE PRO-RATED ANNUAL AMOUNT OF \$72,000.00, SUBJECT TO THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE IDENTIFYING AND ALLOCATING SUFFICIENT LEGALLY AVAILABLE FUNDS IN THE FISCAL YEAR 2022-2023 COUNTY BUDGET TO AWARD THE AGREEMENT; AND AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE THE AGREEMENT WITH CAPITAL CITY CONSULTING, LLC FOR AND ON BEHALF OF MIAMI-DADE COUNTY, TO EXERCISE ANY CANCELLATION AND RENEWAL PROVISIONS, AND TO EXERCISE ALL OTHER RIGHTS CONTAINED THEREIN

WHEREAS, on November 16, 2021, this Board adopted Resolution No. R-1120-21, approving the advertisement and solicitation for agreements to obtain governmental and consulting services for Miami-Dade County (the "County") before the State of Florida legislative and executive branches; and

WHEREAS, the Board also appointed an evaluation committee to evaluate the proposals received pursuant to the solicitation and recommend which proposers were qualified to perform the required services; and

WHEREAS, the following five firms with their respective proposed annual fees submitted proposals in response to the solicitation: (1) Akerman, LLP \$72,000.00; (2) Capital City Consulting, LLC \$72,000.00; (3) GrayRobinson, P.A. \$132,000.00; (4) Ronald L. Book, P.A. \$200,000.00; and (5) Rutledge Ecenia, P.A. \$180,000.00; and

WHEREAS, the evaluation committee unanimously determined that all five proposers, including Capital City Consulting, LLC, were qualified to perform the services and should be recommended to the Board; and

WHEREAS, the solicitation provided that the Board was entitled to award the agreements in its sole discretion upon application of the evaluation criteria; and

WHEREAS, the evaluation committee's report and the submitted proposals are attached as Composite Exhibit A and incorporated herein by reference; and

WHEREAS, on July 19, 2022, the Board adopted Resolution No. R-718-22 awarding agreements to obtain governmental representation and consulting services before the State of Florida's legislative and executive branches to the following firms and in the following annual amounts: (1) Akerman, LLP \$72,000.00; (2) GrayRobinson, P.A. \$132,000.00; (3) Ronald L. Book, P.A. \$200,000.00; and (4) Rutledge Ecenia, P.A. \$180,000.00; and

WHEREAS, this Board wishes to amend Resolution No. R-718-22 to award an agreement for governmental representation and consulting services before the State of Florida's legislative and executive branches to Capital City Consulting, LLC in the pro-rated annual amount of \$72,000.00 for an initial term beginning on the effective date of this resolution and ending on June 30, 2023 with three, one-year options to renew subject to the County Mayor or County Mayor's designee identifying and allocating sufficient legally available funds in the fiscal year 2022-2023 County budget to award the agreement,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that:

Section 1. The foregoing recitals are incorporated in this resolution and are approved.

Section 2. This Board amends Resolution No. R-718-22 to include an award of an agreement to Capital City Consulting, LLC to obtain governmental representation and consulting services before the State of Florida’s legislative and executive branches in the pro-rated annual amount of \$72,000.00 for an initial term beginning on the effective date of this resolution and ending on June 30, 2023 with three, one-year options to renew subject to the County Mayor or County Mayor’s designee identifying and allocating sufficient legally available funds in the fiscal year 2022-2023 County budget in order to award the agreement to Capital City Consulting, LLC. If the County Mayor or County Mayor’s designee is unable to identify and allocate sufficient funds for the agreement award, the County Mayor or County Mayor’s designee shall, on or before November 14, 2022, file a written memorandum with the Clerk of the Board and send a copy to each County Commissioner setting forth the reasons why such funds cannot be identified and allocated for the purposes set forth herein.

Section 3. This Board authorizes the County Mayor or County Mayor’s designee to execute the agreement with Capital City Consulting, LLC for and on behalf of Miami-Dade County and to exercise any cancellation and renewal provisions and all other rights contained therein. A copy of the agreement to be executed is on file with and available upon request from the Strategic Procurement Department.

The Prime Sponsor of the foregoing resolution is Chairman Jose “Pepe” Diaz. It was offered by Commissioner _____, who moved its adoption. The motion was seconded by Commissioner _____ and upon being put to a vote, the vote was as follows:

Jose "Pepe" Diaz, Chairman

Oliver G. Gilbert, III, Vice-Chairman

Sen. René García

Sally A. Heyman

Eileen Higgins

Jean Monestime

Rebeca Sosa

Keon Hardemon

Danielle Cohen Higgins

Kionne L. McGhee

Raquel A. Regalado

Sen. Javier D. Souto


The Chairperson thereupon declared this resolution duly passed and adopted this 1st day of November, 2022. 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: _____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.



Eduardo W. Gonzalez

Date: May 31, 2022

To: Honorable Chairman Jose "Pepe" Diaz
and Members, Board of County Commissioners

From: Rita Silva, CPPO *RS*
Chief, P3 and Innovative Procurement
Internal Services Department
Competitive Selection Committee Coordinator

Subject: Report of Competitive Selection Committee for RFQ-01980,
Governmental Representation and Consulting Services in Tallahassee, FL

Background:

On November 16, 2021, the Board of County Commissioners (Board) adopted Resolution No. R-1120-21 authorizing the advertisement of Request for Qualifications (RFQ) No. 01980 to obtain governmental representation and consulting services in Tallahassee, FL. The resolution also:

- Waived the requirements of Implementing Order 3-34 related to the formation and performance of selection committees;
- Appointed a competitive selection committee to review the proposals;
- Authorized one alternate committee member to be appointed by the Chairman;
- Authorized the County Mayor or designee to designate an employee of the Internal Services Department to serve as committee coordinator to administer the process and transmit the results to the Board;
- Waived Section 2-8.5 of the Miami-Dade County Code relating to local preference;
- Waived the procedures in Sections 2-8.3 and 2-8.4 of the Miami-Dade County Code relating to bid protests; and
- Authorized extension of the four current contracts for 180 days (to June 30, 2022).

The RFQ was advertised on March 11, 2022 in compliance with the resolution. On April 8, 2022, five proposals were received in response to the RFQ.

Recommendation:

The competitive selection committee has completed evaluation of the proposals and hereby reports its recommendation. After review of each proposal, and discussions held at a publicly noticed meeting, the competitive selection committee unanimously determined that all five proposers were qualified to perform the services and should be recommended to the Board.

This report is provided as guidance and the Board is entitled to award contracts to the proposers it selects, in its sole discretion, upon application of the evaluation criteria. The RFQ, as approved by the Board, provided for award of contracts for a one year period, with three, one-year options to renew. The anticipated budget for these services is up to \$440,000 per year in the aggregate. Each proposer selected by the Board for award will be offered a contract based on the terms and conditions of the solicitation for an annual fee determined by the Board. The Board's decision to award shall be final.

List of Proposers:

The proposers, and the annual fee proposed by each, are as follows:

Proposer	Proposed Annual Fee
Akerman, LLP	\$72,000
Capital City Consulting, LLC	\$72,000
GrayRobinson, P.A.	\$132,000
Ronald L. Book, P.A.	\$200,000
Rutledge Ecenia, P.A.	\$180,000

Committee Members:

The competitive selection committee members are as follows:

Committee Coordinator (non-voting)

Rita Silva, Chief, P3 and Innovative Procurement, Internal Services Department

Committee Members

Eulois Cleckley, Director, Department of Transportation and Public Works

Tony Quintero, Associate Director of Government Affairs, Miami-Dade Aviation
Department

Aileen Boucle, Director, Miami-Dade Transportation Planning Organization

Alina Gonzalez, Municipal Liaison, Office of Intergovernmental Affairs

Debra Owens, Director, Governmental Affairs and International Relations, PortMiami

Alternate Member

Eugene Love, Agenda Coordinator, Office of Agenda Coordination

All five of the competitive selection committee members participated in the meetings and, therefore, the alternate member was not used.

Committee Task and Evaluation Criteria:

The RFQ provides for the committee to evaluate proposals and report to the Board which proposers are qualified to render the required services.

The proposals were evaluated on the following criteria, each having equal importance:

1. Proposer's relevant experience, qualifications, past performance and capabilities;
2. Relevant experience and qualifications of subcontractors and key personnel, including key personnel of subcontractors, that will be assigned to this project; and
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; and proposer's sustainable business practices (environmental, social/fair labor standards, and economic).

Committee Meeting Dates:

The dates that the committee met and the purpose of each meeting are as follows:

April 22, 2022 (kick-off meeting)

May 27, 2022 (evaluation and recommendation)

The committee determined that another meeting for oral presentations would not be needed.

Small Business Enterprise Measure:

None of the proposers qualified for the Small Business Enterprise selection factor.

Proposals:

Copies of the proposals are attached.

Summary of Proposals:

None of the proposers took exception to the solicitation or reported any conflicts of interest. Below are highlights of the proposals, along with the list of proposed subcontractors, if any, and the key personnel.

A. Akerman, LLP

This firm currently represents Miami-Dade County in Tallahassee. Miami-Dade is the only Florida county they currently represent in Tallahassee. Other clients include the Port of Palm Beach County, Village of El Portal, City of Lake Worth Beach, and the City of Orlando. They have experience in seaport and airport issues. No subcontractors were proposed.

Proposer	Key Personnel	Title
Akerman, LLP 98 Southeast Seventh Street Suite 1100 Miami, FL	Richard Pinsky	Public Policy Manager, Lead Attorney
	Jose Villalobos	Of Counsel, Miami-Dade Relationship Manager

B. Capital City Consulting, LLC

This firm represents clients that include Broward County, City of Miami, City of Ft. Lauderdale, and City of Boca Raton. They are the lead firm representing the Everglades Foundation. Their experience includes working on issues regarding unfunded mandates and funding for Florida International University. The committee noted that while this firm has not had a lobbying contract with Miami-Dade County, this is good firm with the appropriate experience. No subcontractors were proposed.

Proposer	Key Personnel	Title
Capital City Consulting, LLC 124 W. Jefferson Street Tallahassee, FL	Nick Iarossi	Owner
	Jared Rosenstein	Partner
	Chris Schoonover	Partner
	Maicel Green	Partner
	Jim Boxold	Managing Partner

C. GrayRobinson, P.A.

This firm provides governmental representation to over 40 cities, counties and local governments. The firm currently represents Miami-Dade County in Tallahassee and was the liaison between the County Mayor’s Office and the Executive Office of the Governor during the Covid-19 pandemic, advocating on behalf of the County. The firm is a state lobbyist for the Florida Association of Counties. The committee noted that Eduardo S. Gonzalez with the proposed subcontractor is a former state representative who has beneficial working relationships.

Proposer	Key Personnel	Title
GrayRobinson, P.A. 333 SE 2 Avenue, Suite 3200 Miami, FL	Dean Cannon	President and CEO
	Joseph Salzverg	Shareholder
	Angela Drzewiecki	Government Affairs Advisor
	Ryan Mathews	Shareholder
	Kim McDougal, PH.D.	Senior Government Affairs Advisor
	Kirk Pepper	Senior Government Affairs Advisor
	Jason L. Unger	Government Affairs & Lobbying Section Chair
Subcontractor		
Sun City Strategies, LLC 7625 W. 14 Court Hialeah, FL	Eduardo S. Gonzalez	President
	William McRea	Associate

D. Ronald L. Book, P.A.

This firm is ranked in the top five Tallahassee lobbying firms per various media sources. The firm currently represents Miami-Dade County in Tallahassee and has done so for well over 15 years. Specific projects include the Port Miami Tunnel and the deep dredge project. Experience includes hurricane funds, enhanced penalties for domestic crimes, and \$40 million in appropriations. The committee noted the strength of the proposed subcontractors and, specifically, the areas of healthcare and transportation which are critical to the County.

Proposer	Key Personnel	Title
Ronald L. Book, P.A. 18851 NE 29 Avenue, Suite 1010 Aventura, FL	Ronald L. Book, Esq.	President and CEO
	Kelly Mallette	Director, Governmental Affairs
	Rana G. Brown	Governmental Affairs Consultant
Subcontractor		
Pittman Law Group 1028 East Park Avenue Tallahassee, FL	Sean Pittman, Esq.	Managing Partner
	Evan Steinberg	Associate
The Southern Group 9155 S. Dadeland Boulevard Miami, FL	Nelson Diaz, Esq.	Managing Partner
	Kate DeLoach	Associate

E. Rutledge Ecenia, P.A.

This firm currently represents Miami-Dade County in Tallahassee. Their experience includes environmental and land use law and telecommunications. Together, with their proposed subcontractors, they represent a lot of cities. The proposed subcontractor, Becker & Poliakoff, P.A., has represented the Transportation Planning Organization and has experience with SMART Plan policy. The committee noted the commitment to equity and diversity as well as the local representation of the proposed subcontractors.

Proposer	Key Personnel	Title
Rutledge Ecenia, P.A. 119 S. Monroe Street, Suite 202 Tallahassee, FL	Gary R. Rutledge	Attorney
	Diana Ferguson	Attorney
	Corinne Mixon	Government Consultant
	Jessica Janasiewicz	Government Consultant
	Rick Lindstrom	Government Consultant
	Andrew Rutledge	Government Consultant
Subcontractor		
Becker & Poliakoff, P.A. 121 Alhambra Plaza, 10 th Floor Coral Gables, FL	Yolanda Cash Jackson	Attorney
	Jose Fuentes	Government Consultant
	Max Losner	Government Consultant
	LaToya Sheals	Government Consultant
Pereira Reyes, Inc. 2525 SW 27 Avenue Miami, FL	Manny Reyes	Government Consultant

Akerman LLLP

Bid Contact **Joan Andrew**
joan.andrew@akerman.com
Ph 305-374-5600

Address **98 Southeast Seventh Street, Suite 1100**
Miami, FL 33131

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
RFQ-01980--01-01	Governmental Representation	Supplier Product Code:	First Offer -	1 / each	Y	Y
Supplier Total						\$0.00

Akerman LLP

Item: **Governmental Representation**

Attachments

Contractor_Due_Diligenc.PDF

Akerman Proposal for Miami-Dade County RFP 01980.PDF

Proposal Submittal Form 09-13-2021.html.PDF

Subcontracting Form 8-12-19.html.PDF

Lobbyist Registration Affidavit Orals Neg. Ord. 21-73 9-23-2021.PDF

Miami-Dade County
 Miami-Dade County
Contractor Due Diligence Affidavit

RFQ-01980


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 Officer overseeing this solicitation/ contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: "Pursuant to Florida Statutes s. 92.525, under penalties of perjury....." vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.


Contract No. :	Federal Employer	
RFQ #01980	Identification Number (FEIN):	59-3117860
Contract Title: Governmental Representation and Consulting Services in Tallahassee, FL		
Neisen O. Kasdin	Co-Office Managing Partner	
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
Akerman LLP		
Name of Firm	Date	
Three Brickell City Centre, 98 Southeast Seventh Street Suite 1100	Florida	33131
Address of Firm	State	Zip Code

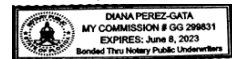
Notary Public Information

Notary Public – State of Florida County of Miami-Dade

Subscribed and sworn to (or affirmed) before me this 4 day of April, 2022 by

Neisen O. Kasdin He or she is personally known to me or has produced identification

	June 8, 2023	Serial Number
Signature of Notary Public Diana Perez-Gata	Expiration Date	Notary Public Seal
Print or Stamp of Notary Public		



rev. COVID-19 declared emergency



700+ Lawyers
24 Offices



Akerman Proposal for Miami-Dade County

RFQ No. 01980 for Governmental Representation
and Consulting Services in Tallahassee, Florida

April 8, 2022

Prepared by

Richard Pinsky
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Proposer Information

Thank you for the opportunity to submit our response to Miami-Dade County's Request for Qualifications for Governmental Representation and Consulting Services in Tallahassee, Florida. It has been an honor to serve Miami-Dade County with a variety of legal matters since 2007, and we look forward to continuing our relationship.

Proposer's Experience, Qualifications, Past Performance and Capabilities

1. Executive Summary: Provide an Executive Summary with information for reviewers to become familiar with the Proposal and Proposer's ability to satisfy the services requested. Include any unique qualifications.

Akerman LLP has a 100-year history as a Florida law firm. We are also the largest and of one the most actively involved law firms in Miami-Dade County, from our local community support and involvement to our high-profile representation of projects such as the development and creation of the Wynwood area.

Through Akerman's Tallahassee office, we have worked with, or on behalf of Miami-Dade County for over 20 years on issues from healthcare and transportation to clean water and the environment. As a member of the Miami-Dade County lobbying team, Akerman has been able to secure infrastructure and public hospital funding. And through our annual issue and county resolution team assignments, Akerman has been involved with the county's priority issues involving the port, airport, veteran's courts, renewable energy, wastewater and septic to sewer conversions, Biscayne Bay, environmental land purchases, and numerous other issues impacting Miami-Dade County.

Through having a Washington, D.C. office, which also focuses upon a diverse number of governmental and regulatory issues on behalf of local government clients in Florida and elsewhere, Akerman is able to provide a unique federal perspective when it comes to County and local government public policy issues.

Whether at the state or federal level, Akerman has experience in all phases of legislative, administrative and regulatory processes. Over the years, we have developed a deep knowledge and understanding of all the issues facing Miami-Dade County. This institutional and year over year understanding of how best to protect and advocate on behalf of the Miami-Dade County Commission further supports Akerman's ability to satisfy the services requested and our unique ability to do so.

Proposer Information

2. Describe Proposer:

Describe the following about the Proposer:

- (a) state the number of years that the Proposer has been in existence;

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- (b) history and background;

Founding and Growth

Akerman's 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.

Mission and Culture of Inclusivity

Akerman is a client-driven enterprise, recognized by Financial Times as among the most forward thinking law firms in the industry. We are ranked among the top 100 law firms in the United States, with a reach that extends across the Americas and globally. Assembling a hand-crafted team for every client engagement, we leverage our more than 700 lawyers and business professionals across 24 offices.

Our inclusive culture impacts the way we see the world and deliver results. We infuse startup agility with over a century of enterprise stability—and we try not to take ourselves too seriously along the way.

Proposer Information

We believe a culture of inclusivity is a key driver of innovation. And we value the different vantage points that individuals of many backgrounds bring to complex and sophisticated work.

Our firm delivers exceptional services by cultivating a community of talented professionals that is strengthened by a broad range of experiences and perspectives. Our Equality and Inclusion Committee is designed to support the advancement of a diverse group of professionals as firm and community leaders.

We welcome third-party assessments of our culture of inclusion. Recently, the *Daily Business Review* recently analyzed partner promotions of the eight Florida-founded AM Law 100 and Second Hundred law firms noted in its March 29, 2022 publication that Akerman promoted the most diverse partnership class across its South Florida offices.

Nationally, Akerman was cited by the following publications and entities:

- *Law360*: Ranked among the top 10 large law firms (601+ lawyers) for diversity, 2021
- *The American Lawyer*: Advanced 17 positions, moving up to #26 from our 2020 ranking of #43 in the Diversity Scorecard, 2021
- *Corporate Equality Index*: Ranked among the “Best Places to Work for LGBT Equality” with a 100% rating, 2022
- Leadership Council on Legal Diversity: Akerman Earns Leadership Council on Legal Diversity’s Top Performer Honor

Pro-Bono and Racial Justice

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, and racial justice.

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.

In response to the deaths of George Floyd, Breonna Taylor, and countless others, the firm launched the Akerman Racial Justice Initiative (ARJI) in 2020. ARJI activates the firm’s resources and engages national and local partnerships to address systemic causes and defenders of racial inequities in our justice system. The firm has engaged in many projects focused on fighting for

Proposer Information

racial equality, with a focus on law enforcement transparency and accountability, including successful representation of LEAP in a decision that holds law enforcement officers accountable for illegal conduct. Our current portfolio includes matters for the ACLU of Louisiana's Justice Lab, the Promise of Justice Initiative's Jim Crow Juries Project, the Leadership Conference on Civil and Human Rights' Accountable Now platform, and *pro bono* representation of many nonprofits focused on racial diversity, including the Black Artists and Designers Guild, Teens of Color Abroad, WeThrive, and the African American Mayors Association, among many others.

(c) tax status;

Akerman LLP's FEID is: 59-3117860

(d) principals, officers, owners, board of directors and/or board of trustees;

- Scott Meyers, Chairman & CEO
- Beth Alcalde, Partner, Tax Practice Group, Employee Benefits, Professional Development Council
- Meg George, Office Managing Partner, Chicago, Real Estate Practice Group
- William Heller, Chair, Consumer Financial Services, Data and Technology (CFS+) Practice Group
- Teddy Klinghoffer, Partner, Corporate Practice Group
- Carl Roston, Co-Chair Emeritus, Corporate Practice Group
- Michael Marsh, Partner, Litigation Practice Group
- Jonathan Awner, Co-Chair, Corporate Practice Group
- David Burke, Co-Chair, Corporate Practice Group
- Brian Bianco, Chair, Intellectual Property Practice Group
- Eric Gordon, Chair, Labor and Employment Practice Group
- Rob Slavkin, Chair, Healthcare Practice Group
- Andrea Hartley, Chair, Bankruptcy & Reorganization Practice Group
- Peter Larsen, Chair, Tax Practice Group
- Lawrence Rochefort, Chair, Litigation Practice Group
- LaKeisha Marsh, Chair, Government Affairs & Public Policy Practice Group
- Eric Rapkin, Chair, Real Estate Practice Group

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

Total Employees: 1,367

Proposer Information

Professional Employees:

- Partners: 455
- Of Counsel: 37
- Special Counsel: 35
- Associates: 201
- Paralegals: 86
- Other Professionals: 11

(f) the primary markets served.

- Bankruptcy and Reorganization
- Consumer Financial Services, Data and Technology (CFS+)
- Corporate
- Fraud and Recovery
- Government Affairs and Public Policy
 - Cannabis
 - Environment and Natural Resources Policy and Regulation
 - Federal Appropriations and Government Funding
 - Government Agency Litigation
 - Government Contracts
 - Healthcare Legislation and Government Affairs
 - Higher Education and Collegiate Athletics
 - Insurance Regulation
 - International Trade and Customs
 - Local Government Advocacy
 - Political Law
 - State Legislative and Executive Lobbying
 - Transportation Regulation and Policy
 - Water Task Force
- Healthcare
- Intellectual Property
- Labor and Employment
- Litigation
- Real Estate
- Tax

3. Proposer's Past Performance and Experience: 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.

Proposer Information

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.

Through our Washington, D.C. office, we currently represent Miami-Dade County at the federal level and have proudly done so 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. Our Miami-Dade County lobbying team involvement is always in collaboration with the other team members and county staff. Akerman has consistently been proactive to further refine specific assignment goals 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 County Legislative Delegation and are often called upon to utilize those relationships on behalf of the county.

Akerman has in-depth policy knowledge and a successful track record over the last 35 years of all the policy and funding issues identified under the Scope of Services (Section 2.1 A).

Either as a Miami-Dade County lobbying team member, or on behalf of other public and private clients, Akerman has from time to time worked on all the issue areas listed in section 2.1 A. In recent years, and on an annual basis, our Miami-Dade County Lobby team issue and subject area assignments have specifically included:

- Appropriations
- Transportation
- Airport, Seaport, Public Works
- Local Government Preemption
- Consumer Services and Insurance
- Everglades Restoration
- Environmental Issues/Green Initiatives
- Water and Sewer Issues/Projects/Septic to Sewer Funding
- Protection of County Revenue
- Economic
- Development/Tourism/International Trade
- Uniform Building Code/Building & Permitting

Proposer Information

- Telecommunications
- Unfunded Mandates
- Solid Waste/Waste to Energy
- Planning/Zoning/Growth Management
- Emergency Management
- Parks & Recreation
- Grants
- Public Safety
- Veteran's Issues

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. And through our West Palm Beach office, Akerman has been able to serve as liaison with the South Florida Water Management District on behalf of Miami-Dade County as needed.

Akerman's presence in Miami further provides 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.

Finally, Miami-Dade County is currently the only Florida county Akerman represents in Tallahassee. 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.

4. Comparable Contracts:

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:

- (a) **client,**
- (b) **description of work,**
- (c) **total dollar value of the contract,**
- (d) **dates covering the term of the contract,**
- (e) **client contact person and email, and**
- (f) **statement of whether Proposer was the prime contractor or subcontractor.**

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

Proposer Information

Akerman has provided legal services to federal, state and local government for decades, handling our clients' most important legislative, public funding, environment policy and compliance, energy policy and compliance, healthcare legislative and government affairs, and transportation and infrastructure policy. Our work for the following Florida-based public clients is similar in scope of services to those requested by RFQ 01980:

Port of Palm Beach County, Florida

Contact: Manny Almira, Director
 Email: malmira@portofpalmbeach.com
 Services: State and Federal lobbying-funding and policy issues
 Duration: (Since 2008)
 Dollar Value: \$36,000/year
 Role: Prime Contractor

City of Lake Worth Beach, Florida

Contact: Carmen Davis, Manager
 Email: cdavis@LakeWorthBeachfl.gov
 Services: State Lobbying-funding and policy issues
 Duration: (Since 2015)
 Dollar Value: \$30,000/year
 Role: Prime Contractor

Lynx Public Transit

Contact: Tiffany Homler Hawkins, Chief Administrative Officer
 Email: thomler@golynx.com
 Services: General representation, primarily transportation and DHS transit security funding
 Duration: (Since 2004)
 Dollar Value: \$110,000/year
 Role: Prime Contractor

Village of El Portal, Florida

Contact: Christia Alou, Manager
 Email: villagemanager@villageofportal.org
 Services: State Lobbying-funding and policy issues
 Duration: (Since 2015)
 Dollar Value: \$30,000/year
 Role: Prime Contractor

City of Orlando, Florida

Contact: Kyle Shepard, Director of Intergovernmental Relations
 Email: kyle.shepard@cityoforlando.net
 Services: General representation
 Duration: (Since 2004)
 Dollar Value: \$85,000/year
 Role: Prime Contractor

Town of Lake Clarke Shores

Contact: Dan Clark, Manager
 Email: dclark@lakeclarke.org
 Services: State Lobbying-funding and policy issues
 Duration: (Since 2018)
 Dollar Value: \$24,000/year
 Role: Prime Contractor

5. Miami-Dade County Contracts: 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.”

Proposer Information

As such the Proposer must list and describe all work performed for Miami-Dade County and include for each project:

- (a) name of the County Department which administers or administered the contract,**
- (b) description of work,**
- (c) total dollar value of the contract,**
- (d) dates covering the term of the contract,**
- (e) County contact person and email, and**
- (f) statement of whether Proposer was the prime contractor or subcontractor.**

We have been honored to provide legal services to Miami-Dade County over a number of years, as follows:

Miami-Dade County Office of Intergovernmental -Tallahassee
 Contact: Jess McCarty, Assistant County Attorney
 Email: jess.mccarty@miamidade.gov
 Services: Policy matters, tax
 Duration: Since 2007
 Dollar Value: \$491,956
 Role: Prime Contractor

Miami-Dade College
 Contact: Javier A. Ley-Soto, General Counsel
 Email: jleysoto@mdc.edu
 Services: Corporate transactions, real estate matters
 Duration: 2006 – 2009
 Dollar Value: \$167,068
 Role: Prime Contractor

City of Miami
 Contact: Xavier Albán
 Email: zealban@miamidade.gov
 Services: Disclosure for City of Miami General Obligation Bond Series 2022
 Duration: 2022-
 Dollar Value: TBD – new assignment
 Role: Prime Contractor

Public Health Trust of Miami-Dade County
 Contact: Carlos Migoya, CEO
 Email: carlos.migoya@jhsmiami.org
 Services: Litigation, healthcare law, real estate matters
 Duration: 2007 – 2013
 Dollar Value: \$999,722
 Role: Prime Contractor

Miami-Dade County Office of Intergovernmental -Washington, D.C.
 Contact: Gabriela Lopez, Director of Policy and Legislative Affairs
 Email: gaby@miamidade.gov
 Services: Policy matters, tax
 Duration: Since 2007
 Dollar Value: \$1,415,870
 Role: Prime Contractor

Proposer Information

6. Fulfillment of Scope: Confirm Proposer's ability to fulfill all elements of the Scope of Services, including the services in Section 2.3, Services to be Provided and Section 2.4, Optional Services.

We have read the Scope of Services outlined in Section 2.3, Services to be Provided, and confirm our ability to fulfill all the meeting and reporting requirements; recommend any legislative action that may benefit the County; be available on a twenty-four hour basis during session; interpret and monitor legislation and regulations; draft legislation, amendments, proviso language and position papers; provide a full range of lobbying and advocacy services; integrate efforts with the County's Office of Intergovernmental Affairs; and arrange meetings with members of state legislature key staff.

We have also read the Scope of Services outlined in Section 2.4, Optional Services, and confirm our ability to provide office space in close proximity to the Capitol, with ancillary services including, such as parking, phones, computer equipment, supplies, clerical support to County staff, copy machine, filing space, and an intern/runner, for use by County staff for the duration of their time in Tallahassee.

7. Reporting Requirements: Specially 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).

Please see **page 31** for copies of reports from five Miami-Dade County Sessions. These reports typically cover the following agenda items, providing a description of each topic listed under the agenda item and a corresponding status update:

- Critical Priorities
- State Resolution Assignments
- Bill and Issues Assignments
- Member Project and Funding Request Assignments
- Legislative Departmental Items
- General Issue Area Assignments

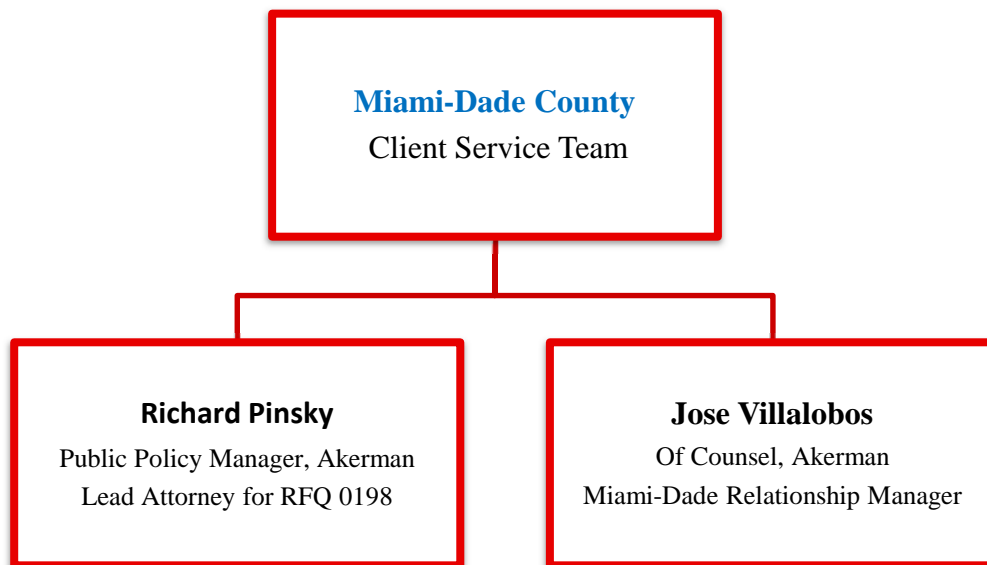
Subcontractors and Key Personnel Performing Services

8. Subcontractors: List the names and addresses of all subcontractors, and describe the extent of work to be performed by each. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of the subcontractors that will be assigned to this project.

N/A as Akerman LLP will not be utilizing any subcontractors for this work.

Proposer Information

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



Functions to be performed by the Lead Attorney for RFQ 01980: Richard Pinsky is responsible for the scope of work requested in RFQ 01980, and will ensure that matters are staffed in a cost-effective manner, that estimates and budgets are reasonable and adhered to, and that the delivery of service to Miami-Dade County meets and exceeds expectations. He is the main point of contact for all deliverables under this contract.

Functions to be performed by the Relationship Manager: Jose Villalobos is responsible for the overall relationship between Akerman LLP and Miami-Dade County, including firm responsiveness, adherence to quality and budget management.

10. Key Personnel Experience and Qualifications: 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.

Detailed profiles for the proposed client service team are included in the response to question 12.

Proposer Information

Richard Pinsky Richard Pinsky has more than 35 years of government affairs experience in Florida and Washington, D.C. He has an extensive background representing clients before the Florida legislature as well as local government from helping to navigate the budget and appropriation process to issue advocacy.

As part of the Miami-Dade County lobbying team in Tallahassee for the last 10 years, Richard has worked on numerous policy issues and funding requests. Traditionally and most frequently, the Akerman issue assignments each year have focused upon port and airport issues, renewable energy policy, the county's waste to energy facility, environmental policy, PACE legislation, Climate Compact Commission, prohibition of texting while driving and veterans court and veterans' issues.

Appropriation successes have included Card Sound Road, Model Lands, stormwater infrastructure and the Miami River Commission. Richard also monitors South Florida Water Management District issues impacting the county.

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. He is frequently quoted in the media for his analysis and is often utilized as a lecturer, public speaker, and media commentator.

Jose “Pepe” Villalobos has had a distinguished and varied 46-year legal career in municipal representation. He was appointed City Attorney for the City of West Miami and Chief Legal Counsel for the City since August 19, 1994 (28 years). As a municipal officer, Jose has been involved in drafting resolutions and ordinances, has guided the examination, analysis and suggestions on several Municipal Charter Review Boards, and has been involved in negotiating government contracts and procurement documents including complex contractual disputes and constitutional issues concerning novel state and federal legislation.

11. Available Hours: 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 proposed client service team has the capacity to handle the requested scope of work within expected timelines, and will be available to the County on a 24/7 basis. An important benefit of working with Akerman is the depth of our bench. Should the scope of work change, Richard and Pepe have the ability to quickly augment the skills and capacity of the team by drawing from our 725+ lawyers with aggregate skills in hundreds of legal specialties.

12. Key Personnel Resumes: Attach 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. Note: After Proposal submission, but prior to the award of any contract issued as a result of this Solicitation, the Proposer has a continuing

Proposer Information

obligation to advise the County of any changes, intended or otherwise, to the key personnel identified in its Proposal.



Richard Pinsky

Public Policy Manager

West Palm Beach
T: +1 561 653 5000

Tallahassee
T: +1 850 224 9634

richard.pinsky@akerman.com

Richard Pinsky has 35 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.

Richard serves his clients from Akerman's West Palm Beach and Tallahassee offices. His client focus at the state and local level is in the policy areas of solar and renewable energy, transportation, port infrastructure, medical marijuana and hemp policy, community redevelopment, local government approvals, water projects, healthcare, and technology advancements.

Most recently, his policy and strategy experience has been called upon to direct the efforts for the critical funding approvals for the Ocean Current Energy collaborative between the City of Lake Worth Beach and the Southeast National Marine Renewable Energy Center, housed at Florida Atlantic University. Generating electricity from the Gulf Stream off the coast of Florida will mean the creation of a new industry cluster similar to the space industry that exists nowhere else in the United States.

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. He is frequently quoted in the media for his analysis and is often utilized as a lecturer, public speaker, and media commentator.

Proposer Information

Richard's reputation as a campaign consultant was established in the 1980's, while serving as a consultant to the National Republican Committee, the National Republican Senatorial Committee, and the National Republican Congressional Committee. He has also served as general consultant to several statewide candidate campaigns and ballot initiatives.

In 1991, Richard was the only campaign operative selected to travel to Ukraine on behalf of the National Republican Institute and the National Democrat Institute to manage the successful efforts for the Country's first ever vote for independence. During the effort, Richard helped write and create the Country's first ever televised campaign commercials.

Now Richard focuses his expertise on public policy advocacy and funding request initiatives for both the private sector as well as local governments.

Areas of Experience

- Affordable and Workforce Housing
- Economic Development and Incentives
- Energy
- Environment and Natural Resources
- Environment and Natural Resources Policy and Regulation
- Federal Appropriations and Government Funding
- Florida Land Use and Entitlements
- State Legislative and Executive Lobbying
- Government Affairs and Public Policy
- Government Contracts
- Green Energy
- Healthcare Legislation and Government Affairs
- Insurance Regulation
- Land Use and Development
- Local Government Advocacy
- Public-Private Partnerships
- Cannabis
- Transportation Regulation and Policy
- Water Task Force
- Health and Life Sciences
- Financial Services
- Real Estate and Construction

Proposer Information

Admissions

Bars

- * Not admitted to the practice of law

Notable Work

Richard has played a key role in many significant public policy issues throughout his career, including legislation licensing condominium and homeowner association managers; incentives leading to the creation of the first African-American owned property and casualty insurance company; incentives for the creation of a self-insurance fund for public housing authorities; legislation licensing Florida's 9-1-1 Emergency Dispatchers; and legislation requiring minors to wear helmets while horseback riding. Most recently, Richard helped write and effect passage of an amendment to Florida's Wrongful incarceration statute, paving the way for an individual to finally receive compensation for his wrongful conviction in the death of his seven children resulting in his 21 years of incarceration, four of which were spent on death row. Richard is currently involved in major water infrastructure projects and community redevelopment projects, as well as the creation of new a industry cluster in Florida through the Ocean Current Energy Initiative.

Community Involvement

- Ryan Licht Sang BiPolar Foundation, Member Young Friends Committee
- Palm Beach County Blueway Trail, President

Published Work and Lectures

- *Law360*, Quoted, "Florida Legislation To Watch In 2022," January 3, 2022
- *Law360*, Quoted, "Florida Lawmakers Propose Raising Bar For COVID-19 Suits," January 7, 2021
- *Law360*, Quoted, "Florida Legislation To Watch In 2021," January 3, 2021
- *Law360*, Quoted, "Florida Legislation To Watch In 2020," January 1, 2020
- *Law360*, Quoted, "Florida Legislation And Regulation To Watch In 2019," January 1, 2019
- *News Public Radio*, Quoted, "Real Gulf Power: FAU Touts Renewable First," February 16, 2017

Affiliations

- South Florida Water Management District, Water Resource Advisory Committee, Member

Honors and Distinctions

- Professional Opticians of Florida, Founder
- Distinguished Recognition Award, Association of Professional Communication Officers

Proposer Information



Jose “Pepe” Villalobos
Of Counsel

Miami
T: +1 305 374 5600
jose.villalobos@akerman.com

Having been admitted to the Florida Bar on June 1, 1976, Jose “Pepe” Villalobos has had a distinguished and varied legal career which has included civil and family litigation and complex criminal defense practice, including indigent criminal defendants with multiple serious felony charges. Villalobos has represented clients in federal courts throughout the United States and has successfully represented clients in white-collar crimes which have included charges of conspiracy, mail fraud, money laundering, bribery, false statements and forfeiture.

He also has an ample background in municipal representation. He was appointed City Attorney for the City of West Miami and Chief Legal Counsel for the City since August 19, 1994 (28 years). As a municipal officer, Jose has been involved in drafting resolutions and ordinances, has guided the examination, analysis and suggestions on several Municipal Charter Review Boards, and has been involved in negotiating government contracts and procurement documents including complex contractual disputes and constitutional issues concerning novel state and federal legislation. Jose also participates as counsel in Code Enforcement matters including negotiation of issues presented to the Board. He further counsels city officials in constitutional and ethic matters.

He was also appointed by the City Commission of the City of Miami to the City of Miami Building and Zoning Board, which at the time undertook rezoning much of the City of Miami, specifically, the Brickell Avenue area.

Jose is a member of Akerman’s Government Affairs and Public Practice Group and as such has been the responsible attorney representing Miami-Dade County in Tallahassee and Washington, DC. He has also represented the City of Doral and Town of Miami Lakes in multiple projects that include Joint Participation Agreements and other advocacies.

He focuses on land use and entitlements, representing Latin American clients in acquisitions and regulatory matters in the United States, and counseling clients on local governmental operations, municipal law, and regulatory matters. His practice also includes state and local government affairs representing cities before governmental entities.

Proposer Information

Has successfully represented clients in both Federal and State jurisdictions in obtaining bank charters. Further, Pepe successfully represented Best Meridian Insurance Company (BMI) in obtaining a state Insurance License Certificate.

Served as bond and disclosure counsel for Miami-Dade County for more than \$2,291,000,000 which has included projects in Single Family Mortgage Programs, Capital Asset Acquisitions, Water and Sewer, Jackson Memorial Hospital, Aviation, Transit and Public Housing.

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.

Villalobos was appointed as a Hearing Officer for Miami-Dade procurement solicitation protests that have run into the billions of dollars including bid protest hearings on the Miami International Airport (MIA) expansion project.

Areas of Experience

- Real Estate
- State Legislative and Executive Lobbying
- Government Affairs and Public Policy
- Land Use and Development
- Local Government Advocacy
- Real Estate and Construction

Education

- J.D., University of Florida Levin College of Law, 1976 – 3.86 GPA
- B.A., Biscayne College of Miami, 1975; Public Administration – 3.85 GPA
- J.D., Universidad de Villanueva, 1959

Bar Admissions

- Florida

Court Admissions

- U.S. District Court, Middle District of Florida
- U.S. District Court, Southern District of Florida

Languages

- Spanish

Proposer Information

Notable Work

As Chair of the Judicial Nominating Commission, Pepe shepherded for the appointment to judicial bench the first local African-American lawyer to judgeship, Honorable Ralph Person, Leo Adderly and Leah Simms earning the accolades of District Court of Appeals, the Honorable Wilkie Ferguson and Charles May, President of the Black Lawyer's Association in the unsuccessful efforts to have Pepe elected to the Florida Bar Board of Governors of the State of Florida.

Serving and being appointed to the Community Relations Board, Villalobos dispelled perceptions of animosity and tensions between Latin and Afro-American communities and further participating in Gubernatorial committee investigating causes of unrest and disturbances within Miami-Dade County.

Villalobos was a member of a team of lawyers that represented AECOM, a global network providing program and construction management services for upgrading existing waste water treatment plants in a solicitation to receive 1.6 billion dollars in federal mandate infrastructure update for Miami-Dade County as part of a Consent Decree with the Florida Department of Environmental Protection and the U.S. Environmental Protection Agency.

Villalobos has represented Cemex North America, a global building materials company that provides cement, concrete and building materials throughout the world, which presently serves as a main source of building materials for Miami-Dade County and the State of Florida. Villalobos also represented Rinker Materials, also a renowned building material consortium that was purchased in 2006 by Cemex.

He has represented New England Fertilizer Company (NEFCO), a leader in bio solids management throughout the United States designing, building and operating processing fertilizer to produce granular bio solid products that can be used as fertilizer and environmentally friendly clean fuel materials in public-private partnership projects (3Ps) in Miami-Dade County.

Jose's accomplishments are not restricted to the legal field, simultaneously with a very busy practice, has dedicated considerable time throughout the years responding to social and civic challenges.

Pepe was commissioned by Senator Lawton Chiles, then Governor of the State of Florida, to draft projections in the Economic Development for the State of Florida in the 1990's which included areas of economic targets such as education, banking and freeway import and export, tourists and international transportation, waste management and water projects, creation of jobs and overall outlook of challenges to be faced with in the future.

Villalobos was also appointed by the Governor and later U.S. Senator Bob Graham to participate in a state wide committee composed by bicameral members of the legislature and individuals to study, research and review the Marketable Records Title Act (MRTA) and make recommendations

Proposer Information

to the legislature to forge legislation to protect “root of title” in the State of Florida, saving millions of dollars in land ownership by the State of Florida.

Pepe was subsequently appointed to participate in a panel consisting of local attorneys, former judges and community leaders to investigate and review causes of civil unrest and to serve as a liaison for the community and the Governor’s General Counsel and articulate genuine community concerns.

Pepe was recognized by Honorable Seymour Gelber administrative judge, and Honorable William Gladstone after being appointed to represent on a pro bono basis, 1,500 unaccompanied children in the Mariel boat lift, task that lasted years of efforts of emotional legal endeavors that merited recognition by the Pro Bono Award Committee of the Florida Bar.

Villalobos has also represented the State of Florida in the presidential inauguration in Panama and Nicaragua.

Villalobos together with the continuing education of the University of Miami organized the Second International Law Conference for lawyers of the Americas with the assistance of one hundred fifteen participants from seventeen countries. Attorneys of the Americas were lectured in comparative civil law, foreign investment in U.S., financing in the United States and tax issues in the U.S.

Member of the Health Systems Agency whose task is to research, study and approve certificates of need for hospitals in Miami-Dade County.

Villalobos has served on two separate occasions as Chair of the Florida Bar Grievance Committee and received recognition for extraordinary dedication and sense of commitment being responsive to both the public and safeguarding the integrity of the legal profession.

Awards & Recognitions

- Cuban American Bar Association Lifetime Achievement Award , September 2019
- Eleventh Judicial Circuit Historical Society, Legal Legends Award Recipient, 2015
- Florida Bar Pro-Bono Award
- Cuban-American Bar Association, Certificate of Merit
- South Florida Business Journal, Recognized as a top government relations attorney in South Florida, 2009
- Martindale Hubbel AV Rated
- Certificate of Appreciation, City of Miami
- Certificate of Merit, Young Lawyer’s Section, The Florida Bar

Proposer Information

Published Works & Lectures

- Consulate of Argentina, Akerman, Enterprise Florida, and The World Affairs Council of Greater Miami Conference, Moderator, "Governor Scott's Recent Trade Mission to Argentina: Results and Expectations," June 23, 2017
- Lecturer and writer for international affairs topics
- Organized Conference of the Americas

Professional Memberships & Activities

- Cuban American Bar Association, Past President and Member
- The Academy of Florida Trial Lawyers, Member
- Vizcaya Trust Executive Committee, Chairman
- Dade County Committee Relations Board, Vice Chairman
- Grievance Committee of The Florida Bar of the Eleventh Judicial Court, Past Chairman and Member
- Jay Malina International Trade Consortium, Member
- State of Florida, Past Commissioner of Deeds
- Second Conference with the Law of Lawyers of America, Organizer and Member
- Judicial Nomination Committee, Past Chairman and Member
- University State Senator Lawton Chiles' Selection Committee for the U.S. Military Academy, Past Chairman and Member
- Kendall Regional Hospital, Chairman
- Biomedical Research and Innovation Center, Member
- Planning Board Innovation Committee, Member

Related Professional Experience

- City of West Miami, City Attorney, 1994-present
- Miami-Dade County, Hearing Officer, 1994-2001

Proposed Approach and Working Relationships

13. Approach to Representation

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

- project organization/management,**
- role and responsibilities of Proposer's management, senior and other professional staff that will perform work on this project, and 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 through Resolutions and

Proposer Information

county department staff requests, followed by the county Intergovernmental Affairs office assigning each issue to a lobby team member.

It is at that point that Akerman begins the dialogue regarding each 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 assignment discussion, we formulate the specific strategies and tactics, set-up meetings, and when required, identify bill or project funding sponsors.

The foundation of Akerman's success is gaining and maintaining the respect of lawmakers and staff alike. Over the years, Akerman has been fortunate to amass a great deal of experience representing private sector and public sector clients in almost every policy and funding silo impacting Miami-Dade County. This experience and knowledge have worked to the benefit of the county.

Building upon the foundation of knowing the issues and having the experience, is knowledge of the complexities of law making, rulemaking, appropriations, local bills and the House and Senate rules. Akerman possesses decades of working in the legislative process on behalf clients. We know how to maximize chances of success which often comes down to proper drafting of amendments, selecting an appropriate sponsor, moving a bill through the committee hearings, and navigating the subtle nuances of the budget and appropriation process.

Next is the key element of relationship building. Akerman works year-round to develop and maintain excellent working relationships with lawmakers and staff alike. These new and long-standing relationships are critical to a successful approach to lobbying. This is especially crucial in redistricting years, such as will occur in the 2022 election year, in which there is a high turnover of members in the legislature and leadership remains the only constant.

Finally, Akerman subscribes 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 are electronically filed that either directly or indirectly affect Miami-Dade County, they will immediately be forwarded to county staff for review and ranking of 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.

Proposer Information

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.

14. County Issues Expertise: Describe Proposer's understanding of, and expertise on, major metropolitan county issues and key Miami-Dade County issues (refer to Attachment A) and what unique aspects Proposer and any subcontractors can provide which makes Proposer different than other potential proposers.

Our understanding and expertise begin with our location. Akerman's representation on behalf of Miami-Dade County in both Tallahassee and Washington, D.C., is greatly enhanced as a result of our significant local and established presence at Three Brickell Center in downtown Miami.

We understand and have been continually and actively involved in the protection of Miami-Dade County's Home Rule Charter. We view protection of the county's constitutional Home Rule Charter provision as the top priority, followed by the need to have an in-depth knowledge of the recent and increasingly detrimental legislative trend of local government preemption issues negatively impacting Miami-Dade County.

Next is our working knowledge of all the major funding initiatives that have been prioritized by the county. In particular, we believe our experience in water resource and environmental regulation are valuable assets as a lobbying team member on behalf of the county. 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.

Also, Akerman's knowledge and working relationship with the South Florida Water Management District is a resource available to the county.

In terms of energy issues, 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 County is prohibited from directing plant's electricity output for its own county government building use.

We also hold an in-depth knowledge of port and airport issues, which both represent major economic engines to the county. Port Miami is Florida's number one container port as well as the

Proposer Information

state's number one cruise port. It is also Florida's only deep-water port and only one of three such ports on the east coast of the United States.

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 soon to be linked with Orlando through the Brightline passenger rail service.

According to recent data, Miami-Dade County represents a staggering \$110 billion dollars in trade with the world, which is primarily due to the proximity to all the Latin American countries in the western hemisphere.

Akerman's Miami office represents numerous U.S.-based clients as well as Latin America-based clients that have established a presence in the Miami area. Our firm's involvement and understanding of what is driving the economy in Miami-Dade County provides a further unique qualification to our representation on behalf of the county.

15. Areas Outside of Expertise: 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 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." For over 35 years, our lobbying expertise has covered everything from complex tax issues and constitutional ballot issues, to claims bills and to state investment fund and property insurance, to state cabinet issues.

We know Miami-Dade County; we know the issues; and we know the legislature.

16. Enhancing the County's Position and Working Relationships: Discuss how the Proposer would enhance the County's position with respect to legislation and budgetary authorizations and appropriations. Discuss 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.

Proposer Information

For the last few sessions in Tallahassee, Miami-Dade County has increased their success and efficiency by annually prioritizing and formally selecting a list of critical priorities. This has greatly helped the focus of the entire lobbying team representing the county.

During the recent 2022 session, an additional feature of having an individual from both the Mayor's office as well as the County Chairman's office participate in the weekly lobby team meetings, either in-person or virtually, added an on-the-ground perspective in real time that also was of great benefit to the entire team. This practice of having the mayor's office and chairman's attend and participate in the lobby team meetings, should continue.

It is also effective when a County Commissioner or department head or other key personnel travel to Tallahassee. Being able to introduce county staff to legislative staff is a valuable resource.

Akerman has a large and local presence 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. Our perspective is local and unique as a member of the county's lobby team.

Remaining a challenge, is the need to better distinguish between the county's priority funding requests from those coming from the cities within the county. Lawmakers from both inside and outside of Miami-Dade County get confused when appropriating project funding dollars. Often it is perceived that a municipal project is the same as a county project. Unfortunately, it seems no other county suffers from this same identity crisis as Miami-Dade County, likely as a result of the size and diversity of the county and its legislative delegation.

17. Conflicts: Identify any actual and/or potential conflicts of interest in providing services requested herein (refer to the Scope of Services, Section 2.2(A) and Section 2.2(C)).

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. Every session we provide written documentation stating our list of clients before the legislature, confirming there are no conflicts.

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

- **City of Lake Worth Beach**
 - Parrot Cove - \$450,000 in state funding
 - Stormwater resilience
 - South Palm Park - \$300,000 in state funding
 - Sea level rise mitigation
 - Eden Place - \$300,000 in state funding
 - Sea level rise mitigation

Proposer Information

- **Port of Palm Beach**
 - Local Bill
 - Numerous revisions to the 100-year-old Port Charter
- **Town of Lake Clarke Shores**
 - Enclave Annexation
 - Local bill passage for annexation of an enclave.
 - Pine Tree Bridge - \$600,000 in state funding
 - Bridge repair
 - Blueway Trail - \$250,000 in state funding
 - Creation of trail heads and portage areas
- **Village of El Portal**
 - Flood Control Structure - \$500,000 in state funding
 - Enhancements to the storm water outfalls into the Little River
 - Traffic Calming - \$300,000 in state funding
 - Road safety upgrades for the Horace Mann middle School
- **Miami-Dade County**
 - Bill passage of the texting while driving prohibition
 - Miami River Commission - \$150,000 in state funding
 - Model Lands North & South purchases - \$650,000 in state funding
 - Biscayne Bay water quality - \$20 million in state funding
 - Card Sound Road Salt Intrusion Barrier -\$600,000 in state funding
 - Florida City Canal Outfall and Equalizer Improvements - \$500,000 in state funding
 - Veterans Court Funding - \$150,500 in state funding
 - Snapper Creek Flood Control - \$33,750 in state funding
 - NW 56th St Flood Control - \$246,750 in state funding
 - Camp Matecumbe, Historic Pedro Pan Hall Renovation - \$250,000 in state funding

19. Litigation: Provide information concerning any prior or pending litigation, either civil or criminal, involving a governmental agency or which may affect the performance of the services to be rendered herein, in which the Proposer, any of its employees or subcontractors is or has been involved within the last three years

There is no prior, or pending, litigation in the last three years that would affect the performance of the requested scope of services to Miami-Dade County.

20. Sustainable Business Practices: Describe in detail Proposer's sustainable business practices, by addressing the three pillars of sustainability: environmental, social/fair labor standards, and economic.

Proposer Information

Environmental – Consideration of product attributes

(a) Explain whether Proposer will use durable products, reusable products and/or products that contain the maximum level of post-consumer waste, post-industrial and/or recyclable content in the performance of the Services required.

The following green practices are utilized at various offices across the firm:

- Use recycled paper towels in the restrooms
- Building maintenance crews use "green" cleaning products
- Staff use ceramic mugs and glasses, instead of paper, plastic, or styrofoam products
- Recycle cans, bottles, and all cardboard
- Donate or recycle all equipment and supplies rather than discarding materials

(b) Explain Proposer's environmental policies and programs, if any.

With climate change and energy concerns having an increasingly significant impact on business decisions, our firm launched an effort nearly two years ago to develop the premier green building legal team in Florida and the United States. Thanks to an organized effort, led by the national Chair of the firm's Green and Sustainable Development practice, we have developed what is now the #1 legal team in Florida, in number of LEED Accredited Professionals, and one of the top 2 legal teams in the U.S. Our firm's green team includes 40 lawyers and government affairs professionals, and 12 LEED APs, advising clients on a range of green building and sustainability issues impacting real estate projects nationwide. Our firm was one of the first in the legal industry to develop a leading green practice and to make sustainability a major focus. The Chair of the firm's Green and Sustainable Development practice is located in the firm's Orlando office, and is a widely recognized land use and environmental lawyer.

Our firm's commitment to sustainable business practices goes beyond the creation of a specialized legal team. We have taken steps to reduce our environmental impact locally and throughout the firm, including the following best practices:

- Recently relocated main office to an Energy Star rated building
- Use motion-sensitive lighting throughout our space
- Use motion sensors on vending machines
- Use "Energy Star" appliances
- Use T-8 energy efficient fluorescent bulbs
- Use recycled paper
- Dispose of all appropriate materials into "recycle" trash bins for weekly collection
- Copiers, printers, scanners, and fax machines all go into "sleep mode" when not in use to save energy
- Ink cartridges for the printers and fax machines are returned and re-used

Proposer Information

- Incoming faxes are distributed and reviewed electronically, rather than printed
- Provide pitchers of filtered water instead of bottled water for meetings and events,
- Use glass cups instead of paper, plastic, or styrofoam products for meetings and events
- Re-use supplies whenever possible (binders, folders, paperclips, etc.)
- Continuously review and share best practices across the firm's 24 offices

Social/Fair Labor Standards - Contributions to the health, well-being and development of Proposer's employees

(c) Describe Proposer's principles in support of safe, fair, and equitable work practices and ethical behavior, to include:

Akerman LLP is an equal employment opportunity employer and is committed to providing equal employment opportunity to all qualified persons without regard to such factors as race (inclusive of traits historically associated with race, including hair texture, hair type and protective hairstyles), color, sex/gender (including pregnancy), religion, national origin, ancestry, alienage, citizenship, age, disability, medical condition, protected medical leaves, marital status, gender identity/expression, sexual orientation, genetic information, veteran and/or military status, domestic violence victim status, political affiliation, or any other protected characteristic under any applicable law, consistent with federal, state, and local equal employment opportunity laws. Discrimination in any form based on these factors will not be tolerated. This policy applies to all phases of the employment relationship, including recruiting, hiring, training, promotions, compensation, benefits, transfers, discipline and termination from employment. The firm requires immediate reporting of all incidents of discrimination (including harassment) by anyone knowledgeable of the incident, regardless of who the offender may be. The firm is committed to maintaining a work environment that is free from discrimination (including harassment) based on any protected category, as well as an environment free from retaliation for participating in a protected activity covered by this policy. The firm strictly prohibits and does not tolerate unlawful harassment based on any protected category.

As a leader in the legal and business community, the firm is proud of its strong commitment to ensuring equal opportunity and diversity. The firm's workforce, including every staffing level throughout each of its offices, reflects the diverse cultures of the firm's clients. In the delivery of legal services, the firm's Professionals bring all of their experiences, cultures, education, and rich backgrounds to the task. The firm values this diversity because it encourages innovative thinking that results from a broad range of perspectives. The firm remains committed to providing a work environment that respects diversity, fosters employment opportunity, and is free from discrimination and harassment. Akerman continuously reviews its hiring, training, evaluation, and compensation practices to ensure that its commitment to diversity and equal opportunity allows all employees an equal and ample opportunity to achieve excellence in service of its clients. The firm's mission is to develop professional opportunities and to foster an environment

Proposer Information

in which minorities and women may perform proudly and give the firm's clients the benefits of a law firm balanced fully in terms of race, ethnicity, and gender.

(i) Job classification descriptions that include the Services to be performed,

The firm does not have official job descriptions for attorneys or paralegals.

(ii) Geographic area within which the Services are to be performed, provides safe and accessible working conditions,

Akerman is dedicated to maintaining a safe and accessible environment and maintains various practices to ensure the safety, health, and well-being of all employees. All firm work spaces are safe and accessible, and are drug, alcohol, tobacco and weapons-free environments. We provide a safety manual to all employees to educate them on safety in the workplace and all employees are expected to abide by the safety requirements outlined in the manual.

(iii) Equitable wage/benefit determination practices, and

Akerman is dedicated to maintaining a safe and accessible environment and maintains various practices to ensure the safety, health, and well-being of all employees. All firm work spaces are safe and accessible, and are drug, alcohol, tobacco and weapons-free environments. We provide a safety manual to all employees to educate them on safety in the workplace and all employees are expected to abide by the safety requirements outlined in the manual. We also have an Anti-Discrimination and Non-Retaliation Policy & Complaint Procedure.

(iv) Detailed documentation on employee development and evaluation process.

Akerman's employee handbook contains a chapter on the employee development and evaluation process which provides an overview of the purpose and goals of the process and the timing of evaluations, as well as information regarding performance review communication and feedback, the setting of individual yearly goals and opportunities for training.

Economic - Equal access to small, diverse and disadvantaged suppliers

(d) Identify Proposer's direct efforts to develop supplier diversity initiatives used to increase the participation of small, diverse and disadvantaged enterprises, in contracting opportunities.

At present, we do not track/ analyze data regarding the diversity of our suppliers.

Proposer Information

21. Exceptions: 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 has no exceptions at this time.

Service Cost for Informational Purposes

22. Proposed Annual Fee: State proposed annual fee to provide all services requested herein. The fee shall include all service 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 proposed annual fee will not be given its own evaluation criteria weighting, but will be considered in the overall Proposal evaluation and the value of the services being offered.)

Akerman team annual fee \$72,000.00



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Akerman 2022 Session Weekly Report - 1

Prepared for Miami-Dade County Commission

January 14, 2022

Prepared by

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MIAMI-DADE COUNTY AKERMAN ASSIGNMENTS

2022 STATE CRITICAL PRIORITIES

Biscayne Bay Restoration Priority: Reduce use of Septic Systems:
ADVOCATE for sustained funds to address failing septic systems and convert septic systems to centralized sewer infrastructure in order to protect public health and water quality, including sewer line extensions and financial assistance to property owners required to retrofit to sewers

Status: Governor Ron DeSantis has proposed \$20 million dollars be allocated specifically for Biscayne Bay restoration strategies, which includes septic to sewer projects. In addition, the Department of Environmental Protection stated their commitment to prioritize funding for septic to sewer conversions in the Little River Adaptation Area. The House and Senate have yet to indicate how their budget proposals will address the stormwater run-off and septic systems from the surrounding communities that adversely impact Biscayne Bay.

However, our Miami-Dade County Legislative Delegation member project requests that target septic tank conversions, total approximately \$32 million dollars.

2022 STATE RESOLUTION ASSIGNMENTS

Miami River Commission: Appropriate funding for the Miami River Commission.

Status: Representative Duran is the House sponsor of **HB 2475**, which appropriates \$150,000 for the Miami River Commission's ongoing projects along the Miami River, including clean water initiatives, infrastructure maintenance and promotion of economic development.

HB 2475 is awaiting its first committee hearing.

Senator Ileana Garcia is sponsoring the identical request in the senate, LFIR tacking number **#1255**. Committee.

Florida Department of Highway Safety and Motor Vehicles: Urge DHSMV to reopen department-owned facilities in counties that have yet to make the transition to elected tax collector, and, in cooperation with those counties, maintain a certain level of driver license services for the residents.

Status: We have met with the DHSMV through their legislative liaison, Kevin Jacobs, to bring awareness of the issue to the Department to begin the dialogue towards a resolution.

Public Safety Telecommunicators, Correctional Officers, Worker's Comp: Enact HB 49, SB 200, or similar legislation that would (1) revise the definition of "first responder" set forth in section 112.1815, Florida Statutes, to include certain correctional officers and 911 public safety telecommunicators for purposes of workers' compensation benefits eligibility and (2) require an employing agency of a first responder to provide certain educational training relating to mental health on an annual basis

Status:

HB 49 First Responder's Employment-related Accidents and Injuries by Representative Bartleman

Revises definition of "first responder" to include 911 public safety telecommunicators for purposes of eligibility for workers' compensation benefits for first responders; requires employing agency to provide educational training annually; requires such training be provided by certain mental health practitioners. This bill has been referred to the House Insurance & Banking Subcommittee; Government Operations Subcommittee; Appropriations Committee and State Affairs Committee. HB 49 has not yet been scheduled for a hearing.

The senate companion measure, **SB 200 by Senator Ana Maria Rodriguez**, is also waiting for its first committee hearing. SB 200 has been referred to the Senate Banking and Insurance; Health Policy and Appropriations committees.

HB 425 Posttraumatic Stress Disorder Workers' Compensation for Law Enforcement, Correctional, and Correctional Probation Officers by Representative Fischer

Provides PTSD suffered by part-time & auxiliary law enforcement officers, correctional & part-time correctional officers, & correctional probation & part-time correctional probation officers is occupational disease compensable by workers' compensation benefits; specifies evidentiary standard for demonstrating such disorder; specifies benefits do not require physical injury; provides time for notice of injury or death; requires employing agency to provide specified mental health training. This bill has been referred to the House Insurance & Banking Subcommittee; State Affairs Committee; Appropriations Committee and Commerce Committee. HB 425 has not yet been scheduled for a hearing.

The senate companion, **SB 664 Posttraumatic Stress Disorder Workers' Compensation for Law Enforcement, Correctional, and Correctional Probation Officers by Senator Bradley**, is also waiting for its first committee hearing. SB 664 has been referred to the Senate Banking and Insurance;

Appropriations Subcommittee on Agriculture, Environment, and General Government and Appropriations committees.

HB 689 Workers' Compensation Benefits for First Responders by Representative Giallombardo

Provides that time for specified notice in certain cases is measured from time of qualifying event or diagnosis of disorder, rather than manifestation of disorder, whichever is later. This bill has been referred to the House Government Operations Subcommittee; Insurance & Banking Subcommittee; State Administration & Technology Appropriations Subcommittee and State Affairs Committee, but has not yet been scheduled to be heard.

The senate companion, **SB 1066 Workers' Compensation Benefits for First Responders by Senator Burgess**, has been referred to the Senate Banking and Insurance; Community Affairs and Rules committees.

Recognition of Veterans Suicide: Adopt Senate Memorial 302, House Memorial 63 or similar legislation to recognize the current crises of veteran suicide and to fully fund suicide prevention efforts undertaken by the Veterans Administration

Status:

HB 63 Recognizing Veteran Suicide by Representative Willhite

Urges Congress to recognize epidemic of suicide among veterans & fully fund suicide prevention efforts HB 63 has passed all of its committee assignments and has been placed on the House 2nd Reading Calendar. HB 63 is expected to be one of the first bills to pass the House.

Similarly, **SB 302 by Senator Burgess**, has passed all its committee assignments and has been placed on the senate calendar for 2nd reading.

Use of Handheld Device While Driving: Enact HB 127 or similar legislation that would prohibit a person from operating a motor vehicle while using a wireless communications device in a handheld manner in the immediate vicinity of a first responder

Status:

HB 127 First Responder Roadway Safety by Representative Slosberg

Applies prohibition against texting while driving & prohibition against using wireless communications device in handheld manner in certain areas to motor vehicle that is stopped until authorized emergency vehicle has passed; prohibits person from operating motor vehicle while using wireless communications

device in handheld manner in immediate vicinity of certain first responders; authorizes law enforcement officer to issue warnings or citations; provides that billing records or certain testimony are admissible as evidence in certain crashes; authorizes first-time offenders to participate in driving safety program; authorizes clerk of court to dismiss case & assess court costs; requires law enforcement officers to record certain information when issuing citation; requires report to DHSMV, Governor, & Legislature. This bill has been referred to the House Criminal Justice & Public Safety Subcommittee; Tourism, Infrastructure & Energy Subcommittee; Infrastructure & Tourism Appropriations Subcommittee and Judiciary Committee. HB 127 has not yet been scheduled for a hearing. There is no senate companion.

Preemption of Recyclable and Polystyrene Materials: Enact SB 320, HB 6063 or similar legislation to allow local governments to regulate the use of auxiliary containers, wrappings or disposable plastic bags used by consumers to carry products from retail establishments.

Status:

SB 320 Preemption of Recyclable and Polystyrene Materials by Senator Stewart

Removing the preemption of local laws regarding the regulation of auxiliary containers, wrappings, or disposable plastic bags; removing the preemption of local laws regarding the use or sale of polystyrene products to the Department of Agriculture and Consumer Services, etc. SB 320 has been referred to the Senate Environment and Natural Resources; Community Affairs and Rules committees. SB 320 has not yet been scheduled for a hearing.

Representative Grieco has filed the companion measure, **HB 6063** which has not yet been scheduled for a hearing.

PACE and REEF Project Improvement Funding: Enact legislation to expand the qualifying improvements that may be financed through PACE programs to include sewage treatment improvements

Status:

HB 101 Resiliency Energy Environment Florida Program (PACE) by Representative Fine

Authorizes certain notices of lien to be recorded in public records of specified counties; provides that certain liens are not enforceable; revises types of items which local government or program administrator must reasonably determine before entering into assessment financing agreements with residential & nonresidential real property owners; provides additional requirements to be met by program administrators when administering REEF program for qualifying improvements on residential real properties; provides guidelines to be used by program administrators dealing with certain contractors; provides marketing & communications guidelines for use by program administrators;

prohibits contractors from taking certain actions related to pricing of qualifying improvements; requires program administrators to appropriately develop & implement procedures to handle complaints & monitor contractors.

HB 101 has been referred to the House Tourism, Infrastructure & Energy Subcommittee; Local Administration & Veterans Affairs Subcommittee; Ways & Means Committee and Commerce Committee.

The senate companion, SB 228 Resiliency Energy Environment Florida Programs (PACE) by Senator Ana Maria, passed unanimously out of both the Senate Community Affairs Committee and the Senate Finance & Tax Committee. SB 228 has one more stop in the Appropriations Committee before going to the Floor of the Senate.

2022 BILL AND ISSUE ASSIGNMENTS

HB 445 Transportation Network Companies by Representative Botana

Provides limitation on certain fees charged by airports or seaports; prohibits certain airports & seaports from removing, degrading, or impeding access to certain services, benefits, or infrastructure.

This bill has been referred to the House Tourism, Infrastructure & Energy Subcommittee; Local Administration & Veterans Affairs Subcommittee and Commerce Committee.

SB 696 Transportation Network Companies by Senator Perry

SB 696 has been referred to the Senate Transportation; Banking and Insurance and Appropriations committees.

SB 690 Resilience-related Advisory Committees (Climate Compact Commission) by Senator Ana Maria Rodriguez

Authorizing specified resilience-related advisory committees to conduct public meetings and workshops by means of communications media technology; providing that use of such technology by a committee member constitutes that member's presence at such meeting or workshop; requiring that such technology allow the public to audibly communicate, etc.

SB 690 is scheduled to be heard in the Senate Community Affairs Committee on Tuesday, January 18, 2022.

The House companion, **HB 691 by Representative Slosberg** has been referred to the House Government Operations Subcommittee; Public Integrity & Elections Committee and State Affairs Committee. It has not yet been scheduled for a hearing.

SB 1024 Renewable Energy Generation (Net Metering) by Senator Bradley

Authorizing certain entities to prohibit the installation of solar collectors under certain circumstances; revising and providing legislative findings relating to the redesign of net metering to avoid cross-subsidization of electric service costs between classes of ratepayers; requiring the Public Service

Commission to propose new net metering rules that comply with specified criteria by a certain date; authorizing certain customers who own or lease renewable generation before a specified date to remain under the existing net metering rules for a specified time, etc.

SB 1024 passed out of the Senate Regulated Industries Committee; 6 Yeas, 2 Nays. SB 1024 now goes to the Community Affairs Committee, which is chaired by the bill sponsor.

The House companion bill, **HB 741 Net Metering by Representative McClure**, has been referred to the House Tourism, Infrastructure & Energy Subcommittee; State Administration & Technology Appropriations Subcommittee and Commerce Committee.

2022 MEMBER PROJECT AND FUNDING REQUEST ASSIGNMENTS

PROJECT	HOUSE SPONSOR	SENATE SPONSOR
DERM C-103 Canal - \$1 million		AM Rodriguez - LFIR #1661
Model Lands North Restoration - \$600,000	Jim Mooney - HB 2627	AM Rodriguez - LFIR #1244
WASD Emergency Upgrades - \$2.25 million	Kevin Chambliss - HB 4081	Shev Jones - LFIR #1420
WASD Energy Upgrades - \$750,000	Alex Rizo - HB 3511	Jason Pizzo - LFIR #Pending
WASD Security Upgrades - \$2.25 Million	Juan Fernandez-Barquin HB 3221	Manny Diaz – LFIR #1661
Miami River Commission - \$150,000	Nick Duran - HB 2475	Ileana Garcia - LFIR #1255



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Akerman 2021 Session Weekly Report - 1

Prepared for Miami-Dade County Commission

March 05, 2021

Prepared by

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MIAMI-DADE COUNTY AKERMAN ASSIGNMENTS

2021 STATE CRITICAL PRIORITIES

Septic to Sewer: Support funding to address failing septic systems and convert compromised septic systems to centralized sewer infrastructure in order to protect public health and water quality.

Status: In support of this critical priority for the County, as expressed in Resolution R-881-20, we are working on a number of septic to sewer funding requests on behalf of Miami-Dade County, including the Little River Adaptation Action Area, which seeks upwards to \$66 million dollars which would convert 1,650 parcels over to central sewer.

We have also requested a lesser dollar amount version of the same Little River Adaptation Action Area funding request, which would cover a smaller portion of what is needed. That request totals approximately \$19 Million dollars.

And if legislative funds are extremely limited, we are requesting a pump station for a cost of \$1.9 million dollars which is the first step towards the entire conversion area.

Similarly, we are requesting \$1.95 million towards a pump station to support the central sewer expansion effort in the West Grove area, which is the County's second priority conversion area.

2021 STATE RESOLUTION ASSIGNMENTS

R-556-20: Appropriate funding for the Miami River Commission.

Status: Representative Nick Duran has introduced **HB 3587** which appropriates \$150,000 for the Miami River Commission's ongoing projects along the Miami River, including clean water initiatives, infrastructure maintenance and promotion of economic development.

On Thursday of this past week, Representative Duran was able to get HB 3587 considered and passed by the House Infrastructure & Tourism Appropriations Subcommittee. The bill now goes to its last committee of reference, which is the full House Appropriations Committee.

Senator Ileana Garcia is sponsoring the identical request in the senate, tacking number **#1856**. Committee.

R-679-20: Provide for a no or low cost alternative dispute resolution and education program outside of court residential eviction proceedings for landlords and tenants to resolve disagreements that are a result of financial or other hardships caused by the coronavirus disease 2019 (COVID-19) and other emergencies that result in extended states of emergency.

Status: We are tracking and closely following **SB 1548** by Senator Pizzo, which is waiting to be heard in its first committee of reference; the Senate Judiciary Committee.

The bill will prohibit service of process during an emergency declaration period, which is defined in the bill, but includes a statewide emergency such as the COVID-19 pandemic. It would also require a court to stay eviction proceedings during an emergency declaration period.

There is no companion bill to SB 1548, but **SB 412** by Senator Rouson, which is also waiting to be heard in the Senate Judiciary Committee, would require courts to refer matters involving residential eviction to mediation, if such a program is available. SB 412 goes even further by removing statute provisions requiring residential tenants to pay accrued rent to registry of court.

The companion bill filed by Representative Driskell, **HB 481**, is also waiting upon its first committee hearing in the House Civil Justice & Property Rights Subcommittee.

R-782-20: *(1) temporarily suspend during the COVID-19 state of emergency the requirement to renew an expiring commercial driver's license for public transit bus operators, private and public school bus operators, and any other government employee whose job duties require a commercial driver's license, to allow said individuals to continue to provide services to our communities during this public health emergency, and (2) to the extent legally permissible, take necessary steps to allow for online or virtual renewal of commercial driver's licenses after the resolution of the current state of emergency.*

Status: There are a number of bills that have been introduced that would streamline the commercial driver's license renewal process. Bills specifically dealing with elements of R-782-20, are:

- **HB 1313** by Representative LaMarca and **SB 1324** by Senator Harrell requires DMV to establish secure & uniform system for issuing optional digital proofs of driver licenses & identification cards.
- **HB 1151** by Representative Brannan III and **SB 1134** by Senator Harrell specifically deals with regulations applicable to owners & drivers of commercial motor vehicles. In the bill is a provision related to motor carriers & vehicle owners whose registrations have been suspended.

R-1037-20: *Expand qualifying improvements that may be financed through Property Assessed Clean Energy (PACE) programs to include septic to sewer conversion, seawalls and resiliency projects.*

Status: **HB 387** by Representative Fine and **SB 1208** by Senator Ana Maria Rodriguez have introduced companion measures which contain new proposed changes to the PACE financing statute which if the bill passes, will allow seawall hardening, septic to sewer conversion and other resiliency mitigation measures as eligible for PACE financing by residential and commercial property owners.

There are also are number of new significant and comprehensive consumer protection provisions that are being added to the PACE financing statute.

SB 1208 will be heard Tuesday, March 10th, in the Senate Community Affairs Committee. **HB 387** is still waiting to be heard the first time.

R-108-21: *Oppose SB 268; HB 735 preemption of local occupational licensing.*

Status: **SB 268** by Senator Perry, has been referred to the Senate Regulated Industries Committee. To-date, the bill has not yet been scheduled for a hearing.

The House companion measure by Representative Harding, **HB 735**, was heard and passed out of the House Regulatory Reform Subcommittee on Tuesday of this past week. No amendments were adopted. The bill now goes to the House Commerce Committee.

R-112-21: *Adopt Governor Ron DeSantis's state fiscal year 2021-2022 budget recommendation to create the "Resilient Florida" program.*

Status: The House Environment, Agriculture & Flooding Subcommittee will Monday, March 8th, to adopt draft legislation that will subsequently be introduced as a Committee Bill, rather than bill introduced by a member. It will eventually get a bill number, but for now, it is known as **EAF-1**. It specifically addresses statewide flooding and sea level rise resilience initiatives and funding by creating an entirely new section of state statute.

- EAF-1 establishes the Resilient Florida Grant Program within the Department of Environmental Protection and authorizes the department to provide grants to local governments to fund the costs of community resilience planning.
- EAF-1 requires the department to complete a comprehensive statewide flood vulnerability and sea level rise data set and assessment.
- EAF-1 requires the department to develop a Statewide Flooding and Sea Level Rise Resilience Plan.
- EAF-1 requires water management districts to annually submit proposed projects to the department for inclusion in the plan.
- EAF-1 requires DEP to implement a scoring system for assessing projects submitted by water management districts.
- EAF-1, while limiting the total amount of funding that may be proposed in the plan, requires the Legislature, upon review, to approve funding for projects as specified in the plan.
- EAF-1 also authorizes local governments to create regional resilience coalitions and authorizes DEP to provide funding to the coalitions.
- EAF-1 establishes the Florida Flood Hub for Applied Research and Innovation within the University of South Florida College of Marine Science.

The funding source for the Resilient Florida Grant Program, is expected to be the Land Acquisition Trust Fund. **EAF-2** has been filed and is linked to EAF-1. It creates the Resilient Florida Trust Fund, but does not identify a funding source.

2021 BILL AND ISSUE ASSIGNMENTS

State Preemption of Energy Infrastructure Regulations

SB 856 by Senator Travis Hutson will be heard on Tuesday, March 9th, in the Senate Regulated Industries Committee. An amendment has been filed which more narrowly defines what local government may preempted from controlling or regulating, by allowing local building and safety-related ordinances to be exempt. However, it is still a preemption bill that also retroactively removes current ordinances.

HB 839 by Representative Fabricio will also be heard on Tuesday, March 9th, in the House Tourism, Infrastructure & Energy Subcommittee. To-date, no amendments have been filed.

Preemption on Restriction of Utility Services

SB 1128 by Senator Travis Hutson prohibits municipalities, counties, special districts, or other political subdivisions from enacting or enforcing provisions or taking actions that restrict or prohibit property owners, tenants, or utility service customers from choosing their utility service from a utility service provider that serves the property, irrespective of the fuel source. SB 1128 is scheduled to be heard on Tuesday, March 9th, in the Senate Regulated Industries Committee.

HB 919 by Representative Tomkow is similar to SB 1128. It is yet to be scheduled for a hearing.

2021 STATE GUIDING PRINCIPLES/DEPARTMENTAL ITEM

POLICY AREA – Aviation

SB 1466 by Senator Hutson and the House companion, **HB 1143** by Representative Grall, expands the types of airports that may be eligible for master planning grants from the Department of Transportation.

SB 1082 by Senator Albritton will require the governing body of each public airport to create a diesel exhaust fluid safety mitigation and exclusion plan for submission to the Department of Transportation and renewed annually through certification compliance.

The bill was heard in the Senate Appropriations Subcommittee on Transportation, Tourism, and Economic Development, but failed to get enough support to move the bill out of committee.

The House Companion, **HB 77** by Representative Overdorf, has not yet been scheduled for a hearing.

HB 705 by Representative Andrade proposes that airports are not liable for costs, damages, or penalties relating to certain contamination, discharge, evaluation, assessment, or remediation of per- & polyfluoroalkyl substances. It also creates a study of assessment & cleanup of soil & groundwater contamination in other states. The bill does not have a senate companion measure.

POLICY AREA – Port of Miami

HB 267 by Representative Roach is a state preemption of Florida's seaports for any local ordinance or referendum which restricts the movement or types of cargo as well as the size of cruise ships or number of passengers embarking or disembarking. Introduction of the preemption was generated as a result of the citizens in the City of Key West placing on the ballot and voting in favor of limiting the size of cruise ships stopping in Key West. The bill contains a retroactive provision which would overturn and negate the Key West referendum vote.

The Florida Ports Council, the Florida League of Cities and the Florida Association of Counties all are opposed to the port preemption legislation. However, when HB 267 was heard in the House Tourism, Infrastructure & Energy Subcommittee on Wednesday of this past week, last minute amendments were filed with the intent of removing all county-owned and special district ports from the bill, which in-turn, significantly blunts the opposition. Only four of the 14 deepwater seaports, which are owned by cities and includes Key West, are the subject of HB 267.

SB 426 by Senator Boyd is the companion bill in the senate and will be heard on Wednesday, March 10th, in the Senate Transportation Committee. No amendments have been filed yet but are anticipated.

POLICY AREA – Renewable Energy

SB 1718 by Senator Berman and **HB 551** and **HB 1611**, both by Representative Hardy, focus upon the installation of solar panels on roofs of K-12 schools, without the cost associated with the installation being charged against the cost per student calculation. Neither bill has been scheduled for a hearing.

SB 720 by Senator Berman and **HB 283** by Representative Eskamani would prohibit the drilling or exploration for, or production of, oil, gas, or other petroleum products on the lands and waters of the state of Florida. The bills will also require that all electricity used in this state be generated by renewable energy by the year 2040 and will require statewide net zero carbon emissions by the year 2050.

2021 MEMBER PROJECT AND FUNDING REQUEST ASSIGNMENTS

PROJECT	\$ REQUEST	HOUSE SPONSOR	BILL #	SENATE SPONSOR	LFIR #
S-20 Collector Canal	\$350,000	Jim Mooney	HB 3999	Annette Taddeo	LFIR #1144
Model Lands Restoration	\$300,000	Demi Cabrera	HB 4039	Annette Taddeo	LFIR #1601
89 th St Sea Level Rise Hardening	\$331,500	Joe Geller	HB 2653	Jason Pizzo	LFIR #1183
Pump Station Hardening	\$1.5 mil	Joe Geller	HB 2651	Manny Diaz	LFIR #1590
Miami River Commission	\$150,000	Nick Duran	HB 3587	Ileana Garcia	LFIR #1856
West Grove Pump Station	\$1.95 mil	Nick Duran	HB 3577	Ileana Garcia	LFIR #1928
Little River Septic Conversion FULL	\$66 mil	Dotie Joseph	HB 3731	Jason Pizzo	LFIR #1182
Little River Septic to Sewer PARTIAL	\$18.96 mil	Dotie Joseph	HB 3733	Jason Pizzo	LFIR #1181
Little River Pump Station	\$1.95 mil	Dotie Joseph	HB 3735	Jason Pizzo	LFIR #1180

MIAMI-DADE COUNTY 2020 SESSION

WEEK 4 REPORT

CRITICAL ISSUES – Akerman

Septic to Sewer Conversion

SB 712 - Water Quality Improvements

General Bill by Mayfield

Citing this act as the “Clean Waterways Act”; requiring the Department Health to provide a specified report to the Governor and the Legislature by a specified date; transferring the Onsite Sewage Program within the Department of Health to the Department of Environmental Protection by a type two transfer by a specified date; creating an onsite sewage treatment and disposal systems technical advisory committee within the department; requiring the department to adopt rules relating to the underground pipes of wastewater collection systems; requiring basin management action plans for nutrient total maximum daily loads to include wastewater treatment and onsite sewage treatment and disposal system remediation plans that meet certain requirements, etc.

This bill is in its last Committee of Reference, Senate Appropriations, waiting to be scheduled.

STATE RESOLUTION ASSIGNMENTS – Akerman

Expand Property Assessed Clean Energy

The PACE bills introduced this Session were never heard in a committee and are considered NOT MOVING for the 2020 Session.

HB 365 - Property Assessed Clean Energy Program - 2020

General Bill by Watson (B)

and its companion

SB 770 - Property Assessed Clean Energy Program - 2020

General Bill by Rodriguez (J)

HB 225 - Clean Energy Programs - 2020

General Bill by Zika

and its companion

SB 824 - Clean Energy Programs - 2020

General Bill by Hooper

Biscayne Bay Coastal Wetlands Project

HB 1091 - Environmental Enforcement - 2020

General Bill by Fine

Environmental Enforcement: Increases civil penalties for violations of certain provisions relating to beach & shore construction, Biscayne Bay Aquatic Preserve, aquatic preserves, state water resource plan, artesian wells, pollution, operating terminal facility without discharge prevention & response certificates, discharge contingency plans for vessels, Pollutant Discharge Prevention & Control Act, Clean Ocean Act, pollution of surface & ground waters, regulation of oil & gas resources, Phosphate Land Reclamation Act, sewage disposal facilities, pollution control, reasonable costs & expenses for pollution

releases, necessary permits, dumping litter, small quantity generators, abatement of imminent hazards caused by hazardous substances, hazardous waste generators, transporters, or facilities, & coral reef protection; provides that certain conditions constitute separate offenses.

PASSED its first Committee this past week. Currently in its 2nd Committee of Reference.

SB 1450 - Environmental Enforcement - 2020

General Bill by Gruters

Environmental Enforcement; Increasing the civil penalties for violations of certain provisions relating to beach and shore construction, the Biscayne Bay Aquatic Preserve, aquatic preserves, the state water resource plan, artesian wells, pollution, operating a terminal facility without discharge prevention and response certificates, discharge contingency plans for vessels, the Pollutant Discharge Prevention and Control Act, the Clean Ocean Act, the pollution of surface and ground waters, the regulation of oil and gas resources, the Phosphate Land Reclamation Act, sewage disposal facilities, pollution control, reasonable costs and expenses for pollution releases, necessary permits, dumping litter, small quantity generators, the abatement of imminent hazards caused by hazardous substances, hazardous waste generators, transporters, or facilities, and coral reef protection, respectively, etc.

This bill is in its last Committee of Reference, Senate Appropriations, waiting to be scheduled.

Miami River Commission Funding

HB 3037 - Miami River Commission - 2020

Appropriations Project Bill by Duran

Miami River Commission: Provides a \$150,000.00 appropriation for the Miami River Commission.

The funding request is not in either the Senate or House budget proposals and will therefore be a Conference item for consideration.

Biosolids Pilot Project Funding

The biosolids management bills:

HB 1267 - Biosolids Management - 2020

General Bill by Grall

and its companion:

SB 1654 - Biosolids Management - 2020

General Bill by Mayfield

have been incorporated into other policy bills. (See SB 712)

Hydraulic "Fracking"

HB 547 - Advanced Well Stimulation Treatment - 2020

General Bill by Fitzenhagen

Advanced Well Stimulation Treatment: Prohibits performance of advanced well stimulation treatments; provides that permits for drilling or operating wells do not authorize performance of advanced well treatments.

This bill has never been scheduled for hearing.

SB 200 - Advanced Well Stimulation Treatment - 2020

General Bill by Montford CoSponsors: Berman, Rader, Stewart, Taddeo

Advanced Well Stimulation Treatment; Defining the terms "high-pressure well stimulation" and "matrix acidization"; prohibiting the performance of high-pressure well stimulation or matrix acidization;

providing that permits for drilling or for operating a well do not authorize the performance of high-pressure well stimulation or matrix acidization, etc.

Currently in its 2nd Committee of Reference; Senate Committee on Innovation, Industry, and Technology

Renewable Energy

HB 97 - State Renewable Energy Goals - 2020

General Bill by Eskamani CoSponsors: Joseph, Polo, Smith (C), Stark

State Renewable Energy Goals: Requires that all electricity used in state be generated by renewable energy by specified date; directs Office of Energy within DACS to develop unified statewide plan; requires state & public entities to cooperate as requested; provides plan requirements; requires office to submit plan & updates to Governor & Legislature.

This bill is considered NOT MOVING during the 2020 Session.

SB 256 - Renewable Energy - 2020

General Bill by Rodriguez (J) CoSponsors: Berman, Farmer, Jr.

Renewable Energy; Defining the terms "renewable energy credit" and "renewable portfolio standard"; requiring the Public Service Commission to adopt rules for a renewable portfolio standard; directing the Office of Energy within the Department of Agriculture and Consumer Services, in consultation with other state agencies, state colleges and universities, public utilities, and other private and public entities, to develop a unified statewide plan to generate the state's energy from renewable sources by specified dates, etc.

This bill is considered NOT MOVING during the 2020 Session.

SB 288 - Private Property Rights - 2020

General Bill by Rodriguez (J)

Private Property Rights; Exempting from the definition of "public utility" property owners who own and operate a renewable energy source device, produce renewable energy from that device, and provide or sell the renewable energy to users on that property, under certain circumstances, etc.

This bill is considered NOT MOVING during the 2020 Session.

HB 943 - Electric Vehicle Charging Stations - 2020

General Bill by Daley

Electric Vehicle Charging Stations: Defines "master plan for electric vehicle charging stations" or "master plan"; requires DOT, in coordination with Office of Energy within DACS & Florida Clean Cities Coalitions, or other appropriate entities, to develop & adopt by specified date master plan for electric vehicle charging stations on state highway system; specifies goals & objectives of master plan; requires master plan to be updated annually by specified date.

PASSED its 2nd Committee this past week. Currently in its 3rd and final committee.

SB 452 - Electric Vehicle Charging Stations - 2020

General Bill by Rodriguez (J)

Electric Vehicle Charging Stations; Requiring the Department of Transportation, in coordination with the Office of Energy within the Department of Agriculture and Consumer Services and the Florida Clean Cities Coalitions, or other appropriate entities, to develop and adopt by a specified date a master plan for electric vehicle charging stations on the state highway system, etc.

HB 935 - Solar Energy Systems in Educational Facilities - 2020

General Bill by Webb

Solar Energy Systems in Educational Facilities: Prohibits costs associated with certain solar energy systems from being included in certain cost per student station limitations.

PASSED its 2nd Committee of Reference this past week. The bill is in its 3rd and final committee.

SB 1290 - Solar Schools - 2020

General Bill by Berman

Solar Schools; Authorizing a public educational customer to enter into a contract for the installation, maintenance, or operation of a renewable energy source device on property owned or controlled by the public educational customer; providing that shared solar facilities may participate in an electric utility's net metering program; prohibiting costs associated with certain solar energy systems from being included in certain cost per student station limitations, etc.

HB 1219 - Electric Vehicles - 2020

General Bill by Slosberg, Toledo

Electric Vehicles: Requires DOT to establish Electric Vehicle Infrastructure Grant Program; provides for distribution of grants to certain entities to install electric vehicle charging infrastructure; provides grant requirements; provides requirements for equipment installed; requires DOT to review emerging research, policies, & standards; authorizes DOT to develop model plan for local governments; requires DOT to develop master plan for charging stations; provides appropriation.

This bill is considered NOT MOVING during the 2020 Session

SB 1230 - Electric Vehicles - 2020

General Bill by Brandes

Electric Vehicles; Authorizing the Department of Transportation to adopt rules; requiring that certain funds be used for specified purposes relating to the Electric Vehicle Infrastructure Grant Program, beginning in specified years; requiring the department to establish the Electric Vehicle Infrastructure Grant Program; providing for the distribution of grants to certain entities to install electric vehicle charging infrastructure; providing grant requirements, etc.

This bill is considered NOT MOVING during the 2020 Session

HB 1239 - Electric Vehicle Charging Station Infrastructure - 2020

General Bill by Diamond

Electric Vehicle Charging Station Infrastructure: Requires PSC, in consultation with other agencies, to recommend to Governor and Legislature a plan for development of electric vehicle charging station infrastructure along State Highway System; provides goals & objectives of plan; requires PSC to file status report with Governor & Legislature by specified date.

This bill is considered NOT MOVING during the 2020 Session

SB 7018 - Electric Vehicle Charging Station Infrastructure - 2020

General Bill by Infrastructure and Security

Electric Vehicle Charging Station Infrastructure; Requiring the Public Service Commission, in consultation with the Department of Transportation and the Office of Energy within the Department of Agriculture and Consumer Services, to develop and recommend, by a specified date, to the Governor, the President of the Senate, and the Speaker of the House of Representatives a plan for the development of electric

vehicle charging station infrastructure along the State Highway System; requiring the plan to include recommendations for legislation; authorizing the plan to include other recommendations as determined by the commission, etc.

Currently in its 2nd Committee of Reference waiting to be scheduled for a hearing.

SB 1346 - Fees/Electric Vehicles - 2020

General Bill by Brandes

Fees/Electric Vehicles; Creating an additional fee for electric vehicles; creating a license tax and an additional fee for plug-in hybrid electric vehicles; requiring, on specified dates, the Department of Highway Safety and Motor Vehicles to increase the additional fees, subject to certain requirements; providing that certain vehicles are exempt from specified fees, etc.

This bill is considered NOT MOVING during the 2020 Session

HB 1351 - Energy - 2020

General Bill by Fernández

Energy: Prohibits deed restrictions & similar agreements from prohibiting certain cool roofs & renewable energy source devices; requires DACS to develop greenhouse gas registry & inventory; establishes Climate Adaptation Research Grant Program & Clean Energy Research, Development, Demonstration, & Deployment Center Program within DCAS; establishes Farm Renewable & Efficiency Demonstrations Program & Agriculture Resiliency Grant Program within DACS; revises funding, membership, & training program for Florida Energy Systems Consortium.

This bill is considered NOT MOVING during the 2020 Session

SB 1824 - Energy - 2020

General Bill by Rader

Energy; Prohibiting a deed restriction, covenant, declaration, or other binding agreement from prohibiting or having the effect of prohibiting the installation of cool roofs or renewable energy source devices; requiring the Department of Agriculture and Consumer Services, in coordination with the Department of Management Services and the Department of Environmental Protection, to develop a greenhouse gas registry and inventory; establishing the Clean Energy Research, Development, Demonstration, and Deployment Center Program within the department for a specified purpose, etc.

This bill is considered NOT MOVING during the 2020 Session.

Water Quality Improvements

HB 775 - Everglades Protection Area - 2020

General Bill by Aloupis, Avila

Everglades Protection Area: Requires comprehensive plans & plan amendments adopted by governing body of local government whose boundaries include Everglades Protection Area to follow state coordinated review process; requires DEP to coordinate with local government on certain mitigation measures for such plans & amendments.

PASSED its 2nd Committee of Reference this past week. Now in its 3rd and final committee.

HB 791 - Florida National Estuary Program Act - 2020

General Bill by Fitzenhagen

Florida National Estuary Program Act: Requires DEP to give funding consideration to estuaries identified under National Estuary Program; requires funds to be used for specified projects; requires programs receiving funding to submit report to Governor, Legislature, DEP, & water management districts.

This bill is considered NOT MOVING during the 2020 Session

HB 405 - Stormwater Management Systems - 2020

General Bill by Good

Stormwater Management Systems: Directs water management districts, with DEP oversight, to adopt rules for standards relating to new development & redevelopment projects; directs DEP to incorporate such rules for district use; directs DEP & districts to amend such rules into applicant's handbook; provides rebuttable presumption relating to water quality standards for certain systems; revises requirements for construction of certain systems; requires specified staff training; directs DEP & districts to initiate rulemaking.

This bill is considered NOT MOVING during the 2020 Session

SB 686 - Stormwater Management Systems - 2020

General Bill by Gruters

Stormwater Management Systems; Directing the water management districts, with Department of Environmental Protection oversight, to adopt rules for specified design and performance standards relating to new development and redevelopment projects; providing a rebuttable presumption that certain stormwater management systems do not cause or contribute to violations of applicable state water quality standards; requiring certain inspection training for department, water management district, and local pollution control program staff, etc.

This bill is considered NOT MOVING during the 2020 Session

HB 1343 - Water Quality Improvements - 2020

General Bill by Payne

Water Quality Improvements: Requires DOH & DEP to submit reports & recommendations relating to transfer of Onsite Sewage Program in DOH to DEP; transfers Onsite Sewage Program from DOH to DEP; requires WMDs to submit consolidated annual reports to OEDR; removes provisions relating to DOH technical review & advisory panel & research & review advisory committee; directs DEP to determine that hardship exists for certain OSTDS onsite variance requests; creates OSTDS technical advisory committee; requires county health departments to coordinate with DEP to administer evaluation programs; requires basin management action plans to include treatment & remediation plans; requires DEP to submit cost estimates to OEDR; provides for management of biosolids & water quality monitoring; establishes clean water grant program.

Currently in its 2nd Committee of Reference. This bill may become the House companion to SB 712.

BILL & ISSUE ASSIGNMENTS – Akerman**Conditions of Employment Preemption**

HB 305 - Preemption of Conditions of Employment - 2020

General Bill by Rommel CoSponsors: Roach, Sabatini

Preemption of Conditions of Employment: Preempts to state right to regulate conditions of employment by an employer; voids certain ordinances, regulations, or policies that are preempted by act.

PASSED its 2nd Committee of Reference this past week. It is now in its final committee.

SB 1126 - Employment Conditions - 2020

General Bill by Gruters

Employment Conditions; Prohibiting a political subdivision from establishing, mandating, or otherwise requiring an employer to offer conditions of employment which are not otherwise required by state or federal law; specifying that the regulation of conditions of employment is expressly preempted to the state, etc.

HB 6065 - Wage and Employment Benefits Requirements - 2020

General Bill by Smith (C)

Wage and Employment Benefits Requirements: Removes provisions prohibiting establishment of minimum wage & employment benefits requirements by political subdivisions.

This bill is considered NOT MOVING during the 2020 Session

SB 1520 - Wage and Employment Benefits Requirements - 2020

General Bill by Rodriguez (J)

Wage and Employment Benefits Requirements; Repealing a provision relating to restrictions on the establishment of minimum wage and employment benefits requirements by political subdivisions, etc.

This bill is considered NOT MOVING during the 2020 Session

LEGISLATIVE DEPARTMENTAL ITEMS -Akerman

Aviation

HB 915 - Commercial Service Airports - 2020

General Bill by Avila CS Sponsors: Transportation & Infrastructure Subcommittee

Commercial Service Airports: Directs Auditor General to conduct specified audits of large-hub commercial service airports; requires governing bodies of such airports to comply with certain financial disclosure requirements; requires governing body of municipality, county, or special district that operates commercial service airport to establish & maintain website & post certain information; requires such airports to comply with certain contracting requirements; requires governing body members & employees of such airports to comply with certain ethics requirements; requires governing body members to complete annual ethics training; requires annual reports to DOT, Governor, & Legislature; prohibits expenditure of certain funds unless specified conditions are met.

Currently in its 3rd and last Committee of Reference; House State Affairs Committee

SB 1258 - Commercial Service Airports - 2020

General Bill by Diaz

Commercial Service Airports; Requiring the Auditor General to conduct specified audits of certain airports; requiring members of the governing body of a large-hub commercial service airport to comply with certain financial disclosure requirements; requiring the governing body of a municipality, county, or special district that operates a commercial service airport to establish and maintain a website; requiring commercial service airports to comply with certain contracting requirements, etc.

Currently in its 2nd committee, waiting to be scheduled for a hearing.

HB 6061 - Aviation Fuel Tax - 2020

General Bill by McClure, Roach

Aviation Fuel Tax: Deletes aviation fuel tax & provisions related to administration of the tax program.

This bill may become part of the House Tax Package, yet to be released.

SB 1192 - Tax on Aviation Fuel - 2020

General Bill by Gruters

Tax on Aviation Fuel; Repealing provisions relating to definitions, the tax on aviation fuel, refunds for certain air carriers, administration of the tax, disclosure of price, distribution of proceeds, refunds to carriers, commercial air carrier registration and reporting, and a tax exemption for federal entities, etc.

HB 1441 - Contracted Airport Projects - 2020

General Bill by Maggard

Contracted Airport Projects: Authorizes single entity to provide certain contracted services for airport projects wholly or partially funded by DOT.

PASSED its 1st Committee of Reference this past week. Now in its 2nd committee waiting to be scheduled for a hearing.

HB 6067 - Aircraft Sales and Lease Tax - 2020

General Bill by Fitzenhagen

Aircraft Sales and Lease Tax: Exempts all aircraft sales and leases, rather than sales and leases of certain aircraft, from sales & use tax.

SB 1546 - Sales and Use Tax on Aircraft - 2020

General Bill by Baxley

Sales and Use Tax on Aircraft; Exempting all aircraft sales and leases, rather than the sales and leases of certain aircraft, from the sales and use tax, etc.

Parks & Recreation

HB 2353 - Camp Matecumbe - Historic Pedro Pan Hall Renovation - 2020

Appropriations Project Bill by Fernandez-Barquin

Provides a \$455,000.00 appropriation for the Camp Matecumbe - Historic Pedro Pan Hall Renovation.

The funding request is not in either the Senate or House budget proposals and will therefore be a Conference item for consideration.

Port of Miami

HB 133 - Towing and Immobilizing Vehicles and Vessels - 2020

General Bill by McClain CS Sponsors: Business & Professions Subcommittee

Towing and Immobilizing Vehicles and Vessels: Authorizes local governments to enact rates to tow vessels on private property & remove & store vessels; prohibits counties or municipalities from enacting ordinances that impose costs or penalties on owners, persons in control, or lienholders of vehicles or vessels or that require wrecker operators or towing businesses to accept specified form of payment; authorizes persons to place liens on vehicles or vessels to recover fees or charges; revises requirement regarding notices & signs concerning towing or removal of vehicles & vessels.

PASSED its last Committee of Reference. This bill is ready for the House Floor.

SB 1332 - Towing and Immobilizing Vehicles and Vessels - 2020

General Bill by Hooper

Towing and Immobilizing Vehicles and Vessels; Authorizing local governments to enact rates to tow or immobilize vessels on private property and to remove and store vessels under specified circumstances; prohibiting counties from enacting certain ordinances or rules that impose fees or charges on authorized

wrecker operators or towing businesses; authorizing certain persons to place liens on vehicles or vessels to recover specified fees or charges.

This bill is scheduled to be heard in its 2nd Committee of Reference; House Infrastructure and Security, on 2/10.2020

Regulatory & Economic Resources

HB 2531 - Miami-Dade County Model Lands North Canal Everglades Wetlands Restoration Project - 2020 Appropriations Project Bill by Rodriguez (AM)

Provides a \$600,000.00 appropriation for the Miami-Dade County Model Lands North Canal Everglades Wetlands Restoration Project. (DERM)

The funding request is not in either the Senate or House budget proposals and will therefore be a Conference item for consideration.

HB 2533 - Miami-Dade County S-20 Collector Canal Everglades Wetlands Restoration Project - 2020 Appropriations Project Bill by Rodriguez (AM)

Miami-Dade County S-20 Collector Canal Everglades Wetlands Restoration Project: Provides a \$700,000.00 appropriation for the Miami-Dade County S-20 Collector Canal Everglades Wetlands Restoration Project. (DERM)

The funding request is not in either the Senate or House budget proposals and will therefore be a Conference item for consideration.

Transportation & Public Works

HB 3357 - Miami-Dade County Stormwater Pump Station Hardening Project - 2020

Appropriations Project Bill by Geller

Miami-Dade County Stormwater Pump Station Hardening Project: Provides a \$1.5 million appropriation for the Miami-Dade County Stormwater Pump Station Hardening Project.

The funding request is not in either the Senate or House budget proposals and will therefore be a Conference item for consideration.

HB 3355 - Miami-Dade County Sea Level Rise Hardening at NE 89 St from NE 10 Ct to North Bayshore Appropriations Project Bill by Geller

Miami-Dade County Sea Level Rise Hardening at NE 89 St from NE 10 Ct to North Bayshore: Provides a \$331,500.00 appropriation for the Miami-Dade County Sea Level Rise Hardening at NE 89 St from NE 10 Ct to North Bayshore.

The funding request is not in either the Senate or House budget proposals and will therefore be a Conference item for consideration.

Richard Pinsky

Miami-Dade County

2019 Session Report

Week 2

March 15, 2019

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GENERAL ISSUES

Driving While Distracted Law

SB 76 by Senator Simpson and its companion measure, **HB 107** by Representative Toledo are different from last year's bill which made texting while driving a primary offense. This year's version still goes from secondary to primary offense, but also expands the scope to include other activities which cause distractions while driving.

"Driving while distracted" means inattentive operation of a motor vehicle while the vehicle is in motion and includes:

- Reading;
- Writing;
- Grooming;
- Applying beauty products;
- Interacting with pets and unsecured cargo;
- Using personal wireless communications devices; "Wireless communications device" means any handheld device that can receive or transmit text or character-based messages, record or view images, access or store data, connect to the Internet or a communications service, or allows text communications. The term includes:
 - Cell phone;
 - Tablet;
 - Laptop;
 - Two-way messaging device; or
 - Electronic game.

SB 76 has two more committee hearings before going to the Floor. HB 107 has yet to be scheduled for its first hearing.

Sea Level Rise; Algae Blooms and Red Tide

A number of bills have been filed seeking alternative approaches to converting private properties utilizing septic tanks to central disposal or "Advanced Disposal" systems. Advanced disposal systems have better aeration and have double wall construction but are still a septic tank. There are also a few bills filed addressing water quality and coastal management issues. However, there are no bills filed dealing specifically with the mitigation of sea level rise or solutions for toxic or red tide outbreaks.

Most of the attention upon algae and red tide has been coming from the South Florida Water Management District. The District has a new Chair, Chauncey Goss and a new Executive Director, Drew Bartlett, as well as several new Board members. These new appointees by Governor DeSantis could prove to be beneficial to Miami-Dade County's Biscayne Bay Coastal Wetlands project.

Fracking

The Fracking bills have become somewhat controversial. The bills that seem to be moving are termed as "anti-fracking" but only address high pressure methods, such as hydraulic, used to break-up rock formations.

There is another method, known as matrix acidizing, which is used as a low-pressure method of breaking up rock. The low-pressure exclusion in the bill has caused considerable opposition amongst the environmental organizations.

Renewable Energy

Senator Jose Javier Rodriguez has filed **SB 1762**, which directs the Office of Energy, to develop a unified statewide plan to generate the state's energy from renewable sources by 2025. Representative Eskamani has filed the companion, **HB 1291** in the House. It is unlikely either of these will get a committee hearing.

Senator Rodriguez has also filed a Renewable Energy Standard bill and Senator Lori Berman has filed a Community Solar bill requiring utilities to begin crediting the customer accounts of each community solar facility in their respective service territories by defining that all environmental benefits associated with a community solar facility are the property of the subscriber organization, not the utility.

There are also two bills filed expanding the Property Asses Clean Energy (PACE) statute to allow for septic tank conversion as an approved home improvement financing project. Unfortunately, these bills are also unlikely to be heard.

Aviation

SB 544 by Senator Jeff Brandes, requires the Department of Transportation to provide financial and technical assistance to operators of public-use airports by making department personnel and department-owned facilities and equipment available on a cost-reimbursement basis. There is no House companion, and the bill has not been scheduled for a hearing.

Seaports

The Florida Ports Council will be holding their annual "Day in Tallahassee" next week.

There are no bills filed directly impacting ports.

Governor DeSantis' Seaport Budget Recommendation is \$160.8 million for seaports:

- \$15 million for debt reserve payments (FPFC 1996 Bond Refinance).
- \$10 million for debt reserve payments (FPFC 1999 Bond Refinance).
- \$122,727,017 for the FSTED Program, SIS, GM, SPII and other FDOT allocations in FDOT 5-Year Work Program.
- \$12,904,547 for the Seaport Investment Program/Bond debt reserve payments.
- \$78, 790,899 for the FDOT Intermodal Development/Grants Program. This may include some seaport projects.

2019 Appropriations Funding Projects and Priorities

Pump Station Storm Hardening	\$1.5 mil	Dotie Joseph Jason Pizzo	HB 2331 ST #1135
Contaminated wells.	\$2.5 mil	Vance Aloupis Annette Taddeo	HB 4071 ST #1776
Septic to Sewer	\$2.5 mil	Ana Rodriguez Jason Pizzo	HB 4491 ST #1081
Ocean Outfall Nutrient Reduction Mandate	\$2.5 mil	Fernandez-Barquin Oscar Braynon	HB 3793 ST #2083
Ocean Outfall Treatment System Mandate	\$2 mil	Javier Fernandez Oscar Braynon	HB 3771 ST #2082
South Dade Model Lands Restoration	\$600,000	Ana Rodriguez Annette Taddeo	HB 4487 ST #1700
C-100 Canal Outfalls Retrofit	\$450,000	Anthony Rodriguez Anitere Flores	HB 4281 ST #1429
Veteran's Court	\$262,571	Fernandez-Barquin Jose Javier Rodriguez	HB 3511 ST #1733
Miami River Commission	\$150,000	Nick Duran Oscar Braynon	HB 3981 ST #2261
Camp Matecumbe – Gymnasium Renovation	\$455,000	Fernandez-Barquin Jose Javier Rodriguez	HB 3195 ST #1728
Deering Field Research Center	\$800,000	Vance Aloupis Jose Javier Rodriguez	HB 4055 ST #1735

Miami-Dade County

2018 Session Report - Akerman

Week 1

January 12, 2018

CRITICAL PRIORITIES

Texting While Driving Offense

HB 33 by Representative Jackie Toledo and its companion measure, **SB 90** by Senator Keith Perry, makes the texting while driving a primary offense, from the current secondary offense.

HB 33 passed out of the Transportation & Infrastructure Subcommittee during Week I of the Session. It now goes to the House Judiciary Committee. **SB 90** has passed two senate committees and is now in the Senate Appropriations Subcommittee on Transportation, Tourism and Economic Development.

Florida Ports Council's Legislative Agenda

CS/HB 815 by Representative Avila and its companion measure, **SB 1180** by Senator Steube, contains public disclosure and ethics requirements, including strict limits on the travel by county and municipal public officers and employees particularly when traveling out of state. The bill also eliminates all foreign travel. **HB 815** is waiting for its second hearing in the House Public Integrity and Ethics Committee. **SB 1180** has not yet been heard in committee.

Governor Scott's Seaport Budget Recommendation

The Governor's FY 2018-2019 transportation budget includes **\$171.6 million dollars** for seaport infrastructure improvements, through the following investments:

Line Item 1860 -- \$15 million for debt reserve payments (FPFC 1996 Bond Refinance)

Line Item 1861 -- \$10 million for debt reserve payments (FPFC 1999 Bond Refinance)

Line Item 1862 -- \$132,525,084 for the FSTED Program, SIS, GM, SPII and other programs. FDOT allocations in FDOT 5-Year Work Program.

Line Item 1863 -- \$12,255,813 for the Seaport Investment Program/Bond debt reserve payments.

Line Item 1878 -- \$60,734,787 for the FDOT Intermodal Development/Grants Program.

Extending Sewer Service to Unserved Properties

HB 3689 by Representative Cynthia Stafford, and its companion request by Senator Anitere Flores, is to help fund extending county sewer service to residences on septic tank. The amount of the request is for \$2.5 million dollars.

2018 BILL AND ISSUES ASSIGNMENTS

Transmission Lines

SB 494 by Senator Tom Lee and its companion measure, **HB 405** by Representative Jayer Williamson, also known as Linear Facilities. While basically a local government preemption bill, it revises the definition of "development" to exclude certain utility work on rights-of-way or corridors & creation or termination of distribution & transmission corridors. It also gives the PSC authority to locate transmission lines underground. **SB 494** has one more committee stop, while **HB 405** is headed to the House Floor.

Building Commission

HB 299 by Representative Stan McClain, reduces the size of the Florida Building Commission from its current 27 members, down to 11 members. The following representation would be eliminated: Air-conditioning or mechanical contractors; Two of the municipal or district code enforcement officials, including a fire marshall; The Department of Financial Services; County code enforcement officials; The representative for persons with disabilities; Manufactured buildings industry; Mechanical or electrical engineers; Municipal or charter counties; Building products manufacturing industry; Commercial building owners and managers industry; Public education; The green building industry; The natural gas distribution system; and The Department of Agriculture and Consumer Services' Office of Energy. **HB 299** is waiting for its final hearing in the House Commerce Committee, before heading to the Floor. There is no senate companion measure filed.

GENERAL ISSUE AREA ASSIGNMENTS

Aviation

HB 523 by Representative Bob Cortes and its companion measure, **SB 1094** by Senator David Simmons, provides enhanced criminal penalties (3rd degree felony) for trespassing upon any operational area of an airport with an intent to harm persons or do damage to property. Airports will be required to post signage with specific warning language. **HB 523** has passed two committees and is waiting to be heard in its last committee, House Judiciary, before going to the Floor. The senate bill is still awaiting its first committee hearing.

Building Commission and Codes

HB 295 by Representative Amy Mercado and its companion measure, **SB 446** by Senator Audrey Gibson, is the perennial attempt to allow local governments to require an electrical journeyman contractor to be present and oversee very large electrical contracting projects. Neither the House nor Senate bill have been scheduled for a hearing to-date.

HB 299 by Representative Stan McClain, reduces the size of the Florida Building Commission from its current 27 members, down to 11 members. The following representation would be eliminated: Air-conditioning or mechanical contractors; Two of the municipal or district code enforcement officials, including a fire marshall; The Department of Financial Services; County code enforcement officials; The representative for persons with disabilities; Manufactured buildings industry; Mechanical or electrical engineers; Municipal or charter counties; Building products manufacturing industry; Commercial building owners and managers industry; Public education; The green building industry; The natural gas distribution system; and The Department of Agriculture and Consumer Services' Office of Energy. **HB 299** is waiting for its final hearing in the House Commerce Committee, before heading to the Floor. There is no senate companion measure filed.

Electric Utilities

SB 656 by Senator Jose Javier Rodriguez, authorizes a municipality or a county operating under a home rule charter to file a request with the Public Service Commission for a hearing for a determination of prudence on environmental damage caused by a public utility. The bill would also prohibit the commission from conducting any hearing regarding recovery for remediation of such environmental damage until after the commission makes such a determination or until the request is dismissed. **SB 656** has not been scheduled for a hearing and there is no House companion measure.

Renewable Energy

SB 292 by Senator Jose Javier Rodriguez, would exempt a property owner, such as a shopping center or apartment building, from the definition of "public utility" in circumstances in which they own and operate a renewable energy source device and produce renewable energy from that device for the purpose of extending that renewable energy to their tenants located on their property. **SB 292** has not been scheduled for a hearing and there is no House companion measure.

SB 1038 by Senator Jeff Brandes, and its companion measure, **HB 1411** by Representative Ben Diamond, creates the Energy 2040 Task Force within the Public Service Commission requiring the task force to make recommendations, by the year 2020 regarding what the state's energy needs and future portfolio should look like. **SB 1038** passed out of the Senate Energy and Public Utilities Committee this past week, and is now waiting to be heard in the Senate Governmental Oversight and Accountability Committee. **HB 1411** is still waiting for its first hearing in the House Energy Committee.

HB 769 by Representative Jay Trumbull, would preempt the current Property Assessed Clean Energy (PACE) programs established by local governments by placing a mortgage lender in "first position" rather than the current law which places the local government in first position through its lien authority. There is no senate companion bill filed and **HB 769** has not been scheduled for a hearing to-date.

Fracking

Three anti-fracking bills have been filed. **HB 237** by Representative Kathleen Peters; **SB 834** by Senator Gary Farmer; and **SB 462** by Senator Dana Young. It is doubtful that any of the Fracking bills will get a hearing during the 2018 Session.

Southeast Florida Coral Reef Ecosystem

SB 232 by Senator Lauren Book, and its companion measure, **HB 53** by Representative Kristen Jacobs, establishes the creation of the Southeast Florida Coral Reef Ecosystem and Conservation area. **SB 232** has passed its first two committees and is awaiting a hearing in its final Appropriations Committee reference before heading to the Floor. **HB 53** has passed all of its committees and is awaiting a hearing before the full House of Representatives.

Medical Examiner

HB 1317 by Representative Kristin Jacobs and its companion measure, **SB 1850** by Senator Linda Stewart, revises the definition of "medical examiner" and allows a legal guardian access to photograph, video or audio recording of an autopsy. Neither **HB 1317**, nor **SB 1850**, have been scheduled for a hearing to-date.

Public Service Commission

No bills or amendments specifically amending the operation or make-up of the PSC have been filed to date.

Seaports

SB 388 by Senator Gary Farmer, and its companion measure, **HB 1001** by Representative Joe Geller, follows last year's statewide implementation of where vessels can anchor or moor their

vessel when no mooring field exists, the bill attempts to add an additional geographic locations to the statute. Neither **SB 388** nor **HB 1001**, have been scheduled for a hearing to-date.

HB 2781 by Representative Joe Gruters, is a port related appropriations request for \$200,000 to fund a Port Manatee Stormwater Requirements Study.

HB 3457 by Representative Patricia Williams, is port related appropriations request for \$1 million to fund a Broward College Seaport Training Grant

HB 4015 by Representative Cord Byrd, is a port related appropriations request for \$1 million to fund the Port of Fernandina Multipurpose Dock Crane and Warehouse.

Sustainability

SB 348 by Senator Jose Javier Rodriguez, defines the term "coastal community" and authorizes certain municipalities to establish pilot programs to regulate or ban disposable plastic bags. **SB 348** has not been scheduled for a hearing yet and there is no House companion measure.

HB 837 by Representative Katie Edwards-Walpole, and its companion measure, **SB 244** by Senator Jeff Brandes, establishes the "blue star" collection system assessment & maintenance program within DEP for domestic wastewater utilities and directs DEP to adopt rules and standards to comply with state water quality standards. Neither **HB 837** nor **SB 244**, have been scheduled for a hearing to-date.

HB 1149 by Representative Bobby Payne and its companion measure, **SB 1308** by Senator Keith Perry, would increase the uses not currently allowed for reclaimed water use that may create impact offset. It will also prohibit counties & municipalities from requiring recycling of contaminated recyclable material and provides that counties, municipalities, & recyclable material contractors are not required to collect, transport, or process contaminated recyclable material. Neither **HB 1149** nor **SB 1308** have been scheduled for a committee hearing to-date.

Waste to Energy

No bills or amendments specifically amending the operation or make-up of the PSC have been filed to date.

Water & Sewer and Flood Control

SB 158 by Senator Jeff Brandes and its companion measure, **HB 1097** by Representative Cyndi Stevenson, adds to the permissible activities and projects that may be undertaken, coordinated, or funded by the Florida Communities Trust to include flood mitigation projects. Neither **SB 158** nor **HB 1097** have been scheduled for a hearing to-date.

Water Project Funding

HB 3815 by Representative Michael Bileca, and its companion request by Senator Rene Garcia, for Miami Dade Pump Station Storm Hardening. The amount of the request is for \$52,000.

HB 4065 by Representative Michael Bileca, and its companion request by Senator Jose Javier Rodriguez, is to help fund extending drinking water service to residences with contaminated wells. The amount of the request is for \$2.5 million dollars.

HB 3689 by Representative Cynthia Stafford, and its companion request by Senator Anitere Flores, is to help fund extending county sewer service to residences on septic tank. The amount of the request is for \$2.5 million dollars.

HB 2827 by Representative Nicholas Duran and its companion request by Senator Oscar Braynon, is to comply with the state ocean outfall nutrient reduction mandate. The amount of the request is for \$2.5 million dollars. Senator Braynon is also requesting an additional \$2.5 million dollars for the ocean outfall treatment system mandate.

HB 3917 by Representative Holly Raschein and its companion request by Senator Annette Taddeo, is for the construction of a saltwater intrusion barrier associated with the South Dade Wetlands Preserve Land Acquisition for Salt Intrusion. The amount of the request is for \$500,000.

HB 3913 by Representative Holly Raschein and its companion request by Senator Annette Taddeo, is for the construction to finish converting the South Dade Model Lands to a wetlands area. The amount of the request is for \$600,000.

Hb 3387 by Representative Kionne McGhee and its companion request by Senator Anitere Flores is the retrofitting of the Miami-Dade C-100 Canal Outfalls. The amount of the request is for \$326,000.

Appropriation Projects Requests

HB 2939 by Representative Robert Ascensio, and its companion request by Senator Rene Garcia, is for \$150,000 to help fund Miami-Dade County's Veterans Court program. **HB 2939** was heard during this past week in the House Justice Appropriations Subcommittee, where it passed unanimously. **HB 2939** now goes to the House Full Appropriations Committee.

HB 3027 by Representative Jeannette Nunez, and its companion request by Senator Rene Garcia, is to fund the restoration of the Pedro Pan Chapel at Camp Matecumbe. The amount of the request is for \$275,000.



Submission Form

Solicitation No. RFQ-01980 Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL			
Proposer Legal Company Name (include d/b/a if applicable): <input type="text" value="Akerman LLP"/>		Proposer Federal Tax Identification Number: <input type="text" value="59-3117860"/>	
If Corporation - Date Incorporated/Organized: <input type="text" value="N/A"/>		State Incorporated/Organized: <input type="text" value="N/A"/>	
Company Operating Address: <input type="text" value="Three Brickell City Centre, 98 Southeast Seventh Street, Suite 1100"/>		City: <input type="text" value="Miami"/>	State: <input type="text" value="Florida"/>
Miami-Dade County Address (if applicable): <input type="text" value="Three Brickell City Centre, 98 Southeast Seventh Street, Suite 1100"/>		City: <input type="text" value="Miami"/>	State: <input type="text" value="Florida"/>
Company Contact Person: <input type="text" value="Jose A. Villalobos"/>		Email Address: <input type="text" value="jose.villalobos@akerman.com"/>	
Phone Number (include area code): <input type="text" value="+1 305/374-5600"/>		Company's Internet Web Address: <input type="text" value="www.akerman.com"/>	
<p>Pursuant to Section 2-8.6 of the Code of Miami-Dade County (County), 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 at the time of proposal submission.</p> <p><input type="checkbox"/> Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.</p>			
<p>Pursuant to Section 2-11.1 (c) and (d) of the Code of Miami-Dade County, please respond to the following questions posed.</p> <p>1. ARE ANY OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE(S)?</p> <p><input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>2. ARE ANY IMMEDIATE FAMILY MEMBERS OF THE COMPANY'S OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE?</p> <p><input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>Note: The County reserves the right to request and evaluate additional information from any Proposer regarding Proposer's responsibility after the submission deadline, as the County deems necessary.</p>			
<p>LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, and pursuant to Section 2-8.5 of the Code of Miami-Dade County, a "local business" is a business located within the limits of Miami-Dade County, that has a valid Local Business Tax Receipt issued by Miami-Dade County at least one year prior to proposal submission; has a physical business address located within the limits of Miami-Dade County from which business is performed and which served as the place of employment for at least three full time employees for the continuous period of one year prior to proposal submittal (by exception, if the business is a certified Small Business Enterprise, the local business location must have served as the place of employment for one full time employee); 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.</p> <p><input checked="" type="checkbox"/> Place a check mark here only if affirming Proposer meets the requirements for Local Preference. Failure to affirm this certification at this time may render the Proposer ineligible for Local Preference.</p> <p>IN ACCORDANCE WITH CFR 200.319(b), LOCAL PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.</p>			
<p>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.</p> <p><input type="checkbox"/> 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 the proposal.</p> <p>IN ACCORDANCE WITH CFR 200.319(b), LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.</p>			
<p>SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (if applicable):</p>			

A Small Business Enterprise (SBE) must be certified by the Division of Small Business Development (SBD) 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 SBD 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.

Place a check mark here **only** if affirming Proposer is a Miami-Dade County Certified Small Business Enterprise.

IN ACCORDANCE WITH CFR 200.319(b), SMALL BUSINESS ENTERPRISE MEASURES SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST, THE SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN PETROLEUM ENERGY SECTOR LIST, OR THE SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL 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, or the Scrutinized Companies that Boycott Israel List, as those terms are used and defined in sections 287.135, 215.473, and 215.4725 of the Florida Statutes. 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, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

OR


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 this event, the Proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 and/or 215.4725 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 could be applicable.

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, Proposer agrees 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 4/4/22 *
Representative's Name: Neisen O. Kasdin *	
Representative's Title: Co-Office Managing Partner *	

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 4/4/22 *
Representative's Name: Neisen O. Kasdin *	
Representative's Title: Co-Office Managing Partner *	

SUBCONTRACTING FORM

Solicitation Number RFQ-01980

*Vendor Name *FEIN #

Complete "A" or "B":

- A. No subcontractors or direct suppliers will be utilized pursuant to this solicitation.
- B. The below listed subcontractors and/or suppliers will be utilized pursuant to this solicitation:

Business Name and Address of First Tier Subcontractor/ Subconsultant	Name of Principal Owner	Scope of Work to be Performed by Subcontractor Subconsultant	Subcontractor/ Subconsultant License (if applicable)
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Business Name and Address of First Tier Direct Supplier	Name of Principal Owner	Supplies, Materials, and/or Services to be Provided by Supplier	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
<input type="text"/>	<input type="text"/>	<input type="text"/>	

And

Below and/or attached is a detailed statement of the firm's policies and procedures for awarding subcontractors:

(Duplicate this form if additional space is needed to provide the required information)

When Subcontracting is allowed and subcontractors will be utilized, the Contractor shall comply with Section 2-8.8 of the Code – Fair Subcontracting Practices: (1) Prior to contract award, the Bidder shall provide a detailed statement of its policies and procedures for awarding subcontracts and (2) As a condition of final payment under a contract, the Contractor shall identify subcontractors used in the work, the amount of each subcontract, and the amount paid and to be paid to each subcontractor via the BMWS at <http://mdcsbd.gob2g.com>.

Pursuant to Section 2-8.1(f) of the Code – Listing of subcontractors required on certain contracts, for all contracts which involve the expenditure of one hundred thousand dollars (\$100,000) or more, the entity contracting with the County must report to the County the race, gender, and ethnic origin of the owners and employees of its first tier subcontractors and suppliers via the BMWS at <http://mdcsbd.gob2g.com>. The race, gender, and ethnic information must be submitted via BMWS as soon as reasonably available and, in any event, prior to final payment under the Contract. The Contractor 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.

I certify that the information contained in this form is to the best of my knowledge true and accurate.

*Signature of Vendor's Representative
 *Print Name
 *Print Title
 *Date



LOBBYIST REGISTRATION AFFIDAVIT

(For an Oral Presentation and/or Recorded Negotiation Meeting or Sessions)

Legal Entity's Name:

Address: City, State and Zip Code:

Business Telephone: E-mail:

Solicitation/Contract No. and Title:

Below listed individuals are authorized to participate in 1) an oral presentation before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or 2) recorded negotiation meeting or sessions, involving the above-referenced procurement matter.

NAME	TITLE	EMPLOYER	E-MAIL	MIAMI-DADE COUNTY ISD OFFICE USE ONLY SIGNATURE
Richard Pinsky	Public Policy Manager	Akerman LLP	richard.pinsky@akerman.com	
Jose A. Villalobos	Of Counsel	Akerman LLP	jose.villalobos@akerman.com	

(ATTACH ADDITIONAL SHEETS AS NECESSARY)

For the sole purpose of an oral presentation and/or recorded negotiation meeting and sessions, the listed individuals **shall not** be required to separately register as lobbyists or pay any registration fees, in accordance with [Ordinance No. 21-73, Relating to Conflict of Interest and Code of Ethics](#). The Lobbyist Registration Affidavit (*this Affidavit*) shall list all technical experts or employees of Principal whose normal scope of employment does not include lobbying and whose sole participation involves appearance at the meeting.

No individual shall appear before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or recorded negotiation meeting or sessions involving the above-referenced procurement matter, unless specifically listed herein or registered as a lobbyist with the Clerk of the Board and has paid all applicable fees.

Nothing contained herein shall prohibit the Principal from amending any filed Lobbyist Registration Affidavit if any information changes and/or if additional individuals are authorized (by Principal) to participate in an oral presentation and/or recorded negotiation meeting and sessions. Amended Affidavit shall be filed by County Procurement staff with the Clerk of the Board, prior to the oral presentation and/or recorded negotiation meeting or sessions.

Written Declaration: Pursuant to §92.525, Florida Statutes, under penalties of perjury, I declare that I have read the foregoing Affidavit and that the facts stated in it are true, accurate, and complete.

MDC080

Signature of Authorized Representative (Principal):



Printed Name of Authorized Representative (Principal):

Title: Date:

Supplier: Akerman LLLP



Submittal Form

Solicitation No. RFQ-01980 Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL			
Proposer Legal Company Name (include d/b/a if applicable): Akerman LLP*		Proposer Federal Tax Identification Number: 59-3117860*	
If Corporation - Date Incorporated/Organized: N/A		State Incorporated/Organized: N/A*	
Company Operating Address: Three Brickell City Centre, 98 Southwest Seventh Street, Suite 1100*		City Miami*	State Florida*
Miami-Dade County Address (if applicable): Three Brickell Centre, 98 Southeast Seventh Street, Suite 1100		City Miami	State Florida
Zip Code 33131*		Zip Code 33131	
Company Contact Person: Jose A. Villalobos*		Email Address: jose.villalobos@akerman.com*	
Phone Number (include area code): 3053745600*		Company's Internet Web Address: www.akerman.com	
<p>Pursuant to Section 2-8.6 of the Code of Miami-Dade County (County), 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 at the time of proposal submission.</p> <p><input type="checkbox"/> Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.</p>			
<p>Pursuant to Section 2-11.1 (c) and (d) of the Code of Miami-Dade County, please respond to the following questions posed.</p> <p>1. ARE ANY <u>OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST</u> IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE(S)? <input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>2. ARE ANY <u>IMMEDIATE FAMILY MEMBERS</u> OF THE COMPANY'S OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE? <input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>Note: The County reserves the right to request and evaluate additional information from any Proposer regarding Proposer's responsibility after the submission deadline, as the County deems necessary.</p>			
<p>LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, and pursuant to Section 2-8.5 of the Code of Miami-Dade County, a "local business" is a business located within the limits of Miami-Dade County, that has a valid Local Business Tax Receipt issued by Miami-Dade County at least one year prior to proposal submission; has a physical business address located within the limits of Miami-Dade County from which business is performed and which served as the place of employment for at least three full time employees for the continuous period of one year prior to proposal submittal (by exception, if the business is a certified Small Business Enterprise, the local business location must have served as the place of employment for one full time employee); 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.</p> <p><input checked="" type="checkbox"/> Place a check mark here only if affirming Proposer meets the requirements for Local Preference. Failure to affirm this certification at this time may render the Proposer ineligible for Local Preference.</p>			

IN ACCORDANCE WITH CFR 200.319(b), LOCAL PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

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 the proposal.**

IN ACCORDANCE WITH CFR 200.319(b), LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (if applicable):

A Small Business Enterprise (SBE) must be certified by the Division of Small Business Development (SBD) 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 SBD 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.

Place a check mark here **only** if affirming Proposer is a Miami-Dade County Certified Small Business Enterprise.

IN ACCORDANCE WITH CFR 200.319(b), SMALL BUSINESS ENTERPRISE MEASURES SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST, THE SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN PETROLEUM ENERGY SECTOR LIST, OR THE SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL 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, or the Scrutinized Companies that Boycott Israel List, as those terms are used and defined in sections 287.135, 215.473, and 215.4725 of the Florida Statutes. 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, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

OR

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 this event, the Proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 and/or 215.4725 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 could be applicable.

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, Proposer agrees 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: Neisen Kaskin*	Date 4/7/2022*
Representative's Name: Neisen O. Kasdin*	
Representative's Title: Co-Office Managing Partner*	

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:**

Neisen Kasdin*

Date

4/7/2022*

Representative's Name:

Neisen O. Kasding*

Representative's Title:

Co-Office Managing Partner*

Supplier: Akerman LLP

SUBCONTRACTING FORM

Solicitation Number RFQ-01980

*Vendor Name Akerman LLP *FEIN # 59-3117860

Complete "A" or "B":

- A. No subcontractors or direct suppliers will be utilized pursuant to this solicitation.
- B. The below listed subcontractors and/or suppliers will be utilized pursuant to this solicitation:

Business Name and Address of First Tier Subcontractor/ Subconsultant	Name of Principal Owner	Scope of Work to be Performed by Subcontractor Subconsultant	Subcontractor/ Subconsultant License (if applicable)
Business Name and Address of First Tier Direct Supplier	Name of Principal Owner	Supplies, Materials, and/or Services to be Provided by Supplier	

And

Below and/or attached is a detailed statement of the firm's policies and procedures for awarding subcontractors:

(Duplicate this form if additional space is needed to provide the required information)

When Subcontracting is allowed and subcontractors will be utilized, the Contractor shall comply with Section 2-8.8 of the Code – Fair Subcontracting Practices: (1) Prior to contract award, the Bidder shall provide a detailed statement of its policies and procedures for awarding subcontracts and (2) As a condition of final payment under a contract, the Contractor shall identify subcontractors used in the work, the amount of each subcontract, and the amount paid and to be paid to each subcontractor via the BMWS at <http://mdcsbd.gob2g.com>.

Pursuant to Section 2-8.1(f) of the Code – Listing of subcontractors required on certain contracts, for all contracts which involve the expenditure of one hundred thousand dollars (\$100,000) or more, the entity contracting with the County must report to the County the race, gender, and ethnic origin of the owners and employees of its first tier subcontractors and suppliers via the BMWS at <http://mdcsbd.gob2g.com>. The race, gender, and ethnic information must be submitted via BMWS as soon as reasonably available and, in any event, prior to final payment under the Contract. The Contractor 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.

I certify that the information contained in this form is to the best of my knowledge true and accurate.

Neisen Kasdin

Neisen O. Kaskin

CoOffice Managing Partner

4/7/2022

***Signature of Vendor's Representative**

***Print Name**

***Print Title**

***Date**

Supplier: **Akerman LLP**



LOBBYIST REGISTRATION AFFIDAVIT
(For an Oral Presentation and/or Recorded Negotiation Meeting or Sessions)

Legal Entity's Name: **Akerman LLP**

Address: **98 Southeast Seventh Street** City, State and Zip Code: **Miami Florida, 33131**

Business Telephone: **3053745600**E-mail: **neisen.kasdin@akerman.com**

Solicitation/Contract No. and Title: **#10980 Governmental Representation for Consulting Services in Tallahassee, FL**

Below listed individuals are authorized to participate in 1) an oral presentation before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or 2) recorded negotiation meeting or sessions, involving the above-referenced procurement matter.

NAME	TITLE	EMPLOYER	E-MAIL	MIAMI-DADE COUNTY ISD OFFICE USE ONLY SIGNATURE
Richard Pinsky	Public Policy Manager	Akerman LLP	richard.pinsky@akerman.com	
Jose A. Villalobos	Of Counsel	Akerman LLP	jose.villalobos@akerman.com	

(ATTACH ADDITIONAL SHEETS AS NECESSARY)

For the sole purpose of an oral presentation and/or recorded negotiation meeting and sessions, the listed individuals **shall not** be required to separately register as lobbyists or pay any registration fees, in accordance with Ordinance No. 21-73, Relating to Conflict of Interest and Code of Ethics. The Lobbyist Registration Affidavit (*this Affidavit*) shall list all technical experts or employees of Principal whose normal scope of employment does not include lobbying and whose sole participation involves appearance at the meeting.

No individual shall appear before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or recorded negotiation meeting or sessions involving the above-referenced procurement matter, unless specifically listed herein or registered as a lobbyist with the Clerk of the Board and has paid all applicable fees.

Nothing contained herein shall prohibit the Principal from amending any filed Lobbyist Registration Affidavit if any information changes and/or if additional individuals are authorized (by Principal) to participate in an oral presentation and/or recorded negotiation meeting and sessions. Amended Affidavit shall be filed by County Procurement staff with the Clerk of the Board, prior to the oral presentation and/or recorded negotiation meeting or sessions.

Written Declaration: Pursuant to §92.525, Florida Statutes, under penalties of perjury, I declare that I have read the foregoing Affidavit and that the facts stated in it are true, accurate, and complete.

Signature of Authorized Representative (Principal): **Neisen Kasdin**

Printed Name of Authorized Representative (Principal): **Neisen O. Kasdin**

Title: **Co-Office Managing Partner** Date: **4/7/2022**

Supplier: Akerman LLP

**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 Officer overseeing this solicitation/contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: "Pursuant to Florida Statutes s. 92.525, under penalties of perjury....." vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.

Contract No. :RFQ #01980	Federal Employer Identification Number (FEIN):59-3117860
---------------------------------	---

Contract Title:Governmental Representations and Consulting Services in Tallahassee, FL

Neisen O. Kasdin	Co-Office Managing Partner	Neisen Kasdin
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant

Akerman LLP)	4/7/2022
Name of Firm	Date

Three Brickell City Centre, 98 Southeast Seventh Street, Suite 1100	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 _____ by _____

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

Signature of Notary Public

Serial Number

Print or Stamp of Notary Public

Expiration Date

Notary Public Seal

rev. COVID-19 declared emergency

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-01980--01-01	Governmental Representation	Supplier Product Code:	First Offer -	1 / each	Y	Y
Supplier Total						\$0.00

GrayRobinson, P.A.

Item: **Governmental Representation**

Attachments

Miami-Dade County RFQ No. 01980 - GrayRobinson Response.pdf

MIAMI-DADE COUNTY

Request for Qualifications (RFQ) No. 01980

Governmental Representation and Consulting Services in Tallahassee, FL

April 8, 2022

GRAYROBINSON

ATTORNEYS | LOBBYISTS | CONSULTANTS



SUN CITY
STRATEGIES

PRESENTED BY

Joseph R. Salzverg, Shareholder & Dean Cannon, President and CEO
GrayRobinson, P.A.

301 South Bronough Street, Suite 600
Tallahassee, FL 32301

joseph.salzverg@gray-robinson.com | dean.cannon@gray-robinson.com

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PROPOSER'S EXPERIENCE, QUALIFICATIONS, PAST PERFORMANCE AND CAPABILITIES

1. Executive Summary

Provide an Executive Summary with information for reviewers to become familiar with the Proposal and Proposer's ability to satisfy the services requested. Include any unique qualifications.

On behalf of GrayRobinson and Sun City Strategies (the "team"), we are pleased to offer this proposal to continue providing governmental representation and consulting services in Tallahassee, Florida, to Miami-Dade County (the "County"). The enclosed proposal sets forth, in detail, the team's professional experiences, accomplishments, and qualifications making this cooperative effort exceptionally well suited to continue our successful representation of the County.

By bringing together two firms with an esteemed combination of experience and expertise, the County has access to more than 155 years of combined legislative and executive branch experience. For more than five decades, our professionals have been devoted to federal, state, and local advocacy on behalf of Florida's local governments, and we strongly believe in utilizing the legislative and appropriations process for the direct benefit of local communities and citizens. We are passionate about the growth and betterment of our state, and that includes supporting the fortitude of the communities where we live and work. We have a vested interest in the success of Miami-Dade County. Not only has our team represented the interests of the County for the past five years, but also many of our advisors and attorneys began their careers by or devoted portions of them to serving Floridians in the Legislature, the Governor's Office, and state agencies. Our combined firms include two former Speakers of the Florida House of Representatives; a former State Senator; former Florida House and Senate General Counsel; former Florida Governor Chief of Staff; former counsel to the Speaker of the Florida House; former Chair of the Miami-Dade Legislative Delegation; former Secretary of the Florida Department of Environmental Protection; and former local government finance and policy experts. This inside experience enables us to provide the County with a unique perspective on the most efficient means of meeting your goals and objectives within the halls of government.

In addition to our depth of specialized policy experience regarding local government, GrayRobinson professionals offer the perspective of some of the most experienced legislative and executive branch leaders in Florida. GrayRobinson President and CEO Dean Cannon served eight years in the Florida House of Representatives and two years as Speaker of the Florida House. In addition, Eduardo "Eddy" Gonzalez of Sun City Strategies served as Miami-Dade County Legislative Delegation Chair from 2012-2014. In addition, GrayRobinson recently merged with the Peebles, Smith & Matthews lobbying firm - joining forces with some of the strongest lobbyists in the state in the representation of local government entities with a particular focus on public finance and environmental policy affecting 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 collectively having served and advocated for five Governors, the team maintains excellent working relationships with all agency heads in the DeSantis administration. We have an excellent working relationship with Lieutenant Governor Jeanette Nunez, who served in the Legislature with team members Dean Cannon and Eddy Gonzalez, and superb relationships with Attorney General Ashley Moody, Chief Financial Officer Jimmy Patronis, Agriculture Commissioner Nikki Fried, and all of the prominent contenders in the upcoming 2022 election including Wilton Simpson as leading candidate

for Agriculture Commissioner. 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 us to advise local government clients on economic and fiscal trends, expenditure expectations, and leadership priorities.

In addition to the aforementioned, the team is very well-versed in assisting clients during emergencies and in times of great needed. The team served as a liaison between the Mayor’s Office and the Executive Office of the Governor throughout the COVID-19 pandemic, successfully working on FRS extension issues, input on Governor’s Executive Orders, advocating for additional testing and vaccine capacity in Miami-Dade County, and working tirelessly to strengthen the working relationship between the County and the DeSantis administration.

Due in large part to our excellent relationships with elected and appointed officials at the local and state levels, we have successfully represented public sector clients before Florida governmental entities on everything from legislative appropriations and procurement to utility projects, economic development, and tax incentives. Currently providing government affairs and lobbying representation to more than 40 local cities, counties, and local government entities, our professionals are highly involved in Florida’s government and political processes, and we understand how state and local government truly work.

Our team’s success in helping navigate our clients to victory within the halls of government is evident in our recognition as the “Legal-Lobbying Firm of the Year” by *INFLUENCE Magazine* in 2019 and 2021, and our recurring position on the Florida Politics list of the top lobbying firms in the state. With registered state and federal lobbyists, GrayRobinson professionals are members of countless organizations and recipients of multiple awards and accolades, including:

- AV Preeminent® ratings, *Martindale-Hubbell*
- Government Relations Practice, *Best Lawyers in America*
- Lawyer of the Year, Government Relations Practice, *Best Lawyers in America*
- Ones to Watch, *Best Lawyers in America*
- 40 Under 40, *Business Journal*
- Most Influential Businessperson, *Business Journal*
- Home Rule Hero Award, Florida League of Cities
- 30 Under 30 Rising Star, *Florida Politics*
- Florida Politician of the Decade, *Florida Politics*
- Legal Elite, Government and Administrative Law, *Florida Trend*
- Florida's 500: Florida's Most Influential Business Leaders, *Florida Trend*
- Lobbying Industry's Rising Star, *INFLUENCE Magazine*
- Legal-Lobbying Firm of the Year, *INFLUENCE Magazine*

Most importantly, the team’s work on behalf of the County is currently in full gear. As we develop this proposal, the team is actively working for the County to advance the County’s Reasonable Assurance Plan (RAP) at the Florida Department of Environmental Protection (DEP), including advising DERM on a bi-weekly basis in order to make the County eligible for additional grant funding opportunities this September. Achieving the County’s objectives is, and will continue to be, the team’s top priority.

Our team of professionals stands ready to continue our work - ensuring the success of the County’s legislative, regulatory, and funding priorities. It is my hope that the County will recognize the outstanding qualifications of our professionals and favorably consider this proposal. Thank you for the opportunity to submit this proposal. We would consider it an honor and a privilege to continue our representation of Miami-Dade County.

Regards,



Joseph R. Salzverg
Shareholder
GrayRobinson, P.A.



Dean Cannon
President and CEO
GrayRobinson, P.A.

2. Describe the Proposer

(a) State the number of years that the Proposer has been in existence.

GrayRobinson was incorporated on August 26, 1970. The firm has been in existence for 51 years.

(b) History and background.

GrayRobinson was founded in Orlando in 1970 as Gray, Harris, Adams & Robinson, P.A. In 1981, the name changed to Gray, Harris & Robinson, P.A., and in 2003, it was changed to its present name, GrayRobinson, P.A.

GrayRobinson expanded its presence into Florida’s Space Coast in January 1990 by merging with Kirschenbaum and Peebles, an established Brevard County firm. In January 1996, GrayRobinson merged with the Melbourne firm of Nohrr & Nohrr and moved its Brevard County headquarters to Melbourne. Later that year, the firm continued its statewide expansion, establishing an office in Tallahassee to create a permanent presence in the state capital and further expand its government affairs practice.

GrayRobinson expanded into the Tampa market in September 2000 and merged with Shackelford, Farrior, Stallings & Evans, a firm with nearly a century of history in Tampa. The merger solidified the firm's presence along the "I-4 Corridor" - a magnet for many new companies and industries. Furthering expansion along the I-4 Corridor, GrayRobinson merged with Lane, Trohn, Bertrand & Vreeland, one of the largest firms in Lakeland, in January 2001.

GrayRobinson continued expanding throughout Florida, opening a Key West office in December 2003, a Naples office in August 2004, a Jacksonville office in November 2004, a Fort Lauderdale office in June 2005, a Miami office in October 2007, a Gainesville office in January 2013, a Boca Raton office in April 2013, a Fort Myers office in September 2015, and a West Palm Beach office in January 2018.

Expansion to the firm’s government affairs and lobbying team came in May 2016, when Dean Cannon’s lobbying firm, Capitol Insight, joined GrayRobinson. Effective February 1, 2019, GrayRobinson announced its acquisition of Eris Group in Washington, D.C., extending the firm’s capabilities beyond Florida and expanding its capacity to serve clients with federal lobbying needs. In 2022, Florida lobbying firm Peebles, Smith & Matthews joined the ranks of GrayRobinson to further solidify the firm’s reputation as one of the most influential and successful lobbying firms in Florida.

(c) Tax status.

GrayRobinson is a C-Corp.

(d) Principals, officers, owners, board of directors and/or board of trustees.

GrayRobinson is a corporate Professional Association of which all shareholders own equal shares yielding less than 1% per shareholder. Dean Cannon is the President and CEO of GrayRobinson. Byrd F. "Biff" Marshall, Jr. serves as board chair and J. Charles "Charlie" Gray serves as chair emeritus and founding director of GrayRobinson. Additional board members include, Treasurer Michael E. Neukamm, Secretary Mark D. Schellhase, Assistant Treasurer Jason Unger, and Assistant Secretary and General Counsel Mayanne Downs.

(e) Total current number of employees and the current number of professional employees by classification.

GrayRobinson currently employs 539 individuals. Professional employees by classification include:

- Shareholder - 154
- Associate - 43
- Of Counsel - 49
- Advisor/Government Consultant - 11
- Paralegal - 46
- Professional Support Staff - 131
- Administrative Staff - 105

(f) The primary markets served.

Our professionals service clients throughout the state of Florida, our nation's capital, across the country, and all over the world from our offices in Miami, Boca Raton, Fort Lauderdale, Fort Myers, Gainesville, Jacksonville, Key West, Lakeland, Melbourne, Naples, Orlando, Tallahassee, Tampa, West Palm Beach, and Washington, D.C.

3. Proposer's Past Performance and Experience

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 firms are distinctive in their approach to client service and staffing. Team members work together in a fully integrated dynamic to achieve a client's goals. This maximizes individual team member strengths, provides for succinct organizational communication, and amplifies our effectiveness. In addition to the team's own experience, we have the ability to call upon the experience and qualifications of nearly 300 GrayRobinson attorneys, government advisors, and other professional staff. These attorneys and advisors come from various professional backgrounds, including government and private industry. We differentiate ourselves from others in our field through the seamless connection of legal experience and lobbying capability. Lobbyists and attorneys work collaboratively at the local government level, the legislative branch, the executive branch, and the Governor's Office in Tallahassee year-round. As a full-service lobbying and law firm, GrayRobinson has the vision and experience to meet and exceed your expectations and help you implement your long-term goals. We are able to understand the implications legislation has on our clients in ways other lobbying firms may not be as equipped to do. We know what steps to take when our clients prove a fundamental need for a change in Florida law. We know where to go to find money for projects due to our unparalleled connections throughout the state. Where it makes sense to do so, we are able to help our clients overcome legal obstacles through the development and amendment of policy. We serve our local government clients where they will find the most value in our representation - at the intersection of law and politics.

a) strong working knowledge of legislative, administrative, and regulatory processes at the state level

Our team is comprised of numerous skilled lobbyists and attorneys working collaboratively at all levels of government. By leveraging our strong Florida relationships and our decades of combined experience, our professionals are at the forefront of emerging legislative, regulatory, and legal issues. The team is heavily engaged in the business of federal, state, local, and other intergovernmental lobbying services year-round, having built our proficiency over more than five decades.

Our team has the knowledge and the long-term experience essential to preparing legislation, identifying funding sources, and successfully shepherding specific appropriations through the legislative process. We continuously monitor all legislative bill filings, appropriations requests, amendment filings, and grant opportunities. As importantly, our team is skilled in defeating unfriendly legislation, as we often do for the County, and attempts to reduce or eliminate appropriations line items and proviso language. By identifying the champions and supporters of our clients’ goals, we foster strong relationships to promote their priorities and create the necessary defenses to protect their objectives.

We have assembled the County’s team strategically in order to provide you with the most diverse legal, policy, budgetary, and political backgrounds and skillsets. As mentioned, our combined firms bring together two former Speakers of the Florida House of Representatives; a former State Senator; former Florida House and Senate General Counsel; former Florida Governor Chief of Staff; former counsel to the Speaker of the Florida House; two former state agency secretaries; local government finance and policy experts; and a former Chair of the Miami-Dade Legislative Delegation. The combined experience of these members undoubtedly affirms the team’s strong working knowledge of legislative, regulatory, and administrative processes at the state level.

b) clear understanding of large urban areas, including specific knowledge of Miami-Dade County

The County’s team includes Eduardo “Eddy” Gonzalez, a former Hialeah City Commissioner, and member of the Florida House, who served as Chair of the Miami-Dade County Legislative Delegation from 2012 to 2014. Eddy continues to reside in Miami-Dade County, as does Miami-Dade County native Joseph Salzverg, and our team members possess a clear understanding of challenges and issues facing large urban areas. For example, GrayRobinson professionals have represented Broward County, Monroe County, consolidated Jacksonville/Duval, and multiple entities along the I-4 corridor. Some of our 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, several team members have experience working with the Florida Association of Counties’ Urban Caucus and the Florida Urban Partnership (comprised of Florida’s 10 most populated cities). Our current roster of state lobbying clients includes more than 40 Florida cities, counties, and special districts located throughout the state, as well as the Florida League of Cities and the Florida Association of Counties. Through these representations, we have gained invaluable experience and skill representing large urban areas before the legislative and executive branches of state government.

In addition, for the last five years the team has enjoyed the privilege of representing and working alongside the County to advocate for (and against) policy and regulatory issues and in support of the County's various funding objectives. We are invested in the County's prosperity, and we look forward to continuing our pursuit of the goals of the Commission, the County, and its citizens in the 2023 Legislative Session and beyond. As a result of providing state lobbying services to the County for the past five years, the team has a thorough understanding of the work to be done. We commit to continue providing these services to the County and welcome the opportunity.

c) history of successful lobbying experience at the state level

The team has represented local government clients on a wide range of issues, from land use to appropriations, economic development to utilities, and everything in between. We are active in the political process, maintaining close and meaningful relationships with legislators, statewide and local political leaders, and elected and appointed officials within Miami-Dade County. We have earned a reputation for providing exceptional advocacy through a proactive and organized team approach. We take pride in selecting the team best suited to meet our clients’ needs, entrenching ourselves in the issues, and creating a proactive plan tailored to their objectives. We are in constant contact with our clients to discuss the ever-changing political environment and advise whether we stay on course or alter our path to success.

In addition to our representation of Miami-Dade County, GrayRobinson professionals are registered state lobbyists for the Florida Association of Counties (FAC). We regularly work with FAC in support or opposition of legislation and agency rules or regulations, and we look forward to continuing our collaboration with the Association on behalf of the County. GrayRobinson is a founding member of Floridians for Better Transportation, is very active in and registered state lobbyists for the Florida League of Cities, partners with and maintains an active membership in the Florida Airports Council, and work closely in partnership with the Florida Ports Council and maintains active involvement in their legislative division. GrayRobinson also maintains a long-held gubernatorial-appointed seat on the board of Enterprise Florida, the state’s public-private-partnership economic development arm.

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 funding of the Florida Keys Stewardship Act.

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

We understand success requires working as a team, providing innovative and forward-thinking consulting on a year-round basis, as well as assessing and adapting strategies throughout the process to deliver results for our clients. Team professionals are *unrelenting* in our commitment to serving our clients’ needs, *undeterred* by the complexity of the issues we face, and *unwavering* in our support of the communities where we work. With a proud history of serving public entities, we are confident there is no team more uniquely qualified and prepared to represent the County before key legislators and members of the executive branch. Our efforts during the onset of the COVID-19 pandemic – interacting with the Executive Office of the Governor, Division of Emergency Management, Department of Management Services, Department of Health, and the Department of Transportation – showcase our ability and proficiency at lobbying Florida’s executive branch. Further, we are supremely confident in the effectiveness of both our network of relationships and connections in Tallahassee and Miami-Dade County, and our subject matter expertise in support of our public sector clients. We look forward to continuing to prove our abilities to the County in the 2023 Legislative Session and beyond. While our approach to representing the County will be outlined in further detail below, we hope the professional accomplishments of individual team members sufficiently speak to our ability to continue the development and execution of a strategy for representing the County at meetings with key legislators and members of the executive branch.

4. Comparable Contracts

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:

- **client**
 - **description of work**
 - **total dollar value of the contract**
 - **dates covering the term of the contract**
 - **client contact person and email**
 - **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: \$96,000 per year

Dates covering the term of the contract: 2012 - present

Client contact and email: Roman Gastesi, County Administrator | gastesi-roman@monroecounty-fl.gov

Statement of whether Proposer was the prime contractor or subcontractor: Prime

Client: Orange 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: \$112,000 per year

Dates covering the term of the contract: 2019 - present

Client contact and email: Kelley Teague, Director, Legislative Affairs | kelley.teague@ocfl.net

Statement of whether Proposer was the prime contractor or subcontractor: Prime

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 per year

Dates covering the term of the contract: 2000 - present

Client contact and email: Kyle Shephard, Director, Intergovernmental Relations | kyle.shephard@orlando.gov

Statement of whether Proposer was the prime contractor or subcontractor: Prime

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: \$90,000 per year.

Dates covering the term of the contract: 1999 - present

Client contact and email: Ian Whitney, Manager, Intergovernmental Relations | ian.whitney@tampagov.net

Statement of whether Proposer was the prime contractor or subcontractor: Prime

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: \$120,000 per year.

Dates covering the term of the contract: 2011 - present

Client contact and email: Roget Bryan, Village Attorney | roget.bryan@islamorada.fl.us

Statement of whether Proposer was the prime contractor or subcontractor: Prime

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 per year.

Dates covering the term of the contract: 2008 – present

Client contact and email: Shawn Smith, City Attorney | sdsmith@cityofkeywest-fl.gov

Statement of whether Proposer was the prime contractor or subcontractor: Prime

5. Miami-Dade County Contracts

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:

- **name of the County Department which administers or administered the contract**
- **description of work**
- **total dollar value of the contract**
- **dates covering the term of the contract**
- **County contact person and email**
- **statement of whether Proposer was the prime contractor or subcontractor**

-
- *Name of the County Department which administers or administered the contract:* County Attorney Office
 - *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 email:* Hugo Benitez, Assistant County Attorney | heb2@miamidade.gov
 - *Statement of whether Proposer was the prime contractor or subcontractor:* Subcontractor (subcontracted by Ashurst, LLP)

-
- *Name of the County Department which administers or administered the contract:* County Attorney's Office
 - *Description of work:* Governmental representation before the executive and legislative branches of the state government.
 - *Total dollar value of the contract:* \$96,000 per year
 - *Dates covering the term of the contract:* 2018 - Present

- *County contact person and email:* Jess McCarty, Executive Assistant County Attorney
jess.mccarty@miamidade.gov
- *Statement of whether Proposer was the prime contractor or subcontractor:* Prime

- *Name of the County Department which administers or administered the contract:* Finance Department, Bond Administration Division
- *Description of work:* Disclosure Counsel
- *Total dollar value of the contract:* Variable
- *Dates covering the term of the contract:* 2018 - Present
- *County contact person and email:* Arlesa Wood, Bond Administration Division Director
arlesa.wood@miamidade.gov
- *Statement of whether Proposer was the prime contractor or subcontractor:* Prime (Senior Counsel)

6. Fulfillment of Scope

Confirm Proposer’s ability to fulfill all elements of the Scope of Services, including the services in Section 2.3, Services to be Provided and Section 2.4, Optional Services.

We confirm our ability to fulfill all elements of the Scope of Services, including the services in Section 2.3. We also confirm our ability to provide the optional services in section 2.4, and are happy to provide the referenced office space and ancillary services.

7. Reporting Requirements

Specifically 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 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. Per the County’s Scope of Services, we will provide weekly updates during legislative session as we have done for the last five years. In addition, we list our cell phones on our business cards so our 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 impacting our clients, both positive and negative, we alert them. This is especially so with funding issues.

The team will continue to monitor developing, proposed, promulgating, or administered policies, rules, regulations, and laws impacting the County through LobbyTools, our primary bill tracking and monitoring system. LobbyTools enables us to research bills, PCBs, statutes, legislators, committees, calendars, Florida and national

news, press releases, and other essential information relating to the County's interests. We generate customized reports to include targeted, up-to-date information and provide these reports to the County regularly as outlined in the scope of services. Additionally, we have strong relationships with staff and various members of Florida's state agencies, and we will continue to utilize these relationships to assist in monitoring and reporting all activity relevant to the County.

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

The reports provided to Miami-Dade County will continue to be provided in a format, and with a level of detail, acceptable to the County. The reports will be provided to the Chairman and Members of the Board of County Commissioners, Commission Auditor, and Office of Intergovernmental Affairs. Reports 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 A of this document for sample reports.

In addition to scheduled reporting as identified in the RFQ document, GrayRobinson's government affairs and lobbying group publishes a weekly newsletter for all clients during and outside of legislative session. "Capitol Beats" provides federal, state, and local political news updates of importance to our clients each week.

Lastly, GrayRobinson hosts internal seminars and Community Leader Forums (CLFs) frequently in our markets throughout the state. We bring together clients, lobbyists, attorneys, political leaders, and friends of the firm to hear high-profile business leaders, community leaders, and elected officials discuss issues of importance to business and the State of Florida. We can also use these opportunities to introduce County leadership to other political leaders. We also invite County designees to attend pre- and post- "Session Wrap-Up" seminars we host each year, across the state.

SUBCONTRACTORS AND KEY PERSONNEL PERFORMING SERVICES

8. Subcontractors

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

Eduardo S. Gonzalez, President

Sun City Strategies, LLC

7625 W 14th Ct

Hialeah, Florida 33014

Eduardo "Eddy" Gonzalez is the President of Sun City Strategies. Eddy served on the City of Hialeah's Water and Sewer Board, was appointed as Councilmember to the City of Hialeah, and was reelected subsequently until 2006. In 2003, he was appointed by former Governor Jeb Bush to serve a two-year term on the State Legislative Committee on Inter-governmental Relations. Eddy then joined the Executive Board of the Miami-Dade County League of Cities, where he served as President. He additionally served as an Executive Committee Member of the Florida League of Cities. In 2006, Eddy was elected to the Florida House of Representatives where he served until 2014. Throughout his tenure, he served on many House Committees, including Appropriations, Higher Ed, K-12, Health Innovation, Health and Human Services, and served as Chair of the Local and Federal Affairs Committee. In 2012, Eddy was elected Chair of the Miami-Dade Legislative Delegation.

In addition to Miami-Dade County and other private sector organizations, Eddy is a registered state lobbyist for the City of Doral, City of Hialeah, City of Hialeah Gardens, City of West Miami, Hialeah Housing Authority, Miami Fraternal Order of Police Lodge #20, Miami-Dade County Public Schools, and the Town of Miami Lakes.

William McRea, Associate

Sun City Strategies, LLC

7625 W 14th Ct

Hialeah, Florida 33014

William "Will" McRea is an Associate at Sun City Strategies. He is a Miami native with several years of experience in Florida's political and public policy arenas. He began working in the public sector as the Deputy City Clerk for the City of Hialeah Gardens in 2011. He later served as a Legislative Assistant to Florida State House Representative Eduardo Gonzalez and thereafter, Florida State Senator Anitere Flores. William left the Legislature to attend law school at St. Thomas University School of Law. While in law school, William was the President of the Student Bar Association and served as the Managing Editor of the Journal of Complex Litigation. He is a Florida Bar licensed attorney.

9. Key Personnel Organizational Chart

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

MIAMI-DADE COUNTY DEDICATED TEAM



JOSEPH SALZVERG - CO-TEAM LEAD
SHAREHOLDER
GRAYROBINSON



DEAN CANNON - CO-TEAM LEAD
PRESIDENT & CEO
GRAYROBINSON

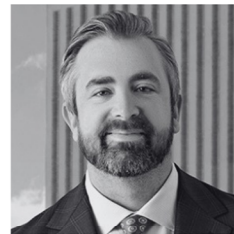
As team leads, Joseph and Dean will monitor and measure the team’s performance as it relates to the overall client relationship through regular client satisfaction and performance discussions with the County.



ANGELA DRZEWIECKI
GOVERNMENT AFFAIRS ADVISOR
GRAYROBINSON



EDUARDO S. GONZALEZ
PRESIDENT
SUN CITY STRATEGIES



RYAN E. MATTHEWS
SHAREHOLDER
GRAYROBINSON



WILLIAM MCREA
ASSOCIATE
SUN CITY STRATEGIES



KIM MCDUGAL, PH.D.
SENIOR GOVT AFFAIRS ADVISOR
GRAYROBINSON



KIRK PEPPER
SENIOR GOVT AFFAIRS ADVISOR
GRAYROBINSON



JASON L. UNGER
GOVERNMENT AFFAIRS & LOBBYING SECTION CHAIR
TALLAHASSEE MANAGING SHAREHOLDER
GRAYROBINSON

10. Key Personnel Experience and Qualifications

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.

In addition to the following summaries, please see Appendix B for complete resumes of all team members including all experience, qualifications, and other vital information.

TEAM CO-LEAD – JOSEPH R. SALZVERG

Joseph is a Shareholder in GrayRobinson's Miami office and a Miami-Dade native with more than a decade of experience in Florida's political and public policy arenas. He has served as a campaign manager and political consultant to several members of the Miami-Dade Legislative Delegation dating back to the 2010 election cycle, and continues to enjoy very productive relationships with members of the delegation. Located in our Miami office and successfully representing many clients throughout Miami-Dade, Broward, Monroe, and Palm Beach Counties, Joseph has an intimate understanding of local issues. While in law school, Joseph served as a Legislative Analyst on the Regulatory Affairs Committee in the Florida House of Representatives. During this time, he was responsible for researching, analyzing, and drafting proposed legislation. Subsequently, he 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's familiarity with local issues and priorities will continue to be of great value as a team lead for the County. Lastly, as a registered lobbyist for the Florida Association of Counties and Florida League of Cities, Joseph is deeply involved in all issues affecting preemption, home rule, and municipalities.

As lead advisor on the GrayRobinson Miami-Dade team, Joseph will continue to set performance measurements and metrics for the team based on the County's specific needs and requirements. Not all clients are alike, and we provide counsel and advocacy the way each client prefers. Joseph will continue to monitor and measure the team's performance as it relates to the overall client relationship through regular client satisfaction and performance discussions with County designee(s).

TEAM CO-LEAD – DEAN CANNON

Dean is the President and CEO of GrayRobinson. Dean has close relationships with legislative and executive branch leadership, having been involved in government law, consulting, and lobbying for more than 23 years. He has practiced state and local government law and lobbying since 1995. Dean ceased lobbying prior to his election to the Florida House in 2004, and during his eight years in the Florida House. During his time in elected office, he played pivotal roles in education policy, property tax reform, growth management reform, health care and Medicaid reform, and significant transportation infrastructure policy initiatives, among many other areas. 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. After leaving the Florida House in 2012, Dean began his lobbying practice that continues today. Dean currently represents multiple Florida cities, counties, and private sector entities before the Florida Legislature, and as a former presiding officer, specializes in strategic, leadership, and appropriations issues for local government clients.

TEAM MEMBER - ANGELA M. DRZEWIECKI

Angela is a highly skilled government affairs advisor in GrayRobinson's Tallahassee office, where she brings over a decade of experience in government relations. She has successfully advocated for municipalities, trade associations, non-profits, and businesses before Florida's executive and legislative branches of government.

Angela focuses her practice on a myriad of issues, including local government matters, transportation, public safety, and legislative appropriations. She works with clients of all sizes to develop short-term and long-term strategies focused on achieving the client’s goals, whether those goals require a statutory change, procurement objectives, or legislative appropriation. Angela works tirelessly to advocate on behalf of her clients successfully and has secured millions of dollars in the state budget on their behalf. Before joining Gray Robinson, Angela worked for several high-profile lobbying firms in Florida, representing a wide variety of clients and supporting their diverse needs.

TEAM MEMBER - EDUARDO S. GONZALEZ

Eduardo “Eddy” Gonzalez is the President of Sun City Strategies. Eddy served on the City of Hialeah’s Water and Sewer board, was appointed as Councilmember to the City of Hialeah, and was reelected subsequently until 2006. In 2003, he was appointed by former Governor Jeb Bush to serve a two-year term on the State Legislative Committee on Inter-governmental Relations. Eddy then joined the Executive Board of the Miami-Dade County League of Cities, where he served as President. He additionally served as an Executive Committee Member of the Florida League of Cities. In 2006, Eddy was elected to the Florida House of Representatives where he served until 2014. Throughout his tenure, he served on many House Committees, including Appropriations, Higher Ed, K-12, Health Innovation, Health and Human Services, and served as Chair of the Local and Federal Affairs Committee. In 2012, Eddy was elected Chair of the Miami-Dade Legislative Delegation.

TEAM MEMBER – RYAN E. MATTHEWS

With an in-depth knowledge of the function and operation of local governments, municipal utilities, and Florida’s regulatory and permitting processes, Ryan concentrates his practice on environmental, land use, and local government issues. He is a recognized expert in environmental policy concerning natural resources with a focus on water quality and water supply. Prior to joining the private sector, Ryan served as the Secretary of the Florida Department of Environmental Protection (DEP) under the Rick Scott Administration, where he oversaw 3,000 employees and a \$1.6 billion budget to protect Florida’s natural resources. While at the department, Ryan led the beginning effort to delegate the Clean Water Act Section 404 program to the State of Florida, only the third state in the nation to achieve such delegation. During his time at DEP, he also served as Deputy Secretary for Regulatory Programs, where he oversaw the air, water, and waste regulatory divisions, which issue thousands of permits per year to regulated interests and the business community in Florida. As the Director of the Office of Water Policy, where he led the coordination and implementation of Florida’s statewide water policy, including oversight authority of the five water management districts, Ryan played a critical role in pursuing recurring funding for Alternative Water Supply projects in Governor Scott’s recommended budget, as well as increased funding for water quality monitoring, TMDLs, and springs. Cementing his experience with municipal issues, Ryan also served in the general counsel and legislative affairs offices of the Florida League of Cities and is a current lobbyist for the Florida Association of Counties, Florida League of Cities, Florida Municipal Electric Association, and numerous individual local governments.

TEAM MEMBER – KIM MCDUGAL, PH.D.

Kim is a Designated Professional Lobbyist with the Florida Association of Professional Lobbyists (FAPL), a broad-based organization committed to establishing and maintaining high ethical standards for professional advocates, and serves as a member of the FAPL Board of Directors. Prior to joining GrayRobinson, Kim served for 27 years in multiple leadership roles within the executive and legislative branches of Florida’s government, most recently as Chief of Staff to Florida Governor Rick Scott. As Chief of Staff, Kim was responsible for directly serving and advising the Governor on issues pertaining to more than 100,000 executive branch employees and administering

the state’s \$83 billion budget. Kim also served as Governor Scott’s Deputy Chief of Staff, Legislative Affairs Director, Education Policy Coordinator, and Policy Advisor during his successful reelection campaign. Kim also served on Governor Ron DeSantis’ Transition Advisory Committee for Education and Workforce Development. With her deep executive and legislative branch experience and as a current lobbyist for the Florida Association of Counties and multiple local governments and school boards, Kim has a profound understanding of the powers afforded Florida’s great counties.

TEAM MEMBER - WILLIAM MCREA

William “Will” McRea is an Associate at Sun City Strategies. He is a Miami native with several years of experience in Florida’s political and public policy arenas. He began working in the public sector as the Deputy City Clerk for the City of Hialeah Gardens in 2011. He later served as a Legislative Assistant to Florida State House Representative Eduardo Gonzalez and thereafter, Florida State Senator Anitere Flores. William left the Legislature to attend law school at St. Thomas University School of Law. While in law school, William was the President of the Student Bar Association and served as the Managing Editor of the Journal of Complex Litigation. He is a Florida Bar licensed attorney.

TEAM MEMBER – KIRK PEPPER

Kirk has extensive experience in the political arena, positioning him as a seasoned lobbyist, policy advisor, strategist, and confidant for his clients. Prior to lobbying, Kirk spent his earlier career working to elect candidates and advise elected officials ranging from city council members to the President of the United States. Kirk is entrenched in Florida politics on behalf of his clients and he maintains strong relationships with decision-makers. Using his insightful knowledge of the inner workings of Florida’s government, Kirk lobbies on behalf of a diverse group of clients ranging from start-ups and Fortune 100 companies to cities and counties. He works closely with his clients, collaborating with them to help navigate Florida’s complex statutory and regulatory landscape. As part of his practice, Kirk also uses his experience with the state legislature to help his clients achieve their state budget appropriation goals.

TEAM MEMBER - JASON L. UNGER

Jason chairs GrayRobinson’s Government Affairs and Lobbying Practice and is the Managing Shareholder of the firm’s Tallahassee office. A resident of Broward County before moving to Tallahassee in 1998, Jason has close ties to the local community, the Governor’s Office, and key state agencies, which will continue to be an asset in helping achieve the County’s legislative and regulatory priorities. Jason has served as special counsel to the Speaker of the Florida House, represented the Florida House in the 2002 and 2012 redistricting cycles, and represented members of the Florida Legislature in election law matters. Jason served on the Florida Supreme Court Judicial Nominating Commission (JNC) during the Charlie Crist, Rick Scott, and Ron DeSantis gubernatorial administrations. Initially appointed to the Florida Supreme Court JNC by Governor Crist in 2008, Governor Scott subsequently reappointed him in 2011 and 2016. Jason served as the Chair of the Florida Supreme Court JNC from 2009 to 2010 and from 2016 to 2019. In addition to his more than two decades of experience representing public and private entities before the legislative and executive branches of Florida’s government, Jason has successfully defended dozens of local governments in the claims bill process.

11. Available Hours

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.

Team members will continue to devote as many hours as are necessary to continue providing 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.

12. Key Personnel Resumes

Attach 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 Appendix B for complete resumes with job descriptions and other detailed qualification information on all key personnel who will be assigned to this project.

PROPOSED APPROACH AND WORKING RELATIONSHIPS

13. Approach to Representation

Describe Proposer’s approach to representing the County in Tallahassee, FL to include:

- **project organization/management**
 - **role and responsibilities of Proposer’s management, senior and other professional staff that will perform work on this project**
 - **approach to scheduling work and prioritizing the County’s requests**
-

Under the leadership of Joseph Salzverg and Dean Cannon, the team has the capacity to continue providing the full scope of legislative and executive branch lobbying services for the County. As indicated throughout this response, our team has successfully represented numerous clients before the Governor, Cabinet, Legislature, and state agencies. We are experts in the actions needed to ensure the County continues to be well represented in policy, legislative, regulatory, appropriations, and technical matters.

The combination of GrayRobinson and Sun City Strategies will continue to provide the County with specialized experience with local government issues, exclusive access to leaders in the Legislature and executive branch, and deep rooted connections within Miami-Dade County. In addition, all the professional lobbyists and attorneys employed by our firms will be available to the County. The team will work seamlessly together to represent the County and through a true alliance, the County will realize continued strong advocacy efforts by engaging with two firms for the price of one.

To help ensure a successful relationship, we propose an approach including 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 continue to 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 continue to work with 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 continue working 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 session and into the interim, to be sure 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 the County deems a priority.

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 policymakers and key members of 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 connection with reapportionment issues in 2001, 2011, and continuing to this day. Additionally, Governor DeSantis’ administration and executive branch agencies have retained GrayRobinson as legal counsel on a multitude of matters, including defending legal challenges and Florida Senate hearings regarding the exercise of executive powers.

14. County Issues Expertise

Describe Proposer’s understanding of, and expertise on, major metropolitan county issues and key Miami-Dade County issues (refer to Attachment A) and what unique aspects Proposer and any subcontractors can provide which makes Proposer different than other potential proposers.

The team proposed herein has represented local government clients on a wide range of issues, from land use to appropriations, economic development to utilities, and everything in between. We have a keen understanding of, and expertise in, major metropolitan county issues and key Miami-Dade County issues, as identified in Attachment A of this RFQ. Summarized below are examples of government affairs and lobbying experience we have gained throughout the last several years pertaining to the County’s areas and issues of interest.

a) Appropriations

BUDGET EXPERTS - The diversity of the team’s existing clients 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. As you will find throughout the following examples, the team regularly has considerable success in the budgetary process. We work to fund numerous types of projects for our clients, including infrastructure projects, utilities, resilience projects, educational research, corrections reform, tourism, transportation, and economic development projects, to name a few. While we have yet to know what may be vetoed, at the end of the 2022 Legislative Session the team had successfully lobbied for more than \$1.4 billion in total appropriations, including 107 individual projects.

b) Revenue Sharing

MIAMI-DADE SUCCESS - In 2018, on behalf of the County we helped secure \$1.5 million in filing fees from the tax package for the Miami-Dade Clerk of Court.

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.

c) Transportation Issues/Transit Funding

TRANSPORTATION AND TRANSIT FOR FLORIDIANS - From the City of Tampa’s signalization and expressway improvement projects, road extension projects serving as a catalyst to the continued development of the City of Port St. Lucie’s Tradition Center for Commerce, and the widening of County Road 437 in Lake County, our team has helped secure hundreds of millions of dollars to improve the travel and transit experience for Floridians around the state. We have successfully worked with the Florida Department of Transportation on projects such as lobbying for modification of the Department’s standard traffic signal maintenance agreement to allow for local governments to include sponsorship advertisements in traffic signal cabinets and the allowance of city license plate readers to be placed on rights-of-way for the City of Hollywood. We have worked with the Florida Department of Highway Safety and Motor Vehicles on renaming city streets and the resulting revisions of resident documents.

TRANSIT IMPACT - As an indication of our long-term dedication to transit in Florida, GrayRobinson led the coordination of a two-year legislative effort culminating in the approval of a complex and comprehensive package for Central Florida Commuter Rail (SunRail). GrayRobinson professionals served as co-leads 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. Our team was integral in the passage of the Charter County Transit Surtax amendment for LYNX to ensure that Orange County had the option to levy its transportation tax (by voter referendum) to provide a permanent funding source for public transportation.

d) Aviation, Seaport, Public Works

As state lobbyists for Canaveral Port Authority, Hillsborough County Aviation Authority, and the Melbourne Airport Authority, GrayRobinson professionals are highly involved and influential in Florida’s aviation and seaport sectors.

PROTECTING THE INTERESTS OF FLORIDA’S AIRPORTS AND SEAPORTS - In 2022, the GrayRobinson team helped defeat legislation that would have significantly impacted seaport revenues by creating a statutory framework that unfairly (and potentially unlawfully) favored one type of cargo offloaded at Florida deep water seaport docks over any other. This framework would have exempted companies operating in one specific sector from any fees to the potential detriment of all other sectors. While well-intentioned by its sponsors, the bill likely ran afoul of Federal Maritime Commission regulations and would have resulted in litigation and lost revenues. In 2022, we also partnered with Florida House and Senate leadership and policy staff to successfully draft and pass legislation expanding the entities eligible to apply directly to the Florida Department of Environmental Protection for Resiliency Grants. When the law was initially passed in 2021, Florida's special district seaports and airports were inadvertently left out as eligible applicants for the program. Shortly after the law went into effect, we began drafting language, filtering proposed language with key staff, engaging legislative champions, and ensuring the revised language was incorporated into the first committee bill to modify and expand the program.

In addition, we successfully helped defeat legislation that would have immediately reduced and subsequently capped the user fees Florida's airports and seaports can charge Transportation Network Companies for access to their curbsides for passenger pick-ups. We also helped defeat legislation that would have required certain businesses, including government entities, to accept cash payments. The legislation, while well-intentioned, would have had a significant impact on technology-based and cashless/contactless parking solutions located at Florida's airport and seaport terminals.

In 2021, we successfully worked with the Executive Office of the Governor to propose, develop, and execute a plan for cruise ships to vaccinate crewmembers. The plan was implemented on April 30, 2021, following the Florida Department of Health’s modification of vaccination guidance to include non-Floridians doing business in Florida.

PROTECTING FLORIDA’S AIRPORT AND SEAPORT REVENUES - The team achieved a substantial victory on behalf of all 14 of Florida’s deep-water seaports by helping to secure more than \$250 million from a back-of-the-budget appropriation by the Legislature in the 2021 Legislative Session consisting of funding from the federal American Rescue Plan. The GrayRobinson team worked directly with the Governor’s Office, House and Senate leadership, key members of the Brevard Delegation, and appropriations staff to draft, re-draft, and ultimately finalize the appropriate proviso language, ensuring the funds could be used for operational or capital needs. All 14 deep-water seaports received monetary awards.

We also successfully lobbied to help pass House Bill 223 - Marine Evacuations, prohibiting vessels under a specified weight from remaining in marinas deemed unsuitable for refuge after the issuance of a hurricane watch. The bill requires the marina owner to remove specified vessels and charge the vessel owner a reasonable fee while also removing liability for damages resulting from removal. Also, in 2021, we successfully worked with stakeholders to amend and improve a bill related to public works and procurement, ensuring Tampa Airport Authority's practice of utilizing a bonus structure to reward firms and companies employing Tampa residents could remain in effect and not be limited by the legislation.

e) Homeless Programs

HOUSING FOR YOUTH - Working in partnership with our client Miami Bridge Youth and Family Services, we help secure annual funding for the Host Homes for Homeless Youth Pilot Program in Miami-Dade County.

HOUSING FOR VETERANS - On behalf of our client, Transition House, the team has helped secure more than a million dollars for Homeless Veterans Programs throughout the state. The programs provide housing, substance abuse, mental health, and vocational/education services to homeless veterans from across Florida and aim to stabilize them into a permanent home and occupation.

f) Empowerment and Enterprise Zones

CONNECTED TO OPPORTUNITY - While the federal government has not recently focused on the Empowerment Zone program, GrayRobinson remains attuned to initiatives led by the U.S. Department of Housing and Urban Development (HUD) through our federal lobbying office in Washington. One of our federal lobbyists comes from the HUD Office of Congressional and Intergovernmental Relations in D.C., where she ensured the accurate presentation of the Department's views before more than 300 congressional offices.

We are also actively involved in establishing and developing the Coalition for Community Growth and Investment (CCGI) from our D.C. office. CCGI aims to provide opportunity zone investors and other interested parties with: improved access to information; a forum for like-minded professionals to discuss the strengths, weaknesses, opportunities, and obstacles of the existing opportunity zone funding program and any subsequent legislation affecting their efforts; and a communication mechanism for voicing opinions, best practices, and outcomes to federal legislators and regulatory agencies as future considerations transpire within the federal government. We are well-versed in the federal government's Opportunity Zones program and can connect our state lobbying clients to resources in this space.

In addition, the team represents local government clients in Florida Opportunity Zones and regularly and successfully assists with appropriations and policy initiatives on their behalf.

g) Human Services

HUMAN SERVICES IN MIAMI-DADE - Through our representation of various Miami-Dade non-profit organizations, the team has helped our clients support human services initiatives throughout the County. On behalf of MACtown, the team has helped secure funding in consecutive legislative sessions for additional life skills training services for the developmentally disabled community in Miami-Dade. On behalf of the Miami Downtown

Development Authority, we helped secure more than \$700,000 in mental health and substance abuse funding associated with Judge Steven Leifman.

On behalf of our client, ChildNet, we successfully lobbied for legislation to protect the names and addresses of foster care parents in Florida from broad public records requests. Working with the Florida Department of Child and Family Services, we helped define parameters for a public records exemption to protect foster parents from broad, intrusive inquiries. Ultimately, an exemption passed for foster parents and organizations engaged in supporting vulnerable populations within the foster care community.

SAVE FOUNDATION - Our team successfully advocated for Republican Party of Florida Chairman Senator Joe Gruters to file landmark legislation prohibiting employment discrimination in Florida based on sexual orientation or gender identity. This effort included collaborative efforts with then Sen. Anitere Flores and Rep. Holly Raschein. In addition, we successfully worked with Agriculture Commissioner Nikki Fried to insert nondiscrimination protections based on sexual orientation or gender identity into her Department’s personnel policies and for the Department’s first LGBTQ Consumer Advocate appointment.

h) Criminal/Juvenile Justice

IMPACTFUL CRIMINAL JUSTICE REFORM - In partnership with our client, the Alliance for Safety and Justice, in 2019, the GrayRobinson team successfully helped lobby to include substantial probation reforms and expanded access to victim’s compensation funding as part of House Bill 7125 - Administration of Justice, one of the most significant criminal justice reform bills ever passed in Florida, and helped secure amendment to and passage of Senate Bill 7066 - Election Administration, implementing Constitutional Amendment 4, restoring voting rights to former felons.

In addition, on behalf of Miami-Dade County, the team successfully advocated for the filing and passage of House Bill 7015 during the 2022 Legislative Session. The bill provides an Open Government Sunset Review (OGSR) extension to the current public records exemption relating to criminal intelligence and criminal investigative information that reveals personal identifying information of witnesses to murder, which is set to expire.

Also on behalf of Miami-Dade County, the team successfully advocated for the passage of HB 195 – Juvenile Diversion Expungement Program, which now awaits the Governor’s signature.

i) Local Government Preemption

A VOICE FOR LOCAL GOVERNMENT - In recent years, the Legislature has considered many pieces of legislation preempting local government powers and infringing upon your constitutional home rule powers and responsibilities. These bills range from preemption over tree removal ordinances to land use and zoning, procurement issues, and everything in between. For this reason, and expecting similar legislation will be filed in years to come, it is critically important for local governments to work together to combat policy changes undermining your ability to serve Miami-Dade residents in the way that you, as an elected, deliberate, and responsive body, determine is best. To this end, and as evidenced throughout this response, the GrayRobinson team represents many local governments and the Florida League of Cities and Florida Association of Counties, enhancing our already unique and comprehensive understanding of the County's specific issues and challenges.

In addition to our work on behalf of Miami-Dade County helping to defeat legislation preempting local wage ordinances, in 2018, on behalf of the County, we successfully lobbied the Constitutional Revision Commission (CRC) to defeat Proposal 95, preemption on the local regulation of commerce, trade, and labor. In addition, we lobbied the CRC for a multi-year extension to the proposal that mandates elected constitutional offices, specific to Miami-Dade County.

In addition, we have successfully worked with stakeholders to defeat vacation rental preemption legislation for the City of Hollywood each year since 2018, successfully lobbied to defeat legislation preempting public safety communications systems stemming from a local issue between Broward County and the City of Hollywood, and successfully lobbied the Governor's Office to help secure a veto of House Bill 771 - Environmental Regulation, which among other provisions, would have preempted a local government's authority to prohibit the use of single-use plastic straws.

j) Construction/Wetlands Development Permitting

NON-WATER-DEPENDENT USE PERMITS - 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

SUPPORTING MIAMI-DADE CITIZENS - In the 2022 Legislative Session we helped secure passage of legislation increasing the property tax exemption for widows, widowers, blind persons, and persons totally and permanently disabled from \$500 to \$5,000. We also helped secure passage of legislation establishing a sales tax holiday for diapers and associated products.

2026 FIFA WORLD CUP - On behalf of the City of Orlando and the World Cup Host Committee, we successfully lobbied the Executive Office of Governor and Enterprise Florida to reallocate \$10 million in reserve funds toward infrastructure to support the 2026 FIFA World Cup games. This allocation further enhanced the host city bids of Orlando and Miami. Each city will receive \$5 million should it be selected to host the 2026 World Cup matches. In addition, part of the 2022 annual tax package included a sales tax abatement for World Cup matches. These sales tax abatements are crucial as Orlando and Miami are finalists as FIFA readies to decide which American cities will host the 2026 FIFA World Cup. The team sought this exemption and helped amend it onto the tax package. House Ways and Means Committee Chair Bobby Payne, recognizing how important sports are to the state's economy, put the ball in the back of the goal.

TOOL TIME - In partnership with firm clients, the Associated Builders and Contractors of Florida, and the Florida Roofing and Sheet Metal Contractors Association, the team worked with Florida House Ways and Means Committee Chair Bobby Payne to successfully secure the inclusion of the "Tool Time" Skilled Workforce Sales Tax Holiday as a short-term, broad-based sales tax holiday. The seven-day sales tax holiday from September 3-9, 2022, will save Florida's skilled workers an estimated \$12.4 million in sales tax on work tools, protective gear, and equipment.

l) Consumer Services & Insurance

FLORIDA ASSOCIATION OF INSURANCE AGENTS (FAIA) - The team represents the Florida Association of Insurance Agents (FAIA). Through this representation, we remain intimately involved in all insurance matters and our advocacy aligns with the needs and wants of insurance consumers and constituents.

AVOIDING RISK - The team successfully helped defeat proposed amendments that would have undermined Florida’s workers’ compensation insurance market by allowing poorly-capitalized entities to write policies and spread the un-vetted risk to other entities.

m) Everglades Restoration

FLORIDA KEYS STEWARDSHIP ACT AND FLORIDA FOREVER FUNDING - As an advocate for multiple entities in Monroe County, the team participated in the original 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 to preserve conservation lands. Throughout the last five years, we have helped secure more than \$50 million in Florida Keys Stewardship funding and Florida Forever funding for Areas of Critical State Concern on behalf of the City of Key West and the Village of Islamorada.

n) Environmental Issues/Green Initiatives

ENVIRONMENTAL PROJECT FUNDING - In 2022, we helped secure \$96,000 for the Purity Springs Restoration Project for the City of Tampa, \$495,000 for the Pensacola and Perdido Bays Estuary Program for Escambia County, and more than \$16 million in Resilient Florida Grant funding from the Florida Department of Environmental Protection for the City of Hollywood. In addition, through work with various agencies and the Governor’s Office, we helped secure grant funding of more than \$49 million for multiple projects and multiple clients as part of wastewater and springs project grant awards.

On behalf of Miami-Dade County, the team is helping advance the County’s Reasonable Assurance Plan at the Florida Department of Environmental Protection, including advising DERM on a bi-weekly basis in order to make the County eligible for additional grant funding opportunities this September.

o) Water and Sewer Issues/Projects/Septic to Sewer Funding

FLOOD MITIGATION AND DIVERSION - The team has been successful in securing funding for the Hilltop Drainage Improvements for Flood Mitigation Project for the City of Mount Dora, the Nicolet Pond Stormwater Treatment Project for the City of Winter Park, the Tampa Hyde Park Groundwater Diversion Project for the City of Tampa, the Flood Mitigation Tidal Valve Project for the City of West Palm Beach, a regional stormwater pond alleviating flooding issues within the city and reducing the Total Maximum Daily Load into Lake Jessup for the City of Oviedo, and the Florida Boulevard Stormwater Culvert Improvements Project for the City of Neptune Beach.

WASTEWATER TREATMENT - The team has been successful in securing funding for the Newberry Regional Advanced Wastewater Treatment Facility Upgrade Project for the City of Newberry, the Tampa Water Quality Treatment Pilot for PURE Project for the City of Tampa, the Port LaBelle Utility System’s Wastewater Collection

System for Hendry County, the Mid-Clay Potable Reclaimed Water Pilot Project for the Clay County Utility Authority, the Drinking Water System Improvements Project and Quantity Demand Expansion Project and the Mascotte-Groveland Regional Wastewater Treatment Facility Upgrade and Expansion Project for the City of Groveland, the Force Main Wastewater Infrastructure Project on US-27/SR-80 for Hendry County, and the joint Fort Myers/Cape Coral Reclaimed Water Project for the City of Fort Myers.

SEPTIC-TO-SEWER - The team has been successful in securing funding for septic-to-sewer projects for local government clients including the At-Risk Neighborhood Infrastructure Improvements/Citywide Septic Tank Abandonment Program ultimately connecting properties to sewer and abandoned septic tanks to reduce seepage into the City's surface and stormwater system on behalf of the City of Fort Myers, the Wekiwa Springs Septic-to-Sewer Retrofit Project Phase II for Orange County, and the Lower-Income Neighborhood Septic-to-Sewer Water Quality Improvements Program for the City of Gainesville.

p) Protection of County Revenue

MIAMI-DADE COUNTY - On behalf of Miami-Dade County, the team helped defeat legislation regarding the sale of tax certificates, which would have posed a substantial adverse fiscal impact on county revenues.

SOVEREIGN IMMUNITY - In 2022, the team lobbied to help defeat legislation that would have increased caps on damages for sovereign immunity in Florida, exposing local governments to additional legal and financial risk.

UTILITIES - On behalf of several local government clients and the Florida Municipal Electric Association, the team successfully helped defeat legislation which would have prevented a local government from receiving state funding if they transfer revenues from their utilities to other government operations.

CLAIM BILLS - For over two decades, we have successfully defended local governments against claim bills filed against them. In addition, for several consecutive years, we have successfully helped defeat proposed legislation that would revamp the legislative claim bill process and increase financial exposure to our clients. We have also successfully amended legislation pertaining to attorney's fees and costs for lawsuits against local governments, so the legislation was prospective rather than retroactive, and the one-way awarding of attorney's fees instead goes to the prevailing party.

q) Economic Development/Tourism/International Trade

RURAL COMMUNITY SUPPORT - We regularly work to fund economic development projects on behalf of our clients, including helping to secure Enterprise Florida Rural Expansion Toolkit funding and helping to secure a Rural Infrastructure Grants Program with a \$5 million supplemental appropriation to assist rural communities with economic development and infrastructure projects.

VISIT FLORIDA SUPPORT - Through our representation of the Central Florida Hotel and Lodging Association, we have had a tremendous impact on the maintenance of funding and authorizations for Visit Florida. Through this advocacy, we have helped preserve and grow Florida's tourism industry and, ultimately, the state's economy. The team's work in this area includes helping to obtain reauthorization of Visit Florida including more than \$100 million in funding for Visit Florida operations and marketing, successfully lobbying to help defeat a Senate proposal that would have barred Visit Florida from promoting communities that have banned certain sunscreens, and helping

to defeat legislation detrimental to the tourism industry that would have significantly altered the structure and processes of Florida's Tourist Development Councils and Direct Marketing Organizations.

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

MIAMI-DADE ESSENTIAL EMPLOYEES - The team successfully advocated for the tolling and suspension of pending Florida Retirement System/Deferred Retirement Option Program terminations, allowing for the reemployment of essential Miami-Dade County employees needed during the pandemic.

SALARY AND BENEFITS - In the 2022 Legislative Session, the team was successful on behalf of the Florida School Boards Association in helping to pass an increase in the Teacher Salary Increase Allocation for teacher bonuses, increasing funding by \$250 million. In addition, we successfully helped advocate to amend legislation removing language that would have eliminated school board member salaries. In previous years, on behalf of the City of West Palm Beach, we helped secure passage of a local bill pertaining to the city's firefighter pension program and a local bill relating to the city's police pension fund.

s) Welfare to Work WAGES

LOCAL WAGE ORDINANCE - The team helped defeat legislation that would have preempted local wage ordinances, including Miami-Dade County's Living Wage Ordinance.

WORKFORCE DEVELOPMENT - On behalf of Florida Keys Community College, the team helped secure state and federal funding to assist with strategic workforce development initiatives, and on behalf of the City of Tallahassee, we helped secure \$250,000 for the Tallahassee TEMPO & TFLA Workforce Training and Education for Opportunity Youth Programs.

t) Children's Services

MIAMI-DADE COUNTY COMMUNITY-BASED CARE - In the 2022 Legislative Session, the team helped prevent a massive funding cut to Community-Based Care (CBC) agencies servicing Miami-Dade and Broward Counties, including a \$6 million funding cut to ChildNet. Instead, the Legislature fully funded all CBCs and provided an additional \$150 million for the child welfare system. In addition, the team helped secure \$360,000 for the Preventing Opioid and General Substance Abuse Based Child Removals Program on behalf of ChildNet.

CHILDCARE LICENSING LEGISLATION - On behalf of the City of Greenacres, the team successfully amended childcare licensing legislation that would have inadvertently cost the city more than \$450,000 in childcare funding.

u) Home Rule Charter Authority

In addition to the examples below, throughout the last several legislative sessions, our team has successfully defended multiple home rule charter authority issues on behalf of the Florida Association of Counties.

MIAMI-DADE EXPRESSWAY AUTHORITY - The team has regularly advocated against legislation that would erode the local governing authority of the Miami-Dade Expressway Authority.

TAX ISSUES - We have successfully advocated on behalf of our local government clients to preserve the ability to charge a local business tax and to maintain the current communications services tax rate within the 2019 tax package. On behalf of Orange County, we defeated an effort to require a two-thirds vote to pass all future county surtax referendums during final negotiations between the House and Senate. The bill's final version required that county referendums happen on the general election date, but passage only requires a simple majority. We also successfully helped defeat an effort to require each taxing authority providing 20 percent or more of the total budget of a Community Redevelopment Agency (CRA) located in Alachua County, to have at least one member of their governing board also serve as a member of the CRA's governing board. The bill further provided that the number of seats the taxing authority has on the governing board of the CRA must be in proportion to the percentage of Tax Increment Financing they provide.

ELECTRIC UTILITY FEES - Our team has successfully worked to defeat attempts by the internet industry to limit the amount of pole attachment fees that municipal governments that own an electric utility could charge providers. In addition to the fee limitation, House Bill 1239 (2021) would have placed our applicable clients under FCC regulatory jurisdiction in the arbitration of pole attachment agreements, a standard these clients and other municipal electric utilities are exempt from today.

ETHICS - On behalf of The Villages, the team helped pass legislation to ensure certain acts or omissions by board members or employees of special districts or community development districts are not considered an abuse of public position under Article II, section 8(h)(2) of the Florida Constitution, if such acts or omissions are authorized under specific provisions of the Florida Code of Ethics. The clarification was necessary following the passage of Amendment 12 to the State Constitution in 2018, which created uncertainty with regard to the exemption contained in current law at that time.

v) Uniform Building Code/Building & Permitting

PRIOR WRITTEN NOTICE - On behalf of the Associated Builders and Contractors of Florida and the Florida Roofing and Sheet Metal Contractors Association, the team successfully helped defeat House Bill 583 - Construction Defects, which would have repealed Chapter 558 of the Florida Statutes. Chapter 558 requires aggrieved property owners provide contractors with prior written notice of alleged construction defects and an opportunity to resolve construction defect claims before filing suit. Repeal of the statute would have made contractors much more vulnerable to claims.

BUILDING DESIGN PREEMPTION - In 2021, on behalf of our municipal clients, we were successful in advocating for the amendment of House Bill 55 - Building Design, the provisions of which were ultimately included in House Bill 401 - Florida Building Code, to provide exemptions to a building design preemption in municipalities with a design review board, as well as dwellings within a community redevelopment association. The preemption precluded local governments from regulating building design elements for single-family and multi-family dwellings.

CONSULTANT'S COMPETITIVE NEGOTIATION ACT (CCNA) - For the last five legislative sessions, we have successfully helped thwart attempts to circumvent or substantially amend the CCNA process on behalf of the Florida Association of the American Institute of Architects.

PROTECTION FOR VOLUNTEERS - The team helped amend legislation that provided immunity to individuals performing certain voluntary engineering or architectural services during a declared disaster to include civil liability coverage for architects.

UTILIZING OUR CONNECTIONS - In 2020, during the early days of the COVID-19 U.S. outbreak, we assisted our client CORE Construction with breaking through administrative red tape and unresponsiveness at Tampa Electric Co. We were able to expedite inspections and energizing of a major multi-use construction project in order to keep the project on budget and on time.

w) Telecommunications/E Commerce

LOCAL GOVERNMENT PUBLIC NOTICES - In the 2022 Legislative Session, we successfully helped lobby for legislation allowing local governments to post public notices to publicly accessible websites in lieu of paid placement in print newspapers. The legislation will result in millions of dollars in savings for our clients.

MICRO-MOBILITY AND AUTONOMOUS VEHICLES - On behalf of Uber Technologies, the team helped pass a micro-mobility device bill that ultimately set the regulatory framework for micro-mobility devices moving forward. In addition, we worked with Uber Technologies to successfully help pass a bill modernizing statutes to account for autonomous vehicles in Florida.

DATA CONSOLIDATION - In 2018, on behalf of our client SAS Institute, we helped secure \$525,000 for a data consolidation project with the Miami-Dade State Attorney’s Office.

SMALL CELL ATTACHMENTS – On behalf of several local government clients, the team aggressively advocated against legislation preempting a local governments’ ability to prevent and regulate small cell attachments on public property. Still, the team helped defeat the legislation the first year it was filed and obtained a multitude of exemptions and concessions in the ultimate version, which is current law.

x) Housing and Community Development

FUNDING FOR LOCAL GOVERNMENT PROJECTS - The GrayRobinson team has helped our local government clients secure funding for multiple housing and community development projects including special facility projects funding to complete construction of the Chiefland Middle High School project for the School Board of Levy County, the City of Orlando’s 4Roots Urban Farm Project, a redevelopment project to turn a portion of Orlando's packing district into an urban farm used to educate and train future farmers from the area and provide a sustainable food source for the Pine Hills community of Orlando, the Downtown Revitalization Project to support upgraded pipe infrastructure and streetscape improvements for the City of St. Cloud’s downtown district, and an allocation for Gulf County in the amount of \$115 million from the Sadowski Affordable Housing Trust Fund for the creation of a Hurricane Michael Affordable Housing Recovery Program to assist local governments and private investors in creating affordable housing solutions in the wake of the storm.

AFFORDABLE HOUSING - On behalf of Casa Valentina, the team successfully helped secure nearly \$200,000 in state funding for improvements to their affordable housing facility dedicated to aged-out foster care youth.

y) Business Development/Retention

SUPPORTING TEACHERS - Our team helped secure \$984,900 for the Growing Teachers from Within Program on behalf of the St. Lucie County School District in 2022.

REBUILD FLORIDA WORKFORCE RECOVERY TRAINING - We worked with the Department of Economic Opportunity to help secure \$1.5 million in Rebuild Florida Workforce Recovery Training Funds for the Hendry County School District in 2020.

JOB TRAINING FOR FORMER INMATES - We helped secure \$750,000 for the Fort Myers Reentry Initiative in 2019, a job training initiative focused on recently released former inmates who have settled in the city. The program transitions recovering offenders into full-time employment with either the city or other private employer partners following the development of necessary skills.

EDUCATION AND CAREER TRAINING - The team helped secure \$750,000 to fund an online adult education and career training program (Smart Horizons Online Library) administered through Florida’s library system to keep the state workforce competitive, and in 2022, on behalf of Santa Fe College, we successfully helped pass Senate Bill 722, authorizing certain correctional institutions to contract with a Florida College System institution to provide education services to inmates.

z) Unfunded Mandates

PROTECTING LOCAL GOVERNMENT JOBS - In 2021, we successfully helped prevent the closure of up to four Florida Department of Corrections prisons, one of which was Gulf County’s largest employer.

PUBLIC SCHOOL COST AVOIDANCES - We helped secure an amendment changing the effective date for new legislation regarding voted operating discretionary millage resulting in nearly \$70 million in cost avoidances on behalf of Broward County Public Schools.

PROPERTY DEVELOPMENT LEGISLATION - We helped successfully amend property development legislation to ensure proposed impact fee credits apply proactively instead of retroactively, helping avoid confusion and potentially significant financial exposure to Orange County.

PROTECTING LOCAL GOVERNMENT FUNDING OPTIONS - We successfully defeated two separate House proposals that would have had a significant impact on the ability of cities and counties 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.

aa) Solid Waste/Waste to Energy

PROTECTING COUNTY CONTRACTS - As originally filed, House Bill 1241 - Local Government Solid Waste and Recycling Collection Services, specified that a local government may not seek liquidated damages or administrative fees against a public or private solid waste management or recycling entity for any action or inaction when a local, state, or federal emergency is in effect. Additionally, the bill provided that any liquidated damages or similar charges by a local government may not exceed 50% of the amount billed to the customer for

collection services at the daily rate. The GrayRobinson team successfully worked with the bill sponsor and stakeholders to substantially narrow the conditions in which a local government may not assess damages or impose administrative penalties.

MUNICIPAL SOLID WASTE-TO-ENERGY PROGRAM - As Miami-Dade County operates one of the 11 solid waste-to-energy facilities in the state, the team was tracking the 2022 Senate Bill 1764 - Municipal Solid Waste-to-Energy Program, creating the Municipal Solid Waste-to-Energy Program within the Department of Agriculture and requiring the department, subject to appropriation, to provide annual financial assistance grants to municipal solid waste-to-energy facilities that meet certain requirements. We will continue to follow this issue and any grant opportunities on behalf of the County

bb) Planning/Zoning/Growth Management

GROWTH MANAGEMENT FUNDING - Throughout the last two legislative sessions, our team has helped secure \$1 million for Ditch Rehabilitation Projects on behalf of the City of Tampa, \$500,000 for the District 1 Medical Examiners Facility Planning and Design Project for Escambia County, and \$850,000 for Phase II of the Midtown Urban Infill Development Water Quality Planning Initiative for the City of Fort Myers. The initiative helped the city advance its Midtown area by developing modern stormwater infrastructure and encouraging attainable housing and mixed-use commercial development.

LAND USE REGULATION - On behalf of Miami-Dade County and the Florida Association of Counties, the team successfully advocated for a gubernatorial veto of Senate Bill 410 – Growth Management, following the 2020 legislative session. The bill would have greatly prohibited counties from almost any land use regulation unless onerous restrictions were met.

SCHOOL DISTRICT GROWTH MANAGEMENT - During the 2022 Legislative Session, we successfully lobbied on behalf of the Florida School Boards Association to help amend legislation removing school district-wide concurrency that would have significantly changed how school districts site new schools.

AUDIT INSPECTIONS - On behalf of PDCS LLC, we successfully lobbied to amend a statute passed in 2019 to allow for a four-time increase in audit inspection capabilities for local government building departments and their outsourced agent companies.

AFFORDABLE HOUSING - The team successfully helped secure an exemption for the Florida Keys Area of Critical State Concern from legislation that would have preempted the affordable housing efforts in the Florida Keys and significantly handicapped their planning, zoning, and building departments.

LOCAL GOVERNMENT BUILDING INSPECTION REVENUE - The team successfully amended growth management legislation so that a local government’s building inspection department could still charge a fee for their services when a builder utilizes a private provider.

cc) Emergency Management & Disaster Mitigation

MIAMI-DADE COUNTY - The team served as liaison between Miami-Dade County and the Executive Office of the Governor during the onset of the COVID-19 pandemic and state of emergency, on a multitude of matters. As part

of that effort, the team successfully advocated for several Executive Orders continuing to extend the ability of virtual meetings for local governments.

FUNDING FOR DISASTER RECOVERY AND MITIGATION - The GrayRobinson team has helped secure much-needed funding in the wake of Florida disasters, including our work on behalf of Gulf County with like-minded municipalities to help secure more than \$111 million through the Department of Economic Opportunity (DEO) Rebuild Florida General Infrastructure Repair Program for communities impacted by Hurricane Michael. The team was also successful in helping the advocacy effort to waive the original requirement stating that benefitting counties must match the dollars provided by the DEO.

We helped secure \$25 million to establish the Hurricane Michael Recovery Grants Program to assist local governments with infrastructure repairs following the devastating 2018 storm, working with our clients Dewberry Engineers and Gulf County. We also secured \$900,000 for the Hurricane Michael Infrastructure Repair Program to assist Gulf County in recovering from the storm in 2019.

We successfully worked with Broward County and other stakeholders to help secure more than \$50 million for a beach management program and more than \$11 million for post-Hurricane Irma damage recovery for Florida's beaches and shorelines on behalf of the City of Hollywood.

In partnership with our federal lobbying team in Washington, we were also successful in helping to secure Hazard Mitigation Grant Program funds from the Federal Emergency Management Agency under the Robert T. Stafford Disaster Relief and Emergency Assistance Act. The funds provided the Delano Street Study Area in Escambia County with the capital to construct four new dry retention stormwater ponds and expand to formalize a wet retention facility.

EMERGENCY OPERATIONS INITIATIVES - Our team's access was invaluable to the City of Key West in 2019 when we secured a two-hour meeting with then Division of Emergency Management Director Jared Moskowitz and accompanying senior staff to rectify Keys Electric reimbursement issues stemming from Hurricane Irma. In 2018, we successfully helped defeat Senate Bill 1828, which would have handicapped the City of Key West's emergency operations and increased liability to the City and Keys Electric.

dd) Parks and Recreation

INVESTING IN PARKS AND REC - We understand that parks and recreation are essential public services. Not only do they provide an economic value, but also they offer important programming to improve citizens' health and wellbeing. In 2022, the team helped obtain funding for various parks and recreation projects, including the Maitland Art Center Structural Rehabilitation Project for the City of Maitland, the Dunnellon Trail Project for Marion County, and the Beulah Pedestrian Bridge Project for Escambia County. On behalf of St. Lucie County, we helped secure funding for the Harbour Point District Project to continue development of the Port of Fort Pierce Master Plan. The plan provides for a renewed Harbour Pointe to include a public boat ramp, marina, commercial fisherman loading and offloading docks, walking paths, and other features.

We have helped secure funding for the Fred Lippman Multi-Purpose Center for the City of Hollywood, the Jackson House Historical Preservation Project for the City of Tampa, the Southeastern Livestock Pavilion for Marion County, the rehabilitation of Centennial Park for the City of Fort Myers, and the Reaching Beyond the Sunrail Shuttle

Project, providing additional access options to elementary and middle school-aged children through a shuttle van connecting the Sanford Sunrail stop with the Central Florida Zoo. Also, on behalf of the City of West Palm Beach, the team facilitated the convenience of several parcels of land and right of ways from the Florida Department of Transportation, necessary for the city’s revamp of historic Currie Park (formerly Bethesda Park) and golf course.

SOUTH DADE TRAIL MULTI-USE/MOBILITY CORRIDOR - The team played a supportive role, alongside the assigned lead team, in the funding of the South Dade Trail Multi-Use/Mobility Corridor. Our efforts were focused on early communication about the project with the Executive Office of the Governor and continued advocacy during the veto period.

SPORTS AND ENTERTAINMENT - Our sports and entertainment work has included helping to pass a provision in the 2020 Specialty License Plate Bill on behalf of the Orlando Magic, exempting professional sports specialty plates from a law that would otherwise remove the plates from circulation and sale if annual sales fell below a certain point. Also, on behalf of the Orlando Magic, our team arranged a visit to Amway Center by Governor Ron DeSantis and First Lady Casey DeSantis for an Orlando Magic Playoff Game. The visit included a private meeting with franchise executives and the team prior to the game. We were also successful in helping to defeat legislation restricting the ability to contract for the sale and resale of nontransferable tickets on behalf of Walt Disney Parks and Resorts.

ee) Grants

As part of our daily engagement, and with our contacts in the administration, we monitor and track state and federal funding opportunities for our clients. We will continue to assist the County in researching grant funding opportunities and work with your team to assess whether or not the County is eligible to apply for the grant. Our assessment will help the County determine the viability of any proposal you consider submitting. We are well equipped to identify agencies or other local governments competing for specific grants or appropriations and will continue to assist in aligning support for County projects. Our relationships are far-reaching, enabling us to work well with other lobbyists whose clients share a common goal. The team is also experienced in securing timely approval of grant applications and reviewing documents related to these funding request applications. Below are examples of our assistance in the successful application and receipt of grant funding for our clients throughout the last five years:

YEAR	ENTITY	GRANT AMOUNT	DESCRIPTION
2022	Miami-Dade County	\$77.9 million+	Helped secure over \$77.9 million in Resilient Florida Grant funding from the Florida Department of Environmental Protection. The team played a supportive role to County staff as needed and interfaced with the Executive Office of the Governor as it related to Resilient Florida Grant funding versus the current ineligibility for Water Quality Grant funding.
2022	Monroe County	\$3 million	Helped secure \$3 million in Resilient Florida Grant funding from the Florida Department of Environmental Protection.

YEAR	ENTITY	GRANT AMOUNT	DESCRIPTION
2022	City of Hollywood	\$16 million+	Helped secure over \$16 million in Resilient Florida Grant funding from the Florida Department of Environmental Protection.
2022	City of West Palm Beach	\$750,000	Helped secure \$750,000 in Resilient Florida Grant funding from the Florida Department of Environmental Protection.
2022	Islamorada Village of Islands	\$19.4 million	Helped secure \$19.4 million in Resilient Florida Grant funding from the Florida Department of Environmental Protection.
2021	City of Hollywood	\$400,000	Helped secure \$400,000 for City of Hollywood through the Rebuild Florida General Planning Support Program to develop a risk assessment of areas prone to flooding, including vulnerability to natural hazards.
2021	City of Port St. Lucie	\$3.5 million	Helped secure Florida Job Growth Grant Fund funding for infrastructure improvements at the Tradition Commerce Park. Notably, this was the first Job Growth Grant Fund award of 2021, and first since the pandemic began.
2021	Clay County Utility Authority Hendry County Board of County Commissioners Orange County St. Lucie County Town of Montverde	\$49 million+	Through work with various agencies and the Governor's Office, helped secure grant funding for multiple projects and multiple clients as part of wastewater and springs project grant awards.
2021	Escambia County	\$6.6 million	Helped secure Hazard Mitigation Grant Program funds from the Federal Emergency Management Agency under the Robert T. Stafford Disaster Relief and Emergency Assistance Act. The grant will provide the Delano Street Study Area with funding needed to construct four new dry retention stormwater ponds and expand to formalize a wet retention facility.
2021	Escambia County City of Belle Isle Gulf County	\$10 million+	Helped secure more than \$10 million through the Resilient Florida Grant Program to enhance efforts to protect communities from storm damage and prepare for the impacts of sea level rise and flooding.
2021	Florida Library Association and Miami-Dade County	\$2 million	Helped secure a \$2 million increase to the annual State Aid to Public Libraries Grant Program.

YEAR	ENTITY	GRANT AMOUNT	DESCRIPTION
2021	Gulf County	\$1 million	Helped secure mitigation funds awarded by Gov. Ron DeSantis and the Florida Department of Economic Opportunity as a part of the Rebuild Florida Hazard Mitigation Grant Match Program. The funds will be used to protect a critical transportation route from flooding by ensuring a safe evacuation route.
2021	Gulf County	\$111 million	Successfully worked with like-minded municipalities to help secure more than \$111 million through the Department of Economic Opportunity's Rebuild Florida Infrastructure Repair Program for communities impacted by Hurricane Michael. In addition, successfully lobbied to waive the original requirement that benefitting counties must match the dollars provided by the Department.
2021	Hendry County Board of County Commissioners	\$1.6 million	Helped secure Department of Economic Opportunity Rebuild Florida Infrastructure Repair Program funding to improve conveyance and pumping capacity to move stormwater to a larger detention area.
2021	Washington County	\$283,000	Helped secure Florida Department of Economic Opportunity's Rebuild Florida Hazard Mitigation Grant Match Program funding to help the County fund their match portion of the FEMA Hazard Mitigation Grant Program grant awarded to support recovery efforts in communities impacted by Hurricane Michael.
2020	City of West Palm Beach	\$13 million	Helped secure more than \$13 million in Florida Job Growth Grant funding.
2020	Dewberry Engineers Gulf County	\$3.6 million	Helped secure Rural Infrastructure Grant funding with a \$3.6 million supplemental appropriation to assist rural communities with economic development and infrastructure projects.
2020	Hendry County Board of County Commissioners	\$1.5 million	Worked with the Department of Economic Opportunity to help secure \$1.5 million in Rebuild Florida Workforce Recovery Training Funds for the Hendry County School District.
2019	Dewberry Engineers Gulf County	\$5 million	Helped secure Rural Infrastructure Grant program funding with a \$5 million supplemental appropriation to assist rural communities with economic development and infrastructure projects.

YEAR	ENTITY	GRANT AMOUNT	DESCRIPTION
2019	Florida Library Association and Miami-Dade County	\$4.5 million	Helped secure a \$4.5 million increase in State Aid to Public Libraries Grant Program funding through the Florida Department of State.
2019	Florida Library Association and Miami-Dade County	\$1 million	Helped secure Library Construction Grant program funding through the Department of State.
2019	Gulf County	\$25 million	Helped secure funding to establish the Hurricane Michael Recovery Grants program to assist local governments with infrastructure repairs following the 2018 storm. The grants were administered through a competitive program by the Department of Economic Opportunity and approved by the Legislative Budget Commission.
2018	Broward College	\$3.2 million	Helped secure Florida Job Growth Workforce Training Grant funding through the Department of Economic Opportunity.
2018	City of Port St. Lucie	\$600,000	Helped secure Outdoor Legacy Grant federal funding by working with the Department of Environmental Protection to find alternative sources of funds due to the state's inability to apply for federal grants.

ff) Funding for Public Hospitals & Healthcare

SUPPORTING HEALTHCARE ENTITIES IN FLORIDA - Through our work with healthcare entities throughout the state, the GrayRobinson team has had a great deal of success in helping to obtain funding for various important initiatives. A prime example of this is in the 2022 Legislative Session on behalf of the Florida Association of Rehabilitation Facilities (FARF). The team helped secure \$403 million in new recurring funds for rate increases for all iBudget waiver services. These increases included Residential Habilitation (Res Hab), Life Skills Development 3: Adult Day Training, Personal Supports, and Respite. The increase allows provider agencies to maintain compliance with the constitutionally mandated minimum wage increase and increase wages to fill open positions. In addition, on behalf of FARF, we helped secure \$25.5 million in new recurring funds for Adult Day Training provider rate increases and \$29.6 million to offset the unintended current year rate reduction for Intermediate Care Facilities (ICF). Additionally, changes in the Community ICF proviso were made to negate this rate reduction from occurring in the future.

We have helped secure funding for other healthcare entities, including more than \$50 million in funding for graduate medical education in primary care for participating hospitals in Medicaid Region 8 and the Telehealth Access for Patients Program on behalf of Sarasota Memorial Health Care System, the Programs of All-Inclusive Care for the Elderly (PACE) in Orange County on behalf of Cornerstone Hospice and Palliative Care, and a statewide opioid task force project on behalf of Change Everything d/b/a/ Project Opioid.

SOUTH BROWARD HOSPITAL DISTRICT FUNDING - Throughout several legislative sessions we have helped secure millions of dollars in funding for the South Broward Hospital District (Memorial Healthcare System) including funding for the Telehealth Access for Patients Program and the Medication Assisted Treatment Program.

LOCAL GOVERNMENT HEALTHCARE RESOURCES - On behalf of local governments, we have helped secure funding for both the Alachua Central Receiving Facility Project and the Community Resource Paramedic Program Project for the City of Gainesville, the Monroe County Baker Act Receiving Facility for Monroe County, and the State Central Receiving Centers on behalf of Orange County. In 2020, we worked directly with top leadership in Florida’s Agency for Health Care Administration to significantly expedite a Medicaid Clinical Laboratory Improvement Amendment (CLIA) application to bring to fruition a first-of-its-kind-in-Florida COVID-19 rapid testing program for Lake County School teachers and students.

gg) Police/Fire/Public Safety

LOCAL GOVERNMENT PUBLIC SAFETY FUNDING - In 2022, we successfully assisted with reverting and re-appropriating General Revenue funds provided to the Department of Corrections to support the Nspire Interrupters Program: A Violence Interrupters Model-Based Approach on behalf of the City of Gainesville. We have also helped secure funding for multiple local government projects throughout several legislative sessions, including but not limited to the Shingle Creek Regional Trail Security and Protection Project and the Public Safety Training Annex Project for the City of Kissimmee, the Fire Station 34/Emergency Operations Project for the City of Mount Dora, the Sulphur Springs Safe Routes to School Improvements Project and the Tampa Police Department Bomb Squad Response Vehicle Project for the City of Tampa, the Fire Station 62 Project for the City of Winter Park, the Emergency Operations Center and Public Safety Facility for the City of Belle Isle, and helped secure \$300,000 for enhancements to the City of West Palm Beach’s critical incident response, including emergency vehicles and a police patrol boat.

PUBLIC SAFETY POLICY - In addition to public safety budget successes, in 2022, we also had success in the legislative arena on behalf of our clients. After numerous incidents alleging protestors harassing Floridians at their homes, the Orange County Sheriff’s Office requested the Legislature outlaw protests or picketing at or about the dwelling of a person with specified intent. The GrayRobinson team successfully helped move this bill through the process in partnership with sponsors Sen. Keith Perry and Rep. Maggard.

In addition, on behalf of Miami-Dade County, we successfully worked to amend legislation increasing penalties for harming police, fire, and search and rescue canines and police horses to include correctional canines and horses.

hh) Courts/Clerk

VAB CIRCUIT COURT REPRESENTATION - The team’s work on behalf of our clients related to Florida courts and clerks of the court includes advocating on behalf of Miami-Dade County and the Florida Association of Counties to successfully help defeat proposed amendments that would have allowed an attorney to represent individual condominium unit owners in a value adjustment board (VAB) appeal in circuit court without proper notice.

FUNDING FOR JUDGES - We were also successful on behalf of the Orlando Economic Partnership to help secure funding for one additional judge in the 9th Judicial Circuit (Orange and Osceola Counties), resulting in the re-opening of the Business Court.

LOCAL GOVERNMENT ADVOCACY - On behalf of the City of Key West, we successfully argued that based on geography and other unique factors, the Legislature should disregard the Supreme Court in a recommendation they decertify a Monroe County Judge. Doing so would have left one of Monroe County’s courthouses with no county judge, as the two courthouses outside Key West only have one county judge each. The impact on the Key West courthouse dockets and additional travel in and out of the City were significant concerns. The decertification was eliminated in both the House and Senate Bills.

The team was also successful in advocating on behalf of our client, the Hillsborough County Clerk of the Court and Comptroller, to pass HB 905 - Protective Injunctions. HB 905 amends Florida Statutes to require the clerk of court to electronically transmit to the sheriff in the county where the respondent resides or may be found a certified copy of a protective injunction and any other required documents within 24 hours after the court issues an injunction for protection against domestic violence; repeat violence; sexual violence; dating violence; and/or stalking. This legislation has the potential to save lives.

ii) Immigration

HEBREW IMMIGRANT AIDE SOCIETY (HIAS) - On behalf of Hebrew Immigrant Aide Society (HIAS), the team advocated that the State of Florida – via the Governor – consent, in writing, to the resettlement of refugees within the State, via the U.S. Department of State’s Reception and Placement Program. This effort was spurred by sweeping changes to the program at the federal level and was ultimately resolved when a federal court struck down the revisions requiring states to opt-in.

jj) Military/Base Realignment & Closure/Veteran’s Issues

PURPLE STAR SCHOOLS - In 2021, on behalf of Hillsborough County Public Schools, we lobbied for the successful passage of legislation creating a new statewide program through the Department of Education to recognize “Purple Star Schools” throughout Florida. These schools show a particular dedication to or have established a support system for military families and students throughout the state. The bill builds upon Hillsborough County and Florida’s reputation and history of supporting military and veteran families and children of those in service to our country.

PRIORITIZING CHILDREN OF ACTIVE DUTY MEMBERS - The GrayRobinson team helped pass legislation mandating Florida virtual schools prioritize attendance to students who are children of an active duty member of the United States Armed Forces not stationed in the state, whose home of record or state of legal residence is Florida.

VETERAN’S TREATMENT COURTS - On behalf of Lake County, we helped secure \$7 million in recurring funding for “problem solving courts” including Veteran’s Treatment Courts in all Florida counties. In addition, we helped prevent the veto of \$400,000 in state funding for the Miami Military Museum and Memorial.

15. Areas Outside of Expertise

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 Florida’s most influential lobbying firms, GrayRobinson is also a full-service law firm

employing nearly 300 attorneys throughout Florida and Washington, D.C. Rarely does 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 with the greatest impact on business and government.

16. Enhancing the County’s Position and Working Relationships

Discuss how the Proposer would enhance the County's position with respect to legislation and budgetary authorizations and appropriations. Discuss 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 team has represented Miami-Dade County since 2018. As a result of our mutually successful relationship, we are well-positioned to continue assisting the County in obtaining appropriations and substantive legislative change and regulatory issues specific to your priorities including those related to the environment and climate change, continued COVID recovery, and securing funding from the state.

The team goes to great lengths to continue building long and lasting relationships with key decision makers. With 14 offices throughout the State of Florida and an office in Washington, D.C., we get to know legislators, agency heads, key staff, and other elected officials in their hometowns. We support their causes, are involved in the same civic organizations, and we are their neighbors and friends. Given our size and scope, along with our growth strategy over the years, rarely does a local leader ascend to a role in state government without significant familiarity with GrayRobinson or Sun City Strategies as influential firms in the political space, or a direct relationship with one or more of our professionals throughout the state. Some of our specific relationships are described below and we are prepared to continue utilizing the long-established relationships our team has built on trust, honesty, and forthright interactions on behalf of the County and its priorities.

Our team has successful working relationships with the new leadership in both the House and Senate and we know their priorities and styles. In the Florida House, we were early supporters of incoming **House Speaker Paul Renner** and our team has been working closely with incoming **Senate President Kathleen Passidomo** since well before she was named to lead her chamber. Our team has also sustained excellent relationships with those likely to preside over the House and Senate beginning in 2024, **Chairman Daniel Perez, Representative Sam Garrison** and **Senator Ben Albritton**. We have worked diligently to forge these relationships based on common interests, trust, and reliability.

It is often said that all politics are local, which is never truer than in the legislative process. The proposed GrayRobinson team members have long-term relationships with the Miami-Dade County Legislative Delegation, spanning both chambers and crossing party lines. We have had successful working relationships with **House Minority Leader Ramon Alexander** and **Senate Minority Leader Lauren Book**.

Continuing to help orient 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, including garnering eligibility for grant funding.

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.

GrayRobinson team members have accumulated decades of experience and countless valuable relationships through lobbying the Florida Legislature, both offensively and defensively, on behalf of public and private entities. In addition, many of our attorneys and consultants began their careers as staff to the Florida Legislature, Governor's Office, and state agencies, providing our clients with a unique perspective on the most efficient means of meeting their legislative goals. We also maintain excellent working relationships with all of the agency heads in the current DeSantis administration and Cabinet, and we will utilize these relationships to help inform the County on the political outlook of the Governor and legislators as well as the impacts of key policies and programs within Florida as they apply to the County.

17. Conflicts

Identify any actual and/or potential conflicts of interest in providing services requested herein (refer to the Scope of Services, Section 2.2(A) and Section 2.2(C)).

The team is not aware of any current or potential conflict of interest that would arise from our continued representation of the County and will take the necessary steps to avoid conflicts of interest in the future.

If a potential conflict arises, we will seek a waiver from one or both parties. If a waiver or agreement cannot be reached, we will address the issue and withdraw, if necessary. The honor of representing the County is one we take seriously, and we do all that is necessary to ensure the County's interests are not maligned by our concurrent representation of other clients.

18. Recent Accomplishments

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

In addition to the many examples of the team's success on behalf of local governments found in our response to question 14, the following list includes successes we have had **on behalf of Miami-Dade County** throughout our last five years of partnership.

- Helped defeat legislation that would have preempted local wage ordinances, including Miami-Dade County's Living Wage Ordinance. (2022)

- Helped defeat legislation that would have adversely revised the factors considered by the Property Appraiser in deriving a property's valuation, as well as increasing the variance threshold, which allows the Property Appraiser to appeal Value Adjustment Board (VAB) decisions. (2022)
- Helped defeat legislation regarding the sale of tax certificates, which would have posed a substantial adverse fiscal impact on the County. (2022)
- Helped secure passage of legislation extending the public records exemption for identity of a witness to a murder, a priority of the Miami-Dade Police Department (MDPD) and Chairman Diaz. (2022)
- Helped secure passage of legislation increasing the property tax exemption for widows, widowers, blind persons, and persons totally and permanently disabled from \$500 to \$5,000. (2022)
- Helped secure passage of legislation establishing a sales tax holiday for diapers and associated products. (2022)
- Helped secure removal and defeat of harmful language from the tax package and omnibus condominium bill that would have allowed a condominium association's attorney to represent individual unit owners in VAB appeals, with limited notice to unit owners. (2018-2021)
- Helped secure passage of legislation recognizing veteran suicide. (2021)
- Helped defeat legislation that would have closed the Florida Retirement System pension plan to new enrollees. (2021)
- Served as liaison between the County and the Executive Office of the Governor during the onset of the COVID-19 pandemic state of emergency. (2020)
- Successfully advocated for the tolling and suspension of pending FRS/DROP terminations, allowing for the reemployment of essential Miami-Dade County employees needed during the onset of the pandemic. (2020)
- Successfully advocated for several Executive Orders continuing to extend the ability of virtual meetings for local governments. (2020)
- Helped defeat legislation which would have increased the sovereign immunity caps for tort claims against the County, leading to a sharp increase in financial exposure. (2020)
- Helped prevent the veto of \$400,000 in state funding for the Miami Military Museum and Memorial. (2020)
- Helped secure passage of legislation allowing student athletes to profit from their names, images, and likenesses. (2020)
- Helped secure \$500,000 for MDPD's Operation Blue and Brown public safety program. (2019)
- Helped secure passage of legislation expanding the needle and syringe exchange program that has proven to be widely successful in Miami-Dade County. (2019)
- Successfully worked to help amend legislation increasing penalties for harming police, fire, and search and rescue canines and police horses to include county correctional canines and horses. (2019)
- Successfully helped defeat legislation that would further restrict the retainage amount allowed by local governments pertaining to public construction projects. (2019)
- Helped secure \$1.5 million in filing fees from the tax package for the Miami-Dade Clerk of Court. (2018)
- Successfully worked to help amend transportation bills to include a road designation in Miami-Dade County. (2018)
- Successfully worked to help pass legislation exempting law enforcement vehicles from paying tolls while on official business. (2018)
- Successfully worked to help defeat proposed legislation that would have revamped the legislative claim bill process and increased financial exposure to municipalities and their insurance carriers. (2018)

ADDITIONAL SUCCESSES

- On behalf of Monroe County, the team assisted with the transfer and acquisition of the Seven Mile Bridge from the Florida Department of Transportation. The Seven Mile Bridge is an historic marker but had been used as a linear park for the past ten years. The team helped negotiate a fair price, including bringing the bridge up to required specifications before the transfer, saving Monroe County an estimated \$15 million.
- On behalf of Lake County, we helped secure \$3 million 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, we helped 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, we helped secure \$1 million for phase II of the Miami Lakes Canal Bank stabilization project.

Additional analogous successes are available to the County upon request.

19. Litigation

Provide information concerning any prior or pending litigation, either civil or criminal, involving a governmental agency or which may affect the performance of the services to be rendered herein, in which the Proposer, any of its employees or subcontractors is or has been involved within the last three years.

In firms with hundreds of clients and nearly 300 attorneys and advisors throughout 15 offices, there may be an occasional dispute between the firm and a client. GrayRobinson and its attorneys have a few disputes involving matters that would be entirely irrelevant to the County’s operational and legal or lobbying needs. GrayRobinson is contesting each dispute 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 firm is also fully insured with respect to any pending claims. The team is proud of its reputation for honest, ethical dealings with its clients. That is our culture, and we will be pleased to bring that culture to the table in the course of continuing to represent the County.

20. Sustainable Business Practices

Describe in detail Proposer’s sustainable business practices, by addressing the three pillars of sustainability: environmental, social/fair labor standards, and economic.

Environmental – Consideration of product attributes

- **Explain whether Proposer will use durable products, reusable products and/or products that contain the maximum level of post-consumer waste, post-industrial and/or recyclable content in the performance of the Services required.**
- **Explain Proposer’s environmental policies and programs, if any.**

Social/Fair Labor Standards - Contributions to the health, well-being and development of Proposer’s employees

- **Describe Proposer’s principles in support of safe, fair, and equitable work practices and ethical behavior, to include:**
- **Job classification descriptions that include the Services to be performed,**
- **Geographic area within which the Services are to be performed, provides safe and accessible working conditions,**
- **Equitable wage/benefit determination practices, and**
- **Detailed documentation on employee development and evaluation process.**

Economic - Equal access to small, diverse, and disadvantaged suppliers

- **Identify Proposer’s direct efforts to develop supplier diversity initiatives used to increase the participation of small, diverse, and disadvantaged enterprises, in contracting opportunities.**
-

Environmental

The team believes any new strategy, behavior, physical space, or initiative we undertake should be economically viable, socially responsible, and environmentally friendly. We understand incorporating socially responsible and ecologically sound policies as elements in our growth strategy will help create sustainable value for the firm and our clients. As such, GrayRobinson has implemented various tactics to lessen our environmental impact and create a competitive edge. GrayRobinson’s sustainability goals include:

LOWER THE AMOUNT OF WASTE WE CREATE: To reduce the amount of paper waste we produce, GrayRobinson has transitioned to electronic document management and file storage. We rely on iManage, an industry-leading web-based document management system providing secure electronic file sharing throughout the firm while adhering to firm procedures and privacy regulations. Some of our attorneys and advisors have gone entirely paperless, and it is our ultimate goal to move the entire firm to paper-free practice. We shred and recycle in our offices, and a recycling bin sits at each employee workstation. In addition to paper waste, GrayRobinson has reduced our environmental footprint by drastically cutting back on road and air travel through the implementation of the latest web and video conferencing technologies, giving us immediate access to members of our team and our clients located anywhere in the world.

USE SUSTAINABLE MATERIALS: With the purchase of any new office supply, our goal is to transition to more eco-friendly materials and provide supplies encouraging sustainable behavior. For example, several years ago, we rid all offices of any Styrofoam products. We provide only paper straws and wooden coffee stirrers in our offices and stock all offices with glass or ceramic coffee mugs, plates, bowls, and metal silverware in the place of disposable or plastic single-use dishes and cutlery. We utilize eco-friendly vendors for our firm promotional materials and supplies when possible, and when we welcome a new employee to GrayRobinson, they receive a branded Tervis® tumbler, ideally for use in place of single-use plastic water bottles.

ENCOURAGE SUSTAINABLE BEHAVIOR: As GrayRobinson’s mission statement reads, we support our communities as a matter of mission as well as passion. As a firm deeply rooted in Florida, we believe in protecting our unique environment. Florida’s oceans, Everglades, rivers, intercostal and marsh regions, state parks, climate, wildlife, and overall diverse ecological makeup are important to us and important to our clients. We believe in supporting and giving back in all we do and we encourage all employees to do the same. We have started innovative programs such as "Casual Day for a Cause," through which GrayRobinson employees have donated more than \$525,000 to local charities, including regular contributions to environmental and wildlife protection non-profits. Some of these

non-profit groups include Conservation Florida, the Florida Trail Association, Friends of the Everglades, the Sea Turtle Conservancy, Beaches Go Green, and the Florida Ocean Cleanup Society (FOCUS).

Social/Fair Labor Standards

JOB CLASSIFICATION DESCRIPTIONS THAT INCLUDE THE SERVICES TO BE PERFORMED

GrayRobinson administration provides job classifications and job descriptions to all employees including a description of the services to be performed within each classification.

GEOGRAPHIC AREA WITHIN WHICH THE SERVICES ARE TO BE PERFORMED, PROVIDES SAFE AND ACCESSIBLE WORKING CONDITIONS

GrayRobinson geographic areas consist of a professional service office space in each of our 15 markets. The professional space is safe and well-equipped for accessibility for all employees in order to complete the services performed by GrayRobinson employees.

EQUITABLE WAGE/BENEFIT DETERMINATION PRACTICES

The starting pay or salary of an employee is based on the new employee's experience, proficiency, the firm's needs, and current market conditions. GrayRobinson endeavors to properly pay all employees and to make only proper withholdings from employees' paychecks. The GrayRobinson employee handbook details deductions, determination of pay, overtime, travel time and mileage reimbursement, evaluation and salary review, non-exempt staff training requirements, and benefit policies for all employees. It is the firm's policy to ensure employment and advancement opportunities be offered to the most qualified individuals without regard to race, color, religion, creed, sex, sexual orientation, gender identity or expression, national origin, citizenship, age, ancestry, marital status, physical or mental disability, genetics, veteran status, or other classification protected by law which may specifically address sexual orientation, gender identity and/or expression. GrayRobinson management views the principle of equal employment opportunity as a vital element in the employment process and hallmark of good management.

A DETAILED DOCUMENTATION ON EMPLOYEE DEVELOPMENT AND EVALUATION PROCESS

After the first twelve months of employment from the starting date of a non-exempt, hourly employee or exempt, salaried non-attorney employee (unless an exception is made as a "term of employment"), each employee's job performance is evaluated and his/her salary reviewed. Generally, the next scheduled pay or salary review will be twelve months from the date of the first scheduled pay or salary review and every twelve (12) months thereafter.

The Human Resources Department and the Office Administrator maintain a personnel file for each employee and a system that ensures each employee is reviewed and evaluated at the appropriate time. Approximately two weeks before an employee's performance and/or pay or salary evaluation date, the Office Administrator provides the supervising attorney, advisor, or supervisor an appropriate employee evaluation form. After completion of the evaluation form, the Office Administrator consults with the supervising attorney, advisor, or supervisor. The supervising attorney, advisor, or supervisor meets with the employee to review the performance evaluation and discuss the employee's compensation.

All supervising attorney, advisor, or supervisor advise the Office Administrator in writing of compliments or complaints relating to an employee when the incident giving rise to the compliment or complaint occurs, or shortly thereafter, so that such information may be considered when an employee is evaluated.

All pay or salary increases are based primarily upon merit and performance and an employee's overall value to the firm. Some of the factors, among others, taken into consideration include: quality of work, quantity of work, general attitude, attendance, punctuality, decision-making capabilities, cooperation and team effort with others, dependability, general improvement or excellence in job skills, and increased value to the firm.

An employee who is promoted or transferred may receive a performance review (and possible pay or salary increase consideration) 6 months following the effective promotion or transfer date. A newly promoted or transferred employee receiving a pay or salary increase will be eligible for another performance evaluation and pay or salary review at twelve months from the effective pay or salary increase date following the promotion or transfer.

Economic

EQUAL ACCESS TO SMALL, DIVERSE, AND DISADVANTAGED SUPPLIERS

GrayRobinson is committed to excellence. We recognize that diversity of ideas and experiences is critical to achieving creative and successful representation of our clients and maintaining a workforce of versatile individuals. A diverse legal or government affairs team brings diverse ideas, experiences, and innovative approaches to solving problems.

GrayRobinson regularly aligns with diverse, small, and disadvantaged suppliers on various projects and we look forward to doing so again. We are also able to rely on the talent and skillset of the female and minority members of our own team. We have included two female lobbyists, Kim McDougal, Ph.D. and Angela Drzewiecki, on the County team and their work in representing a fair portion of our team's total representation.

Generally, we are committed to increasing our focus on diversity and inclusion first and foremost because it is the right thing to do – but also because we know the benefits it provides to our culture, our clients, and our professionals. Under the leadership of GrayRobinson Shareholder and Diversity and Inclusion Chair Jenny Sullivan, our Diversity and Inclusion Program aims to increase the recruitment, retention, and development of attorneys and consultants with diverse backgrounds. We are diligently working to:

- Increase the number of internal leadership positions held by diverse attorneys and advisors
- Ensure diversity is a consideration when staffing client matters
- Expand our recruiting outreach to place emphasis on diverse candidates
- Support the education and career development of minority students through an endowed scholarship at the Florida A&M University College of Law (FAMU) and summer associate recruiting at FAMU and the St. Thomas University College of Law
- Sponsor organizations and programming that promote inclusion and the advancement of attorneys with diverse backgrounds
- Expand our connections with diverse affinity bar associations around the state

GrayRobinson is also a founding member of the Leadership Council on Legal Diversity. The Leadership Council, formed in 2009, is an organization of corporate chief legal officers and law firm managing partners dedicated to creating a truly diverse legal profession. The Council is committed to eliminating the impediments that preclude minorities and women from having an opportunity to perform, to succeed, and to lead. We will never stop our efforts to improve, and we welcome feedback and partnership with our clients and employees to help us continue our mission.

21. Exceptions

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 exceptions to the terms of this solicitation.

SERVICE COST FOR INFORMATIONAL PURPOSES

22. Proposed Annual Fee

State proposed annual fee to provide all services requested herein. The fee shall include all service 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 \$132,000 to provide all services requested herein. The fee shall include all service costs, including subcontractor fees, travel, and miscellaneous expenses.

APPENDIX A - SAMPLE REPORTS

The following pages include reports provided to Miami-Dade County following the conclusion of the 2022 Legislative Session.



Joseph R. Salzverg
Shareholder
305-924-9904 • Joseph.Salzverg@Gray-Robinson.com

March 24th, 2022

VIA ELECTRONIC MAIL

Jess McCarty, Executive Assistant County Attorney
Miami-Dade County Attorney's Office
Suite 2810 Stephen P. Clark Center
111 NW 1st Street
Miami, FL 33128
Jess.McCarty@miamidade.gov

Re: Miami-Dade County Legislative Session Report – End of Session

To Whom It May Concern:

We at GrayRobinson, P.A. and Sun City Strategies, LLC (“the team”) were honored to represent Miami-Dade County (“the County”) during Florida’s 2022 Legislative Session, our fifth year being zealous advocates for the County in our State’s capitol. Below you will find a summary of our team’s assignments and the final disposition of those items. We will also be sending a comprehensive local government report for your in-depth review.

Based on our assignments and our consistent communication with the County, we would like to highlight the following wins as the most impactful ones that we were a part of this year:

- Defeat of SB 1124/HB 943 – Preemption of Local Government Wage Mandates, which would have invalidated the County’s living wage ordinance.
- Defeat of SB 572/HB 417 – Property Appraisers, which would have adversely revised the factors the Property Appraiser considers in deriving a property’s valuation, as well as increasing the variance threshold which allows the Property Appraiser to appeal Value Adjustment Board decisions.
- Defeat of SB 1256/HB 977 – Sales of Tax Certificates, which would have posed a substantial adverse fiscal impact on the County.
- Passage of HB 7015 – Open Government Sunset Review of Public Records Exemption for Identity of a Witness to a Murder, a priority of MDPD and the Chairman.
- Passage of HB 7071 – Taxation, which included an increase in the property tax exemption for widows, widowers, blind persons, and persons totally and permanently disabled from \$500 to \$5,000.
- Providing ongoing counsel to the County on whether to pursue a Basin Management Action Plan (BMAP) or Reasonable Assurance Plan (RAP) at the Florida Department of Environmental Protection (FDEP). We anticipate continuing to work with County staff throughout the development of the RAP this year.

RFQ-01980
BOCA RATON
FORT LAUDERDALE
FORT MYERS
GAINESVILLE
JACKSONVILLE
KEY WEST
LAKELAND
MELBOURNE
MIAMI
NAPLES
ORLANDO
TALLAHASSEE
TAMPA
WASHINGTON, DC
WEST PALM BEACH

333 SE 2ND AVENUE
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MIAMI, FLORIDA 33131
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2022 State Critical Priorities

Expanded Property Tax Exemption: R-216-21 urges the Florida Legislature to enact legislation providing expanded property tax exemption for widows, widowers, blind persons, and persons totally and permanently disabled. **PASSED**

- SB 154 by Senator Rodriguez and HB 13 by Rep. Gottlieb would increase the property tax exemption amount for the aforementioned groups of people, from \$500 in exempt value to \$5,000. SB 154 died in the Senate Community Affairs Committee, its first committee of reference. HB 13 died in the House Ways and Means Committee, its second committee of reference.
- The Legislature approved this year's tax package, HB 7071 – Taxation. The team worked diligently to make sure the substance of SB 154 and HB 13 was contained within the tax package, which will increase the property tax exemption amount for widows, widowers, blind persons, and persons totally and permanently disabled, from \$500 in exempt value to \$5,000.

Public Records Exemption Relating to Murder Investigations: R-826-21 urges the Florida Legislature to enact legislation to expand public records exemptions relating to murder investigations to protect the identity and statements of witnesses and key details of the crime for a certain period of time. **PASSED**

- The team worked with legislative leadership for the filing of a proposed committee bill (PCB) that provides an open government sunset review (OGSR) extension the current public records exemption relating to the criminal intelligence and criminal investigative information that reveals personal identifying information of witness to murder, which is set to expire. SB 7032 by the Criminal Justice Committee was read for a second time by the Senate on February 17th and was substituted for HB 7015. HB 7015 by the Government Operations Subcommittee has been passed by both chambers and the enrolled text was filed on February 18th.

2022 State Resolution Assignments

1. R-216-21: Enact legislation providing expanded property tax exemption for widows, widowers, blind persons, and persons totally and permanently disabled.
 - *See critical priorities above.*
2. R-675-21: Enact legislation authorizing local code enforcement officers to enforce state statutes relating to at-risk and derelict vessels.
 - The following legislation passed and in part, seek to tackle the State's at-risk and derelict vessels issue. Local code enforcement officers did not receive expanded authority because of these bills, but the ability for code enforcement officers to conduct hearings stemming from such vessels was preserved.
 1. SB 494 by Senator Hutson – Fish and Wildlife Conservation Commission.
 2. SB 606 by Senator Garcia – Boating Safety.
 3. SB 1432 by Senator Rodriguez – Vessel Anchoring.

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3. R-826-21: Enact legislation expanding public records law exemption relating to murder investigations.
 - *See critical priorities above*
4. R-831-21: Enact legislation requiring the creation of a state-maintained online searchable database of all condominium associations with links to the associations' websites and linked to the county's property appraiser's website.
 - SB 642 by Senator Rodriguez and HB 329 by Rep. Duran – Community Association Databases. SB 642 died in the Senate Regulated Industries Committee, its first committee of reference. HB 329 died in the House Regulatory Reform Subcommittee, its first committee of reference.
5. R-970-21: Reinstate the public records and public meetings exemption for unsolicited proposals.
 - Section 255.065, F.S. was repealed on October 2, 2021, after the exemption was not extended during the 2021 Legislative Session. SB 850 by Senator Passidomo repeals inoperative and expired statutes, including this one. The bill was approved by the Governor on February 24th.
 - The team had conversations with legislative leadership which decided that this statute will remain repealed, due to the lack of support for the OGSR extension last session.
6. R-998-21: Support HB 47 or similar legislation that would create a criminal penalty for individuals who counterfeit, forge, alter, clone, or process a fraudulent proof of vaccination against a disease, with the intent to defraud.
 - SB 284 by Senator Polsky and HB 47 by Rep. Grieco – Fraudulent Proof of Vaccination. SB 284 died in the Senate Criminal Justice Committee, its first committee of reference. HB 47 was withdrawn prior to introduction in January.
7. R-1068-21: Enact legislation that would provide further property tax relief for low-income senior citizens and adults with disabilities.
 - SB 1278/SB1280 by Senator Diaz and HB 973/HB 975 by Rep. Borrero – Homestead Exemptions for Low-Income Seniors. SB 1278 and SB 1280 both died in the Senate Community Affairs Committee, their first committee of reference. HB 973 and HB 975 both died in the House State Affairs Committee, their final committee of reference.
8. R-1069-21: Support SB 246, HB 85, or similar legislation exempting the sale of diapers and incontinence products from the sales and use tax, or include such language in the tax package.
 - SB 246 by Senator Book and HB 85 by Rep. Eskamani – Tax Exemption for Diapers and Incontinence Products. SB 246 died in the Commerce and Tourism Committee, its first committee of reference. HB 85 died in the House Ways & Means Committee, also its first committee of reference.
 - The Legislature approved this year's tax package, HB 7071 – Taxation. The team worked diligently to make sure the substance of SB 246 and HB 85 was contained therein. The final tax package includes a sales tax holiday for diapers and associated items.

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9. R-1113-21: Enact legislation that would minimize, or eliminate, driver license suspensions due to failure to pay fines, fees, service charges, or other costs for non-moving violations.
 - HB 397 by Rep. Clemons – Court Fiscal Administration was approved by the Legislature and enrolled on March 4th. It is now awaiting signature from the Governor. A culmination of a multi-year effort, the legislation enhances payment options to help reduce driver license suspensions.
10. R-1117-21: Enact HB 217 or similar legislation that would create a state funded film rebate program to incentivize the film, television, and digital industry to revitalize the state economy.
 - SB 946 by Senator Gruters and HB 217 by Rep. Trabulsy – Entertainment Industry. SB 946 died in the Finance and Tax Committee, its second committee of reference. HB 217 died in the Tourism, Infrastructure and Energy Subcommittee, its first committee of reference.
11. R-1119-21: Enact SB 322, HB 293, or similar legislation that would ensure fair pay protection for women by addressing disparities in pay between men and women.
 - SB 322 by Senator Stewart and HB 293 by Rep. Thompson – Discrimination in Labor and Employment. SB 322 died in the Commerce and Tourism Committee, its first committee of reference. HB 293 died in the Regulatory Reform Subcommittee, also its first committee of reference.
12. R-1187-21: Enact SB 342, HB 195, or similar legislation that would expunge the non-judicial arrest record of certain minors who successfully complete a diversion program for specified felony offenses.
 - HB 195 by Rep. D. Smith – Juvenile Diversion Program Expunction was approved by the Legislature and enrolled on March 8th. It is now awaiting signature from the Governor.
13. R-1190-21: Enact legislation repealing Chapter 2021-214, Laws of Florida (HB 735), which preempted the licensing of occupations to the state.
 - Subsequent to the passage of HB 735 during the 2021 Legislative Session, local governments may only continue to license occupations adopted prior to July 1, 2021, until July 1, 2023. The current Legislature, having just passed the legislation which has not fully gone into effect, did not have a willingness to repeal said legislation from last session.
14. R-69-22: Oppose SB 1380, HB 219, and any similar legislation that makes regulatory covenants subject to extinguishment under the Marketable Record Title Act.
 - SB 1380 by Senator Rodriguez – Real Property Rights was approved by the Legislature and enrolled on March 8th. It is now awaiting signature from the Governor.
15. R-70-22: Oppose SB 1124, HB 943, and similar legislation which would preempt any political subdivision from imposing a wage mandate on an employer in an amount greater than the state minimum wage rate.
 - SB 1124 creates the “Wage Mandate Preemption Act” and amends the current preemption to prohibit political subdivisions from enacting, maintaining, or enforcing, by any means, a “wage mandate” in an amount greater than the state or federal minimum wage rate. SB 1124 died in the Commerce and Tourism Committee, its second committee of reference.

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- HB 943 by Harding and the Local Administration & Veterans Affairs Subcommittee prohibits political subdivisions from enacting, maintaining, or enforcing, directly or indirectly, wage mandates in amount greater than state or federal minimum wage rate. The bill died in the House State Affairs Committee, its final committee of reference.
16. R-81-22: Oppose SB 1834, HB 1557, or similar legislation that would limit classroom discussions on sexual orientation and gender identity and allow parents to sue school districts that permit discussion or learning about these topics or that otherwise discriminates against persons based on sexual orientation or gender identity.
- HB 1557 by Representative Harding – Parental Rights in Education was approved by the Legislature and enrolled on March 8th. It is now awaiting signature from the Governor.
17. R-168-22: Oppose SB 1728, or similar legislation that would allow residential property insurers to offer only homeowners’ insurance policies that reimburse roof losses on a depreciated value or actual cash value basis rather than on the basis of replacement costs.
- SB 1728 by Senator Boyd – Property Insurance died in the final days of session.

2022 Bill and Issue Assignments

1. SB 572/HB 417: Property Appraisers/Highest and Best Use
 - *See state resolutions above.*
2. SB 642/HB 329: Condominium/Community Association Database/Surfside
 - *See state resolutions above.*
3. HB 219: Marketable Record titles to Real Property
 - *See state resolutions above.*
4. SB 1124: Preemption of Local Government Wage Mandates
 - *See state resolutions above.*
5. SB 1020/HB 635: Building Plans
 - SB 1020 by Senator Perry, specifying that local building code administrators and certain marshals and inspectors do not have discretionary authority to change certain building plans under specified circumstances. The bill died in the Community Affairs Committee.
 - HB 635 by Representative Maggard died in the Commerce Committee.
6. SB 1256/HB 977: Sales of Tax Certificates
 - SB 1256, by Senator Gruters, died in the Community Affairs Committee.
 - HB 977, by Representative Caruso, died in the Ways & Means Committee, its second committee of reference.
7. SB 7032/HB 7015: Identity of a Witness to a Murder
 - *See critical priorities above.*

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8. HB 3: Law Enforcement Officer, Benefits, Recruitment, and Training, incorporate corrections
 - HB 3 by Representative Leek – Law Enforcement was approved by the Legislature and enrolled on March 10th. It is now awaiting signature from the Governor.

2022 State Guiding Principles/Departmental Items

1. Entertainment Production High Wage Job Creation Inducement Fund (*LFIR 2565 by Senator Pizzo/HB 3733 by Rep. Rizo*)
 - HB 3733 was indefinitely postponed and withdrawn from consideration on March 12th.
 - The appropriation within LFIR 2565/HB 3733 was not included in the final appropriations package.
2. Body Worn Camera Confidentiality
3. Commercial Buildings Energy Tax Deduction 179d
4. State Entertainment Production Job Creation program (*see R-1117-21 above*)
5. Cultural Affairs Grants
 - The Legislature approved the General Appropriations Act, which included \$47,638,565 for Cultural and Museum Grants. Of those funds, \$46,010,129 is provided for the Department of State 2022-2023 Cultural and Museum Grants General Program Support ranked list in its entirety.
6. State Aide to Public Libraries
 - The Legislature approved \$19,304,072 from the General Revenue Fund, and \$2,150,606 from the Federal Grants Trust Fund, for Library Grants, line 3181 – Aid to Local Governments for Library Grants.
7. Public Library Construction Grant Program
 - The legislature chose to priorities State Aide to Public Libraries and as such, only allocated a total of \$75,198 for the construction grant program.
8. Release of Information by FDLE to Local Law Enforcement Relating to the Lawfulness of a Firearm Sale or Transfer
9. Cashless Bonds
10. Direct Deposit for Employees
11. Promote Legislation Requiring Property Appraisers to Consider Restrictive Covenants Imposed by Local Governing Bodies in its Real Property Assessments
12. Advocate for Amendments that Provide Tax Savings for Most Vulnerable Tax Payers (*see critical priorities above*)
13. Support Changes to the Current VAB Process that Promotes Efficiency and Transparency
14. Amend Florida Law to Clarify That a Change of Ownership Occurs at the Time a Deed is Executed
15. Add Provisions that Clarify the Requirements for Multiple Building Parcels as Defined in s. 193.027, F.S.

More information available upon request.

Cc: Sun City Strategies, LLC

GRAYROBINSON
MIAMI-DADE COUNTY
2022 Legislative Session Final Report

March 28, 2022

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BUDGET

2022 General Appropriations Act (HB 5001)

HB 5001, the General Appropriations Act (GAA) for Fiscal Year 2022-2023 (FY 2022-2023), provides for a total budget of \$112.1 billion, which is an approximate 10.4% increase over the previous year's budget. The spending plan maintains roughly \$8.9 billion in reserves, and an additional \$1 billion is allocated in the budget for HB 5011, the Inflation Fund, to cover increased costs for state contracts due to inflation.

Funding in the GAA is broken down into three categories:

- General Revenue (GR): funding collected through state tax revenues.
- State Trust Funds: money designated by state law for a specific purpose.
- Federal Trust Funds: funding provided by the federal government.

The FY 2022-2023 budget totals \$112.1 billion, including \$43.7 billion in GR, \$29.1 billion in state trust funds, and \$39.2 billion federal trust funds.

Coronavirus State Fiscal Recovery Funds

The GAA in Section 197 outlines certain appropriations contingent upon Florida receiving the second distribution of the state's allocation from the federal Coronavirus State Fiscal Recovery Funds (SFRF). The projects are listed below:

- PECO - K12 Special Facilities Construction Projects - \$64.4 million
- Job Growth Grant Fund - \$50 million
- Land Acquisition - Rural and Family Lands Protection Program - \$300 million
- Land Acquisition - Rattlesnake Key - \$23 million
- Land Acquisition - Green Heart of the Everglades - \$35 million
- Fuel Tax Holiday - \$200 million
- Northern Storage - ASR Wells - \$100 million
- Capitol Complex Renovations and Repairs - \$115 million
- Department of State (DOS) - Artifact Facility - \$13.8 million
- African-American Cultural Historical Grants - \$30.4 million
- PECO - Higher Education Construction - \$558.04 million
- Deferred Maintenance - Florida Colleges - \$400 million
- Deferred Maintenance - State Universities - \$443.7 million
- State Emergency Operations Center - \$80 million
- Workforce IT System - \$150 million
- Local Support Grants, including First Responder Recognition Payments - \$205 million
- Derelict Vessel Removal Program - \$11.7 million

- Resilient Florida Grants - \$200 million
- FWC Enhanced Aviation Support - \$5 million
- Broadband Opportunity Program (s. 288.9962, F.S.) - \$400 million
- Rural Infrastructure Fund - \$25 million
- Small County Road Assistance Program (SCRAP) - \$20 million
- Small County Outreach Program (SCOP) - \$30 million
- Cultural Facilities Grants - \$10 million

SFRF Projects Total: \$3.5 billion

Please note some of the appropriations listed above are also included in the summary below and are annotated as contingent on SFRF.

The following sections provide an overview of various portions of the FY 2022-2023 GAA.

Agriculture, Environment, and General Government

The Florida Legislature allocated \$9.3 billion from the total budget to Agriculture, Environmental, and General Government services. This total allocation includes \$4.2 billion for environmental projects via the Florida Department of Environmental Protection (DEP), to enhance water quality and increase environmental protection efforts, major issues include the following:

- Everglades Restoration - Provides \$874.5 million in new funding for Everglades restoration, including \$5 million for agricultural nutrient reduction and water retention projects in the Lake Okeechobee Watershed.
- Resilient Florida Trust Fund and Programs:
 - Planning Grants - \$20 million (as specified in HB 7053)
 - Resilient Florida Grant Program - \$200 million (contingent on SFRF)
Up to \$20 million may be used to provide grants for the Resilient Florida Grant Program. The remaining funds are provided for projects included in the Statewide Flooding and Sea Level Rise Resilience Plan.
 - Data collection and analysis for the Comprehensive Statewide Flood Vulnerability and Sea Level Rise Assessment - \$7.1 million
 - Coastal Resiliency - \$2.9 million
Provided for migrating and upgrading the sea level impact projection (SLIP) study tool, regional living shoreline restoration suitability modeling, and sea level rise modeling.
 - Flooding and Sea Level Rise Resilience Plan - \$270.9 million
Provided to the DEP for the Statewide Flooding and Sea Level Rise Resilience Plan, years one through three, as submitted to the Governor, the President of the Senate, and the Speaker of the House of Representatives on December 1, 2021, pursuant to section 380.093(5), Florida Statutes. In the event that projects included in the plan are unable to continue, the department may include a revised list of projects in its

Statewide Flooding and Sea Level Rise Resilience Plan submission on December 1, 2022.

- Florida Coastal Zone Management Program - \$1.3 million
Grants and aids to local governments for priority areas, including resilient communities, coastal resource stewardship, access to coastal resources, and working waterfronts.
- Water Projects - \$368.4 million
- Wastewater Grant Program - \$125 million
- Florida Forever Programs and Land Acquisition - \$168.7 million
 - Division of State Lands - \$100 million
 - Florida Recreation Development Assistance Grants - \$10.7 million
 - Green Heart of the Everglades Acquisition - \$35 million (contingent on SFRF)
 - Rattlesnake Key Acquisition - \$23 million (contingent on SFRF)
- Wildlife Corridor/Rural and Family Lands Protection Program - \$300 million (contingent on SFRF)
- Beach Management Funding Assistance Program - \$50 million
Provided for grants and aids to local governments for the distribution to beach and inlet management projects consistent with any component of the comprehensive long-term management plan developed in accordance with section 161.161, Florida Statutes. Funds may be used in accordance with section 161.101, Florida Statutes, for projects on annual ranked lists, storm repair projects, or projects on lands managed by the state.
- State Park Beach Projects - \$55 million
- Coral Reef Protection and Restoration - \$11 million
- Petroleum Tanks Cleanup Program - \$180 million
- Hazardous Waste and Dry Clean Site Cleanup - \$40 million
- C-51 Reservoir - \$65 million
- Septic Upgrade Incentive Program - \$10 million
- Florida Keys Area of Critical State Concern - \$20 million
- Alternative Water Supply - \$50 million
- Springs Restoration - \$75 million
- Small Community Wastewater Treatment Grants - \$12 million
- Derelict Vessel Removal Program - \$19.9 million (\$11.7 million contingent on SFRF)
- Total Maximum Daily Loads - \$50 million
- PFAS Testing - \$33 million
Provided for grants and aids to local governments for the testing and remediation of any pollutant that is a perfluoroalkyl or polyfluoroalkyl substance (PFAS) or any pollutant identified by the Environmental Protection Agency Administrator as a contaminant of emerging concern.

Transportation, Tourism, and Economic Development

The Transportation, Tourism, and Economic Development budget totals \$16.5 billion. The major projects and their funding include:

- The Florida Department of Transportation (DOT) total appropriation is \$12.7 billion. Highlights include:
 - Transportation Work Program - \$11.1 billion (Provides full funding for DOT's 5-year work program)
 - SCOP - \$115.2 million (\$30 million contingent on SFRF)
 - SCRAP - \$47.7 million (\$20 million contingent on SFRF)
 - Transportation Disadvantaged - \$60.4 million
 - Local Transportation Initiatives (Road Fund) Projects - \$498.6 million
 - Marketing Campaign - Up to \$1 million for DOT to conduct a career path marketing campaign, highlighting and promoting the rewarding career paths in the road and bridge construction industry in the state. The marketing strategy must include components that bring attention to career opportunities that exist at the beginning, middle, and later-stages of a person's career and the availability of these careers to diverse peoples.

- The DOS total appropriation is \$193.7 million. Highlights include:
 - Cultural and Museum Programs and Initiatives - \$73.2 million
 - Historical Preservation Programs and Initiative - \$31.1 million
 - African-American Cultural and Historical Grants Ranked List - \$30.3 million (contingent on SFRF)
 - Elections - \$16.2 million:
 - Office of Election Crimes and Security Investigators - \$1.1 million
 - Grants to Supervisors of Elections for Cyber Security - \$8 million

- The Florida Division of Emergency Management's (DEM) total appropriation is \$1.6 billion. Highlights include:
 - Federally Declared Disaster Funding (Federal Emergency Management Agency (FEMA) reimbursement and pass-through) - \$1.5 billion
 - Community Recovery, Preparedness, and Critical Facilities Projects - \$30.8 million
 - Urban Search and Rescue Teams Training and Equipment Grants - \$10 million

- The Florida Department of Economic Opportunity (DEO) total appropriation is \$1.3 billion. Highlights include:
 - Affordable Housing Programs:
 - Florida Hometown Hero Housing Program (provides down payment and closing cost assistance to eligible homebuyers) - \$100 million
 - State Apartment Incentive Loan (SAIL) - \$53.3 million

- State Housing Initiative Partnership (SHIP) - \$209.5 million (allocated to local governments)
- VISIT FLORIDA - \$50 million
- Enterprise Florida - \$12 million
- Broadband Opportunity Grant Program - \$400 million (contingent on SFRF)
- Jobs Growth Grant Fund - \$50 million (contingent on SFRF)
- Law Enforcement Recruitment Bonus Program - \$20 million
- Local Support Grants - First Responders Recognition Payments - \$125 million (contingent on SFRF)

Education

This year, the Florida Legislature approved a total appropriation of \$25.7 billion for education (\$18.7 billion GR; \$7 billion TF, excluding tuition). Total funding, including local revenues, is \$39.2 billion.

Under the Florida Education Finance Program (FEFP), the Florida Legislature provided total funding of \$24.3 billion. This year, FEFP total funds increased by \$1.69 billion, a 7.5% increase. Total funds per student increased to \$8,142.80 from \$7,758.30, and the Base Student Allocation (BSA) increased by \$214.49, a 4.9% increase. Additionally, under the FEFP, the Required Local Effort (RLE) saw an increase of \$633.2 million with the RLE statewide millage rate maintained at last year's level of 3.606 mills, as well as a total \$800 million to increase the minimum classroom teacher salary to at least \$47,500, and to increase salaries for other instructional personnel, fulfilling one of Governor Ron DeSantis' top initiatives.

Other highlights within the budget for education include \$1.9 billion for Education Capital Outlay, \$5.6 billion for the State University System, \$2.2 billion for the Florida College System, and \$994 million for Student Financial Aid.

Health and Human Services

The Health and Human Services budget silo received a total allocation of \$48.9 billion. The Agency for Health Care Administration (AHCA) received the largest appropriation at \$38.6 billion. The Florida Legislature allocated \$2.2 billion for Medicaid Price Level and Workload increases to serve an anticipated 5.1 million beneficiaries, the highest caseload in Florida's history. The budget also includes \$889.4 million for rate increases to ensure \$15/hour for direct care staff serving Medicaid and APD iBudget clients.

Other highlights include: \$9 million for the Public Safety, Mental Health, and Substance Abuse Local Matching Grant Program to support county programs that serve children and adults at risk of entering the criminal justice system or are in behavioral crisis, \$37.7 million for the Casey DeSantis Cancer Research Program, and \$5 million for hearing aids for children.

Criminal and Civil Justice

The budget contains \$6.9 billion for Criminal and Civil Justice. Budget highlights include \$50 million for the new Sixth DCA Courthouse and \$850 million for the construction of two new prison facilities (one 4,500 bed correctional institution and one 250 bed prison hospital).

The GAA also includes \$15 million to increase salaries for sheriff's deputies and county correctional officers employed in fiscally constrained counties, and \$10 million to address workload associated with a backlog of court cases due to the COVID-19 pandemic.

LEGISLATION

Of the 3,684 bills (3,735 including PCBs) filed for the 2022 Legislative Session, 285 of them passed both the Florida House and Senate and either have already been sent to Governor DeSantis or will be sent for him to sign into law, veto, or become law without his signature. Broken down, 1,674 were general bills, 46 were local bills, and 15 were claim bills. Additionally, there were 15 public records bills, and nine revisers' bills enrolled.

Many pieces of legislation provided in the following subsections were also priority bills monitored by the Florida League of Cities and the Florida Association of Counties, who we worked hand-in-hand with throughout the 2022 Legislative Session.



PASSED: Tax-Related Bills

Additional Homestead Property Tax Exemption for Specified Critical Public Service Workforce – HJR 1

Introduced by Representative Tomkow, HJR 1 proposes an amendment to the Florida Constitution to authorize the Florida Legislature, through general law, for all levies other than school district levies, an additional homestead exemption on the value greater than \$100,000 and up to \$150,000 for a classroom teacher, law enforcement officer, correctional officer, firefighter, emergency medical technician, paramedic, child welfare services professional, active duty member of the United States Armed Forces, or a member of the Florida National Guard. Property maintained as a homestead by the owner for a person legally or naturally dependent upon the owner is eligible for the exemption as well. The Revenue Estimating Conference has noted that, if the implementing bill, HB 1563, becomes law, the impact of the bill will reduce local property tax revenue for all levies other than school district levies by \$85.9 million beginning in FY 2023-2024. The proposed amendment will be submitted to Florida's electors for approval or rejection at the next general election in November 2022. If approved by at least 60 percent of the electors, the proposed amendment in HJR 1 will take effect on January 1, 2023.

Emergency Preparedness and Response – SB 96/SB 98

Introduced by Senator Burgess, SB 98 creates the Emergency Preparedness and Response Fund within the Executive Office of the Governor. SB 98 passed the Florida House (99-17) and Florida Senate (34-1) and was signed by the Governor on February 17, 2022. The bill is effective upon becoming law, except as otherwise provided. SB 98 is linked to SB 96. SB 96, also introduced by Senator Burgess, authorizes the Legislative Budget Commission (LBC) to convene to transfer or appropriate funds to the Emergency Preparedness Response Fund. The Florida Legislature appropriated a non-recurring sum of \$500 million in 2022 for the fund. Under the bills, after approval from the LBC, the Governor could transfer, expand, and request additional moneys into the fund. SB 96 passed the Florida House (95-22) and Florida Senate (31-4) and was signed by the Governor on February 17, 2022. The bill is effective upon becoming law, except as otherwise provided.

Local Tax Referenda Requirements – HB 777

Introduced by Representative Robinson, HB 777 requires referenda authorizing certain optional local taxes to be held only during a general election. The taxes affected are as follows: tourist development tax, areas of critical state concern tourist impact tax, children's services independent special district tax, county temporary excess ad valorem millage, municipal temporary excess ad valorem millage, county transportation motor fuel tax, local option fuel tax, and school district millage. HB 777 passed the Florida House (111-2) and Florida Senate (39-0) and will take effect on October 1, 2022, if signed by the Governor.

Hurricane Loss Mitigation Program – HB 837

Introduced by Representative Willhite, HB 837 establishes that funds currently appropriated for the retrofitting of hurricane shelters may also be used for the construction of hurricane shelters. The bill transfers the Manufactured Housing and Mobile Home Mitigation and Enhancement Program, including the Mobile Home Tie-Down Program, from Tallahassee Community College to Gulf Coast State College. This transfer includes all powers, duties, records, and unspent appropriation balances of the programs. The bill saves the Hurricane Loss Mitigation Program from repeal by extending its expiration date to June 30, 2032. HB 837 passed the Florida House (117-0) and Florida Senate (37-0) and is awaiting action by the Governor.

Homestead Property Tax Exemptions for Classroom Teachers, Law Enforcement Officers, Firefighters, Emergency Medical Technicians, Paramedics, Child Welfare Professionals, and Servicemembers – HB 1563

Introduced by Representative Tomkow, HB 1563 is linked to HJR 1, which proposes an amendment to the Florida Constitution to authorize the Florida Legislature to provide a new homestead tax exemption for certain qualifying individuals. The bill provides that any of the defined people who hold legal or beneficial title in equity to real property in this state and makes such property their or their dependent's permanent residence is entitled to an exemption of up to \$50,000 on the property's value between \$100,000 and \$150,000, for all levies other than school district levies. The bill directs the Florida

Legislature to appropriate money to fiscally constrained counties to offset reductions in ad valorem tax revenue resulting from the homestead exemption. The bill dictates that these distributions are to be made beginning in FY 2023-2024. The bill is contingent upon elector approval of HJR 1. The bill will take effect on the effective date of the amendment proposed by HJR 1 or a similar joint resolution having substantially the same specific intent and purpose. If approved by the electors in the next general election in November 2022, HJR 1 and HB 1563 will take effect on January 1, 2023.

Taxation – HB 7071

Introduced by the Florida House Ways and Means Committee and Representative Payne, HB 7071 contains provisions for tax relief and changes to tax policy. HB 7071 provides multiple sales tax breaks, including a 14-day “back-to-school” sales tax holiday from July 25, 2022, through August 7, 2022, for certain clothing, school supplies, learning aids and puzzles, and personal computers; a 14-day “disaster preparedness” sales tax holiday from May 28, 2022, through June 10, 2022, for specified disaster preparedness items; a 7-day “recreational” sales tax holiday from July 1, 2022, through July 7, 2022, for specified admissions, boating and water activity supplies, camping supplies, fishing supplies, general outdoor supplies, residential pool supplies, and sporting equipment; a 7-day “tools” sales tax holiday from September 3, 2022, through September 9, 2022, for tools and equipment needed in skilled trades; a two-year sales tax exemption for impact-resistant windows, doors, and garage doors; a one-year sales tax exemption for children’s clothing, shoes, and diapers; a one-year sales tax exemption for certain ENERGY STAR appliances; a one-month sales tax exemption for children’s books; a one-month motor fuels sales tax holiday; and other exemptions relating to sporting tickets, farming equipment, and equipment used in the production of green hydrogen.

The bill makes changes to ad valorem taxes as well, including property tax relief for homestead property rendered uninhabitable for 30 days or more due to a catastrophic event; property tax relief for property owners affected by the sudden and unforeseen collapse of a residential building; and an increase to the widows, widowers, blind, or totally and permanently disabled property tax exemption from \$500 to \$5,000 (contents originally in HB 13/SB 154).

The bill makes changes to corporate income tax. The bill adopts the Internal Revenue Code as amended and in effect on January 1, 2022. Additionally, the bill creates a corporate income tax credit for expenses incurred in rehabilitating short line railroads.

The bill makes changes to the documentary stamp tax, providing a documentary stamp tax exemption for federal loans related to state-declared emergencies.

Finally, the bill makes changes to other taxes. The bill authorizes school districts to use the School Capital Outlay surtax for the purchase, lease, or maintenance of school buses. The bill provides flexibility in the timing of the New Worlds Reading Initiative and Strong Families Tax Credit Programs. The bill increases the annual cap on the Strong Families Tax Credit program by \$5 million, and increases the annual cap on the New Worlds Reading Initiative Tax Credit program by \$10 million. The bill increases the annual cap on the Community Contribution Tax Credit program by \$5 million.

Additionally, the bill limits the restrictions local government may impose on applicants for rental and homeownership assistance to the restrictions imposed by lenders. The bill would take effect July 1, 2022, if approved by the Governor.



PASSED: Transportation and Economic Development Bills

Florida Tourism Marketing – SB 434

Introduced by Senator Hooper, SB 434 delays the scheduled repeal of the Florida Tourism Industry Marketing Corporation (VISIT FLORIDA) and the Division of Tourism Marketing of Enterprise Florida, from 2023 to 2028. SB 434 passed the Florida House (98-17) and the Florida Senate (36-3) and is awaiting action by the Governor.



PASSED: Agriculture and Natural Resources Bills

Temporary Underground Power Panels – HB 481

Introduced by Representative Duggan, HB 481 prohibits counties and municipalities from enacting regulations that prevent electric utilities from installing temporary underground power panels that meet the requirements of the National Electrical Code, and prevent counties and municipalities from requiring permanent inspections if the local government has already performed a temporary inspection. HB 481 passed the Florida House (115-0) and the Florida Senate (36-0) and is awaiting action by the Governor.

Fish and Wildlife Conservation Commission – SB 494

Introduced by Senator Hutson, SB 494 revises laws administered by the Fish and Wildlife Conservation Commission (FWC) and other law enforcement bodies. Among other things such as considering the feasibility of using a portion of state lands as a gopher tortoise recipient site, the bill modifies current law provisions relating to derelict, at-risk and abandoned vessels. It specifies a vessel is at risk of becoming derelict if it is tied to an unlawful or unpermitted mooring or other structure. It outlines the circumstances in which law enforcement may destroy or dispose of a vessel, and it adds vessels declared a public nuisance to the definition of “abandoned property.” It clarifies the additional time given for an owner to remove a derelict vessel or to repair the vessel in the event of an accident, but the event does not apply if the vessel was already derelict at the time of the accident or event. The bill reorganizes current law provisions authorizing FWC to establish a program to provide grants to local governments for removal, storage, destruction, and disposal of derelict vessels and vessels declared a public nuisance. It directs FWC to adopt rules for local governments to submit grant applications and criteria for allocating available funds. The grant award criteria must consider, among other things, the number of derelict vessels within the applicant’s jurisdiction; the threat posed by such vessels to health and safety, the environment, navigation, or aesthetics; and the degree of commitment of the local government to maintain waters free of derelict vessels and to seek legal action against those who abandon vessels. The bill specifies a certificate of title may not be issued for

a public nuisance vessel, and it adds public nuisance vessels to the definition of abandoned property. In addition, the bill provides that a local government cannot create a public bathing beach or swim area in the marked channel of the Florida Intracoastal Waterway or within 100 feet of the marked channel. SB 494 passed the Florida Senate (39-0) and the Florida House (116-0) and is awaiting action by the Governor.

Net Metering – HB 741

Introduced by Representative McClure, HB 741 establishes a revised net metering program that credits excess energy delivered to an investor-owned electric utility's system by customer-owned renewable generation in accordance with a graduated schedule. The value of credit a customer who owns or leases renewable generation receives will be determined by the date a net metering application is approved for the customer-owned or leased renewable generation, and credits will be netted on a monthly basis. The bill provides that if the Florida Public Service Commission (PSC) finds that the penetration rate of customer-owned or leased renewable generation across all investor-owned electric utilities service territories in the state exceeds a certain threshold, the PSC must initiate rulemaking to adopt a new rule. The bill also states that the program requirements referenced in the bill establish minimum requirements for investor-owned electric utility customer-owned or leased renewable generation programs. An investor-owned electric utility may petition the PSC at any time for approval to offer a program that is not less favorable to customers who own or lease renewable generation. The bill permits an investor-owned electric utility to petition the PSC for approval to recover, through its fuel and purchased power cost recovery charge, lost revenue resulting from the incremental addition of residential customer-owned or leased solar photovoltaic generation within the investor-owned electric utility's service territory between July 1, 2022, and December 31, 2023. Finally, HB 741 provides for a 20-year grandfather for customers who presently have solar panels on their homes to receive the credit allowable at the time of installation. HB 741 has an effective date of July 1, 2022. HB 741 passed the Florida House (83-31) and Florida Senate (24-15) and is awaiting action by the Governor.

Private Provider Inspections of Onsite Sewage Treatment and Disposal Systems – SB 856

Introduced by Senator Brodeur, SB 856 authorizes the owner (or an authorized contractor) of an onsite sewage treatment and disposal system (OSTDS) to hire a private provider to inspect the OSTDS. The bill provides that an inspection of an OSTDS may not be conducted by private provider or the authorized representative of the private provider that installed the OSTDS. The bill provides that OSTDS inspections may only be performed by a private provider (or an authorized representative) and identifies the qualifications to be a private provider. The bill requires an owner or an authorized contractor using a private provider for an OSTDS inspection to provide notice to the DEP within certain timeframes before the first scheduled inspection by the DEP. It also prescribes what information the notice must include, including information regarding the private provider and an owner acknowledgment in a form specified in the bill. The bill authorizes the DEP to audit up to 25 percent of private providers each year to ensure the accurate performance of OSTDS inspections by a private

provider. SB 856 passed the Florida House (116-0) and Florida Senate 37-0) and is awaiting action by the Governor.

Inventories of Critical Wetlands – SB 882

Introduced by Senator Brodeur, SB 882 directs water management district governing boards to work with local governments to develop a list of critical wetlands to be acquired through the Land Acquisition Trust Fund. SB 882 passed the Florida House (111-2) and Florida Senate (38-0) and is awaiting action by the Governor.

Pollution Control Standards and Liability – HB 909

Introduced by Representative Payne, HB 909 specifies the Secretary of DEP has exclusive jurisdiction in setting standards or procedures for evaluating environmental conditions and assessing potential liability for the presence of contaminants on land that is classified as agricultural and is being converted to a nonagricultural use. The bill prohibits the Secretary from delegating such authority to a city, a county, or another unit of local government through a local pollution control program, but it does not preempt the enforcement authority of a local government through a local pollution control program. HB 909 passed the Florida House (98-16) and Florida Senate (38-0) and is awaiting action by the Governor.

Environmental Management – HB 965

Introduced by Representative Truenow, HB 965 authorizes the creation of water quality enhancement areas (WQEAs), which are defined as natural systems constructed, operated, managed, and maintained for the purpose of providing offsite regional treatment for which enhancement credits may be provided. In addition, the bill requires the construction, operation, management, and maintenance of a WQEA to be approved through the ERP permitting process and requires a WQEA to address the contributions of pollutants or constituents within a specific area determined by DEP that does not meet state water quality criteria. HB 965 passed the Florida House (107-0) and Florida Senate (39-0) and is awaiting action by the Governor.

Soil and Water Conservation Districts – SB 1078

Introduced by Senator Hutson, SB 1078 requires the Department of Agriculture and Consumer Services (DACs) to subdivide each soil and water conservation district (SWCD) into five numbered subdivisions and requires a supervisor from each of the subdivisions to be elected at the 2022 General Election to serve staggered four-year terms. Supervisors must be eligible voters who live within the district and are actively engaged, or retired after ten years of being engaged in, agriculture; are employed by an agricultural producer; or own, lease, or are actively employed on agricultural land. The bill requires all five supervisors of the governing body of each district meet annually in a public meeting, and should a district fail to meet as required, the bill provides that the district will automatically dissolve and all assets and liabilities of the district transfer to DACs. The bill dissolves

the Baker and Martin SWCDs. SB 1078 passed the Florida Senate (21-16) and the Florida House (77-39) and is awaiting action by the Governor.

Agritourism – SB 1186

Introduced by Senator Albritton, SB 1186 revises the Florida Legislature's intent regarding agritourism and how associated activity affects the assessment of property classified as agricultural. The bill removes a requirement that agritourism be a secondary stream of revenue for a bona fide agricultural operation. Additionally, it clarifies an agricultural land classification may not be denied or revoked solely due to the conduct of agritourism on a bona fide farm or due to the construction, alteration, or maintenance of a nonresidential farm building, structure, or facility on a bona fide farm which is used to conduct agritourism activities. However, the buildings, structures, or facilities must be an integral part of the agricultural operation. SB 1186 passed the Florida House (114-0) and Florida Senate (38-0) and is awaiting action by the Governor.

Floating Solar Facilities – HB 1411

Introduced by Representative Avila, HB 1411 promotes the use of floating solar facilities by requiring each local government to allow these facilities as a permitted use under certain conditions and amend its land development regulations to promote the use of floating solar. Under the bill, counties and municipalities may adopt ordinances specifying buffer and landscaping requirements for floating solar facilities, however, such requirements may not exceed the requirements for similar uses involving the construction of other solar facilities that are permitted uses in agricultural land use categories and zoning districts. HB 1411 passed the Florida House (112-0) and Florida Senate (39-0) and is awaiting action by the Governor.

Vessel Anchoring – SB 1432

Introduced by Senator Rodriguez, SB 1432 amends statutes relating to vessel anchoring and mooring. The bill provides that approved and permitted moorings or mooring fields in Monroe County have a 10-year limit on general tenancies and that a sovereign submerged land or other proprietary lease may not prohibit a vessel from an approved and permitted mooring or mooring field, or limit the tenancy of a vessel, because it is an established domicile or a primary residence. The bill clarifies Monroe County is designated as an anchoring limitation area in which vessels anchored on waters of the state within the county and within 10 linear nautical miles of a public mooring field or designated anchoring area must pull anchor, move under their own power, and re-anchor a certain distance away or in a different designated anchoring area. The bill removes the provisions requiring the county to approve of a certain number of moorings at certain locations. The bill requires the FWC to consult with Monroe County and the Florida Keys National Marine Sanctuary to establish designated anchoring areas throughout the county that meet certain criteria. The bill also requires certain vessels on the waters of the state within Monroe County that are equipped with marine sanitation devices to maintain a record of the date and location of each pump-out of the device, which must occur every 30 days, for one year after the date of the pump-out. The bill passed the Florida House (112-0) and the Florida Senate (38-0) and is now awaiting action by the Governor.

Soil and Groundwater Contamination – HB 1475

Introduced by Representatives McClure and Overdorf, HB 1475 provides that if the U.S. Environmental Protection Agency (EPA) has not finalized its standards for Per- and Polyfluoroalkyl Substances (PFAS) in drinking water, groundwater and soil by January 2025, the DEP must adopt by rule statewide cleanup target levels for PFAS in drinking water, soil and groundwater, with priority given to PFOA and PFOS. The DEP rules may not take effect until ratified by the Florida Legislature. In addition, until the department's rule for a particular PFAS constituent has been ratified by the Florida Legislature, a governmental agency or private water supplier may not be subject to any administrative or judicial action under Chapter 376 brought by any state or local governmental entity to compel or enjoin site rehabilitation, to require payment for the cost of rehabilitation, or to require payment of any fines or penalties regarding rehabilitation based on the presence of that particular PFAS constituent. HB 1475 passed the Florida House (111-0) and the Florida Senate (38-0) and is awaiting action by the Governor.

Municipal Solid Waste-to-Energy Program – SB 1764

Introduced by Senator Albritton, SB 1764 creates section 337.814, Florida Statutes, to establish the Municipal Solid Waste-to-Energy Program, within the DACS, comprised of a financial assistance grant program and an incentive grant program. The stated purpose of the program is to provide financial assistance grants and incentive grants to municipal solid waste-to-energy facilities in order to incentivize the production and sale of energy and reduce waste disposed of in landfills. The bill appropriates \$100 million in recurring funds from GR to the DACS for FY 2022-2023 to fund the grant program. The bill appropriates \$159,816 from GR to the DACS to implement and administer the grant program. The bill is effective July 1, 2022.

Statewide Flooding and Sea Level Rise Resilience – HB 7053

Introduced by the Florida House Environment, Agriculture, and Flooding Subcommittee and Representative Busatta Cabrera, HB 7053 establishes the Office of Resiliency within the Executive Office of the Governor and provides for the appointment of a Chief Resilience Officer. The bill requires the DOT to develop a resilience action plan for the State Highway System. The bill makes various revisions to current law relating to statewide resiliency funding and planning, including: authorizing the use of Resilient Florida Grant Program funds for preconstruction activities for projects in municipalities and counties meeting certain population thresholds, but not for projects that adapt critical assets to flooding and sea-level rise; extending by one year the dates by which the Comprehensive Statewide Flood Vulnerability and Sea-Level Rise Data Set and the Assessment must be completed; requiring the Florida Flood Hub to provide tidal and storm surge flooding data to cities and counties for vulnerability assessments; and requires DEP to rank and include in its annual Statewide Flooding and Sea Level Rise Resilience Plan all eligible projects that were submitted and to include a detailed overview describing how the plan was developed; specifying that the DEP plan submitted in 2023 must be an update to the preliminary plan submitted in 2021; and authorizes drainage districts, erosion control districts, regional water supply authorities, and certain special districts to submit proposed projects for the plan under certain circumstances. The bill passed the Florida House (114-1) and Florida Senate (37-0) and is awaiting action by the Governor.



PASSED: Health and Human Services Bills

Regulation of Smoking by Counties and Municipalities – HB 105

Introduced by Representatives Altman and Fine, HB 105 authorizes cities and counties to restrict smoking within the boundaries of any public beach or park they own. The bill specifies that municipalities can restrict smoking within the boundaries of a beach or park that is owned by the county but located within the city, as long as it does not conflict with any county ordinance. The bill prevents cities and counties from restricting unfiltered cigars. HB 105 passed the Florida House (105-10) and the Florida Senate (30-7) and is awaiting action by the Governor.

Residential Development Projects for Affordable Housing – SB 962

Introduced by Senator Bradley, SB 962 authorizes a county or municipality, regardless of zoning ordinances or the locality's comprehensive plan, to approve the development of any residential development project, including a mixed-use residential development project, on any parcel zoned for commercial or industrial use if at least 10 percent of the project's units are reserved for affordable housing. Current law authorizes a county or municipality to approve the development of affordable housing on any parcel zoned for residential, commercial, or industrial use regardless of zoning ordinances or the locality's comprehensive plan, but does not specifically address mixed-use residential projects or the portion of units that must be reserved for affordable housing. SB 962 passed the Florida House (112-0) and Florida Senate (39-0) and is awaiting action by the Governor.



PASSED: Civil Justice, Criminal Justice, and Corrections Bills

Law Enforcement – HB 3

Introduced by Representatives Brannan and Leek, HB 3, a priority of the Florida House Speaker Chris Sprowls, aims to retain and recruit law enforcement officers to the State of Florida. The bill creates the Florida Law Enforcement Recruitment Bonus Program to provide one-time bonus payments of up to \$5,000 to newly employed law enforcement officers in Florida; creates the Florida Law Enforcement Academy Scholarship Program to cover tuition, fees, and up to \$1,000 of eligible education expenses for trainees enrolled in a law enforcement officer basic recruit training program. HB 3 develops a reimbursement program to pay for up to \$1,000 of equivalency training costs for certified law enforcement officers who relocate to Florida or members of the special operations forces who become full-time law enforcement officers in Florida. A late session amendment added language to the bill that clarifies that a sheriff may transfer funds between fund and functional categories and object and sub-object code levels after his or her budget has been approved by the board of county commissioners or budget commission. HB 3 passed the Florida House (114-3) and Florida Senate (34-0) and is awaiting action by the Governor.

Court Fiscal Administration – HB 397

Introduced by Representative Clemons, HB 397 requires the County Clerk of the Court (CCOC) to develop a formula to estimate the total cost associated with clerk support for circuit and county judges statewide, if the number of county or circuit judges is increased. The CCOC would make a recommendation for consideration by the Florida Legislature for additional funding using the formula. The CCOC would also be required to annually prepare a budget request for the reimbursement of costs related to involuntary commitment petitions and orders, subject to legislative appropriation, at a rate of \$40 per petition or order. The Justice Administrative Commission (JAC) would be required to submit the request on behalf of the CCOC to the Governor for transmittal to the Florida Legislature. HB 397 passed the Florida House (115-0) and Florida Senate (38-0) and is awaiting action by the Governor.

County and Municipal Detention Facilities – SB 1236

Introduced by Senator Jones, SB 1236 establishes the Florida Model Jail Standards (FMJS) Working Group to develop and maintain model standards for county and municipal detention facilities. The FMJS Working Group is comprised of seven members appointed by the Florida Sheriffs Association (FSA) and the Florida Association of Counties. The bill requires every sheriff, county, city, or other entity that operates a county or municipal detention facility to adopt, at a minimum, the approved FMJS, which address the construction, equipping, maintenance, and operation of county and municipal detention facilities, as well as the confinement and classification of prisoners. Under the bill's provisions, each county or municipal detention facility must be inspected at least twice annually. One inspection is announced and the other inspection is unannounced. The announced inspection evaluates a facility's compliance with all the FMJS and the unannounced inspection is limited to a review for serious violations. The two inspections must be at least 120 days apart. SB 1236 passed the Florida House (109-0) and Florida Senate (39-0) and is awaiting action by the Governor.

Real Property Rights – SB 1380

Introduced by Senator Rodriguez, SB 1380 amends laws regarding restrictions on the use of real property. The bill limits how certain older real estate covenants or restrictions apply in a manner that protects real property rights and honors zoning requirements and conditions of a building or development permit. The bill also allows a property owner the right to establish parking rules and rates applicable to the owner's property. SB 1380 passed the Florida House (113-0) and Florida Senate (37-0) and is awaiting action by the Governor.

Time Limitations for Preadjudicatory Juvenile Detention Care – HB 7029

Introduced by Representative Brannan, HB 7029 amends ss. 985.24 and 985.26, F.S., to revise the time limitations and hearing requirements related to preadjudicatory juvenile detention care. Specifically, the bill amends s. 985.24, F.S., to authorize a court to order a child placed on supervised release detention care to comply with any available condition established by the Department of Juvenile Justice (DJJ) or ordered by the court, including electronic monitoring, when the court finds such a condition necessary to preserve public safety or to ensure the child's safety or appearance in

court. Additionally, the bill removes the prohibition against placing a child alleged to be dependent under Ch. 39, F.S., into secure detention care in circumstances when he or she is also alleged to have committed a delinquent act or violation of law. The bill amends s. 985.26, F.S., to create time limitations for detention care which differ depending on whether a child is placed on supervised release detention care, which may include electronic monitoring, or in secure detention care. Under the bill, a court may order a child to be placed on supervised release detention care for any period of time until an adjudicatory hearing is completed. However, if a child remains on supervised release detention care for 60 days, the bill requires the court to conduct a hearing within 15 days to determine the need for continued supervised release detention care. If the court finds good cause that the nature of the charge requires additional time for prosecution or defense of the case, or if the totality of the circumstances warrant an extension of supervised release detention care, the court may order the continued placement of the child on such detention care until his or her adjudicatory hearing is completed. HB 7029 passed the Florida House (77-37) and Florida Senate (27-10) and is awaiting action by the Governor.



PASSED: General Government Bills

Firefighter Inquiries and Investigations – HB 31

Introduced by Representatives Busatta Cabrera and Casello, HB 31 extends certain provisions of the Firefighters' Bill of Rights to questioning conducted under an informal inquiry. The bill specifies that an informal inquiry does not include routine work-related discussions, such as safety sessions or normal operational fire debriefings. The bill requires an informal inquiry of a firefighter to be of reasonable duration with permitted periods for rest and personnel necessities and not subject the firefighter to offensive language or offer any incentive as an inducement to answer any questions. During an informal inquiry or interrogation, a firefighter may not be threatened with a transfer, suspension, dismissal or other disciplinary action. HB 31 passed the Florida House (118-0) and the Florida Senate (39-0) and is awaiting action by the Governor.

Religious Institutions – SB 254

Introduced by Senator Brodeur, SB 254 would disallow emergency orders issued under the State Emergency Act which prohibited a religious organization from conducting regular religious services or activities. However, such emergency orders would be permitted to restrict religious activities if such a restriction was part of a general provision which applied uniformly to all entities in an affected jurisdiction and the restriction served a compelling governmental interest and was the least restrictive means of furthering that compelling governmental interest. SB 254 passed the Florida House (88-29) and Florida Senate (31-3) and is awaiting action by the Governor.

Law Enforcement Vehicles – SB 266

Introduced by Senator Diaz, SB 266 creates s. 627.7491, F.S., which provides that if an employing agency authorizes a law enforcement officer to travel to his or her place of residence in an official law enforcement vehicle, the employing agency shall maintain current and valid motor vehicle insurance

coverage, including bodily injury, death, and property damage liability coverage that covers the period in which an officer travels to or from work in an official law enforcement vehicle and covers the time an officer travels to and from any other employing agency assignment in such vehicle. SB 266 passed the Florida House (117-0) and Florida Senate (37-0) and is awaiting action by the Governor.

Building Regulation – HB 423

Introduced by Representative LaMarca, HB 423 provides that a local law, ordinance, or regulation may not prohibit or otherwise restrict the ability of a private property owner to obtain a building permit to demolish his or her single-family residential structure provided that: such structure is located in a coastal high-hazard area, moderate flood zone, or special flood hazard area according to a Flood Insurance Rate Map issued by FEMA for the purpose of participating in the National Flood Insurance Program; the lowest finished floor elevation of such structure is at or below base flood elevation as established by the Building Code or a higher base flood elevation as may be required by local ordinance, whichever is higher; and such permit complies with all applicable Building Code, Fire Prevention Code, and local amendments to such codes. HB 423 passed the Florida House (113-0) and Florida Senate (38-0) and is awaiting action by the Governor.

Residential Home Protection – SB 518

Introduced by Senator Brodeur, SB 518 clarifies current law section 163.045, F.S., which provides that a local government may not require a notice, application, permit, fee, or mitigation for pruning, trimming, or removing a tree on a residential property if the owner obtains documentation from an arborist or licensed landscape architect that the tree presents a danger to persons or property. The bill defines “documentation” as an onsite assessment performed in accordance with tree risk assessment procedures outlined in Best Management Practices – Tree Risk Assessment, Second Edition (2017) by an arborist certified by the International Society of Arboriculture (ISA) or a Florida licensed landscape architect, and signed by the arborist or landscape architect. It defines “residential property” as a single-family, detached building located on a lot actively used for single-family residential purposes and that is either a conforming use or a legally recognized non-conforming use. The bill removes reference to the term “danger” and replaces it with the phrase “unacceptable risk”. It specifies a tree presents an unacceptable risk if removal is the only means of practically mitigating its risk before moderate, as determined by the tree risk assessment procedures outlined in the Best Management Practices – Tree Risk Assessment, Second Edition (2017). SB 518 passed the Florida Senate (38-0) and the Florida House (116-1) and is awaiting action by the Governor.

Elections – SB 524

Introduced by Senator Hutson, SB 524 amends various provisions of the Florida Elections Code. The bill creates the Office of Election Crimes and Security within DOS and revises requirements for special officers who may investigate election law violations. It requires County Commissioners of single-member districts to run for election after each decennial redistricting, with staggered terms as provided in section 100.041, except: Miami-Dade County; any non-charter county; any county the charter of which limits the number of terms a Commissioner may serve; and any county in which

voters have never approved a charter amendment limiting the number of terms a Commissioner may serve regardless of subsequent judicial nullification. The bill revises retention and information posting requirements for citizens' initiative petition signature forms and authorizes review of proposed initiative amendment review processes to be halted if the validity of signatures for the petition has expired. It increases criminal penalties for ballot harvesting and crimes involving ballot petition signatures. The bill revises requirements for vote-by-mail ballots by conforming the mailing and canvassing timeframes for all mail ballot elections to those for vote-by-mail ballots in regular elections, effective January 1, 2024. The bill prohibits and preempts the use of ranked-choice voting to determine election or nomination to elective office and voids existing or future local ordinance authorizing the use of ranked-choice voting. The bill expands the prohibition against the use of private donations for elections-related expenses to include any kind of expense, including the costs of litigation related to the election. It amends provisions relating to voter registration by increasing penalties that may be assessed against third-party voter registration organizations for certain actions, including alteration of the voter registration application of any other person without the person's knowledge or consent. In addition, it increases the frequency for conducting voter list maintenance and adds requirements for providing information about voter registration to the DOS. In addition, it requires inactive voters to confirm their address of legal residence before being restored to active voter status. The bill expands a criminal penalty for early disclosure of election results. Finally, the bill requires the DOS to report annually on investigations of election law violations and to submit a plan for using identifying numbers to confirm elector identity before returning a vote-by-mail ballot. SB 524 passed the Florida Senate (24-14) and the Florida House (76-41) and is now awaiting action by the Governor.

Business Damages Against Local Governments – SB 620

Introduced by Senator Hutson, SB 620 allows a business that has been engaged in a lawful business in a municipality for at least three years to claim business damages from the municipality if it enacts or amends an ordinance or charter provision that will cause a reduction of at least 15% of the business' profit as applied on a per-location basis of a business operated within the jurisdiction. The bill provides three ways for a municipality to cure the business' claim and avoid paying damages: repeal the ordinance or charter provision; amend the ordinance or charter provision; or grant a waiver to the business from enforcement of the ordinance or charter provision. The bill provides exemptions from business damages claims for various ordinances and charter provisions: ordinances required to comply with, or expressly authorized by, state or federal law; emergency ordinances, declarations or orders adopted pursuant to the state Emergency Management Act; a temporary emergency ordinance that remains in effect for no more than 90 days; ordinances or charter provisions enacted to implement: Part II of Chapter 163 (including zoning, development orders and development permits); the Florida Building Code; the Florida Fire Code; a contract or an agreement, including contracts or agreements relating to grants or other financial assistance; debt issuance or refinancing; procurement; budgets or budget amendments, including revenue sources necessary to fund the budget. The bill specifies that in action to recover damages, the courts may award attorney fees and costs to the prevailing party. The bill is prospective and apply to ordinances and charter provisions enacted or amended after the legislation becomes law. SB 620 passed the Florida Senate (22-14) and the Florida House (69-45) and is awaiting action by the Governor.

Workers' Compensation Benefits for Posttraumatic Stress Disorder – HB 689

Introduced by Representatives Fischer and Giallombardo, HB 689 specifies that the time for notice of an injury or death in a compensable post-traumatic stress disorder claim must be properly noticed within 52 weeks after the qualifying event or the diagnosis of the disorder, whichever is later. HB 689 was amended to expand workers' compensation coverage for post-traumatic stress disorder (PTSD) for first responders to also include correctional officers. The portion of the bill that impacts local governments will be effective October 1, 2022. HB 689 passed the Florida House (115-0) and the Florida Senate (39-0) and is awaiting action by the Governor.

School Concurrency – SB 706

Introduced by Senator Perry, SB 706 concerns school concurrency, the process by which local governments ensure school capacity is not outpaced by population increase created by development. Concurrency requirements are local laws stating that certain infrastructure must be in place and available to serve new development before the local government may allow new citizens to live in the new development. The bill provides that school concurrency is deemed satisfied when the developer tenders a written legally binding commitment, rather than actually executes such commitment, to provide mitigation proportionate to the demand created by the development. A district school board must notify the local government that capacity is available for the development within 30 days after receipt of the developer's commitment. The bill also provides that such mitigation paid by a developer, rather than being immediately directed toward a school capacity improvement, may be set aside and not spent until an appropriate improvement is identified. SB 706 passed the Florida House (113-0) and Florida Senate (38-0) and is awaiting action by the Governor.

Limitations on Political Contributions – HB 921

Introduced by Representative Drake, HB 921 imposes additional restrictions on expenditures by local governments relating to any that is subject to a vote of the electors (i.e., charter amendment or constitutional amendment) and imposes additional restrictions on contributions to political committees relating to proposed constitutional amendments. It prohibits a local government from expending public funds for any communication that is sent to electors concerning an issue that is subject to a vote of the electors. The prohibition applies to any communication initiated by the local government, regardless of whether the communication is limited to factual information. The prohibition does not preclude any of the following: a local government from reporting on official actions of the governing body in an accurate and impartial manner; posting factual information on a government website or in printed materials; hosting and providing information at a public forum; providing factual information in response to an inquiry; or providing information as otherwise authorized or required by law. The bill prohibits direct or indirect contributions or expenditures by a foreign national in connection with any election held in the state. In addition, the bill revises limitations on contributions to political committees that are the sponsor of a constitutional amendment proposed by initiative. Contributions to such political committees by persons who are not Florida residents and by political committees that do not maintain an office within the state are capped at \$3,000. The cap applies until the Secretary of

State has issued a certificate of ballot position for the proposed amendment. HB 921 passed the Florida House (80-40) and the Florida Senate (22-16) and is awaiting action by the Governor.

Implementation of the Constitutional Prohibition Against Lobbying by a Public Officer – HB 7001

Introduced by the Florida House Public Integrity and Elections Committee and Representative Koster, HB 7001 implements section 8(f), Article II of the state constitution, approved by voters in 2018. The provision prohibits lobbying by certain public officers both during public service and for a six-year period following vacation of public office. The prohibition applies to lobbying before the federal government, the Florida Legislature, any state agency, or any political subdivision and takes effect December 31, 2022. The prohibition applies to the following public officers: statewide elected officers; legislators; county commissioners; constitutional county officers and county charter officials; school board members; school superintendents; elected municipal officers; elected special district officers in special districts with ad valorem taxing authority; and secretaries, executive directors, and other administrative heads of executive branch departments. The bill defines terms that are not defined in the constitutional provision. HB 7001 passed the Florida House (117-0) and the Florida Senate (39-0) and is awaiting action by the Governor.

Implementation of the Constitutional Prohibition Against Lobbying by a Former Justice or Judge – HB 7003

Introduced by the Florida House Public Integrity and Elections Committee and Representative Koster, HB 7003 implements the constitutional prohibition on lobbying by former justices and judges for six years following vacation of judicial office. It provides definitions of terms that have no clear constitutional definition and provides that the prohibition applies to justices and judges who vacate office on or after December 31, 2022. It authorizes the Commission on Ethics to investigate and determine violations of the new prohibition. The bill provides a range of penalties for violations and directs the Commission on Ethics to report a violation and recommended punishment to the Governor for imposition of penalties. Finally, it authorizes the Chief Financial Officer and the Attorney General independently to collect monetary penalties imposed. HB 7003 unanimously passed the Florida House and Senate and is awaiting action by the Governor.

Legal Notices – HB 7049

Introduced by the Florida House Judiciary Committee and Representatives Fine and Grall, HB 7049 gives a governmental agency the option to publish legal notices on a publicly accessible website of a county instead of a print newspaper. If a government chooses to make this change, they must show it results in a cost savings. Notices must be published in a searchable format and indicate the date it was first published. Also, a local government that chooses to switch to online notice publication must run at least annually in a newspaper of general circulation or another publication that is mailed or delivered to all residents and property owners within the government's jurisdiction with a notice indicating that those individuals may elect to receive public notices from the governmental agency by first-class mail or email upon registering their information with the agency. The agency must also

maintain a list of the individuals who opt to directly receive notices. The bill was amended to require governmental agencies with a population under 160,000 to first hold a public hearing and determine that there is sufficient internet access in the area before public notice changes can be made. HB 7049 passed the Florida Senate (26-13) and the Florida House (79-40) and is awaiting action by the Governor.

Cybersecurity – HB 7055

Introduced by the Florida House State Administration and Technology Appropriations Subcommittee and Representatives Fischer and Giallombardo, HB 7055 creates the Local Government Cybersecurity Act. The bill requires all local government employees with access to the government's network to complete a basic cybersecurity training within 30 days after they begin employment and annually thereafter. All local government technology employees and employees with access to highly sensitive information will be required to complete more advanced cybersecurity training. The Florida Digital Service will develop and provide these trainings. The bill also requires local governments to adopt cybersecurity standards that safeguard their data, information technology and information technology resources to ensure availability, confidentiality and integrity. The standards must be consistent with generally accepted best practices for cybersecurity, including the National Institute of Standards and Technology (NIST) and Technology Cybersecurity Framework. Municipalities with a population over 25,000 must comply by January 1, 2024. Municipalities with a population under 25,000 must comply by January 1, 2025. The bill also requires local governments to report cybersecurity incidents and ransomware incidents to the State Watch Office as soon as possible but no later than 48 hours after discovery for a cybersecurity incident and 12 hours after discovery for a ransomware incident. The bill also prohibits state agencies, counties and municipalities from paying or otherwise complying with a ransom demand. The budget includes \$67 million of nonrecurring state funding to assist local governments in complying with the provisions of the bill. The bill was amended to add more clarity regarding the type of cyber incidents that need to be reported by a local government. The amendment defines the levels of severity of a cybersecurity incident set by the U.S. Department of Homeland Security National Cyber Incident Response Plan. All incidents that could be described as levels 3-5 in severity shall be reported to the Cybersecurity Operations Center with the timelines specified above. Level 1-2 incidents may be reported if the local government chooses. The amendment also requires the advanced training to include training on the incident levels. HB 7055 passed the Florida House (110-0) and the Florida Senate (38-0) and is awaiting action by the Governor.

Public Records and Meetings/Cybersecurity or Ransomware Incident – HB 7057

Introduced by the Florida House State Administration and Technology Appropriations Subcommittee and Representatives Fischer and Giallombardo, HB 7057 provides a public records exemption for coverage limits and deductible or self-insurance amounts of insurance or risk mitigation coverages acquired for the protection of information technology systems, operational technology systems or data of a local government. The bill also exempts information related to an agency's critical infrastructure. Additionally, any information related to an agency's network schematics, hardware and software configurations, or encryption information or details that identify detection, investigation, or response

practices or confirmed cybersecurity incidents are exempt under the bill. Finally, the bill creates a public meeting exemption for any portion of a meeting that would reveal the confidential and exempt information described above. The meetings must be recorded and transcribed, but those records are exempt. HB 7057 passed the Florida House (111-0) and the Florida Senate (38-0) and is awaiting action by the Governor.

FAILED: Tax-Related Bills

Aquaculture Land Valuation – HB 149/SB 404

Introduced by Representative Tuck and Senator Rodriguez, the bills would provide that land used in the production of aquaculture products should be assessed based solely on its agricultural use. The bills would provide that, for the purposes of the income methodology approach to assessment, structures and equipment on the property and used for producing aquaculture products are considered a part of the average yield per acre and carry no separately contributory, or taxable, value. The bills further provided that once a request for assessment of land used in aquaculture production was approved, the property must be assessed under the same method of assessment for 10 years, unless the ownership or use of the property changes. HB 149 died on the floor in the Florida House on second reading. SB 404 died in the Florida Senate Finance and Tax Committee.

Property Appraisers – HB 417/SB 572

Introduced by Representative Fernandez-Barquin and Senator Garcia, the bills would increase the variance percentages, which must be met in order for a property appraiser to challenge a Value Adjustment Board decision in circuit court. SB 572 revises factors that a property appraiser must consider in deriving just valuation for a property. For example, the property appraiser may not consider the highest and best use if the necessary zoning changes, concurrency requirements or permits to achieve the highest and best use are not in place on January 1 of the assessment year. HB 417 was amended in the Florida House Ways and Means Committee to include changes to Section 194.036(1), Florida Statutes. Specifically, the amendment increases the variance percentage for different property values. Assessments of \$50,000 or less would have a 25 percent variance (up from 15 percent), assessments in excess of \$50,000 but not in excess of \$500,000 would have a variance allowance of 20 percent (up from 10 percent), assessments in excess of \$500,000 but not in excess of \$1 million would have a variance of 17.5 percent (up from 7.5 percent), and properties assessed at an excess of \$1 million would have a 15 percent variance (up from 5 percent). HB 417 died in the Florida House State Affairs Committee. SB 572 died in the Florida Senate Community Affairs Committee.

Tax Exemption for Affordable Housing – HB 495/SB 1150

Introduced by Representative Rodriguez and Senator Rodriguez, the bill would authorize municipalities and counties to adopt ordinances to grant ad valorem tax exemptions to property owners whose properties are used for governmental or public purpose of providing affordable housing. SB 1150 now specified that property given tax exemptions are considered having a charitable purpose. HB 495 died

in the Florida House Local Administration and Veterans Affairs Subcommittee. SB 1150 died in the Florida Senate Appropriations Committee.

Ad Valorem Taxation of Construction Equipment – HB 751

Introduced by Representative Clemons, the bill would expand the definition of the term “inventory”, for all levies other than school district levies, to also mean construction equipment owned by a heavy equipment rental dealer that is for sale or short-term rental in the normal course of business on the annual assessment date. The bill specifies that the prior short-term rental of any construction equipment does not disqualify such property from qualifying as inventory and that the term “inventory” does not include heavy equipment rented with an operator. The Revenue Estimating Conference estimated that for FY 2022-23, the provisions of the bill would have a zero cash impact and a -\$20.1 million recurring impact on local government revenues. HB 751 died on the Florida House Floor on second reading.

Homestead Property Tax Assessment Limitations and Tax Exemptions for Certain Low-income Elderly Persons – HJR 973/SJR 1278

Introduced by Representative Borrero and Senator Diaz, the joint resolutions proposed amendments to the Florida Constitution to authorize the Florida Legislature to prohibit increases in the assessed value of homestead property owned by low-income seniors. HJR 973 would have amended article VII, s. 4 of the Florida Constitution, would have revised the existing additional homestead exemption for low-income seniors to allow counties or municipalities to choose between exempting \$50,000 of the assessed value of the property or exempting the entire assessed value of the property, and would have created a new homestead exemption, for all levies other than school district levies, for the entire assessed value of the property for low-income seniors who have maintained permanent resident on a property for at least 20 years that has a just value of less than \$300,000 in the first year the owner applies for the exemption. HJR 973 died in the Florida House State Affairs Committee. SJR 1278 died in the Florida Senate Community Affairs Committee.



FAILED: Transportation and Economic Development Bills

Transportation – HB 157/SB 398

Introduced by Representative Andrade and Senator Hooper, the bills made a number of transportation related changes. HB 157 requires a local government to provide mobility fee credits to residential developers for certain capital improvements to a transportation system that DOT deemed necessary in certain circumstances. The bill codifies the Implementing Solutions from I-STREET Living Lab within UF and provided for its duties relating to transportation research, education, workforce development, and related issues. Other modifications in the bill include: HB 157 authorizes landowners to obtain permits from DOT to clear vegetation from the right-of-way on limited access facilities under specified conditions; Removes a limitation on design-build contracting to certain types of projects and authorized design-build contracting for all types of projects; Provides that stipends paid by DOT to non-selected design-build firms that have submitted responsive proposals for construction contracts

contained in DOT's legislatively-approved work program are not subject to existing documentation and notification requirements for settlement payments made by DOT to resolve bidding protests; Authorizes an applying contractor who desired to bid exclusively on construction contracts with proposed budget estimates of \$2 million or less (increased from \$1 million) to submit reviewed annual or reviewed interim financial statements; Repeals a public records exemption for documents that revealed the identity of a person who has requested or obtained a bid package, plan, or specifications pertaining to any project to be let by DOT; Changes from 5 years to 10 years the frequency with which DOT must adjust toll rates for inflation. SB 398, the Senate companion to HB 157, contains language that revises the current requirement for an annual minimum commitment by the DOT of at least 15% of revenues deposited into State Transportation Trust Fund for specified public transportation projects, by imposing a maximum commitment of no more than 25% of such revenues, excluding state revenues used for matching federal grants, unless otherwise specified in the GAA. This language was removed from HB 157, and the Florida Senate sponsor, Senator Hooper, also committed to remove the cap if the bill was going to be considered by the full Florida Senate. SB 398 passed all three committees of reference, but the bill was not considered by the full Florida Senate. HB 157 passed the Florida House and was sent to the Florida Senate. The Florida Senate did not take HB 157 up for consideration.

Transportation Network Companies – HB 445/SB 696

Introduced by Representative Botana and Senator Perry, the bills would limit the pickup fees that an airport or seaport may charge a transportation network company to \$2 per ride. HB 445 died in the Florida House Tourism, Infrastructure, and Energy Subcommittee. SB 696 died in the Florida Senate Transportation Committee.

Smart Region Zones – HB 835/SB 1098

Introduced by Representative Duggan and Senator Brodeur, the bills allow a group of four or more contiguous counties to apply to Enterprise Florida, Inc., to receive designation as a smart region zone. To receive this designation, the counties must submit a map depicting the geographic area to be designated as a smart region zone, and designate a smart region zone center of excellence. The smart region zone center of excellence shall: designate or partner with an open-source data exchange wherein public, private, and nonprofit data sources may be collected and analyzed and develop strategies to assist other counties with creating smart region zones. The bill allows for a strategic plan with the center of excellence and submit the plan to Enterprise Florida, Inc. The plan must specify how the smart region zone will: advance activities and infrastructure associated with technology, transportation, public safety, health, education, and related services within the zone; allow for technology innovators to test new products and services in a supervised regulatory ecosystem; and accelerate start-up companies' technologies. A center of excellence and projects within a smart region zone may receive funding appropriated to Enterprise Florida, Inc. Enterprise Florida, Inc. shall consider the following factors to allocate funding: whether the project uses smart technology to advance the smart region zone's infrastructure, whether the project serves pilot start-up technologies, whether the project contributes to strategic interests of the state, and the amount of investments made by the

developer. Each smart region zone shall submit a quarterly report to Enterprise Florida, Inc. to provide details on infrastructure, open data exchange, and start-up piloting. After each project is completed, the center of excellence must submit a project report to the Governor, President of the Senate, Speaker of the House, and Enterprise Florida, Inc. to demonstrate the project's impact on the smart region zone, how the project meets the goals of the strategic plan, and the projected return on the investment of the project. HB 835 and SB 1098 were not considered during the 2022 Legislative Session.

Electric Vehicle Charging Infrastructure – SB 918

Introduced by Senator Brandes, the bill would revise a requirement for the DOT's goals relating to mobility. It would require that certain funds be used for specified purposes relating to the Electric Vehicle Infrastructure Grant Program, beginning in a specified fiscal year. The bill would require the department to establish the Electric Vehicle Infrastructure Grant Program and provide the purpose of the program. The bill would require the DOT to seek programmatic federal approval for the issuance of permits and for the accommodation as a utility of the installation of electric vehicle charging stations in highway right-of-ways. SB 918 died in the Florida Senate Transportation Committee.



FAILED: Agriculture and Natural Resources Bills

Resiliency Energy Environment Florida Program – HB 101/SB 228

Introduced by Representative Fine and Senator Rodriguez, the bills amend current law relating to Property Assessed Clean Energy programs (PACE), whereby local governments, alone or in partnership with a program administrator, may finance qualifying improvements on residential property relating to energy conservation and efficiency or renewable energy. The bills add several consumer protections to the current PACE program, including: capping the total of all non-ad valorem assessments, plus any mortgage debt on the property at 97% of a residential property's fair market value, requiring a determination that a property owner meets certain creditworthiness requirements, and allowing property owners to cancel a financing agreement within three days of execution. The bills also require the local government to post an online annual report documenting certain PACE activities. HB 101 died in the Florida House Commerce Committee. SB 228 died on the Florida Senate Calendar.

Sanitary Sewer Lateral Inspection Programs – HB 303/SB 608

Introduced by Representative Truenow and Senator Brodeur, the bills authorize counties and municipalities to access sanitary sewer laterals within their jurisdiction to investigate, repair or replace the lateral. A sanitary sewer lateral is a privately-owned pipeline connecting a property to the main sewer line. The bills require municipalities and counties to notify private property owners within a specified timeframe if the government intends to access the owner's sanitary sewer lateral and an anticipated timeframe for the work. The bills specify that local governments who establish sanitary sewer lateral programs are legally and financially responsible for all work that is performed and authorize such programs to use specified state or local funds to evaluate and rehabilitate impaired laterals. SB 608 was amended to clarify that a municipality or county may elect to establish and

implement an alternative evaluation and rehabilitation program to identify and reduce extraneous flow from leaking from sanitary sewer laterals. HB 303 died in the Florida House Environment, Agriculture, and Flooding Subcommittee. SB 608 died in the Florida Senate Appropriations Committee.

Seagrass Mitigation Banks – HB 349/SB 198

Introduced by Representatives Overdorf and Sirois, and by Senator Rodriguez, the bills authorize the Board of Trustees of the Internal Improvement Trust Fund to establish seagrass mitigation banks under certain conditions. HB 349 was amended in the House Environment, Agriculture, and Flooding Subcommittee. The bill would authorize the Board to grant easements on sovereign submerged lands for mitigations banks to ensure the protection and restoration of natural resources and to offset the unavoidable impacts of projects when mitigation banks meet the public interest criteria related to state-owned lands. It also would require DEP to adopt and modify rules related to mitigation to ensure that the required financial assurances are equivalent and sufficient to provide for long-term management of permitted mitigation. Additionally, the bill would require DEP, in consultation with Water Management Districts, to include the rulemaking required by the bill in existing active rulemaking, or to complete rule development by June 30, 2023. The bill would also expand the ERP permitting exemption for certain private and local government-owned docks by exempting a dock that measures a distance of less than 65 feet along the shoreline if the dock is the only one on the easement. The bill specifies that such docks would be granted authorization for the use of submerged lands upon approval by the Board. Finally, the bill would create a presumption of compliance with any requirement to minimize adverse environmental impacts for structures associated with a dock on a parcel of land that complies with certain ERP permitting exemption requirements. The amended HB 349 died in the Florida House Agriculture and Natural Resources Appropriations Subcommittee. SB 198 was amended in the Florida Senate Environment and Natural Resources Committee. The bill would authorize the Board to establish seagrass mitigation banks to ensure the preservation and regeneration of seagrass and to offset the unavoidable impacts of projects, so long as the seagrass mitigation banks meet the public interest criteria enshrined in state law. The bill would clarify that it does not prohibit mitigation for impacts to seagrass or other habitats on sovereign or non-sovereign submerged lands. SB 198 died in the Florida Senate Community Affairs Committee.

Municipal Water and Sewer Utility Rates – HB 515/SB 886

Introduced by Representative Robinson and Senator Jones, the bills require a municipal water or sewer utility that serves customers in another recipient municipality using infrastructure located in the recipient municipality to charge consumers in the recipient municipality the same rates, fees and charges as it does the consumers inside its municipal boundaries. HB 515 died in the Florida House Tourism, Infrastructure, and Energy Subcommittee. SB 886 died in the Florida Senate Community Affairs Committee.

Infrastructure Project Funding/Transfers of Utility Revenues – HB 621/SB 1162

Introduced by Representative Fine and Senator Broxson, the bills prohibit specified state agencies and water management districts from disbursing state funds (including grants) for local government

infrastructure, water and resiliency projects if the local government transfers its utility revenues (other than the costs of administrative and support services under a cost allocation plan) for use in providing general government functions and services. HB 621 died in the Florida House Tourism, Infrastructure, and Energy Subcommittee. SB 1162 died in the Florida Senate Environment and Natural Resources Committee.

Regulation of Single-use Plastic Products – HB 1145/SB 1580

Introduced by Representative Mooney and Senator Rodriguez, the bills authorize certain coastal communities as defined in the bills to establish pilot programs to regulate single-use plastic products. The bills also require the DEP to submit updated retail plastic bag reports with conclusions and recommendations to the Florida Legislature by specified dates. HB 1145 died in the Florida House Environment, Agriculture, and Flooding Subcommittee. SB 1580 died in the Florida Senate Environment and Natural Resources Committee.

Local Government Solid Waste and Recycling Collection Services – HB 1241/SB 1944

Introduced by Representative Hawkins and Senator Baxley, the bills address local governments' contractual remedies against a solid waste or recycling vendor if the vendor fails to perform under the contract with the local government. SB 1944 prohibits local governments from seeking liquidated damages, administrative fees, or other similar charges against a solid waste management or recycling entity for action or inaction during a local, state or federal emergency. SB 1944 also caps the amount of liquidated damages, administrative fees or other similar charges that may be sought against a waste or recycling company to 50% of the amount billed to the customer for collection services at the daily rate. HB 1241 would prohibit a local government from assessing liquidated damages against a vendor that misses a scheduled collection during a declared emergency, so long as the vendor provides the missed collection service within 36 hours of the scheduled service. If the vendor fails to provide the collection service after 36 hours, the local government is not required to pay for that service. The bill does not apply to missed collections that are due to the fault of the vendor, and the bill does not apply to contracts or contractual provisions for the collection of storm-generated yard trash. Both bills apply to contracts executed or renewed on or after July 1, 2022. HB 1241 died in the Florida House State Affairs Committee. SB 1944 died in the Florida Senate Environment and Natural Resources Committee.

Land Acquisition Funding – HB 1377/SB 1816

Introduced by Representative Roth and Senator Stewart, the bills extend the retirement date of bonds issued to fund the Florida Forever Act from 2040 to 2054. The bills require the annual appropriation from the Land Acquisition Trust Fund (LATF) to the Florida Forever Trust Fund to be \$100 million. SB 1816 prohibits LATF monies from being used for state agency executive direction and support services. HB 1377 died in the Florida House Agriculture and Natural Resources Appropriations Subcommittee. SB 1816 died in the Florida Senate Appropriations Subcommittee on Agriculture, Environment, and General Government.

FAILED: Health and Human Services Bills

First Responder's Employment-related Accidents and Injuries – HB 49/SB 200

Introduced by Representative Bartleman and Senator Rodriguez, the bills expand the eligibility for first responder post-traumatic stress disorder (PTSD) workers' compensation benefits to also include certain correctional officers, 911 public safety telecommunicators, and all volunteer law enforcement officers and firefighters. Current law only covers law enforcement officers and firefighters. The bills require the employing agency to provide at least one hour of educational training related to mental health awareness, prevention, mitigation and treatment annually. HB 49 died in the Florida House Insurance and Banking Subcommittee. SB 200 died in the Florida Senate Banking and Insurance Committee.

Racial and Sexual Discrimination – HB 57/SB 242

Introduced by Representatives Fine and Fischer, and Senator Gruters, the bills would require each agency head to take certain measures to prevent the use of training for agency employees which espouses certain concepts. The bill would authorize municipalities to provide certain training, workshops, or programming. The bill would prohibit municipalities from providing mandatory employee training that espouses certain concepts. The bill would also require contracts with an agency which are entered into or renewed on or after a specified date to include the option to terminate if the contractor provides workforce training that espouses certain concepts. Finally, the bill would require public K-20 educational institutions to ensure certain diversity and inclusion efforts and to prohibit certain discrimination. HB 57 died in the Florida House Education and Employment Committee. SB 252 died in the Florida Senate Judiciary Committee.

Public Bathing Places/Safe Waterways – HB 393/SB 604

Introduced by Representative Hinson and Senator Berman, the bills require the Department of Health (DOH) to adopt and enforce certain rules and issue health advisories for public bathing places if the results of bacteriological water sampling at the site fail to meet health standards. The bills require the department to notify a municipality or county if a health advisory is issued against swimming in public bathing places and require the county or municipality to place signage around public bathing places warning of the bacterial contamination until such time the bacterial contamination is resolved. HB 393 died in the Florida House Professions and Public Health Subcommittee. SB 604 died in the Florida Senate Community Affairs Committee.

FAILED: Civil Justice, Criminal Justice, and Corrections Bills

Photographic Enforcement of School Zone Speed Limits – HB 189/SB 410

Introduced by Representative Duran and Senator Rodriguez, the bills authorize a county or municipality to contract with a vendor to install cameras in school speed zones to enforce speed limits. Within the first 30 days after such a camera or cameras are installed in a school speed zone, a motor vehicle operator found to have violated the speed limit will be issued a warning and will not be liable

for the civil penalty. HB 189 died in the Florida House Criminal Justice and Public Safety Subcommittee. SB 410 died on the Florida Senate calendar.

Local Ordinances – HB 403/SB 280

Introduced by Representative Giallombardo and Senator Hutson, the bills SB 280 and HB 403 impose new substantive requirements on municipalities for adopting and enforcing ordinances. First, the bills require a municipality to prepare a business impact estimate before adopting an ordinance and specifies the minimum content that must be included in the statement. The estimate must be posted on the municipality's website no later than the date of publication of notice of the proposed ordinance. Second, the bills require a municipality to suspend enforcement of an ordinance that is the subject of a civil action challenging the ordinance's validity on grounds that it is arbitrary or unreasonable or expressly preempted by state law. This requirement applies only if: the action was filed within 90 days of the ordinance's effective date; suspension of the ordinance was requested in the complaint; and the municipality was served with a copy of the complaint. If the municipality prevails in the civil action and an appeal is taken, the bills authorize the court to consider continuing or lifting the stay of enforcement of the ordinance. Third, the bills authorize the award of attorney fees, costs and damages to a prevailing plaintiff in a civil action commenced after October 1, 2022, in which an ordinance is alleged to be arbitrary or unreasonable. The bills require courts to prioritize and expedite the disposition of cases in which enforcement of an ordinance is suspended. The bills exempt various ordinances from the stay of enforcement provision. HB 403 died on the floor of the Florida House on second reading. SB 280 died in House messages.

Post-traumatic Stress Disorder Workers' Compensation for Law Enforcement, Correctional and Correctional Probation Officers – HB 425/SB 664

Introduced by Representative Fischer and Senator Bradley, the bills expand workers' compensation coverage for post-traumatic stress disorder (PTSD) for first responders to also include correctional officers, part-time correctional officers, part-time law enforcement officers and auxiliary law enforcement officers. PTSD is an occupational disease compensable by workers' compensation benefits. In order to receive benefits under this bill, post-traumatic stress disorder must be demonstrated by clear and convincing medical evidence. HB 425 died in the Florida House State Affairs Committee. SB 664 died in the Florida Senate Appropriations Committee.

Sovereign Immunity – HB 985/SB 974

Introduced by Representative Beltran and Senator Gruters, the bills revise the statutory limits on liability for tort claims against the state and its agencies and subdivisions (which include cities). The current statutory limits for claims are \$200,000 per person and \$300,000 per incident. The legislation started with increasing the per person cap to \$1 million and removing the per incident cap. HB 985, as amended, seeks to increase statutory limits for claims to \$400,000 per person and \$600,000 per incident. SB 974 was amended to change the current statutory limits to a tiered system based on a population threshold. A city or county whose population is 50,000 or less maintains the current limits of \$200,000 per person and \$300,000 per occurrence. For a city or county whose population is between

50,001-250,000, the limits increase to \$300,000 per person and \$400,000 per occurrence. Lastly, for a city or county whose population is greater than 250,001, the limits would be increased to \$400,000 per person and \$600,000 per occurrence. HB 985 died in the Florida House Second Reading Calendar. SB 974 died in the Florida Senate Appropriations Committee.

FAILED: General Government Bills

Financial Disclosures – HB 301/SB 510

Introduced by Representative Roach and Senator Brodeur, the bills require all municipal elected officials and all municipal managers to file an annual full disclosure of financial interests (Form 6) with the Florida Commission on Ethics. These individuals are currently required to file only a Limited Disclosure of Financial Interests (Form 1). In addition, SB 510 requires members of the Florida Elections Commission and the Florida Commission on Ethics to file full financial disclosures annually. SB 510 also removes current law provisions which give the Ethics Commission discretion to dismiss complaints concerning financial disclosures involving de minimus or inadvertent errors and authorizes the commission to dismiss proceedings involving executive branch lobbyist disclosures if it determines the public interest would not be served by proceeding further. HB 301 died on the floor of the Florida House on second reading. SB 510 died in House messages.

Vacation Rentals – HB 325/SB 512

Introduced by Representative Fischer and Senator Burgess, the bills maintain the current preemption on local governments from adopting zoning ordinances specific to short-term rentals, as well as regulating the duration of stays and the frequency in which the properties are rented, but also expands this preemption to include local regulations on advertising platforms. For cities that adopted ordinances prior to June 1, 2011, the bills maintain the “grandfather” currently in place but clarify that those cities may amend their ordinances to be less restrictive or to comply with a local registration program. For cities that do not have “grandfathered” protections, the bills preempt cities from licensing short-term rentals; however, they authorize local governments to have a local registration program. Local governments who choose to adopt a local registration program may impose a fine for failure to register. The local government has 15 days after receiving an application for registration to either accept the application or issue a written notice specifying all deficiencies, failure to respond would mean the application is deemed approved. Both parties may agree to extend the timeline. HB 325 died in the Florida House Ways and Means Committee. SB 512 died in the Florida Senate Appropriations Committee.

Impact Fee Credits – HB 681/SB 1030

Introduced by Representative Rodriguez and Senator Taddeo, the bills clarify that impact fee credits are assignable and transferable any time after establishment from one development or parcel to any other as long as it falls within the same impact fee zone or district, or that is within the same impact fee zone in the county or municipality. HB 681 died in the Florida House Local Administration and Veterans Affairs Subcommittee. SB 1030 died in the Florida Senate Community Affairs Committee.

Critical Infrastructure Standards and Procedures – SB 828/HB 1147

Introduced by Senator Hutson and Representative Giallombardo, the bill requires local governments when procuring automation and control system components, services, or solutions or entering into a contract for the construction, reconstruction, alteration, or design of a critical infrastructure facility that such components, services, and solutions conform to the ISA 62443 series of standards as referenced by the National Institute of Standards and Technology Cybersecurity Framework (NIST CSF), beginning July 1, 2022. The bill also requires local governments to ensure that all contracts for the construction, reconstruction, alteration, or design of a critical infrastructure facility require that installed automation and control system components meet the minimum standards for cybersecurity as defined in the ISA 62443 series of standards as referenced by NIST CSF. HB 1147 is similar to SB 828 but has different implementing requirements and timelines. By July 1, 2022, when local governments procure automation and control system components, services, or solutions, or when contracting for facility upgrades for critical infrastructure, the local government must require those new components or services to meet the ISA/IEC 62443 standards. The main difference in these two bills is that HB 1147 encourages local governments who operate critical infrastructure to, by July 1, 2022, have those systems and controls comply with and meet operational standards as defined in the ISA/IED 62443 series of standards as determined by NIST CSF. The bill also encourages asset owners to annually conduct a risk assessment and create a risk mitigation plan. Both SB 828 and HB 1147 died in committee. SB 828 died in the Florida Senate Military and Veterans Affairs, Space, and Domestic Security Committee. HB 1147 died in the Florida House Government Operations Subcommittee.

Pet Protection – HB 849/SB 994

Introduced by Representative Fernandez-Barquin and Senator Diaz, the bills create a statewide regulatory scheme for the licensure, regulation and inspection of retail pet stores by the DBPR. The bills specify that local governments may adopt ordinances that regulate but do not prohibit the operation of retail pet stores or the breeding, purchase, or sale of household pets, provided that the ordinance is not in conflict with the statewide regulations specified in the bills. The bills clarify that ordinances adopted prior to June 1, 2021, are “grandfathered” in addition to ordinances adopted prior to June 1, 2022, which impose a moratorium on new pet stores or are solely regulatory in nature. Additionally, the bills impose new requirements on animal shelters, including disclosing bite history prior to the animal’s adoption and a prohibition on intentional breeding of animals for sale. The bills also preempt local governments from regulating a person who offers for sale, directly to the public, certain types of dogs for sporting or agricultural purposes. SB 996 sets the initial and renewal fee for a retail pet store license by the DBPR at \$25 per licensed location. HB 849 died in the Florida House Regulatory Reform Subcommittee. SB 994 died in the Florida Senate Community Affairs Subcommittee.

Preemption of Local Government Wage Mandates – HB 943/SB 1124

Introduced by Representative Harding and Senator Gruters, the bills create the “Wage Mandate Preemption Act,” which revises prohibitions relating to political subdivisions, including municipalities.

The bills prohibit a political subdivision from enacting a wage mandate on an employer in an amount greater than the state minimum wage. The bills do not apply to employees of the political subdivision or if federal law requires the payment of a minimum wage to persons working on projects funded by federal funds. HB 943 died in the Florida House State Affairs Committee. SB 1124 died in the Florida Senate Commerce and Tourism Committee.

Incorporation of Municipalities – HB 1035/SB 1554

Introduced by Representative Williamson and Senator Diaz, the bills require communities to reach a 60% approval in a local nonbinding referendum before presenting an incorporation bill to the state Legislature. This referendum requirement would be in addition to the already required feasibility study and city charter. The bills require that the feasibility study be presented to the Florida Legislature no later than August 31 of the year before the regular session of the Florida Legislature during which the municipal charter would be enacted. HB 1035 died in the Florida House Public Integrity and Elections Committee. SB 1554 died in the Florida Senate Community Affairs Committee.

Public Records/County and City Attorneys – HB 1213/SB 1420

Introduced by Representative Arrington and Senator Burgess, the bills create a public records exemption for the personal identifying and location information of current and former county and city attorneys and assistant county and city attorneys, as well as information regarding the spouses and children of those attorneys. HB 1213 died in the Florida House Civil Justice and Property Rights Subcommittee. SB 1420 died in the Florida Senate Rules Committee.

Local Regulation of Vessels – HB 1265

Introduced by Representative Caruso, the bill authorizes local governments to regulate the anchoring of vessels used for short-term rental purposes in violation of a local ordinance or regulation. HB 1265 died in the Florida House Environment, Agriculture, and Flooding Subcommittee.

Public Records and Public Meetings/Certain Information Held by a Utility – HB 1287/SB 1740

Introduced by Representative Botana and Senator Wright, HB 1287 and SB 1740 provide an exemption from public records information related to threat technology and operational technology systems of a utility owned or operated by a unit of local government, including but not limited to plans and actions made or taken in response to a ransomware attack or other cyberattack. HB 1287 was amended to expand the exemption to include insurance information and critical energy infrastructure information to information held by all local governments, not just utilities owned or operated by a local government. The amendment also added a public meeting exemption for portions of a meeting of a local government that would reveal data or information made confidential under the bill. The bills also exempt from public record information related to insurance or other risk mitigation products or coverages, including but not limited to deductible or self-insurance amounts, coverage limits, and

policy terms and conditions. HB 1287 died in the Florida House State Affairs Committee. SB 1740 died in the Florida Senate Community Affairs Committee.

Campaign Finance – HB 1359

Introduced by Representative Roach, the bill provides that a political committee or electioneering communications organization that over a 24-month period does not make or receive expenditures or contributions exceeding \$5,000 in the aggregate is dissolved and must dispose of surplus funds in accordance with the Florida Elections Code. The bill also revises campaign contribution limits for candidates for legislative office, the Governor and members of the Cabinet. HB 1359 died in the Florida House Public Integrity and Elections Committee.

Municipal Contraction Procedures – HB 1401/SB 1876

Introduced by Representative Persons-Mulicka and Senator Perry, the bills specify that if more than 70 percent of land in an area proposed for contraction is owned by individuals, corporations or legal entities that are not registered electors, the area may only be contracted if the owners of more than 50 percent of the parcels of land in the area consent to the contraction. If the area does not have any registered electors on the date the ordinance is adopted, a vote of electors of the area is not required. HB 1401 died in the House Public Integrity and Elections Committee. SB 1876 died in the Florida Senate Community Affairs Committee.

Mobility Funding System – HB 1415/SB 1824

Introduced by Representative Robinson and Senator Brodeur, the bills revise the requirements and best practices for local governments applying mobility plans rather than impact fees. The bills require a local government adopting a mobility plan to evaluate appropriate levels of service and potential impacts of development by using the elements of its comprehensive plan. Local governments that adopt mobility plans must adopt the mobility plan and a mobility fee system into its comprehensive plan. HB 1415 died in the Florida House Tourism, Infrastructure, and Energy Subcommittee. SB 1824 died in the Florida Senate Community Affairs Committee.

Broadband Infrastructure – HB 1543/SB 1800

Introduced by Representative Tomkow and Senator Boyd, the bills authorize the Office of Broadband within the DEO to reimburse eligible applicants for certain pole replacement costs incurred in the installation or deployment of infrastructure to support the provision of broadband internet service to customers in an unserved area. Under HB 1543, any entity eligible to apply for funding under the 2021 Broadband Opportunity Program would be eligible to apply for reimbursements. However, an entity would not receive reimbursement funds if it had been awarded or had applied for funds under the grant program to deploy broadband internet service to the same area. Under SB 1800, the Broadband Pole Replacement Program would be created under the Office of Broadband. Under SB 1800, reimbursements would be limited to 50 percent of the broadband internet service provider's eligible pole replacement cost or \$5,000, whichever is less, in addition to the provider's administrative costs

related to the preparation and submission of the application for reimbursement. HB 1543 died in the Florida House on the Second Reading Calendar. SB 1800 died in House messages.

Broadband – SB 1726

Introduced by Senator Ausley, the bill establishes the Broadband Deployment Task Force to support and provide recommendations to the Florida Office of Broadband for the deployment of internet throughout the state. The Task Force includes a member from the Florida League of Cities as a representative of underserved or unserved rural communities. SB 1726 died in the Florida Senate Commerce and Tourism Committee.

Preemption of the Regulation of Vacation Rentals – HB 6033

Introduced by Representative Grieco, the bill repeals all preemption provisions in current law relating to the local regulation of vacation rentals. HB 6033 died in the Florida House Regulatory Reform Subcommittee.

Acquisition of Professional Services – HB 6091/SB 1520

Introduced by Representative Gregory and Senator Gruters, the bills remove a provision in the Consultants' Competitive Negotiation Act that requires a municipality to consider an equitable distribution of contracts among all qualified firms during the competitive selection process. HB 6091 died in the Florida House Government Operations Subcommittee. SB 1520 died in the Florida Senate Community Affairs Committee.

Condominium and Cooperative Associations Building Safety – HB 7069

Introduced by the House Pandemics and Public Emergencies Committee, the bill does the following: Creates a statewide structural inspection program for aging multifamily residential buildings; Defines the term "milestone inspection" to mean a structural inspection of a building by a licensed architect or engineer authorized to practice in this state for the purposes of attesting to the life safety and adequacy of the structural components; Makes known that the cost associated with the inspections are the responsibility of the condominium owner or association; Requires multifamily residential buildings that are greater than three stories in height to have a milestone inspection performed by December 31 of the year in which the building reaches 30 years of age and every 10 years thereafter; Requires multifamily residential buildings located within 3 miles of a coastline and are greater than three stories in height to have a milestone inspection performed by December 31 of the year in which the building reaches 25 years of age and every 10 years thereafter; Requires local enforcement agencies to provide certain written notice to condominium associations and cooperative; Requires the condominium association to complete the milestone inspection report within 180 days after receiving written notice; Requires any multifamily residential building whose certificate of occupancy was issued on or before July 1, 1992, to have their initial milestone inspection performed before December 31, 2024; Requires the architect or engineer who performed the inspection to submit a sealed copy of the report to each condominium unit owner and to the building official of the local government of

jurisdiction; Allows the local enforcement agency the ability to prescribe timelines and penalties with respect to compliance with the above section; Allows a board of County Commissioners to adopt an ordinance specifying when repairs must commence. If the association fails to commence repairs within 365 days, the local enforcement agency must review and determine if the building is unsafe for human occupancy; Requires the Florida Building Commission to develop comprehensive structural and life safety standards for maintaining and inspecting all building types and structures by December 31, 2022. HB 7069 died in the House returning messages.

Cyber Florida – Local Government Infrastructure and Technical Assistance – HB 9241

Introduced by Representative Giallombardo, the bill would provide a nonrecurring sum of \$5 million to fund Cyber Florida – Local Government Infrastructure and Technical Assistance. The funding would create a program for Cyber Florida to offer threat assessments and grant funding to help local governments update their information technology. HB 9241 was withdrawn from consideration by the Florida House Appropriations Committee.

ENROLLED BILLS (PASSED)

- HB 0001 Additional Homestead Property Tax Exemption for Specified Critical Public Service Workforce
- HB 0003 Law Enforcement
- HB 0005 Reducing Fetal and Infant Mortality
- HB 0007 Individual Freedom
- HB 0031 Firefighter Inquiries and Investigations
- HB 0043 Atrocities and Genocide in Cuba
- HB 0045 Educational Opportunities for Disabled Veterans
- SB 0058 Relief of Yeilyn Quiroz Otero by Miami-Dade County
- SB 0070 Relief of Donna Catalano by the DACS
- SB 0074 Relief of Harry Augustin Shumow/Public Health Trust of Miami-Dade County, d/b/a Jackson Memorial Hospital
- SB 0080 Relief of Christeia Jones/Department of Highway Safety and Motor Vehicles (DHSMV)
- HB 0095 Controlled Substances
- SB 0096 Emergency Preparedness and Response Fund
- SB 0098 Emergency Preparedness and Response Fund
- SB 0100 Joint Resolution of Apportionment
- SB 0102 Establishing the Congressional Districts of the State
- HB 0105 Regulation of Smoking by Counties and Municipalities
- SB 0144 Identification Cards
- SB 0156 Loss Run Statements
- HB 0159 Public Records/Lottery Winners
- SB 0160 Transportation-related Facility Designations
- HB 0173 Care of Students with Epilepsy or Seizure Disorders
- SB 0174 Trade
- HB 0195 Juvenile Diversion Program Expunction
- SB 0196 Florida Housing Finance Corporation
- HB 0197 Public Records/Nonjudicial Arrest Record of a Minor
- SB 0222 Swimming Pool Specialty Contracting Services
- HB 0225 Charter School Charters
- SB 0226 Care for Retired Police Dogs
- HB 0235 Restraint of Students with Disabilities in Public Schools
- SB 0236 Children with Developmental Delays
- SB 0254 Religious Institutions

- HB 0255 Private Instructional Personnel Providing Applied Behavior Analysis Services
- HB 0265 Value of Motor Vehicles Exempt from Legal Process
- SB 0266 Motor Vehicle Insurance
- HB 0273 Money Services Businesses
- SB 0282 Mental Health and Substance Use Disorders
- HB 0287 Tampering with our Fabricating Physical Evidence
- SB 0288 Electronic Dissemination of Commercial Recordings and Audiovisual Works
- SB 0292 Newborn Screenings
- SB 0302 Recognizing Veteran Suicide
- SB 0312 Telehealth
- SB 0336 Uniform Commercial Cod
- SB 0350 Procedures for Petitions for Utility Rate Relief
- SB 0352 Construction Liens
- HB 0357 Pharmacies and Pharmacy Benefit Managers
- SB 0364 Specialty License Plates
- HB 0375 Structural Engineering Recognition Program for Professional Engineers
- HB 0381 Breach of Bond Costs
- HB 0389 Money Services Businessmen
- HB 0395 Victims of Communism Day
- HB 0397 Court Fiscal Administration
- HB 0399 Motor Vehicle and Vessel Law Enforcement
- SB 0406 Secured Transactions
- SB 0418 Assistive Technology Advisory Council
- HB 0423 Building Regulation
- SB 0430 Interstate Compact on Educational Opportunity for Military Children
- SB 0434 Florida Tourism Marketing
- SB 0438 United States Space Force
- SB 0442 Powers of Land Authorities
- SB 0444 Indecent, Lewd, or Lascivious Touching
- HB 0453 Officer and Firefighter Physical Examination Requirements and Records
- SB 0454 Florida Commission on Offender Review
- HB 0455 Rupert J Smith Law Library, St. Lucie County
- HB 0457 St. Lucie County
- HB 0459 Step-Therapy Protocols
- HB 0461 Florida Bright Futures Scholarship Program Student Services Requirements
- HB 0469 Patient Care in Health Care Facilities
- HB 0471 Town of Lake Clarke Shores, Palm Beach County
- SB 0474 Recreational Off-highway Vehicles
- HB 0481 Temporary Underground Power Panels
- SB 0494 Fish and Wildlife Conservation Commission
- HB 0497 Lee County School District, Lee County
- HB 0513 Comprehensive Review Study of the Central and Southern Florida Project
- SB 0514 Substitution of Work Experience for Postsecondary Educational Requirements
- SB 0518 Private Property Rights to Prune, Trim, and Remove Trees
- SB 0520 Public Records and Public Meetings
- SB 0524 Election Administration
- SB 0534 Prescription Drugs Used in the Treatment of Schizophrenia for Medicaid Recipients
- HB 0535 Barefoot Bay Recreation District, Brevard County
- HB 0539 Nursing Home Financial Reporting
- SB 0542 Evidentiary Standards for Actions Arising During an Emergency
- HB 0543 Uterine Fibroid Research and Education
- SB 0544 Drug-related Overdose Prevention
- SB 0546 Consumer Finance Loans
- SB 0562 Military Occupational Licensure
- SB 0566 Mental Health Professional Licensure
- HB 0593 Telecommunicator Cardiopulmonary Resuscitation
- SB 0596 Criminal Conflict and Civil Regional Counsels

- SB 0598 Public Records/Criminal Conflict and Civil Regional Counsel Office
- SB 0606 Boating Safety
- HB 0615 Human Trafficking
- SB 0620 Local Business Protection Act
- HB 0631 Airport Funding
- SB 0632 Occupational Therapy
- SB 0634 Judicial Notice
- SB 0638 Early Childhood Music Education Incentive Pilot Program
- HB 0651 Navarre Beach Fire Rescue District, Santa Rosa County
- HB 0689 Workers' Compensation Benefits for Posttraumatic Stress Disorder
- SB 0692 Sexual Offenses Definitions
- SB 0704 Substance Abuse Service Providers
- SB 0706 School Concurrency
- SB 0722 Education for Student Inmates
- HB 0741 Net Metering
- HB 0749 Fraud Prevention
- SB 0752 Probationary or Supervision Services for Misdemeanor Offenders
- SB 0754 Mobile Home Registration Periods
- SB 0758 Education
- SB 0768 DOH
- HB 0777 Local Tax Referenda Requirements
- HB 0791 Organ Harvesting Practices of the People's Republic of China
- SB 0806 Alzheimer's Disease and Related Forms of Dementia Education and Public Awareness
- HB 0817 Emergency Medical Care and Treatment to Minors Without Parental Consent
- SB 0826 Florida National Guard
- HB 0837 Hurricane Loss Mitigation Program
- SB 0838 Fire Investigators
- SB 0846 Florida Statutes
- SB 0848 Florida Statutes
- SB 0850 Florida Statutes
- SB 0852 Florida Statutes
- SB 0854 Florida Statutes
- HB 0855 Managed Care Plan Performance
- SB 0856 Private Provider Inspections of Onsite Sewage Treatment and Disposal Systems
- HB 0873 Pub. Rec./Execution Information
- SB 0882 Inventories of Critical Wetlands
- HB 0893 Child Welfare Placements
- HB 0895 Lakewood Ranch Stewardship District, Manatee and Sarasota Counties
- SB 0896 Educator Certification Pathways for Veterans
- SB 0898 Lodging Standards
- HB 0899 Mental Health of Students
- HB 0905 Protective Injunctions
- HB 0909 Pollution Control Standards and Liability
- SB 0914 DHSMV
- HB 0915 Commercial Motor Vehicle Registration
- HB 0921 Campaign Finance
- HB 0925 Benchmark Replacements for London Interbank Offered Rate
- SB 0926 Licensure Examinations for Dental Practitioners
- HB 0927 Downtown Crystal River Entertainment District, Citrus County
- HB 0929 City of West Palm Beach, Palm Beach County
- SB 0934 Public Records/Homelessness Counts and Information Systems
- HB 0959 Department of Financial Services (DFS)
- SB 0962 Residential Development Projects for Affordable Housing
- HB 0963 Funding for Sheriffs
- HB 0965 Environmental Management
- HB 0967 Golf Course Best Management Practices Certification
- SB 0968 Individual Retirement Accounts
- SB 0982 Memorial/Internal Revenue ServiceIN Regulations
- SB 0988 In-Person Visitation
- HB 0993 Sebring Airport Authority, Highlands County
- HB 0995 Sumter County

- SB 1000 Nutrient Application Rates
- SB 1006 State Symbols
- SB 1012 Victims of Crimes
- HB 1023 Insolvent Insurers
- SB 1038 Florida Seaport Transportation and Economic Development Council
- HB 1045 West Villages Improvement District, Sarasota County
- SB 1046 Public Records/Law Enforcement Geolocation Information
- HB 1047 Cedar Hammock Fire Control District, Manatee County
- SB 1048 Student Assessments
- HB 1049 Trailer Estates Fire Control District, Manatee County
- SB 1054 Financial Literacy Instruction in Public Schools
- HB 1057 Evidence of Vendor Financial Stability
- SB 1058 Property Insurer Reimbursements
- SB 1062 Service of Process
- SB 1078 Soil and Water Conservation Districts
- HB 1097 Florida Citrus
- HB 1099 Living Organ Donors in Insurance Policies
- HB 1103 North River Ranch Improvement Stewardship, Manatee County
- HB 1105 Lake County Water District, Lake County
- HB 1107 City of Inverness, Citrus County
- SB 1110 Grease Waste Removal and Disposal
- HB 1119 Grandparent Visitation Rights
- HB 1135 Santa Rosa County
- SB 1140 Alarm Systems
- HB 1161 Manatee County
- SB 1186 Agritourism
- HB 1189 Firefighters' Relief and Pension Fund of the City of Pensacola, Escambia County
- SB 1190 Two-way Radio Communication Enhancement Systems
- HB 1209 Administration of Vaccines
- SB 1222 Acute and Post-acute Hospital Care at Home
- HB 1231 East Lake Tarpon Community, Pinellas County
- SB 1236 County and Municipal Detention Facilities
- HB 1239 Nursing Homes
- SB 1244 Statutes of Limitations of Offenses Relating to Sexual Performance by a Child
- HB 1249 Treatment of Defendants Adjudicated Incompetent to Stand Trial
- SB 1260 Independent Hospital Districts
- SB 1262 Mental Health and Substance Abuse
- SB 1304 Public Records/Trust Proceedings
- HB 1349 Guardianship Data Transparency
- SB 1360 Governor's Medal of Freedom
- SB 1368 Trusts
- SB 1374 Clinical Laboratory Testing
- SB 1380 Real Property Rights
- SB 1382 Tax Administration
- HB 1411 Floating Solar Facilities
- HB 1421 School Safety
- HB 1423 City of Edgewood, Orange County
- HB 1427 Hillsborough County Aviation Authority
- HB 1429 City of Ocala, Marion County
- HB 1431 City of Apopka, Orange County
- SB 1432 Vessel Anchoring
- HB 1433 Orange County
- HB 1435 Code and Traffic Enforcement
- SB 1440 Joint Session for Purpose of Receiving Governor's Message
- HB 1445 OGSR/Dependent Eligibility Information/DMS
- HB 1467 K-12 Education
- HB 1469 Transportation Facility Designations
- SB 1474 Online Training for Private Security Officers
- HB 1475 Cleanup of Perfluoroalkyl and Polyfluoroalkyl Substances
- HB 1491 Alligator Point Water Resources District, Franklin County

- HB 1493 Alachua County
- HB 1495 Immokalee Water and Sewer District, Collier County
- HB 1497 City of Jacksonville, Duval County
- HB 1499 City of Key West, Monroe County
- SB 1502 Estates and Trusts
- HB 1521 Professional Counselors Licensure Compact
- HB 1523 Public Records and Meetings/Professional Counselors Licensure Compact
- SB 1526 Public Records/Annuity Contract Payees
- SB 1534 Retail Theft
- SB 1552 Direct-Support Organizations for the Florida Prepaid College Board
- HB 1557 Parental Rights in Education
- HB 1563 Homestead Property Tax Exemptions for Classroom Teachers, Law Enforcement Officers, Firefighters, Emergency Medical Technicians, Paramedics, Child Welfare Professionals, and Servicemembers
- HB 1571 Residential Picketing
- HB 1577 Homeless Youth
- HB 1581 Jackson County Sheriff's Office
- HB 1583 Emerald Coast Utilities Authority, Escambia County
- HB 1591 Hernando County
- SB 1614 Public Records/Motor Vehicle Crashes/Traffic Citations
- SB 1658 Executive Appointments
- SB 1680 Financial Institutions
- SB 1712 Veteran Suicide Prevention Training Pilot Program
- SB 1764 Municipal Solid Waste-to-Energy Program
- SB 1770 Donor Human Milk Bank Services
- SB 1796 Dissolution of Marriage
- SB 1798 Sexually Related Offenses
- SB 1808 Immigration Enforcement
- SB 1844 Mental Health and Substance Abuse
- SB 1950 Statewide Medicaid Managed Care Program
- SB 2002 Extending the 2022 Regular Session of the Florida Legislature
- SB 2508 Environmental Resources
- SB 2510 Florida Gaming Control Commission
- SB 2512 Aircraft
- SB 2514 Electronic Filing of Taxes
- SB 2516 Office of the Judges of Compensation Claims
- SB 2518 Information Technology
- SB 2524 Education
- SB 2526 Health
- SB 2530 Motor Vehicle Title Fees
- HB 5001 General Appropriations Act
- HB 5003 Implementing the 2022-2023 General Appropriations Act
- HB 5005 Collective Bargaining
- HB 5007 State-Administered Retirement Systems
- HB 5009 State Group Insurance Program
- HB 5011 Inflation Fund
- HB 5013 Trust Fund/Opioid Settlement Clearing Trust Fund/DFS
- HB 5301 Capitol Complex
- HB 6037 Traveling Across County Lines to Commit a Burglary
- HB 6513 Relief/Kareem Hawari/Osceola County School Board
- SB 7000 OGSR/Nonviable Birth Certificates
- HB 7001 Implementation of the Constitutional Prohibition Against Lobbying by a Public Officer
- SB 7002 OGSR/Information Relating to Medical Marijuana Held by the DOH
- HB 7003 Implementation of the Constitutional Prohibition Against Lobbying by a Former Justice or Judge
- SB 7004 OGSR/Technology Systems/State University or a Florida College System Institution
- SB 7006 OGSR/Campus Emergency Response

- SB 7008 OGSR/Substance Abuse Impaired Persons
- HB 7009 OGSR/Health Information/Department of Corrections (DOC)
- SB 7010 OGSR/Public and Professional Guardians
- SB 7014 COVID-19-related Claims Against Health Care Providers
- HB 7015 OGSR/Identity of a Witness to Murder
- SB 7016 OGSR/Information Submitted by Insurers/DFS
- SB 7018 OGSR/Injured or Deceased Employee/DFS
- SB 7020 OGSR/Office of Financial Regulation
- SB 7024 OGSR/Alleged Victim or Victim of Sexual Harassment
- SB 7026 OGSR/Dependent Eligibility Verification Services
- HB 7027 The Judicial Branch
- HB 7029 Time Limitations for Preadjudicatory Juvenile Detention Care
- SB 7034 Child Welfare
- SB 7036 Lifeline Telecommunications Service
- SB 7044 Postsecondary Education
- HB 7049 Legal Notices
- HB 7053 Statewide Flooding and Sea Level Rise Resilience
- HB 7055 Cybersecurity
- HB 7057 Public Records and Meetings/Cybersecurity
- HB 7065 Child Welfare
- HB 7071 Taxation



MIAMI-DADE COUNTY
GOVERNMENT AFFAIRS TEAM

Miami-Dade County

RFQ-01980



JOSEPH SALZVERG - CO-TEAM LEAD
SHAREHOLDER
GRAYROBINSON



DEAN CANNON - CO-TEAM LEAD
PRESIDENT & CEO
GRAYROBINSON



ANGELA DRZEWIECKI
GOVERNMENT AFFAIRS ADVISOR
GRAYROBINSON



EDUARDO S. GONZALEZ
PRESIDENT
SUN CITY STRATEGIES



RYAN E. MATTHEWS
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WILLIAM MCREA
ASSOCIATE
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KIM MCDUGAL, PH.D.
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KIRK PEPPER
SENIOR GOVT AFFAIRS ADVISOR
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JASON L. UNGER
GOVERNMENT AFFAIRS & LOBBYING SECTION CHAIR
TALLAHASSEE MANAGING SHAREHOLDER
GRAYROBINSON

APPENDIX B - TEAM RESUMES



Joseph R. Salzverg
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Focus

- Administrative & Regulatory
- Government
- Government Affairs & Lobbying
- Land Use Law

Joseph is a Miami native with over a decade of experience in Florida’s political and public policy arenas. He has served as a campaign manager and political consultant to several members of the Miami-Dade Legislative Delegation dating back to the 2010 election cycle. He continues to enjoy very productive relationships with members of the delegation.

Joseph currently lobbies Florida’s Legislative and Executive branches of government on issues including appropriations, food manufacturing and distribution, growth management and construction, health care, insurance, local government, regulated industries, and utilities.

He also represents clients before local governments on procurement, land use, and general government matters. Joseph has successfully represented clients before Miami-Dade County and its various agencies, as well as municipalities throughout Broward, Miami-Dade, Monroe, and Palm Beach Counties.

Notably, Joseph assists corporate and non-profit interests in market entrance strategies and community engagement initiatives throughout South Florida. During his representation, he has developed a market entrance and community network strategy for a Fortune 50 company that engages local government and non-profit partners. This strategy has become a national model for similar efforts.

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

Recognition

- *Best Lawyers in America*, "Ones to Watch," 2021-2022
 - Administrative / Regulatory Law
 - Government Relations Practice
 - Land Use and Zoning Law
- "Lobbying Industry's Rising Star," *Influence Magazine*, 2016
- "30 Under 30 Rising Star," *Florida Politics*, 2014

Insights

- "2021 Florida Legislative Session Wrap-Up," GrayRobinson Webinar, May 18, 2021
- "Commercial Real Estate Legal Updates," CREW Fort Lauderdale/Boca Raton "Coffee with CREW," May 11, 2021
- "GrayRobinson Florida Legislative Session Weekly Roundup," March 26, 2021
- "Inside the Winners Circle: Covering Florida's Election Results," November 4, 2020
- "How has the pandemic affected legislative enactments?" National Association of Industrial and Office Properties South Florida Chapter Webinar, October 22, 2020
- "Who's in and Who's Out?" Post-Election Pop-Up Forum, August 19, 2020
- "Being a Lawyer in the Modern World," Florida State University College of Law, Cuban American Bar Association, February 18, 2020
- "2019 Florida Legislative Review," Fort Lauderdale Session Wrap Up, May 22, 2019
- "2019 Florida Legislative Review," Miami Session Wrap Up, May 21, 2019
- "Look-Back at 2018 Legislative Session; Look-Ahead to 2019," Florida Section Air & Waste Management Association 54th Annual Conference & Expo, Jupiter, Florida, October 24, 2018
- "2018 Florida Legislative Review," Miami Session Wrap Up, April 10, 2018

Affiliations

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

Credentials

- J.D., Florida State University College of Law, 2015
- B.A., University of Miami, 2010

Admissions

- Florida

Languages

- Spanish



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Focus

- Administrative & Regulatory
- Government
- Insurance Transactional & Regulatory
- Government Affairs & Lobbying
- Election Law
- Litigation

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.

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.

Dean lives in Tallahassee with his wife, Ellen, and their three children, Dean III, Katherine, and Sarah.

Recognition

- AV Preeminent® rated by *Martindale-Hubbell*
- *Florida Politics*, Florida Politician of the Decade, 2010-2020
- *Florida Trend*, Legal Elite, Government & Administrative, 2020
- *Best Lawyers in America*, Government Relations Practice, 2021-2022
- *Florida Trend*, Florida's 500: Florida's Most Influential Business Leaders, 2019-2021

Insights

- "GrayRobinson Florida Legislative Session Weekly Roundup," April 9, 2021
- "Restoring Bilateral Trade Between Canada and Florida," GrayRobinson Webinar, March 11, 2021
- "The COVID-19 Overdose Crisis: 2021 Legislative Session," Project Opioid, February 11, 2021
- "The Winners Circle: Covering Florida's Election Results," GrayRobinson Webinar, November 4, 2020
- "Kitchen Table Talk on Reopening Florida Schools," GrayRobinson 101 Virtual Pop-up Forum, June 18, 2020
- 2019 Future of Florida Forum, Florida Chamber Foundation, October 28, 2019
- "Navigating the Thorny Issues of Preemption and Home Rule," Florida Association of Counties 2019 Annual Conference & Educational Exposition, June 13, 2019
- "Legislative Temperature and Trends—Major Issues Facing Florida Legislature," Economic Development Council of St. Lucie County, February 5, 2019
- "Lobbying 101," Florida Association of Women Lawyers Lobby Days, February 1, 2018
- "Lobbying 101: Learn from the Pros on Effectively Communicating with Legislators," Florida League of Cities 57th Annual Legislative Conference, December 6, 2017

Affiliations

- The Florida Bar
- Florida Association of Professional Lobbyists
- Enterprise Florida, Board Member
- Space Florida, Board Member
- Orlando Economic Partnership, Board Member

Credentials

- J.D., University of Florida Levin College of Law, 1992
- B.S., University of Florida, 1989

Admissions

- Florida



Angela M. Drzewiecki*
Government Affairs Advisor

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Focus

- Government Affairs & Lobbying

Angela is a highly skilled government affairs advisor in GrayRobinson’s Tallahassee office, where she brings over a decade of experience in government relations. She has successfully advocated for municipalities, trade associations, non-profits, and businesses before Florida’s executive and legislative branches of government. Angela focuses her practice on a myriad of issues, including local government matters, transportation, public safety, and legislative appropriations. She works with clients of all sizes to develop both short term and long-term strategies focused on achieving the client’s goals, whether those goals require statutory change, procurement objectives, or legislative appropriation. Angela works tirelessly to successfully advocate on behalf of her clients and has secured millions of dollars in the state budget on their behalf.

Angela earned a Bachelor of Science in Political Science and Master of Science in Applied American Politics and Policy from Florida State University. She began her political career working as a director of a gubernatorial campaign. Before joining Gray Robinson last year, Angela worked at several high-profile lobbying firms in Florida representing a wide variety of clients and supporting their diverse needs.

An active and dedicated member of her community, Angela currently serves on the board of directors for Veterans Florida, a state-created nonprofit organization that helps military veterans and their spouses’ transition to civilian life. She is also the founder of Last Hope Rescue, a non-profit animal welfare organization, and a mentor for Florida State University’s ProfessioNole Mentors Program.

Credentials

- Master’s in Applied American Politics and Policy, Florida State University, 2009
- B.S. in Political Science, Florida State University, 2006

*Denotes non-attorney professional.



Eduardo S. Gonzalez*

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Focus

- Government Affairs & Lobbying

Eduardo “Eddy” Gonzalez is the President of Sun City Strategies, LLC. Eddy began his career of service as the President of the Kiwanis Club of Flamingo Hialeah. He then served on the City of Hialeah’s Water and Sewer board. In 1998, he was appointed as Councilmember to the City of Hialeah and was reelected subsequently until 2006. In 2003 he was appointed by former Governor Jeb Bush to serve a 2-year term on the State Legislative Committee on Inter-governmental relations. Eddy then joined the Executive Board of the Miami-Dade County League of Cities, where he also served as President. During that time, he additionally served as an Executive Committee Member of the Florida League of Cities. In 2006 he was elected as a State Representative to the Florida House of Representatives and reelected subsequently until 2014. Throughout his tenure, he served on many House Committees, including: Appropriations, Higher Ed, K-12, Health Innovation, and Health & Human Services Committees. He was also the Chairman of the Local and Federal Affairs Committee. In 2012-2013, Eddy was elected by his colleagues to be Chairman of the Miami-Dade Legislative Delegation.

Affiliations

- Florida House of Representatives, State Representative Districts 102 and 111, 2006-2014
 - Miami-Dade Legislative Delegation, Chair, 2012-2014
- Miami-Dade League of Cities, Board of Directors, 1999-2006
 - President, 2006
- Florida League of Cities, Executive Committee
- Bridging the Communities Domino Committee
- Gold Coast League of Cities
- Beacon Council, Co-Representative
- Miami-Dade County CIAB Community Image, Advisory Board
- Miami-Dade County Mov’n Committee
- Miami-Dade County Criminal Justice Council
- Kiwanis Club of Flamingo Hialeah, Board of Directors

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Focus

- Government Affairs & Lobbying
- Environmental & Sustainability Law
- Government
- Utilities

With an in-depth knowledge of the function and operation of local governments, municipal utilities, and Florida’s regulatory and permitting processes, Ryan concentrates his practice on environmental, land use, and local government issues. He is a recognized expert in environmental policy concerning natural resources with a focus on water quality and water supply.

Prior to joining the private sector, Ryan served as the Secretary of the Florida Department of Environmental Protection (DEP) under the Rick Scott Administration, where he oversaw 3,000 employees and a \$1.6 billion budget to protect Florida’s natural resources. While at the department, Ryan led the beginning effort to delegate the Clean Water Act Section 404 program to the State of Florida, only the third state in the nation to achieve such delegation. During his time at DEP, he also served as Deputy Secretary for Regulatory Programs, where he oversaw the air, water, and waste regulatory divisions, which issue thousands of permits per year to regulated interests and the business community in Florida. As the Director of the Office of Water Policy, where he led the coordination and implementation of Florida’s statewide water policy, including oversight authority of the five water management districts, Ryan played a critical role in pursuing recurring funding for Alternative Water Supply projects in Governor Scott’s recommended budget, as well as increased funding for water quality monitoring, TMDLs, and springs. Cementing his experience with municipal issues, Ryan also served in the general counsel and legislative affairs offices of the Florida League of Cities and is a current lobbyist for the Florida Association of Counties, Florida League of Cities, Florida Municipal Electric Association, and numerous individual local governments.

Credentials

- LL.M. in Environmental/Natural Resources Law, University of Denver Sturm College of Law, 2009
- J.D., Florida Coastal School of Law, 2008
- B.A. in Political Science, University of Florida, 2004

Admissions

- Florida



William McRea

Associate, Sun City Strategies LLC

will@suncitystrategies.com

786-651-7653

Focus

- Government Affairs & Lobbying

William "Will" McRea is an associate at Sun City Strategies. He is a Miami native with several years of experience in Florida's political and public policy arenas. He began working in the public sector as the Deputy City Clerk for the City of Hialeah Gardens in 2011. He later served as a legislative assistant to Florida State House Representative Eddy Gonzalez and thereafter, Florida State Senator Anitere Flores. William left the Legislature to attend law school. While in law school, William was the President of the Student Bar Association and served as the Managing Editor of the Journal of Complex Litigation. He is a Florida Bar licensed attorney.

Credentials

- J.D., St. Thomas University School of Law, 2019
- B.A. in Political Science and International Relations, Florida International University, 2013

Admissions

- Florida



Kim McDougal, Ph.D.*
Senior Government Affairs Advisor

kim.mcdougal@gray-robinson.com
850-577-9090

Focus

- Government Affairs & Lobbying
- Education

Kim McDougal, Ph.D., has nearly three decades of experience serving in multiple leadership roles within the executive and legislative branches of Florida’s government. Kim has successfully worked with several statewide associations, nonprofits, and local governments on the advancement of their legislative agendas, including both substantive legislation and appropriations.

Prior to joining GrayRobinson, Kim served as chief of staff to Florida Governor Rick Scott. She also served as Governor Scott’s deputy chief of staff, legislative affairs director, education policy coordinator, and as policy advisor during his successful re-election campaign. Kim has also served as a senior advisor or in a leadership role for many of Florida’s Commissioners of Education, including Florida’s first appointed Commissioner Jim Horne. She also served in several roles under the Governor Jeb Bush Administration within the Executive Office of the Governor, including education policy coordinator in the Office of Policy and Budget. Kim previously served on Governor-elect Ron DeSantis’ Transition Advisory Committee for Education and Workforce Development.

Affiliations

- Association of Florida Colleges (AFC), January 2019-present
- Florida Sports Foundation, December 2018-present
- Florida Association of Professional Lobbyists
 - Designated Professional Lobbyist
 - Board of Directors, 2021-2022
- Florida Education Legislative Liaisons
 - Board of Directors, 2021-2022

Credentials

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

**Denotes non-attorney professional.*



Kirk Pepper*
Senior Government Affairs Advisor

kirk.pepper@gray-robinson.com
850-577-9090

Focus

- Government Affairs & Lobbying

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.

Credentials

- B.S., University of Southern Mississippi, 2001

**Denotes non-attorney professional.*



Jason L. Unger

Government Affairs and Lobbying Section Chair
Tallahassee Managing Shareholder

jason.unger@gray-robinson.com

850-577-9090

Focus

- Government Affairs & Lobbying
- Administrative & Regulatory
- Attorney General Defense
- Alcohol Beverage
- Election Law

A seasoned veteran of Florida's dynamic political landscape, lawyer and lobbyist Jason Unger understands his clients' needs for swift and easeful action in clearing a path to growth. Building on a solid foundation of legislative and executive branch agency relationships, Jason brings next-level insight and connectivity to complicated and sometimes stalled matters on behalf of clients in the retail, alcohol beverage, financial services, health care, and municipal sectors.

Known in legal and political circles for his responsiveness, readiness to react, and dogged pursuit of alternative solutions, clients seek him out to be in the right place at the right time with the right players to move business forward. He has also successfully defended numerous hospital districts, cities, counties, sheriffs, and school boards in the claims bill process.

Jason collaborates with GrayRobinson colleagues in the alcohol beverage, health care, land use, and litigation practices, leveraging the firm's extensive statewide reach to identify and solve client problems quickly and creatively. Before joining GrayRobinson, Jason served as Special Counsel to the Speaker of the Florida House of Representatives. He served on the Florida Federal Judicial Nominating Commission and on the Florida Supreme Court Judicial Nominating Commission during three gubernatorial administrations.

Notable Work

- Chaired the Florida Supreme Court Judicial Nominating Commission during litigation over which Governor would have three Supreme Court Justice nominations (*League of Women Voters of Fla. v. Scott*, 257 So. 3d 900 (Fla. 2018))
- Represented the Florida House of Representatives in the 2002 and 2012 redistricting cycles
- Served as litigation counsel to George W. Bush and Richard Cheney in the 2000 Presidential Election Contest
- Represented the Republican Party of Florida and members of the Florida Legislature in various election law matters
- *Advisory Opinion to the Attorney General re: Prohibits Possession of Defined Assault Weapons*, --- So. 3d ---, No. SC19-1266, 2020 WL 2960236 (Fla. June 4, 2020)

- *In re: Senate Joint Resolution of Legislative Apportionment 1176*, 83 So.3d 597 (Fla. 2012)
- *Martinez v. Bush*, 2002 WL 31740366 (S.D. Fla. 2002)
- *Florida Senate v. Forman*, 826 So.2d 279 (Fla. 2002)
- *In re: Constitutionality of House Joint Resolution 1987*, 817 So.2d 819 (Fla. 2002)
- *Palm Beach County Canvassing Board v. Harris*, 772 So.2d 1273 (Fla. 2000)
- *Gore v. Harris*, 2000 WL 1770257 (Fla. Cir. Ct. 2000)
- *In re: Constitutionality of House Joint Resolution 25E*, 863 So.2d 1176 (Fla. 2003) (NO.SC03-1912)

Affiliations

- Judicial Nominating Commission
 - Florida Supreme Court Nominating Commission
 - Commissioner, 2008-2019
 - Chair, 2016-2019
 - Chair, 2009-2010
 - Served as Commissioner and Chair during the Crist, Scott, and DeSantis administrations.
 - Florida Federal Judicial Nominating Commission
 - Commissioner, Direct Appointment by Governor Jeb Bush and U.S. Congressman E. Clay Shaw, 2001-2005
- National Republican Congressional Committee, Florida Counsel, 2010 and 2016 elections
- Florida House of Representatives, Redistricting Counsel, 2002 and 2012 cycles
- Rudy Giuliani Presidential Campaign, Florida Counsel, 2007-2008
- Republican Party of Florida, Election Law Counsel, 2002
- Litigation Counsel to George W. Bush and Richard Cheney, 2000 Presidential Election Contest
- Special Counsel to the Speaker of the Florida House of Representatives, 1999-2000
- Boards and Commissions Review Panel, Direct Appointment by Governor Jeb Bush, 1999-2000
- UF Health Shands Leadership Council Tallahassee, 2018-present
- University of Florida College of Law, Trustee, 2020-present

Credentials

- J.D., University of Florida College of Law, 1993
- B.S.B.A. in Finance, University of Florida, 1990

Admissions

- Florida
- U.S. District Court, Southern District of Florida

APPENDIX C - FORMS

Submittal Form



Solicitation No. RFQ-01980 Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL			
Proposer Legal Company Name (include d/b/a if applicable): <input type="text" value="GrayRobinson, P.A."/> *		Proposer Federal Tax Identification Number: <input type="text" value="59-1300132"/> *	
If Corporation - Date Incorporated/Organized: <input type="text" value="August 26, 1970"/>		State Incorporated/Organized: <input type="text" value="Florida"/> *	
Company Operating Address: <input type="text" value="301 E. Pine St., Suite 1400"/> *		City: <input type="text" value="Orlando"/> *	State: <input type="text" value="FL"/> *
Miami-Dade County Address (if applicable): <input type="text" value="333 SE 2nd Avenue, Suite 3200"/>		City: <input type="text" value="Miami"/>	State: <input type="text" value="FL"/>
Company Contact Person: <input type="text" value="Joseph R. Salzverg"/> *		Email Address: <input type="text" value="joseph.salzverg@gray-robinson.com"/>	
Phone Number (include area code): <input type="text" value="305-913-0532"/>		Company's Internet Web Address: <input type="text" value="www.gray-robinson.com"/>	
<p>Pursuant to Section 2-8.6 of the Code of Miami-Dade County (County), 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 at the time of proposal submission.</p> <p><input type="checkbox"/> Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.</p>			
<p>Pursuant to Section 2-11.1 (c) and (d) of the Code of Miami-Dade County, please respond to the following questions posed.</p> <p>1. ARE ANY <u>OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST</u> IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE(S)? <input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>2. ARE ANY <u>IMMEDIATE FAMILY MEMBERS</u> OF THE COMPANY'S OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE? <input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>Note: The County reserves the right to request and evaluate additional information from any Proposer regarding Proposer's responsibility after the submission deadline, as the County deems necessary.</p>			
<p>LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, and pursuant to Section 2-8.5 of the Code of Miami-Dade County, a "local business" is a business located within the limits of Miami-Dade County, that has a valid Local Business Tax Receipt issued by Miami-Dade County at least one year prior to proposal submission; has a physical business address located within the limits of Miami-Dade County from which business is performed and which served as the place of employment for at least three full time employees for the continuous period of one year prior to proposal submittal (by exception, if the business is a certified Small Business Enterprise, the local business location must have served as the place of employment for one full time employee); 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.</p> <p><input checked="" type="checkbox"/> Place a check mark here only if affirming Proposer meets the requirements for Local Preference. Failure to affirm this certification at this time may render the Proposer ineligible for Local Preference.</p> <p>IN ACCORDANCE WITH CFR 200.319(b), LOCAL PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.</p>			
<p>LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE CERTIFICATION: A Local Certified Veteran Business Enterprise is a firm that is (a) a local business pursuant</p>			

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 the proposal.

IN ACCORDANCE WITH CFR 200.319(b), LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (if applicable):

A Small Business Enterprise (SBE) must be certified by the Division of Small Business Development (SBD) 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 SBD 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.

Place a check mark here **only** if affirming Proposer is a Miami-Dade County Certified Small Business Enterprise.

IN ACCORDANCE WITH CFR 200.319(b), SMALL BUSINESS ENTERPRISE MEASURES SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST, THE SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN PETROLEUM ENERGY SECTOR LIST, OR THE SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL 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, or the Scrutinized Companies that Boycott Israel List, as those terms are used and defined in sections 287.135, 215.473, and 215.4725 of the Florida Statutes. 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, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

OR

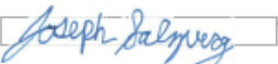
In the event that the Proposer is unable to provide such certification, but still seeks to be considered for award of this solicitation, the Proposer shall execute the proposal through a duly authorized representative and shall also initial this space: _____ In this event, the Proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 and/or 215.4725 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 could be applicable.

WAIVER OF CONFIDENTIALITY AND TRADE SECRET TREATMENT OF PROPOSAL:

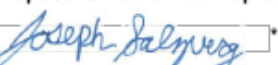
The Proposer acknowledges and agrees that the submittal of the proposal is governed by Florida's Government in the Sunshine Laws and Public Records Laws, as set forth in Florida Statutes Section 286.011 and Florida Statutes Chapter 119. As such, all material submitted as part of, or in support of, the 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, Proposer agrees 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 04/08/22
Representative's Name: Joseph R. Salzverg	
Representative's 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 04/08/22
Representative's Name: Joseph R. Salzverg	
Representative's Title: Shareholder	

SUBCONTRACTING FORM

Solicitation Number RFQ-01980

*Vendor Name *FEIN #

Complete "A" or "B":

- A. No subcontractors or direct suppliers will be utilized pursuant to this solicitation.
 B. The below listed subcontractors and/or suppliers will be utilized pursuant to this solicitation:

Business Name and Address of First Tier Subcontractor/ Subconsultant	Name of Principal Owner	Scope of Work to be Performed by Subcontractor Subconsultant	Subcontractor/ Subconsultant License (if applicable)
Sun City Strategies 7625 W. 14th Court Hialeah, FL 33014	Eduardo "Eddy" Gonzalez	Advocate for funding from the state budget and in stewarding the passage of meaningful legislation.	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Business Name and Address of First Tier Direct Supplier	Name of Principal Owner	Supplies, Materials, and/or Services to be Provided by Supplier	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
<input type="text"/>	<input type="text"/>	<input type="text"/>	
<input type="text"/>	<input type="text"/>	<input type="text"/>	

And

Below and/or attached is a detailed statement of the firm's policies and procedures for awarding subcontractors:

GrayRobinson professionals utilize subcontractors when there is a need for a specialty or expertise our professionals do not provide, or the current or prospective client would benefit in some other way from the representation of a subcontractor. Our process for selecting and ultimately awarding work to subcontractors begins with a referral from a trusted, vetted source or an existing business relationship with the subcontractor. In most situations, a GrayRobinson attorney or advisor has a current relationship with the potential subcontractor and can vouch for their experience and expertise. In the case of a referral, the attorney or advisor goes through a rigorous vetting process, interviewing the subcontractor, reviewing work examples, and speaking to references. The parties reach a mutually beneficial fee arrangement upon hiring a subcontractor onto a GrayRobinson project. The subcontractor's percentage of fees is typically based on the amount of work the subcontractor contributes to the project or matter. The lead GrayRobinson attorney or advisor monitors the subcontractor's work. Bills will come from the GrayRobinson relationship attorney or advisor unless an alternative arrangement is reached with the client.

(Duplicate this form if additional space is needed to provide the required information)

When Subcontracting is allowed and subcontractors will be utilized, the Contractor shall comply with Section 2-8.8 of the Code - Fair Subcontracting Practices: (1) Prior to contract award, the Bidder shall provide a detailed statement of its policies and procedures for awarding subcontracts and (2) As a condition of final payment under a contract, the Contractor shall identify subcontractors used in the work, the amount of each subcontract, and the amount paid and to be paid to each subcontractor via the BMWS at <http://mdcsbd.gob2g.com>.

Pursuant to Section 2-8.1(f) of the Code - Listing of subcontractors required on certain contracts, for all contracts which involve the expenditure of one hundred thousand dollars (\$100,000) or more, the entity contracting with the County must report to the County the race, gender, and ethnic origin of the owners and employees of its first tier subcontractors and suppliers via the BMWS at <http://mdcsbd.gob2g.com>. The race, gender, and ethnic information must be submitted via BMWS as soon as reasonably available and, in any event, prior to final payment under the Contract. The Contractor 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.

I certify that the information contained in this form is to the best of my knowledge true and accurate.


Signature of Vendor's Representative

*Print Name

*Print Title

*Date



LOBBYIST REGISTRATION AFFIDAVIT
(For an Oral Presentation and/or Recorded Negotiation Meeting or Sessions)

Legal Entity's Name: GrayRobinson, P.A.

Address: 333 SE 2nd Avenue, Suite 3 City, State and Zip Code: Miami, FL 33131

Business Telephone: 305-913-0532 E-mail: joseph.salzverg@gray-robin

Solicitation/Contract No. and Title: RFQ-01980/Governmental R

Below listed individuals are authorized to participate in 1) an oral presentation before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or 2) recorded negotiation meeting or sessions, involving the above-referenced procurement matter.

NAME	TITLE	EMPLOYER	E-MAIL	MIAMI-DADE COUNTY ISD OFFICE USE ONLY SIGNATURE
Joseph R. Salzverg	Shareholder / Government /	GrayRobinson	joseph.salzverg@gray-robinson.com	
Dean Cannon	President and CEO	GrayRobinson	dean.cannon@gray-robinson.com	
Angela M. Drzewiecki	Government Affairs Advisor	GrayRobinson	angela.drzewiecki@gray-robinson.com	
Eduardo "Eddy" Gonzalez	President	Sun City Strategies	eddy@suncitystrategies.com	
Ryan E. Matthews	Shareholder	GrayRobinson	ryan.matthews@gray-robinson.com	
Kim McDougal, Ph.D.	Senior Government Affairs Advisor	GrayRobinson	kim.mcdougal@gray-robinson.com	
Kirk Pepper	Senior Government Affairs Advisor	GrayRobinson	kirk.pepper@gray-robinson.com	
Jason L. Unger	Tallahassee Managing Shareholder, Govt Affairs and Lobbying Grp Chair	GrayRobinson	jason.unger@gray-robinson.com	
William McRea	Associate	Sun City Strategies	will@suncitystrategies.com	

(ATTACH ADDITIONAL SHEETS AS NECESSARY)

For the sole purpose of an oral presentation and/or recorded negotiation meeting and sessions, the listed individuals shall not be required to separately register as lobbyists or pay any registration fees, in accordance with Ordinance No. 21-73, Relating to Conflict of Interest and Code of Ethics. The Lobbyist Registration Affidavit (this Affidavit) shall list all technical experts or employees of Principal whose normal scope of employment does not include lobbying and whose sole participation involves appearance at the meeting.

No individual shall appear before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or recorded negotiation meeting or sessions involving the above-referenced procurement matter, unless specifically listed herein or registered as a lobbyist with the Clerk of the Board and has paid all applicable fees.

Nothing contained herein shall prohibit the Principal from amending any filed Lobbyist Registration Affidavit if any information changes and/or if additional individuals are authorized (by Principal) to participate in an oral presentation and/or recorded negotiation meeting and sessions. Amended Affidavit shall be filed by County Procurement staff with the Clerk of the Board, prior to the oral presentation and/or recorded negotiation meeting or sessions.

Written Declaration: Pursuant to §92.525, Florida Statutes, under penalties of perjury, I declare that I have read the foregoing Affidavit and that the facts stated in it are true, accurate, and complete.

Signature of Authorized Representative (Principal): *Joseph Salzverg*

Printed Name of Authorized Representative (Principal): Joseph R. Salzverg

Title: Shareholder Date: 04/08/22

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 Officer overseeing this solicitation/contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: "Pursuant to Florida Statutes s. 92.525, under penalties of perjury....." vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.

Contract No. :	Federal Employer
RFQ-01980 *	Identification Number (FEIN): 59-1300132 *

Contract Title: Governmental Representation and Consulting Servic *

Joseph R. Salzverg *	Shareholder *	 *
<small>Printed Name of Affiant</small>	<small>Printed Title of Affiant</small>	<small>Signature of Affiant</small>

GrayRobinson, P.A. *	04/08/22 *
<small>Name of Firm</small>	<small>Date</small>

333 SE 2nd Ave., Suite 3200, Miami *	Florida *	33131 *
<small>Address of Firm</small>	<small>State</small>	<small>Zip Code</small>

Notary Public Information

Notary Public – State of Florida County of orange

Subscribed and sworn to (or affirmed) before me this 29th day of, March, 2022 by

Joseph Salzberg He or she is personally known to me or has produced identification

[Signature] Signature of Notary Public GG 922770 Serial Number

10/14/23 Expiration Date

Print or Stamp of Notary Public

Notary Public Seal



Leigh Anne Thompson
NOTARY PUBLIC
STATE OF FLORIDA
Comm# GG922770
Expires 10/14/2023

Contractor Due Diligence Affidavit - Attachment Page

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 Officer overseeing this solicitation/ contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

The answer to items (1)-(3) enumerated above for our governmental affairs team is "none." For questions or further information please contact GrayRobinson's General Counsel, Mayanne Downs, at 407-810-5560.

Supplier: GrayRobinson, P.A.



Submittal Form

Solicitation No. RFQ-01980 Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL			
Proposer Legal Company Name (include d/b/a if applicable): GrayRobinson, P.A.*		Proposer Federal Tax Identification Number: 59-1300132*	
If Corporation - Date Incorporated/Organized: August 26, 1970		State Incorporated/Organized: Florida*	
Company Operating Address: 301 E. Pine St., Suite 1400*	City: Orlando*	State: FL*	Zip Code: 32801*
Miami-Dade County Address (if applicable): 333 SE 2nd Avenue, Suite 3200	City: Miami	State: FL	Zip Code: 33131
Company Contact Person: Joseph R. Salzverg*	Email Address: joseph.salzverg@gray-robinson.com*		
Phone Number (include area code): 305-913-0532*	Company's Internet Web Address: www.gray-robinson.com		
<p>Pursuant to Section 2-8.6 of the Code of Miami-Dade County (County), 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 at the time of proposal submission.</p> <p><input type="checkbox"/> Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.</p>			
<p>Pursuant to Section 2-11.1 (c) and (d) of the Code of Miami-Dade County, please respond to the following questions posed.</p> <p>1. ARE ANY <u>OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST</u> IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE(S)?</p> <p><input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>2. ARE ANY <u>IMMEDIATE FAMILY MEMBERS</u> OF THE COMPANY'S OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE?</p> <p><input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>Note: The County reserves the right to request and evaluate additional information from any Proposer regarding Proposer's responsibility after the submission deadline, as the County deems necessary.</p>			
<p>LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, and pursuant to Section 2-8.5 of the Code of Miami-Dade County, a "local business" is a business located within the limits of Miami-Dade County, that has a valid Local Business Tax Receipt issued by Miami-Dade County at least one year prior to proposal submission; has a physical business address located within the limits of Miami-Dade County from which business is performed and which served as the place of employment for at least three full time employees for the continuous period of one year prior to proposal submittal (by exception, if the business is a certified Small Business Enterprise, the local business location must have served as the place of employment for one full time employee); 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.</p> <p><input checked="" type="checkbox"/> Place a check mark here only if affirming Proposer meets the requirements for Local Preference. Failure to affirm this certification at this time may render the Proposer ineligible for Local Preference.</p>			
<p>IN ACCORDANCE WITH CFR 200.319(b), LOCAL PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.</p>			

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 the proposal.**

IN ACCORDANCE WITH CFR 200.319(b), LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (if applicable):

A Small Business Enterprise (SBE) must be certified by the Division of Small Business Development (SBD) 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 SBD 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.

Place a check mark here **only** if affirming Proposer is a Miami-Dade County Certified Small Business Enterprise.

IN ACCORDANCE WITH CFR 200.319(b), SMALL BUSINESS ENTERPRISE MEASURES SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST, THE SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN PETROLEUM ENERGY SECTOR LIST, OR THE SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL 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, or the Scrutinized Companies that Boycott Israel List, as those terms are used and defined in sections 287.135, 215.473, and 215.4725 of the Florida Statutes. 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, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

OR

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 this event, the Proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 and/or 215.4725 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 could be applicable.

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, Proposer agrees 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: Joseph R. Salzverg*	Date 04.08.22*
Representative's Name: Joseph R. Salzverg*	
Representative's 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:**

Joseph R. Salzverg*

Date

04.01.22*

Representative's Name:

Joseph R. Salzverg*

Representative's Title:

Shareholder*

Supplier: GrayRobinson, P.A.

SUBCONTRACTING FORM

Solicitation Number RFQ-01980

*Vendor Name **GrayRobinson, P.A.** *FEIN # 59-1300132

Complete "A" or "B":

- A. No subcontractors or direct suppliers will be utilized pursuant to this solicitation.
- B. The below listed subcontractors and/or suppliers will be utilized pursuant to this solicitation:

Business Name and Address of First Tier Subcontractor/ Subconsultant	Name of Principal Owner	Scope of Work to be Performed by Subcontractor Subconsultant	Subcontractor/ Subconsultant License (if applicable)
Sun City Strategies, 7625, Hialeah, FL 33014 W. 14th Court	Eduardo Gonzalez	Advocate for funding from the state budget and in stewarding the passage of meaningful legislation.	
Business Name and Address of First Tier Direct Supplier	Name of Principal Owner	Supplies, Materials, and/or Services to be Provided by Supplier	

And

Below and/or attached is a detailed statement of the firm's policies and procedures for awarding subcontractors:

GrayRobinson professionals utilize subcontractors when there is a need for a specialty or expertise our professionals do not provide, or the current or prospective client would benefit in some other way from the representation of a subcontractor.

Our process for selecting and ultimately awarding work to subcontractors begins with a referral from a trusted, vetted source or an existing business relationship with the subcontractor. In most situations, a GrayRobinson attorney or advisor has a current relationship with the potential subcontractor and can vouch for their experience and expertise. In the case of a referral, the attorney or advisor goes through a rigorous vetting process, interviewing the subcontractor, reviewing work examples, and speaking to references.

The parties reach a mutually beneficial fee arrangement upon hiring a subcontractor onto a GrayRobinson project. The subcontractor's percentage of fees is typically based on the amount of work the subcontractor contributes to the project or matter.

The lead GrayRobinson attorney or advisor monitors the subcontractor's work. Bills will come from the GrayRobinson relationship attorney or advisor unless an alternative arrangement is reached with the client.

(Duplicate this form if additional space is needed to provide the required information)

When Subcontracting is allowed and subcontractors will be utilized, the Contractor shall comply with Section 2-8.8 of the Code – Fair Subcontracting Practices: (1) Prior to contract award, the Bidder shall provide a detailed statement of its policies and procedures for awarding subcontracts and (2) As a condition of final payment under a contract, the Contractor shall identify subcontractors used in the work, the amount of each subcontract, and the amount paid and to be paid to each subcontractor via the BMWS at <http://mdcsbd.gob2g.com>.

Pursuant to Section 2-8.1(f) of the Code – Listing of subcontractors required on certain contracts, for all contracts which involve the expenditure of one hundred thousand dollars (\$100,000) or more, the entity contracting with the County must report to the County the race, gender, and ethnic origin of the owners and employees of its first tier subcontractors and suppliers via the BMWS at <http://mdcsbd.gob2g.com>. The race, gender, and ethnic information must be submitted via BMWS as soon as reasonably available and, in any event, prior to final payment under the Contract. The Contractor 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.

I certify that the information contained in this form is to the best of my knowledge true and accurate.

Joseph R. Salzverg

Joseph R. Salzverg

Shareholder

04/08/22

***Signature of Vendor's Representative**

***Print Name**

***Print Title**

***Date**

Supplier: **GrayRobinson, P.A.**



LOBBYIST REGISTRATION AFFIDAVIT
 (For an Oral Presentation and/or Recorded Negotiation Meeting or Sessions)

Legal Entity's Name: **GrayRobinson, P.A.**

Address: **333 SE 2nd Avenue, Suite 3200** City, State and Zip Code: **Miami, FL 33131**

Business Telephone: **305-913-0532** E-mail: **joseph.salzverg@gray-robinson.com**

Solicitation/Contract No. and Title: **RFQ-01980/Governmental Representation and Consulting Services in Tallahassee, FL**

Below listed individuals are authorized to participate in 1) an oral presentation before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or 2) recorded negotiation meeting or sessions, involving the above-referenced procurement matter.

NAME	TITLE	EMPLOYER	E-MAIL	MIAMI-DADE COUNTY ISD OFFICE USE ONLY SIGNATURE
Joseph R. Salzverg	Shareholder / Government Affairs Advisor	GrayRobinson	joseph.salzverg@gray-robinson.com	
Dean Cannon	President and CEO	GrayRobinson	dean.cannon@gray-robinson.com	
Angela M. Drzewiecki	Government Affairs Advisor	GrayRobinson	angela.drzewiecki@gray-robinson.com	
Eduardo "Eddy" Gonzalez	President	Sun City Strategies	eddy@suncitystrategies.com	
Ryan E. Matthews	Shareholder	GrayRobinson	ryan.matthews@gray-robinson.com	
Kim McDougal, Ph.D.	Senior Government Affairs Advisor	GrayRobinson	kim.mcdougal@gray-robinson.com	
Kirk Pepper	Senior Government Affairs Advisor	GrayRobinson	kirk.pepper@gray-robinson.com	
Jason L. Unger	Tallahassee Managing Shareholder, Govt Affairs & Lobbying Chair	GrayRobinson	jason.unger@gray-robinson.com	
William McRea	Associate	Sun City Strategies	will@suncitystrategies.com	

(ATTACH ADDITIONAL SHEETS AS NECESSARY)

For the sole purpose of an oral presentation and/or recorded negotiation meeting and sessions, the listed individuals **shall not** be required to separately register as lobbyists or pay any registration fees, in accordance with Ordinance No. 21-73, Relating to Conflict of Interest and Code of Ethics. The Lobbyist Registration Affidavit (*this Affidavit*) shall list all technical experts or employees of Principal whose normal scope of employment does not include lobbying and whose sole participation involves appearance at the meeting.

No individual shall appear before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or recorded negotiation meeting or sessions involving the above-referenced procurement matter, unless specifically listed herein or registered as a lobbyist with the Clerk of the Board and has paid all applicable fees.

Nothing contained herein shall prohibit the Principal from amending any filed Lobbyist Registration Affidavit if any information changes and/or if additional individuals are authorized (by Principal) to participate in an oral presentation and/or recorded negotiation meeting and sessions. Amended Affidavit shall be filed by County Procurement staff with the Clerk of the Board, prior to the oral presentation and/or recorded negotiation meeting or sessions.

Written Declaration: Pursuant to §92.525, Florida Statutes, under penalties of perjury, I declare that I have read the foregoing Affidavit and that the facts stated in it are true, accurate, and complete.

Signature of Authorized Representative (Principal): **Joseph R. Salzverg**

Printed Name of Authorized Representative (Principal): **Joseph R. Salzverg**

Title: **Shareholder** Date: **04/08/22**

Supplier: GrayRobinson, P.A.

**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 Officer overseeing this solicitation/contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: "Pursuant to Florida Statutes s. 92.525, under penalties of perjury....." vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.

Contract No. :RFQ-01980	Federal Employer Identification Number (FEIN):59-1300132
--------------------------------	---

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

Joseph R. Salzverg <small>Printed Name of Affiant</small>	Shareholder <small>Printed Title of Affiant</small>	Joseph R. Salzverg <small>Signature of Affiant</small>
GrayRobinson, P.A. <small>Name of Firm</small>	04/08/22 <small>Date</small>	
333 SE 2nd Ave., Suite 3200, Miami <small>Address of Firm</small>	Florida <small>State</small>	33131 <small>Zip Code</small>

Notary Public Information

Notary Public – State of _____ County of _____

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

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

Signature of Notary Public	Serial Number
----------------------------	---------------

Print or Stamp of Notary Public

Expiration Date

Notary Public Seal

rev. COVID-19 declared emergency

Ronald L. Book, P.A.

Bid Contact **Rana Brown**
rana@rlbookpa.com
Ph 305-935-1866

Address **18851 NE 29 Ave, Ste 1010**
Aventura, FL 33180

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
RFQ-01980--01-01	Governmental Representation	Supplier Product Code:	First Offer -	1 / each	Y	Y
Supplier Total						\$0.00

Ronald L. Book, P.A.

Item: **Governmental Representation**

Attachments

Ronald L. Book PA Proposal to Miami Dade County RFQ 01980 .pdf

MIAMI-DADE COUNTY

Request For Qualifications (RFQ) NO. 01980 Governmental Representation and Consulting Services in Tallahassee, FL

Due: April 8, 2022 at 6:00 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



PITTMAN
Law Group



RFQ-01980 Governmental Representation and Consulting Services in Tallahassee, FL
Submitted by: Ronald L. Book, P.A.

TAB 1: TABLE OF CONTENTS

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TAB 2: EXPERIENCE, QUALIFICATIONS, PAST PERFORMANCE AND CAPABILITIES**1. Executive Summary**

On behalf of **Ronald L. Book, P.A., Pittman Law Group, and The Southern Group**, I am pleased to enclose our proposal to provide Governmental Representation and Consulting Services for Miami-Dade County, as described in the RFQ-01980. Our proposal contains information detailing the services our firm offers, including our qualifications, and a sampling of accomplishments. Our firm has a long history of working in Tallahassee, our broad experience on issues, and our strong bipartisan relationships makes us uniquely qualified to continue to represent the County.

Ronald L. Book, P.A. is a law firm that was incorporated in the state of Florida on January 29, 1987. Ronald L. Book is President and Chief Executive Officer, and the firm's specialty is government affairs. Ronald L. Book, Esq. is the principal and sole owner of Ronald L. Book, P.A. He serves as the firm's President and Chief Executive Officer, and is personally involved in all aspects of the firm's practice. Kelly Mallette is the firm's Director of Government Affairs, and Rana Brown is a Government Affairs Consultant in the firm. As well as Mr. Book's proposed representation, the firm's associate lobbyists, Ms. Kelly C. Mallette, and Ms. Rana G. Brown, each with diverse experience and unique insight into the legislative process, would perform the secondary responsibilities in the firm's representation. Our proposal includes information on each of our subcontracting firms, Pittman Law Group and The Southern Group, within Tab 3 as required.

Due to our long history of service to government entities and to Miami-Dade County, Ronald L. Book, P.A. has the experience and expertise to assist the County in navigating the complexities of securing specific budget priorities, crafting strategies to achieve success in the passage or defeat of legislation, and engaging with the executive and regulatory agencies who are vital in the implementation of appropriations or regulatory rule making. We are eager to continue to work as your advocate, providing you with reliable representation and strategic direction to navigate the political landscape in every arena of Florida government. The firm has developed a diverse client base of business, industry, small and larger local governments, hospitals and health care districts, professional associations and not-for-profit organizations. Firm professionals are long-time fixtures in Tallahassee politics and have long-term, established relationships with legislators, executive agencies and staff.

Ronald L. Book, P.A. is consistently ranked in the top five Tallahassee lobbying firms amongst various media sources and others who follow Florida politics. As noted, the firm has a long history representing Fortune 500 companies, government entities such as cities and counties, hospitals and health care districts, professional associations, and not-for-profit groups throughout Florida. Operating full-time offices in Aventura and Tallahassee affords the firm principals consistent proximity to clients and legislators, providing access to, and visibility amongst, key decision-makers.

Our reputation as well prepared and tireless advocates for those the firm represents, and as dedicated to our client's causes which has earned us 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. We have experience with a vast array of 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. If it is an issue that you have read about, Ronald L. Book, P.A. has been at the center of the debate, influencing the decisions of policymakers for over 45 legislative sessions.

2. Describe the following about the Proposer:

- a. the number of years that the Proposer has been in existence;
- b. history and background;
- c. tax status
- d. principals, officers, owners, board of directors, and/or board of trustees;
- e. total current number of employees and the current number of professional employees by classification; and
- f. 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. Our law 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 five employees: the firm principal, two firm executive employees, and two executive support employees. We also employ 4 - 6 seasonal employees, who are legislative interns and assist in our Tallahassee office.

3. 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. We specialize 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 The Southern Group of Miami, both of whom have significant experience representing large, urban governments. Information about Pittman Law Group and The Southern 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.

4. Comparable Contracts: 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:

- a. client,**
- b. description of work,**
- c. total dollar value of the contract,**
- d. dates covering the term of the contract,**
- e. client contact person and email, and**
- f. statement of whether Proposer was the prime contractor or subcontractor.**

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

Miami-Dade County is the largest County in Florida, which is the third largest state in the United States. Subsequently, Miami-Dade County’s governmental representation needs, its advocacy work, and its scope of services required before the State Legislature, has no parallel. Specifically, Miami-Dade County’s governmental representation as it pertains to its numerous state funding appropriations requests through the state budget process as well as its many policy issues each year within the state legislative arena, are unmatched. However, below is a list of clients whose work is similar in scope including value and term of each contract, and client contact person and email. Please note the following information as required:

- The description of work for each of the clients below consists of legislative and executive branch lobbying and government relations services.
- We employ subcontractors on the following contracts: the City of Doral, the City of Miami Beach.

Client	Contract Value	Term of Contract	Contact Person and Email
Brevard County	\$60,000 per year	2010 – Present	Mr. Frank Abbate, County Manager Frank.Abbate@brevardfl.gov
Broward County	\$72,000 per year	1996 – Present	Ms. Monica Cepero, County Administrator mcepero@broward.org
City of Doral	\$90,000 per year	2013 – Present	Mr. Hernan Organvidez, City Manager Hernan.organvidez@cityofdoral.com
City of Miami Beach	\$107,000 per year	2018 - Present	Ms. Marcia Monserrat, Office of the Manager MarciaMonserrat@miamibeachfl.gov
City of North Miami	\$80,000 per year	1990 – Present	Ms. Theresa Therilus, City Manager ttherilus@northmiamifl.gov
Seminole County	\$60,000 per year	2018 – Present	Ms. Tricia Johnson, Deputy County Manager tajohnson@seminolecountyfl.gov

5. Miami-Dade County Contracts: 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:

- a. name of the County Department which administers or administered the contract,**
- b. description of work,**
- c. total dollar value of the contract,**
- d. dates covering the term of the contract,**
- e. County contact person and email, and**
- f. 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 00600	
Dates:	2017 - Present
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. Jess McCarty, (305) 375-1634
Total Dollar Value:	\$170,000/year
Ronald L. Book, P.A., was the prime contractor on this contract.	

Contract No. RFQ 801a	
Dates:	2012 - Present
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. 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.

6. Fulfillment of Scope: Confirm Proposer's ability to fulfill all elements of the Scope of Services, including the services in Section 2.3, Services to be Provided and Section 2.4, Optional Services.

Ronald L. Book, P.A., has reviewed the Scope of Services in RFQ. No. 01980, Governmental Representation and Consulting Services in Tallahassee, FL, including those referenced in Section 2.3. 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.

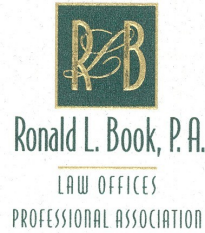
Furthermore, as it relates to providing the optional services in Section 2.4, please be advised that Ronald L. Book, P.A. is fully prepared to provide office space for use by County staff for the duration of their time in Tallahassee. Please note that our Tallahassee offices are located at 104 West Jefferson 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.

7. Reporting Requirements: Specially 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 2020 and 2019, as sample reports for your review.**



Session 2020 Miami Dade County – Final Report

On behalf of Ronald L. Book, Kelly Mallette, and Rana Brown, we would like to first and foremost extend our appreciation for the continued opportunity to represent Miami-Dade County.

Enclosed is our final report for the 2020 Legislative Session which includes an update on our assigned legislative and funding request. Please let us know if you have questions on issues included in this report, or on any other issue of concern. We will be happy to provide information to you.

ISSUES:

Commercial Service Airports: (HB 915 by Representative Avila and SB 1258 by Senator Diaz) In conjunction with the County Attorney's office, we worked throughout Session with Representative Avila, Senator Diaz, all members of the Delegation, leadership of the House and Senate, and various staff, to ensure that the County's issues with the bill were specifically addressed.

Key provisions to the bill's final version include language that states a governing body must approve, award, or ratify all contracts executed by or on behalf of a commercial service airport in excess of the threshold amount provided in s. 287.017 for "Category Five." This is the statutorily set amount of \$325,000. (the original version of the bill specified that this threshold would be \$65,000).

As we reported in previous reports, we worked to have language included that would allow the County to continue to utilize the local and small business preference procurement practice. We were successful in our work to amend this into the Senate version of the bill. However, through the end of Session, the House would not agree to this provision. Therefore, the final bill as passed did not include the language to allow for the County to utilize an additional system for small business and local preference. Lastly, the bill includes auditing requirements, transparency measures, financial disclosures, and ethics requirements.

HB 915 passed both the House and Senate on final passage. House Vote: 112 – 0. Senate Vote: 36 – 3.
(No votes were Senators Cruz, Thurston, Torres)

Strategic Miami Area Rapid Transit (SMART) Plan: Throughout Session, we worked with the County Attorney's office to finalize and advocate for the language to increase available funding via the express lane toll revenues for the SMART Plan by amending s. 338.166, F.S. to add the language or public transportation project to qualify for funds collected from the high-occupancy toll lanes and express lanes.

We met with members of the Miami-Dade Delegation to advance the amendment language referenced above, garnering support from delegation members. We met with House and Senate leadership team members multiple times, including the Senate President, Speaker, and others, as well as members that serve on the transportation funding and policy committees to discuss the TPO priorities and the language amending s. 338.166, F.S.

We secured Senator Taddeo as sponsor of the amendment language to the Senate transportation omnibus bill, SB 7054 sponsored by Senator Lee as Chair of the Infrastructure and Security Committee. FDOT and the sponsor requested it

be withdrawn for further review and development. Additionally, we continue to have meetings with FDOT to advocate on behalf of the statutory change.

A second amendment opportunity arose as we secured an amendment sponsor to offer the amendment to HB 395 the House transportation package. Again, FDOT requested withdrawal and specifically indicated they would not be supportive.

Finally, we had further discussions with FDOT regarding a potential amendment to HB 395 as it passed the House and the Senate. FDOT indicated again, they are not supportive of this language however would be willing to continue discussions with our team to pursue a solution.

Express Lanes (Managed Toll Lanes/Express Lanes on State Road 826/Palmetto Expressway): (HB 829 by Representative Avila and SB 1090 by Senator Diaz) The bill would have prohibited any express lane or toll on S.R. 826 and would require these express lanes to be immediately opened to public. We worked throughout Session with members of the delegation, as well as with House and Senate leaders to express the County's support of these bills in conjunction with both sponsors on these bills. While HB 829 passed one of 3 committees and SB 1090 passed two of its three committees of reference the bills did not move forward. According to the bill sponsors, DOT and the bill sponsors have agreed to a modified plan for relief of tolls.

Veterans' Care Coordination Program: (SB 104 by Senator Harrell and HB 687 by Representative Zika) The bill would have created the Florida Veterans' Care Coordination Program as a statewide program, expanding on the successful 2014 pilot program. This would provide veterans and their families dedicated behavioral health care referral services, primarily for mental health and substance abuse. The bill required the Florida Department of Veterans' Affairs (FDVA) to contract with a nonprofit entity that has statewide phone capacity to serve veterans and is accredited by the Council on Accreditation and fully accredited by the National Alliance of Information and Referral Services. The pilot program has been in effect in Hillsborough, Pasco, Pinellas, Polk, and Manatee Counties since 2014. SB 104 passed the full House with a vote of 117 – 0, but SB 104 was not heard in all of its committees and did not pass.

Road Co-Designations: (SB 78)

Rosa Maria Plasencia Way: On behalf of the County, we worked with Senator Book and with Senator Broxon to include this road naming in an amendment to Senator Broxon's omnibus road naming bill, SB 78. This road co-designation is included in SB 78, which did pass and is awaiting the Governor's action.

Harriet Tubman Highway/Dixie Highway: We have assisted the County Attorney in including an amendment that erects signs to rename and co-designation Dixie Highway as Harriet Tubman Highway in areas within Miami-Dade County. Additionally, the amendment requires DOT to complete a study to examine the feasibilities and impacts of renaming the state portions of Dixie Highway as Harriet Tubman Highway, which would include an review of the E911 system and the requirements of the U.S. Postal Service, as well as the financial impact on businesses and residents. The study must be provided to the Senate President and Speaker by October 1, 2020. This language is included in SB 78, which did pass and is awaiting action by the Governor.

Ban Conversion Therapy: (SB 180 by Senator (JJR) Rodriguez and HB 41 by Representative Greico) Any type of therapy that would aim to changing an individual's sexual orientation would be prohibited from the practice of anyone licensed to provide professional counseling services on an individual younger than 18 years of age. Any licensed professional who practices conversion therapy would be engaging in unprofessional conduct and would be subject to disciplinary proceedings by the department and the appropriate board that oversees their branch of practice. We worked to support these bills however these bills were not heard this Session.

Retainage Preemption (Public Construction): (SB 246 Senator Hooper, HB 101 by Representative Andrade) The bill reduces the retainage cap a local governmental entity may withhold from payment for construction services from 10% to 5% through the term of the contract for construction services. Additionally, this bill eliminates provisions governing retainage after 50 percent completion of the services and removes the discretion of a contractor to present to the public entity a payment request for up to one-half of the retainage held by that entity after 50% completion of the services.

This has passed both the House, with a vote of 118 – 1, and the Senate, with a vote of 40 – 0 on final passage and now awaits action by the Governor.

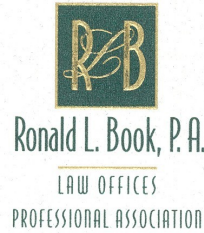
Budget Update:

Sadowski Act Affordable Housing Trust Fund and State Housing Initiatives Partnership (SHIP): We continued through Session to meet with leadership to express the County’s support of full funding for affordable housing initiatives and projects. Both the House and Senate, in the final budget, have agreed to utilize the full trust fund amount of \$370 million for affordable housing, and for the first time in over 10 years, not sweep the trust fund.

Funding Requests: We worked with leadership and funding request sponsors, appropriations subcommittee chairs and full appropriations chairs throughout Session toward full funding for our assigned requests. One of the funding requests received funding.

Miami-Dade Homeless Trust Residential Support Services/Bridge Housing for Specialized Outreach: Sponsored by Senator Diaz and Representative Perez was funded in line 376, for \$250,000.

Miami Dade Homeless Trust Housing First for Homeless Persons with Mental Illness: Sponsored by Senator Braynon and Representative Duran was not funded in the final budget.



Session 2019 Miami Dade County – Final Report

On behalf of Ronald L. Book, Kelly Mallette, and myself, we would like to first and foremost extend our appreciation for the continued opportunity to represent Miami-Dade County.

After a one-day extension to vote on the budget and budget related bills, the Legislature adjourned, Sine Die, Saturday, May 4, 2019 at 2:03 pm. Included in this report are summaries of legislation affecting local governments considered during the 2019 Regular Session. Should you have any questions regarding budget information, legislation, or legislative action, please do not hesitate to call or email us.

Legislative Update:

Transportation: CS/CS/CSHB 385 by Representative Avila and CS/CS/SB 898 by Senator Diaz

Throughout the 2019 Session, we worked in conjunction with County staff to aggressively oppose this legislation. We worked to voice the County's position on the many iterations of this legislation as it moved through the Senate and the House. Throughout Session, we met innumerable times with the bill sponsors Senator Diaz, Representative Avila, with Senate President Galvano, Speaker Oliva and their staff, and the various Committee Chair and members in which both bills were heard. Additionally, we met with the Governor and Lieutenant Governor and their staff on this bill as well.

The final version of this legislation, CS/CS/CSHB 385 accomplishes the following:

- Repeals and dissolves the Miami-Dade County Expressway Authority
- Creates the Greater Miami Expressway Agency (GMX), with the bulk of the existing provisions relocated, and transferred to the new GMX, which includes all assets, powers, duties, and operations and maintenance control to subject to all bond terms and covenants.

GMX Board membership:

- The GMX governing body of the agency will consist of nine voting members. Initial appointments to the GMX new governing body of the agency are to be made by July 31, 2019. Except for the District Secretary of the department, each member must be a permanent resident of the county and may not hold, or have held office in the previous 2 years, elected or appointed office in the County. Each member may only serve two terms of 4 years each.

The specific appointments are to be as follows:

- The Governor will have 3 appointments
- The County Commission will have 2 appointments who must be residents of an unincorporated portion of the county residing within 15 miles of an area with the highest amount of agency toll roads
- The MPO/TPO will have 3 appointments who must be residents of incorporated municipalities within the county
- The District Secretary of the Department of Transportation will serve as an ex officio voting member of the governing body.
- For the initial appointments: The Governor is to appoint one member for a term of 2 years, one member for a term of 3 years, and one member for a term of 4 years; the board of county commissioners is to appoint one member for a term of 1 year and one member for a term of 3 years; and the metropolitan planning organization

is appoint one member for a term of 1 year, one member for a term of 2 years, and one member for a term of 4 years.

- The bill also states that persons who, on or after July 1, 2009, were members of the governing body or employees of the former MDX may not be appointed members of the governing body of the agency. This paragraph does not apply to appointments made by the Governor or to the district secretary of the department serving in an ex officio role.

Additionally, the bill does the following:

- Effective October 1, 2022, this bill sets in statute the authorized uses of the proceeds of discretionary sales surtaxes in Miami-Dade County (to the extent not prohibited by bond contracts or bond covenants) which are as follows:
 - The planning, design, engineering, or construction of fixed guideway rapid transit systems, rail systems, and bus systems, including bus rapid transit systems, and for the development of dedicated facilities for autonomous vehicles.
 - The acquisition of rights-of-way for fixed guideway rapid transit systems, rail systems, and bus systems, including bus rapid transit systems, and for the development of dedicated facilities for autonomous vehicles.
 - The purchase of buses or other capital costs for bus systems, including bus rapid transit systems.
 - The payment of principal and interest on bonds previously issued related to fixed guideway rapid transit systems, rail systems, or bus systems.
 - As security by the governing body of the county to refinance existing bonds or to issue new bonds for the planning, design, engineering, or construction of fixed guideway rapid transit systems, rail systems, bus rapid transit systems, or bus systems.
 - For the operation and maintenance of fixed guideway rapid transit systems and bus routes or extensions thereof, including bus rapid transit systems, which were implemented or constructed subsequent to the passage of the surtax, and for operation and maintenance of services authorized by electors in passing the surtax or included in the ordinance authorizing the levy of the surtax subject to the electorate's approval.

Further, the bill:

- Prohibits the MPO from assessing any fees for municipalities, counties, or other governmental entities that are members of the MPO.
- Includes language that states no more than 25% of the surtax proceeds may be distributed to municipalities. Municipalities may use the surtax proceeds to plan, develop, construct, operate, and maintain roads and bridges and to pay the principal and interest on bonds issued to construct roads or bridges. The governing body of the municipality may pledge the proceeds for bonds issued to refinance existing bonds or new bonds issued to construct these roads or bridges. Additionally, a municipality may use surtax proceeds for transit systems.
- Includes language recreating to the motor vehicle inspection program
- Sets out multiple ethics requirements applicable to members, employees, officers, and consultants of the GMX
- Requires the GMX, beginning October 1, 2020, to annually submit to the Miami-Dade County MPO, and post on the GMX's website, a report providing information regarding the dollar amount of tolls collected and how the tolls were used in the GMX's previous fiscal year.
- Prohibits the GMX from increasing toll rates until July 1, 2029, except as necessary to comply with bond covenants or, on or after July 1, 2024, as approved by a supermajority vote of the GMX governing body; and requires approval of any toll rate increase by a two-thirds vote of the governing body.
- Restricts the amount of toll revenues used for administrative costs to no more than 10% above the annual state average of administrative costs
- Requires a distance of at least five miles between tolling points
- Authorizes the GMX to establish toll rates such that the rate per mile is equal to the rates in effect on July 1, 2019.
- Creates the Greater Miami Toll Rebate Program within the GMX for monthly rebates beginning January 1, 2020, in the form of SunPass account credits for SunPass holders with vehicles registered in Miami-Dade County who incur \$12.50 or more each month in tolls and an overall goal of 25%.
- Revives and makes permanent the rebuilt motor vehicle inspection program in Miami-Dade County repealed on July 1, 2018, to be implemented by DHSMV by October 1, 2019.
- Authorizes 40 honorary or memorial transportation facility designations around the state and directs the FDOT to erect suitable markers. (See summary of road namings within this report.)

HB 385 passed both the House and Senate and is awaiting action by the Governor.

Texting and Driving – Primary Offense / School Crossing, School Zone, Construction Zone – Hands Free Use Required

HB 107 passed the full House and Senate and awaits action by the Governor. The bill as passed contains two overall goals which are listed below. We worked throughout Session to advance this legislation, working with House and Senate leadership to voice support for this issue as it moved through each committee and through both the House and Senate.

The bill:

- Authorizes texting and driving as a primary offense.
- Authorizes as a primary offense, talking on a phone “in a hand held manner” while driving in a school crossing, a school zone, and a work zone when workers are present.

The legislation specifically:

- Makes clear that the officer is required to let the driver know his or her right to refuse to turn over the phone, cannot access it without a warrant, the officer cannot confiscate the phone without a warrant, cannot obtain consent from the driver to search the phone through coercion, and the bill states that if the driver consents to a cell phone search, it has to be done voluntarily and unequivocally.
- States that officers must record race and ethnicity of the driver and report this data to FDLE. Local law enforcement will be required to maintain records of this data and FDLE must report the data to the Governor and Legislature annually, beginning February of 2020.
- Language was amended in the Senate to specifically separate out talking on a phone “in a hand held manner” while in a school crossing, school zone, and work zones when workers are present.
 - This section creates a time frame for a warning period for the use of cell phones in these areas from October 1, 2019 through December 31, 2019 that an officer may stop vehicles to issue a verbal or written warning to educate and inform the public.
 - Effective January 1, 2020, a law enforcement officer may stop and issue a citation to persons driving and talking on the phone “in a hand held manner” in these areas.
 - Creates exceptions to this section which are as follows: an individual performing an official duty while as a driver of an emergency vehicle, an individual reporting an emergency or crime, receiving messages that are navigation in nature, safety related information, radio broadcasts, or using the device in a hands-free manner.
 - The specific section above that requires the officer to inform the driver of his or her rights is also written to apply to this section.
 - This section also includes the requirement to record the race and ethnicity of the driver and report data to FDLE, local law enforcement would also be required to record and keep this information, lastly, FDLE would be required to report this to the Governor and Legislature annually.
 - Any person who violates this section commits a noncriminal traffic infraction, punishable as a moving violation, and would have 3 points be assessed against his or her driver’s license. For a first offense, however, in lieu of the penalty and the assessment of points, a person could choose to participate in a wireless communications device driving safety program approved by the DHSMV. After which, the penalty may be waived by the clerk of court, and the assessment of points must be waived. Additionally, the clerk may dismiss a case and assess court costs for a person cited for a first time violation if the person shows the clerk proof of purchase of equipment that allows his or her personal phone be used in a hands-free manner.

Additionally, the bill also allows for the following:

- DHSMV in consultation with DOT, is authorized to implement a statewide campaign to raise awareness of and encourage compliance with this new law.
- DHSMV will contract with counties, local law enforcement agencies, safety councils, and public schools to assist with planning and conducting the statewide campaign.
- Except where otherwise noted above, this law would take effect July 1, 2019.

HB 107 has passed both the House and Senate and is awaiting action by the Governor.

Road Codesignations (Road Namings): SB 100/HB 295, HB 385

Our firm was assigned three (3) road codesignations this session. The road namings assigned to our firm are as follows:

- Countyline Parkway
- Jorge P. Castano Way
- Manuel A Gonzalez Plaza

Working with Senator Book and Representative Brannan who sponsored road naming bills, SB 100 and HB 295 we amended the County road namings into both. We worked to assist the sponsors to advance each bill through its committees of reference. HB 295 passed each of its committees of reference and the full House. However, the Senate bill, SB 100, was not heard in its last committee, Senate Appropriations. Therefore, the bill sponsor, Senator Book, took steps to amend the road naming language on to other bills moving through the process. In a review of transportation bills that were germane as well as moving toward passage, there were two bills: HB 385 and HB 905. As per Senate leadership, no amendments were allowed on to HB 905. However, Senator Book was successful in amending several road namings, including the County's, into HB 385, which did pass. We are happy to assist the County with DOT throughout the process of signage if needed.

Vacation Rental Regulation/Preemption: HB 987/SB 824

State preemption of local regulation of vacation rentals did not pass. Throughout this Session, we worked closely with the Florida League of Cities to oppose this legislation with members of both the House and Senate.

During week 6, in preparation for the Commerce Committee hearing, as part of the push with the team of lobbyists that work with local governments and with the League of Cities, we worked to develop and advance several amendments in an effort to weigh down the bill and highlight several problems with state regulation and local government preemption. These amendments are briefly summarized below.

In this pivotal committee hearing after a lengthy debate including testimony from cities and the public, and two 15 minute extensions of the committee's end time, the House bill passed 13 – 11. That same day, the Senate chose not to hear the bill in its scheduled committee. Below is a recap from week 6 of the amendments offered to the vacation rental bill in the final House committee hearing. Amendments included the following issues:

- Required that an operator of a vacation rental maintain liability insurance coverage, to be in force at all times to cover vacation rental guests. (passed)
- Reinstated the grandfather clause. (failed)
- Required a registry and notification process for sexual offenders choosing to stay in a vacation rental. (passed)
- Required vacation rental inspections by DBPR and to do these inspections, the division has the right of entry and access to vacation rental establishments at any reasonable time. (in two amendments - failed)
- Attempted to clarify that Condominium and Homeowner Associations rules and bylaws remain in effect as it pertains to limiting an owner's use of property as a vacation rental. (passed)
- Addressed local government regulation of vacation rentals except a property also used as a homestead, as described in s. 6(a), Art. VII of the State Constitution. (failed)

HB 987/SB 824 did not pass.

Dolphin Station Park-and-Ride / Transit Terminal Facility:

We have worked with FDOT on behalf of the County and have requested that FDOT postpone or cancel its current bid solicitation and offer for conveyance or sale to Miami-Dade County, the parcel of land directly adjacent and north of the Dolphin Station park-and-ride and transit terminal facility. We understand that FDOT worked with the County on this issue, the BCC passed item 11A28 on 4/9.

Statewide Task Force on Opioid Drug Abuse: SB 1658 (Simpson) and HB 875 (Sirois)

This legislation establishes the Statewide Task Force on Opioid Drug Abuse did not pass, directly as a direct result of the Governor's proactive creation of a Statewide Task Force on Opioid Drug Abuse mid-Session.

Additionally, as reported, Governor DeSantis announced that the U.S. Department of Labor is allocating another \$2.5 million to Florida to help combat the opioid epidemic. The funds are to be dispersed over three years and will fund peer recovery specialist, addiction counselors, and behavioral health technicians at community centers across the state.

Local Option Food and Beverage Domestic Tax:

The Homeless Trust appeared before the City of Miami Beach Commission on Wednesday, 3/13. The Trust had worked with the City of Miami Beach extensively to produce a resolution in support. After lengthy public testimony and a long and protracted debate, a motion by Commissioner Arriola failed to garner a second. The matter has been referred to the Commission Finance Committee for further discussion. We will continue our work with this issue as it moves through the City's Committee process.

FUNDING REQUESTS UPDATE: As of the writing of this report, the Governor has not officially received the budget. At the time of the transmittal of the budget to the Governor, he will be required to act within 15 days, however, he is expected to act quickly. Below are the final funding amounts for the Village funding requests.

- **Homeless: Housing First for Persons with Mental Illness:** Funded \$100,000
 - **Miami Military Museum Operations:** As reported at the beginning of the budget conference, this item was partially funded, however through the conference committee process, this item was removed from the budget and was not funded.
 - **Getting2Zero (HIV/AIDS Education and Awareness):** As reported, this request was not funded prior to budget conference and therefore was not in a posture to be included in the budget.
-

TAB 3: SUBCONTRACTORS AND KEY PERSONNEL PERFORMING SERVICES

8. Subcontractors: List the names and addresses of all subcontractors, and describe the extent of work to be performed by each. Describe the experience, qualifications and other vital information, including relevant experience on previous similar projects, of the subcontractors that will be assigned to this project.

Ronald L. Book, P.A. is pleased to submit our team proposal with the following subcontractors:

PITTMAN LAW GROUP**THE SOUTHERN GROUP OF MIAMI**

- Mr. Sean Pittman, Senior Attorney, Managing Partner
- Mr. Evan Steinberg, Government Affairs Associate
- Mr. Nelson Diaz, Esq., Managing Partner
- Ms. Kate DeLoach, Partner

Included within this section, please find detailed information as required by RFQ 01980 regarding the experience, qualifications, and pertinent information on both Pittman Law Group and The Southern Group.



PITTMAN
Law Group

Pittman Law Group

Tallahassee

1028 East Park Avenue
Tallahassee, FL 32301

Miami

1501 Biscayne Boulevard
Suite 107
Miami, FL 33132

Riviera Beach

2655 North Ocean Drive
Suite 130
Riviera Beach, FL 33404

Orlando

255 South Orange Avenue
9th Floor
Orlando, FL 32801

Pittman Law Group will serve as a 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 two decades 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, Orlando, 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.

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.

Pittman Law Group

Attorney Sean Pittman is the Senior Attorney and Managing Partner of Pittman Law Group, P.L., which specializes in the areas of government, administrative, education, and corporate law. Sean represents a diverse client list of private citizens, local governments, small businesses, and Fortune 500 companies. Sean serves as 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 received his Bachelor of Science degree in Political Science in 1990 and earned his Juris Doctor degree in 1994 from the Florida State University College of Law. While at FSU, Sean's leadership qualities led him to become the Student Body President and two-time Chairman of the Florida Student Association Board of Directors, and member of the Florida Board of Regents. In 2021, the FSU Presidential Search Committee selected Sean as one of nine candidates to be interviewed in consideration as the next President of Florida State University.

Sean served as the 2018-2019 President of the Orange Bowl Committee, is the Founder and Chairman of the Big Bend Minority Chamber of Commerce and served on the Board of Directors for Hancock Whitney Bank. For his contributions to the Orange Bowl Committee and his tireless efforts to bring Glades Pioneer Park to Palm Beach County, Sean was awarded with special recognition by the Palm Beach County Sports Commission in 2019. Sean was also selected to serve on the Florida State University Foundation's Board of Trustees in 2018 and the Jim Moran Institute Advisory Board. In 2017, Sean was inducted into the Tallahassee Barristers Legal Hall of Fame and in 2015, Sean received the Distinguished Member Award for Leadership Florida. In 2022 Pittman Law Group was awarded the Seminole 100 award in recognition of one of the fastest-growing alumni owned businesses by the Florida State University Alumni Association.

For his philanthropic endeavors, Sean was presented the 2016 Heman Sweatt Award by the National Bar Association, the Tallahassee Servant Leadership Award by the Greater Tallahassee Chamber of Commerce, and the Founders Award in 2014 from the Big Bend Minority Chamber of Commerce. Sean is the former Chairman of Children's Home Society and has served on the boards of the Apalachee Center, Leon County Civic Center Authority, United Way of the Big Bend, and Children's Campaign. Sean committed \$100,000 to the Smokey Hollow Historic Neighborhood and in 2010, Sean contributed \$100,000 to the Florida State University College of Law to fund the Sean Pittman Scholarship for minority students.

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 environs of Florida's State Capitol. Sean is ranked twice as one of the "Top 100 Most Influential People in Florida Politics" by Influence magazine. Florida Trend magazine says Sean is "one to look for" in the new wave of politics in Florida and lists him as a "Must Know Contact" in Tallahassee. He was also included in Florida Trends Top 500 Business Leaders in Florida.

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 also hosts his own radio show and podcast series, "The Sean Pittman Show," which is widely acclaimed for its meritorious guests and significant insights into politics, business, sports, and more. In recent years, Sean has also made appearances on MSNBC and Fox News, while also being published in the Tallahassee Democrat, the Palm Beach Post, and more.

Evan Steinberg serves as a member of the Pittman Law Group's Government affairs team in our Tallahassee office. Evan has a variety of experiences at each level of government. Evan's experiences provide a holistic view to government affairs through an analytical and client-focused lens. He is well-versed in the legislative process and brings a fresh perspective to our firm's efforts during the legislative session and in serving our clients throughout the year.

At the local level, he worked as a Commission Aide for the Broward County Commission where he coordinated International Trade and helped plan the Florida International Trade and Cultural Expo. On the state level, Evan has worked with a variety of elected officials, including a term as a district team member focused on constituency services for his local Representative (Coral Springs-97). In addition, he served in the Office of the Senate President Pro-Tempore (Miami-39) working on local funding requests. Evan most recently served as a Legislative Aide for the Government Law & Policy Practice at Greenberg Traurig. Federally, Evan worked for the United States Department of Defense, Southern Command in Doral, Florida in the J5 Strategy, Policy, and Plans Directorate supporting the U.S. Colombia Action Plan.

Evan graduated from Florida State University in 2020 with a degree in Social Science and a certificate in Emergency Management, Homeland Security, and U.S. Intelligence. Evan is actively involved in Florida State University through the Past Presidents' Circle and is a founding board member of the Jewish Alumni Network.

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
- **\$1,000,000** Riviera Beach Public Safety Complex
- **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
- **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.
- **Criminal Justice:** Supported legislation increasing the threshold amounts for theft offenses and prohibiting the arrest, charge, prosecution, or penalization of a person who seeks medical assistance for an alcohol or drug-related overdose. Supported legislation establishing a minimum age of arrest for minors and expunging the nonjudicial arrest record of certain minors who have successfully completed a diversion program. Supported legislation prohibiting the republishing or dissemination of certain arrest booking photographs and prohibiting a person from obtaining or disclosing privileged communications made to crime stoppers organizations.

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
- **\$125,000** Port Orange License Plate Readers
- **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
- **\$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
- **\$250,000** Gadsden County Sheriff's Office Reentry Project
- **\$200,000** Gadsden County Sheriff's Office Second Chance Reentry Services Center

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.

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.
- **Vacation Rentals:** Worked with local delegation to defeat legislation that would preempt to the State regulation of vacation rentals.
- **Zoning:** Supported local legislation which expanded access for special alcoholic beverage licenses for restaurants in described areas.

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.



The Southern Group

Tallahassee:

123 S. Adams Street
Tallahassee, FL 32301

Miami:

9155 S. Dadeland Boulevard
Suite 1604
Miami, FL 33156

The Southern Group will serve as a first-tier subcontractor for this project. As the subcontractor, The Southern Group will compliment Ronald L. Book, P.A. in every facet of our representation. The Southern Group will be responsible for advocating on behalf of the County for both legislative and appropriations priorities. The Southern Group will participate in Miami-Dade Days and appear with us before the Board of County Commissioners as needed. Because of their extensive years of experience and knowledge of the legislative process, The Southern Group will be given assignments based on their expertise and relationships.

The Southern Group was established in 1999 in Tallahassee 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. For more than 20 years, we have built a team of lobbyists who confront and overcome the challenges of huge, complex and rapidly changing state and local governments. With 30 lobbyists located in Tallahassee, Jacksonville, Orlando, Tampa Bay, Miami and the Florida Keys, our statewide presence is unmatched, and The Southern Group affords an unprecedented opportunity for you to wield influence in this vital and growing region. The Southern Group's 11,000 square foot office is located minutes from the Capitol and other state government buildings, which can be used for County officials during their visits.

Our firm pioneered the lobbying industry in Florida and beyond. We were the first to offer a unique type of advocacy that was driven by aligning the best and brightest candidates from business, government, and politics, and establishing a network of offices that offer our clients unparalleled access to local and state government. We aren't simply professional advocates – we are connectors and strategic thought partners who understand how political and policy decisions affect an industry's ability to deliver customer value. Unlike a law firm with a subordinate lobbying component, we dedicate our entire focus to doing one thing exceedingly well: *lobbying*.

Over the last two decades, we have cultivated and retained a strong team of experts who help our clients build winning strategies, navigate the pathways to power, and connect with decision makers — whether in government or business. We know how to navigate the halls of government because most of us already served in them. Applying calculated influence demands dynamic strategies that keep pace with societal trends and economic outlooks. Survival of the smartest, fastest, and most connected is the new norm. While lobbying will always be our foundation, tomorrow has reshaped who we are and how we access, advocate, and influence.

The Southern Group has had the following recent successes for the clients below, which are similar to the County's projects.

Monroe County

With assistance from The Southern Group, the Pigeon Key Foundation received nearly \$800,000 for wastewater and irrigation system upgrades. This funding will allow Pigeon Key to come into compliance with state mandates for wastewater treatment. The island of Pigeon Key is owned by Monroe County but managed by the Foundation. The Southern Group's expertise in the Area of Critical State Concern designation and managing stakeholders at the local and state level, was key to the Foundation's success in receiving this appropriation. By upgrading the wastewater system, the island may allow more visitors to the island while simultaneously protecting nearshore water quality.

The Habitat for Humanity organization within Monroe County received nearly \$2 million during the 2022 Legislative Session to complete affordable housing units in the Upper Keys. Once completed, Habitat for Humanity will build a total of 27 affordable housing units across the Florida Keys.

City of Coral Gables

During the 2022 Legislative Session, The Southern Group secured \$3.1 million in appropriations for the City of Coral Gables. Projects include \$500,000 to continue with their Legacy Sewer System Repair and Replacement program. The program addresses defects identified in the sewer system and reduced inflow and infiltration in identified basins. The project addresses defects in the existing sewer system will help reduce infiltration of stormwater and groundwater into the sanitary sewer system and reduce impacts to water quality.

Additionally, The Southern Group secured \$975,000 for the Mobility Hub, which would provide electric vehicle charging stations and photovoltaic panels on a state-of-the-art mobility hub for public use to help reduce carbon emissions within the city. The Hub will offer bicycle storage, vehicle marking, bike share stations, and provide access for pedestrians to critical areas in Coral Gables, reducing traffic congestion.

Town of Southwest Ranches

The Southern Group secured over \$1.2 million for the Town of Southwest Ranches during the 2022 Legislative session. Nearly \$500,000 was allocated for the construction of a drainage collection system with underground piping and drainage inlets that tie into the Ivanhoe Canal. Once completed, the drainage system will provide better protection for the area during storm events and better manage stormwater collection and conveyance. Another drainage project was appropriated nearly \$800,000 to eliminate flooding by installing pipes, catch basins and a headwall. This project will not only serve the Town but includes flooding relief for neighboring municipalities and those passing through during evacuations and other emergency scenarios.

Town of Medley

The Town of Medley received \$1 million in appropriations to address water distribution and roadway drainage issues. Two projects, each receiving \$500,000 will address upgrading an undersized and aged water main to the minimum required size and provide the necessary water pressures and quantity for fire protection. This project will bring the Town to meet current water demands of the residents and businesses in the area. The other \$500,000 appropriated is to improve the roadway and stormwater upgrades in the area, as well as create bike lanes and sidewalks for increased multi-modal connectivity. These projects will be completed in conjunction with one another.

The Southern Group

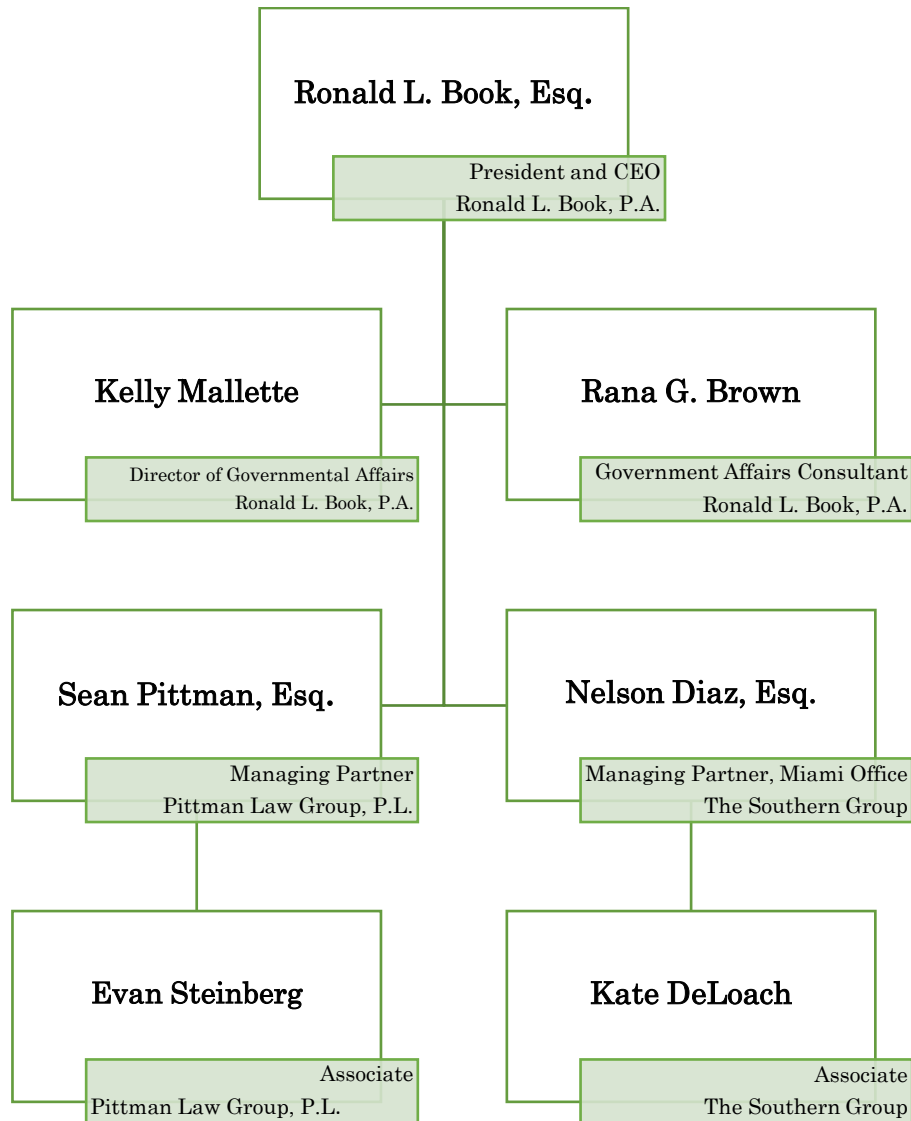
Nelson Diaz joined The Southern Group's Miami office in 2013. Focusing on government and community relations. Nelson has successfully represented local governments, businesses, trade associations, and other corporate clients before the Florida legislative and executive branches of government. Nelson has expertise in policy areas including campaigns, economic and business development, family law, gaming, Hispanic outreach, housing, land use and development, oil and gas, strategic planning, transportation, and travel and tourism.

Kate DeLoach joined The Southern Group in 2019, opening the firm's sixth regional office in the Florida Keys. An eighth-generation Floridian and Florida Keys native, Kate has a deep understanding of the challenges facing the Florida Keys as an Area of Critical State Concern, including complex issues related to commercial and recreational fishing, economic development, land use and development, marine resources, natural resource protection, property insurance, transportation, and travel and tourism.

- **Individual resumes for members of Ronald L. Book, P.A., Pittman Law Group, and The Southern Group are included within this section.**

9. Key Personnel Organizational Chart: Provide an organization chart showing all key personnel to be assigned to this project. This chart must clearly identify the Proposer’s key personnel and those of the subcontractors, and shall include their titles, reporting relationships, and functions to be performed. All key personnel includes all partners, managers, seniors and other professional staff that will perform work and/or services in this project.

ORGANIZATIONAL CHART: Below is our team organizational chart and a listing of functions to be performed by key personnel, including names and titles for the Proposer, the Proposer’s employees, as well as the subcontractors and their employees.



10. Key Personnel Experience and Qualifications: 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.

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. **Evan Steinberg, Pittman Law Group** (Subcontractor Employee). Mr. Steinberg will assist with all traditional lobbying activities as described above and will also assist with preparing reports as necessary.
6. **Nelson Diaz, The Southern Group** (Subcontractor). Nelson serves as the Managing Partner of The Southern Group's Miami and Florida Keys offices. He will provide all traditional lobbying activities as described above.
7. **Kate DeLoach, The Southern Group** (Subcontractor Employee). Ms. DeLoach is a Partner in The Southern Group's Miami and Florida Key's offices. She will assist with traditional lobbying activities and the compiling of reports as necessary.

11. Available Hours: 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 The Southern Group of Miami, 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 The Southern Group of Miami 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, maintains offices in Orlando, Riviera Beach, and Miami.

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.

12. Key Personnel Resumes: Attach 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. | 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 of 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 45 legislative sessions.

Over his career, Mr. Book is responsible for literally, billions in appropriations to various clients. During the 2017 and 2018 sessions, the firm secured over \$200 million for clients, more than \$24 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;
- Dedicated revenue source amounting to millions for the Miami Project to Cure Paralysis
- \$50 million special appropriation for Jackson Health System
- Passed legislation authorizing a long-term lease (\$1 per year) of the South Florida Evaluation and Treatment Center for Miami Dade County, which yielded an \$18 million savings to the County
- \$55 million for the Port of Miami Deep Dredge

Mr. Book is a member in good standing of the Florida Bar. He is a registered lobbyist and a member of the Florida Association of Professional Lobbyists (FAPL).



Kelly C. Mallette | Senior Director of Government Affairs
Ronald L. Book, P.A.

Kelly Mallette has been a lobbyist in the firm for 18 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.



Rana Brown joined Ronald L Book, P.A. in 2008 and specializes in legislative procedure with emphasis on state and local government and various private sector interests. Ms. Brown works directly with all firm local government clients, providing direct legislative and appropriations services, and for the Florida Regional Councils' Association, a statewide organization.

Her work with multiple local governments as well as with the Florida Regional Councils' utilizes her in-depth knowledge of municipal issues. Prior to joining Ronald L. Book, P.A., Ms. Brown headed the Advocacy Department of the Greater Miami Chamber of Commerce where she was tasked with an overall restructure of the Chamber's government affairs department, 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 Florida 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.

Ronald L. Book, Esquire

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

EMPLOYMENT:

1987-Present	Ronald L. Book, P.A Firm specializes in Governmental Affairs and Administrative Law.
1983-1985	Sparber, Shevin, Shapo & Heilbronner and Book, P.A., Partner and Director of Administrative and Government Law Department.
1981-1983	Sparber, Shevin, Rosen, Shapo & Heilbronner, P.A., Associate.
1978-1981	Governor Bob Graham - Special Assistant, Cabinet and Legislative Affairs Office, 1978-1979. Director of Governor's Cabinet and Legislative Affairs Office, 1979-1980. Five (5) for Florida's future, 1980. Special Counsel on Cabinet and Legislative Affairs, 1980-1981.
1973-1975	Florida House of Representatives

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; 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; finalist for the *South Florida Business Journal's* 2009 Key Partners Awards in the Government Contracts/Lobbying category; Member, Historic Capitol Foundation and the Florida Legislative Research Center and Museum.

PERSONAL:

His firm, Ronald L. Book, P.A., has recently celebrated its 35th year anniversary. Further, it should be noted, that of all his accomplishments Ron is most proud of his children, Lauren, Samantha, and Chase and his grandchildren: Quentin, twins Kennedy Grace and Hudson Lee, and baby AJ.

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.

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)

RANA G. BROWN

PROFESSIONAL EXPERIENCE

GOVERNMENT AFFAIRS CONSULTANT, RONALD L. BOOK P.A.

(FEBRUARY 2008 – PRESENT)

- Advance client issues at state and local levels, through direct advocacy and lobbying, specializing in legislative and appropriations work, government and public relations, community outreach, and media communications.
- Cultivate and maintain excellent relationships with community leaders, elected officials, and staff, at all levels of government.
- Responsible for effective lobbying services on behalf of numerous firm clients, including not-for-profit organizations, professional associations, and multiple local governments.
- Formulate and implement strategic planning, consensus building, community outreach, and support for key issues.
- Expertise includes legislative and appropriations research, analysis, drafting, and reporting to the firm's clients.
- Responsible for writing legislative packages and detailed reports to the firm's local government clients.

SENIOR VICE PRESIDENT, ADVOCACY, GREATER MIAMI CHAMBER OF COMMERCE

(OCTOBER 2004 - FEBRUARY 2008)

- Restructured and lead the Chamber's advocacy department through an overall restructuring of the Chamber.
- Developed and implemented a local, state and federal committee issue outreach system, engaged members and elected officials to address issues of importance to the business community before all levels of government.
- Responsible for the development and enactment of a new, year-long series of governmental relations/advocacy events, with membership from the business community before local, state, and federal elected officials.
- Successfully coordinated and hosted multiple candidate debates and forums for elected officials, including the 2006 Gubernatorial Candidate Forum, an issues debate held during the Chamber's annual Goals Conference.
- Successfully co-hosted a trade forum with the University of Miami in 2007, to host President George W. Bush as he worked to advance various free trade agreements.
- 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.

INTERGOVERNMENTAL AFFAIRS, OFFICE OF THE MAYOR, MIAMI-DADE COUNTY

(March 2000 – October 2004)

- Advanced 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.

- Assisted in managing the state legislative, funding and policy goals for the County with the Miami-Dade County lobbying team and County staff.
- Advocated 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.

(PRIOR – 1999)

LEGISLATIVE ASSISTANT FOR GOVERNMENTAL AFFAIRS, ROETZEL AND ANDRESS

DIRECTOR OF GOVERNMENTAL RELATIONS, PERFORMING ARTS CENTER OF GREATER MIAMI

FLORIDA SENATE

Senior Legislative Assistant, Office of State Senator Ronald A. Silver
Research Assistant, Majority Office
Research Assistant, President Pro-Tempore
Assistant to the Press Secretary, Office of the President

EDUCATION

Florida State University, B.A. in History

SEAN PITTMAN



WORK EXPERIENCE

Pittman Law Group, P.L. Senior Attorney and Managing Partner	2000 — Present
Florida House of Representatives Staff Attorney	1998 — 1999
Florida Department of Business and Professional Regulation Senior Executive Assistant to the Secretary	1995 — 1998
Office of Florida Governor Lawton Chiles Regional Director	1994 — 1995
Katz, Kutter, Haigler, Alderman, Davis & Marks Law Clerk	1993 — 1994
Florida House of Representatives, Rules Committee Law Clerk	1992 — 1993
Florida Board of Regents Member	1992 — 1993
Florida Student Association Executive Director	1990 — 1992
Florida State University Student Body President	1989 — 1990

PROFESSIONAL & CIVIC ENGAGEMENT

- ◆ Founder & Chairman, Big Bend Minority Chamber of Commerce
- ◆ Founder, Wilhelmina Foundation
- ◆ Founder & Member, FSU Burning Spear
- ◆ Past-President, Orange Bowl Committee
- ◆ General Counsel, National Bar Association
- ◆ Board Member, Florida State University Foundation Board of Trustees
- ◆ Board Member, Florida State University Jim Moran Advisory Board
- ◆ Board Member, Florida State University Law School Board of Visitors
- ◆ Board Member, Orange Bowl Committee
- ◆ Member, Big Ten Conference Anti-Hate and Anti-Racism Coalition
- ◆ Member, Leon County Schools Re-Opening Task Force
- ◆ Leadership Tallahassee, Class 15
- ◆ Leadership Florida, Class 21
- ◆ Former Chairman, Children’s Home Society, North Florida Division
- ◆ Former Board Director, Hancock Whitney Bank of Florida
- ◆ Former Board Member, Capital City Chamber of Commerce
- ◆ Former Board Member, Florida State University Center Club
- ◆ Former Board Director & Chair, Seminole Torchbearers
- ◆ Former Board Member, Children’s Home Society of Florida
- ◆ Former Board Member, Leon County Civic Center Authority
- ◆ Former Board Member, United Way of the Big Bend
- ◆ Former Board Member, Apalachee Center
- ◆ Former Board Director, Seminole Boosters
- ◆ Former Board Director, Brogan Museum
- ◆ Life Member, Kappa Alpha Psi Fraternity Incorporated
- ◆ Life Member, National Association for the Advancement of Colored People
- ◆ Brawley Legacy Awardee Member, Sigma Pi Phi Boulé
- ◆ Member, Florida Bar Association
- ◆ Member, American Bar Association
- ◆ Member, National Bar Association
- ◆ Member, Tallahassee Barristers Association
- ◆ Member, Tallahassee Chamber of Commerce
- ◆ Member, Florida State University Black Alumni Association

SEAN PITTMAN

AWARDS

Florida State University Seminole 100 Award, 2022

Florida Conference of Black State Legislators Joe Lang Kershaw Award, 2022

Florida State University Foundation Legacy Donor Recognition, 2020

Tallahassee Community College President's Award, 2019

Florida State University Faculty Senate Vires Torch Award, 2019

Palm Beach County Sports Hall of Fame, 2019 Special Recognition

Florida Trend Magazine, 2019 Top 500 Business Leaders in Florida

INFLUENCE Magazine, 2015, 2018, and 2020 Top 100 Most Influential People in Florida Politics

Tallahassee Barristers Association, 2017 Hall of Fame Inductee

National Bar Association, 2016 Heman Marion Sweatt Award

Leadership Florida, 2015 Distinguished Member of the Year

Big Bend Minority Chamber of Commerce, 2013 Chairman's Award

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"

Minority Enterprise Development, 2009 Economic Development Champion of the Year

EDUCATION

The Florida State University College of Law, Juris Doctor, 1994

The Florida State University College of Social Sciences,
Bachelor of Science, 1990

PUBLICATIONS

2019, "Big Bend Minority Chamber of Commerce Charts an Aggressive Course for 2019" — Tallahassee Democrat

2019, "Florida's Latest Iteration of Voter Suppression—Parking on College Campuses" — South Florida Sun Sentinel

2019, "Not Just Felons Who Need Second Chance at Voting" — Pensacola News Journal

2018, "Amendment 4 Offers Second Chances & Sensible Additions to the Constitution" — South Florida Times

2018, "Far-Left Labels Don't Apply to Andrew Gillum" — FlaPol, Florida Politics

2018, "I Ask the NRA to Take Stand on Stand Your Ground" — News-Press, USA Today

2018, "Immigration v. Incarceration? Lock 'Em Up Usually Wins"

2018, "Dems Must Get Out of Their Own Way" — Pensacola News Journal

2018, "Gun Violence: Explaining the Inexplicable" — Capital Outlook

2017, "Florida Shouldn't Waste Its Teachable Moments" — South Florida Caribbean News

2017, "Florida Democrats Must Craft Compelling, Progressive Campaigns in 2018" — Florida Headline News

2015, "Black Men Bear the Burden of Other People's Suspicions" — New Pittsburgh Courier



EVAN STEINBERG

WORK EXPERIENCE

Pittman Law Group, P.L. Government Affairs	2021 — Present
GreenbergTraurig, LLP Legislative Aide	2021
Florida State University University Trustee and Student Body President	2019 — 2020
U.S. Department of Defense, Southern Command J5 Strategy, Policy, and Planning	2018
Office of the Florida Senate President Pro-Tempore Legislative Staff	2017 – 2018
Broward County Commission Commission & International Trade Aide	2017
Florida House of Representatives District Team Member	2016

LEADERSHIP AND HONORS

- ◆ Florida State University, Jewish Alumni Network, Founding Board Member
- ◆ Florida State University, Past President's Circle, Member
- ◆ Florida State University, Garnet and Gold Key Senior Hall of Fame
- ◆ Florida State University, Torchbearer's 100

EDUCATION

Florida State University
 Bachelor of Science, Social Science, 2020
 Certificate, U.S. Intelligence Studies, 2020
 Certificate, Emergency Management & Homeland Security, 2020

Nelson Diaz

Nelson is a Managing Partner in our Miami and Florida Keys offices.

Nelson Diaz joined The Southern Group's Miami office in 2013. Focusing 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 expertise in policy areas including campaigns, economic and business development, family law, gaming, Hispanic outreach, housing, land use and development, oil and gas, strategic planning, transportation, and travel and tourism.

Nelson began his political career as a volunteer in the 1996 presidential campaign, where he and other young leaders, including current U.S. Senator Marco Rubio and former Lt. Governor Carlos Lopez Cantera, worked to build a strong Republican Party base in South Florida. Since then, Nelson has worked on numerous political campaigns at every level, from presidential and U.S. Senate races to state races for governor, cabinet offices, Florida Senate and House of Representatives, as well as local campaigns for county commission, city council, and mayor. He also served as chief legislative aide to Marco Rubio when he was a member of the Florida House of Representatives. As a result of Nelson's service with Senator Rubio and his involvement in political campaigns, he has established an extensive network of contacts in Miami-Dade County and within the Florida Legislature. Nelson currently serves on Senator Rubio's Judicial Advisory Commission.





In 15 years as a lobbyist, Nelson has represented corporate entities before the Miami-Dade County Board of County Commissioners, numerous Miami-Dade County agencies and departments, City of Miami, City of Hialeah, and several other municipal governments and authorities.

Nelson has also successfully guided many corporate clients entering the south Florida market, providing community relations services and advising them how to navigate the local political waters.

Nelson is active in many local business and civic organizations. He served as chair of the Republican Party of Miami-Dade County from 2012-2020 and currently serves on the executive board of the Republican Party of Florida. Nelson has served on the City of Miami's Historical and Environmental Preservation Board as well as the Miami-Dade County Community Council of West Kendall. Additionally, Nelson is a past president of the Board of Directors for Kristi House. Former 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 earned a BA in international relations with a certificate in Latin American and Caribbean studies from Florida International University. He graduated from the University of Florida College of Law *cum laude* and was admitted to the Florida Bar in 2004. Nelson lives in Miami with his wife and daughter.



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Influence creates opportunity.
Let us show you how.

Kate DeLoach



Kate DeLoach joined The Southern Group in 2019, opening the firm's sixth regional office in the Florida Keys. An eighth-generation Floridian and Florida Keys native, Kate has a deep understanding of the challenges facing the Florida Keys as an Area of Critical State Concern, including complex issues related to commercial and recreational fishing, economic development, land use and development, marine resources, natural resource protection, property insurance, transportation, and travel and tourism.

Kate served for six years as a district and legislative aide, which gave her invaluable experience navigating the legislative process and addressing policy and appropriations issues across a broad array of topics.





Kate's time in government also gave her the opportunity to build strong relationships with individuals and organizations at the local, state, and federal levels, in both South Florida and Tallahassee.

Since joining The Southern Group, Kate has represented clients at the state and local levels in a variety of issue areas including insurance, appropriations, education, economic development, and environmental policy.

Kate serves on the board of numerous local organizations, including the Mariners Hospital Board of Directors, the Florida Keys History & Discovery Foundation, the Good Health Clinic, and the Monroe County Historic Preservation Commission.

Kate earned her BA from Flagler College in St. Augustine and her MA in international affairs from The City College of New York. Kate also earned a graduate certificate in Natural Resource Policy and Administration from the University of Florida. Kate lives in the Florida Keys with her husband, John.



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Influence creates opportunity.
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TAB 4: APPROACH AND WORKING RELATIONSHIPS

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

- (a) project organization/management,
- (b) role and responsibilities of Proposer's management, senior and other professional staff that will perform work on this project, and 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 The Southern Group of Miami, 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.

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 with 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 to continue to build relationships with staff, inform the County on policy issues, assist in the development of funding requests and provide information regarding state government issues.
- 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.

14. County Issues Expertise: Describe Proposer's understanding of, and expertise on, major metropolitan county issues and key Miami-Dade County issues (refer to Attachment A) and what unique aspects Proposer and any subcontractors can provide which makes Proposer different than other potential proposers.

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. Specific experience on major metropolitan county issues and key Miami-Dade County issues are outlined below.

Appropriations: Ronald L. Book, P.A., excels in the appropriations process as 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 funding for various County priorities ranging from health care to transportation to affordable housing and infrastructure.

Using our current role as advocates for Miami-Dade County as an example, our firm expanded our work on behalf of the County's funding request process prior to the 2021 Session, and further enhanced our role in the interim, prior to the 2022 Session.

Specific to the 2021 – 2022 state government cycle, our firm agreed to expand our work with the County staff to utilize our expertise and experience in advising staff regarding appropriations funding requests.

Over the course of the late summer and fall of 2021, in conjunction with the County Attorney's office, we met with each County Department director and staff, conducting multiple video meetings, to analyze and discuss funding requests to advise and assist with each. We worked to put each of the County's many funding requests in the best posture as we readied each for submission. For each funding request, a detailed Senate and House funding form is required describing the details and goals of each project, the state funding amount needed, clearly defining its intended use, and defining the level of county matching funds. We reviewed and made recommendations for each request, ensuring a 50% or more local match (as required), a regional impact, and that each is within the parameters of the funding priorities of the legislature.

During committee weeks and into the beginning of Session, we worked with the County Attorney's office to obtain Senate and House legislative sponsors for each request and to have each heard in its assigned subcommittee in the House (a House requirement for funding to be included in the first draft of the House budget).

For the 2022 Session, in addition to working to develop the County's entire list of funding requests, we also took on substantially more funding requests as specific assignments. For each of these assignments, we held weekly meetings with each of the House and Senate Appropriations Subcommittee Chairs, Full Appropriations Chairs, Miami Dade County Legislative Delegation members as well as the House Speaker and Senate President. As the budget conference process began, we continued to advocate with the Appropriations Chairs and House Speaker and Senate President for full funding on our assigned funding requests. The Budget conference officially ended when the final budget was filed and distributed to members on March 10 at 1:53 p.m., starting the mandatory 72-hour "cooling off" period before House and Senate members are able to vote on the budget. During this time, we continued our advocacy working with the Governor's budget analysts to provide information on each project to assist with their review.

- **As a result of our work, we were successful in securing \$10,162,000 in funding for Miami-Dade County.**

Below is a detailed chart of our funding requests assigned to us by Miami-Dade County for Session 2022, including the final funding amounts for each.

RONALD L. BOOK, P.A. ASSIGNED FUNDING REQUEST	FINAL FUNDING
The South Dade Trail Multiuse/Mobility Corridor LFIR 2207, HB 2393 Match: 50% Request: \$3 million Sponsors: Rodriguez, AM, Rodriguez, Ant	Fully Funded: \$3,000,000
Senior Housing Assistance Repair Program (SHARP) LFIR 2056, HB 2959 Match: 65% Request: \$2 million Sponsors: Garcia, Rodriguez, Ant	Fully Funded: \$2,000,000
Housing First/Homeless Persons with Special Needs LFIR 1330, HB 3665 Match: 53% Request: \$562,000 Sponsors: Diaz, Duran	Fully Funded: \$562,000
Project Silver (Mia Casa) LFIR 1559, HB 9041 Match: 74% Request: \$1.75 million Sponsors: Garcia, Busatta Cabrera	Fully Funded: \$1,750,000
Bay of Pigs - Brigade 2506 Museum and Library LFIR 1650, HB 2925 Match: \$0 Request: \$2.6 million Sponsors: Rodriguez, AM, Avila	Fully Funded: \$2,600,000
Stirrup Congregate Meal Site, Meals for the Elderly LFIR 1874 Match: 77% Request: \$250,000 Sponsor: Garcia	Fully Funded: \$250,000
TOTAL FUNDS SECURED: \$10,162,000	

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 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: On behalf our various county and municipal clients, transportation and transit funding issues remain key priorities. Below are examples of our work in this area.

- On behalf of the Miami-Dade TPO/MPO, this Session we successfully amended s. 338.166, F.S., to allow flexibility in the use of toll revenue remaining after bond debt payments, operations and maintenance, for transportation projects, including transit, within counties where revenues were collected. Previously, Florida law allowed for the toll revenues to be used solely for roads on the State Highway System, and for express bus service on the facility where the toll revenues have been collected. With Miami-Dade County unable to accommodate new roads, millions in funding remained unused. Working FDOT and other entities, we developed amendment language that would allow toll revenues to be used not only for roads and express bus service, but also for other public transportation projects. In Miami-Dade County, these surplus funding are estimated to be in the multiple millions of dollars. Broward County is positively affected as the County also generates surplus funds.
- Our firm has worked closely with Legislative leadership as well as the South Florida Delegation, to ensure full funding of the Miami-Dade County Transportation Five Year Plan over the last several years. Additionally, we assisted in the approval of the 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.
- We have worked to pass 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).
- On behalf of Miami-Dade County, we worked closely with the local 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.
- On behalf of the City of Miami Gardens our firm provided representation related to necessary pedestrian safety improvements around Stadium Ring Road. After documenting the significant safety issues in the area, for pedestrians and motorists, we worked with the City to develop budget requests for funding for two pedestrian safety bridges and a pedestrian safety tunnel. As part of this effort, we secured three resolutions in support of the plan from the local Metropolitan Planning Organization (TPO/MPO) and worked with them to raise this project to the top of their priority list, which ultimately qualified it for state dollars. The request was also filed as an appropriations funding request. Working the funding request through the state budget process, we were ultimately successful in securing \$18 million for this project. The improvements have significantly enhanced pedestrian safety and reduced vehicle accidents.

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 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.

Public Works Issues/Project Funding: Our experience and success in the Appropriations arena is unsurpassed. We have secured multiple millions of dollars for municipal infrastructure projects such as buildings, emergency operations centers, parks, beaches, hospitals, canal rehabilitation, pedestrian bridges, sidewalk upgrades, parks, including special needs parks, and park lights, water treatment facilities, water supply, wastewater, stormwater, septic to sewer, and various other areas, over many years. We have also passed legislation to amend the state's ocean outfall law to provide fiscal relief for taxpayers. Funding for municipal public works projects is included in the appropriations list within this proposal.

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:

- Project Silver, in the amount of \$1,750,000 to purchase a building to house homeless senior citizens
- The Miami Dade Housing First Program, in the amount of \$562,000, which provides housing and wraparound services 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.

Our firm also led the effort to create and fund the extremely low income housing program, securing an initial investment of \$30 million in that 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. 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.

Human Services: We are proud that over the years we have consistently secured and increased funding for a number of local and municipal meal programs. Most recently, we encouraged Miami-Dade County to develop an application for funds for the Stirrup Congregate meal site. Additionally, we advocated and were successful for increased funds to reduce the waitlist for the Community Care for the Elderly Program and the Home Care for the Elderly Program. The Legislature has also increased funds for community mental health and substance abuse services. Finally, we worked closely with County agencies in support of wage increases for direct care service providers in the iBudget program and have consistently fought to ensure full funding of the APD waitlist.

Criminal Justice/Juvenile Justice: Mr. Book and Senator Lauren Book have been the leaders and experts in the area of strengthening laws to address sexual offenders and predators, for over a decade. In addition to that critical work, our firm has passed legislation with enhanced penalties for domestic violence, successfully advocated for funding for a problem-solving court, driver's license reinstatement pilot program, to ensure low level offenders working to pay fines are able to drive to work to do so. The area of criminal and juvenile justice are two areas which are often targeted for cost shifts. Over several years, we

have worked on behalf of local governments to 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 programs such as, the County Juvenile treatment programs.

Another issue we are proud to have worked to pass on behalf of the County, is enhanced penalties for domestic violence. This law now protects victims with stronger and penalties that increase from a first to second, and then third offenses and additionally provides that if the offense was committed in the presence of a child, the penalties are further enhanced.

Local Government Preemption: Preemption remains a major threat in Tallahassee. Each year, the Legislature proposes a number of preemption bills and as such, we have worked over multiple years to oppose attempts by the State to preempt local regulation of vacation rentals, state regulation of CRAs, and repeal of red light camera use by local governments, zoning restrictions, fee restrictions, development, and multiple other issues.

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, perhaps the most notable accomplishment is the renewal of the Miami-Dade County Affordable Housing Surtax. Also, we worked with the County team for the approval of legislation 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 was legislation to place a constitutional amendment on the ballot that would provide an additional \$25,000 homestead exemption.

Consumer Services and Insurance: As a County, Miami-Dade has been at the forefront of protecting consumers in many areas such as living wage, 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. One legacy accomplishment in this area is Mr. Book's work to create the Hurricane Andrew Trust Fund. Another ongoing issue we have worked to defeat is the repeal of personal injury protection (PIP). The Legislature has worked to repeal PIP and we continue to work to be certain any effort to repeal PIP protects Jackson Health System.

Environmental Issues: Below are the various environmental issues areas and our work summarized in each.

Everglades Restoration: Everglades restoration continues to be an important priority for Miami-Dade County and of Florida. We work with the Miami-Dade Legislative Delegation to encourage full funding for Everglades restoration, each year. During the 2022 Session, substantial funding was provided for Everglades restoration as well as for a number of environmentally focused programs, enhanced by the influx of ARPA funds and the focused planning by our legislative leaders.

Resiliency Initiatives: We have worked with various local governments including Miami-Dade County to advise and secure funding for resiliency projects and surrounding policy at the state and local levels, including grant application in the area of undergrounding, an expensive endeavor, sought state-wide. It is critical that local governments focus on seeking policy directives and incentives including financing and funding for storm hardening projects and the undergrounding of electrical lines, at both the State and County levels.

Wastewater Grant Programs Eligibility: A relatively new grant program created in Florida allows for funding for larger scale projects in this area, however current statutory requirements preclude Miami-Dade County from eligibility. We are working with Miami Dade County staff to ensure future eligibility for the State's wastewater grant funding process through the creation of a Reasonable Assurance Plan (RAP). We are working to streamline the process with the County and the Florida Department of Environmental Protection (DEP), in anticipation of future funding. Finalizing a RAP, with EPA and DEP approval, will allow for the County to become eligible for significant state funding to continue to address important wastewater infrastructure projects benefiting both the environment and the economy.

Florida Keys: Representing the City of Marathon, our firm is part of a Keys-wide municipal and county team that has worked over several years, to successfully secure tens of millions of dollars in funding for municipal projects located in the Florida Keys Area of Critical State Concern. Funding is specifically to finance or refinance the cost of constructing sewage collection, treatment, and disposal facilities, building projects that protect, restore, or enhance nearshore water quality and fisheries, such as stormwater or canal restoration projects and projects to protect water resources available to the Florida Keys, or for the purpose of land acquisition within the Florida Keys Area of Critical Concern (as authorized pursuant to s. 259.045, F.S.), with increased priority given these acquisitions that achieve a combination that includes protecting Florida's water resources and water recharge.

Water and Sewer Issues/Projects/Septic to Sewer Funding: Local government water projects provide flood relief, water quality issues, septic to sewer conversions, large scale drainage pipe and sewer upgrades and repairs, are often funded through what is known as the water project process. On behalf of our municipal clients as you will see within this section, our firm has immense experience with appropriations funding through the water project process, and combined, we are responsible for multiple millions in funds for water projects appropriated by the Legislature. We excel at the water project process because we work closely with our municipal clients to file projects that meet or exceed House and Senate standards.

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 over many sessions. 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.

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: Over several years, leadership support varied as it considered requests for funding of economic development projects, including measures to eliminate Enterprise Florida (EFI) entirely with its existing economic development programs. Significant cuts have been proposed over several years, to reform VISIT Florida. We worked closely with our local government teams to urge support for full funding of VISIT Florida. We also secured \$18 million in economic development for the City of Miami Gardens, utilizing the Enterprise Zone maps as they existed 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, detailed above in the section on transportation.

Human Resources/Employee Benefits/FRS: Each year, on behalf of city and county clients, we are involved with the Florida League of Cities as well as the Florida Association of Counties, to address the changes proposed for municipal retirement as well as for the FRS system. Changes to these systems are proposed each year, and we have continually worked to ensure local government issues, from general employees, to fire fighters and police, are addressed.

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 that allowed expansion of the program to immigrant children in our community.

Home Rule Authority: Representing local governments has given our firm the opportunity to become experts in the area of maintaining local authority in addressing needs of communities. As noted above, we have worked over multiple years to oppose attempts by the State to preempt local regulation of vacation rentals, state regulation of CRAs, and the repeal of red light camera use by local governments among many other issues.

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.

Business Development/Retention: As previously mentioned, our firm worked with legislative leadership to allow local governments to offer local business incentives. 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 Mandate Avoidance: On behalf of our city and county clients, each year we are focused on all regulations and requirements proposed in the House and Senate, and the cost it would impose on local governments. It is our mission each Session to understand the impacts to local governments and convey that message to legislators, leadership in the House and Senate, as well as to the Governor and his staff.

Solid Waste/Recycling/Waste to Energy: Through legislative funding, each year we have been successful in obtaining millions in funding for local government projects, which include projects that are solid waste and waste to energy related. Regarding recycling, each year the members file legislation that would restructure and enhance the state's recycling program, however, the legislative body has not allowed this to become a priority in recent years.

Planning/Zoning/Growth Management: In our representation of local governments as well as of the 10 Florida Regional Planning Councils of over 25 years, we are well versed in issues surrounding community development and growth management. Over the last 10 years or more, the Florida Legislature with various Governors, has worked to scale back growth management requirements in the effort to boost economic development throughout the state.

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/Disaster Mitigation: Over many years, our firm has had extensive experience in both the disaster management and mitigation area as well as in emergency management funding through the State budget. We have secured millions in funding for various Emergency Operations Centers, for multiple clients. More recently, we worked closely with the County throughout the Covid-19 pandemic to

ensure adequate PPE, testing and related supplies and vaccination locations were available. We closely monitored all of the Covid-19 related executive orders and provided updates to the County on a regular basis. In Ron's role as Chairman of the Homeless Trust, he oversaw the County's Covid-19 homeless outreach, testing and vaccination programs, with great success. We have always been prepared to act as a liaison with state government and the Department of Emergency Management on behalf of the County during crisis situations.

Parks and Recreation: Florida Recreation Development Assistance Program (FRDAP): The Department of Environmental Protection, through the Land and Recreation grants process, administers grants to local governments through the Florida Recreation Development Assistance Program (FRDAP). This competitive reimbursement grant program provides financial assistance for acquisition or development of land for public outdoor recreation. Our firm has consistently led the effort in advocating for funding in the state budget each year of the FRDAP program. We prioritize FRDAP funding as it is one of the few places in the state budget that addresses local parks. In the most recent Session, we worked to ensure full funding for the entire FRDAP project lists were funded.

Local Government Grants: In addition to FRDAP above, over many years our firm has been a leading advocate for funding for the numerous grant programs that are funded through the Legislative budget process, including:

- Florida Communities Trust
- Cultural Facilities Program
- Cultural Affairs Program
- Historic Preservation
- Libraries Funding Programs
- Florida Recreation Development Assistance Program

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 has received millions in funding over several years as well as this Session, we secured \$2.6 million for the Miami Dade County Bay of Pigs Brigade 2506 Museum and Library.

Funding for Public Hospitals & Healthcare: Our experience in matters related to health care issues are extensive as health care representations are a specialty of our practice. From large hospitals and hospital systems to Federally Qualified Health Centers to nursing homes to hospice providers to community mental health centers, we are well known for our health care expertise. For Miami-Dade County, our focus has been to ensure adequate funding for Jackson Health System. As part of that effort, our goal must be to fully educate all members of the Miami-Dade County Legislative Delegation so that they understand the critical role that Jackson plays as the County's, and the state's, most essential health care provider. Other issues we have worked on related to health care include Certificate of Need, 24-hour Ambulatory Surgery Centers, 72-hour Recovery Care Centers, Trauma Center Regulation, Advanced Birthing Centers, Inpatient and outpatient rates, Graduate Medical Education, Low Income Pool, and Disproportionate Share Funding.

On behalf the City of Marco Island we passed a local bill that allowed for the Florida Department Health to issue the City a COPCN license to provide basic and advanced life support services, without the city obtaining a COPCN from Collier County. This bill provided the DOH could issue the City of Marco Island a license directly and requiring the City to meet the statutory mandates for the issuance of a license including fees, to provide equipment meet departmental standards, maintain insurance providing coverage for injury, death, and property damage, and a ballot item approved by the majority of electors voting in support.

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.

Firefighter Cancer Research: Additionally, through the University of Miami, over several years we have secured millions in funding for firefighter cancer research. Through the findings of this ongoing research, fire stations around the country have implemented new and improved protocols to ensure the safety of their firefighters.

Courts/Clerk: In past years, our firm was involved in efforts of funding for Counties through the revision 7 to Article V of the Florida Constitution, which worked to specify what costs were to be borne by the state and by the local governments. This intricate issue was a key issue for County governments for multiple years. We worked to have State costs specifically addressed by the State and not by County governments. Also included above, is information on our work obtaining funding for various specialty courts. We have successfully advocated for state funding for specialty courts, as well as for a pilot project for a “problem-solving court” which would provide for a driver’s license reinstatement program, to ensure low level offenders working to pay fines are able to drive to work to do so.

In more recent years, on behalf of Broward County, we were involved in the County Court Security policy and funding and who would ultimately retain responsibility. We opposed legislation that would have shifted responsibility for funding for courthouse security from to the County Sheriff, from the owner and operator of the Courthouse, the County government. This included shifting the responsibility for security plans for each courthouse. Early drafts of legislation would have required the Sheriff to provide security within a courthouse, and to coordinate with the Chief Judge in developing a security plan. Eliminating the County’s role. We worked to include the Governing Board of the County to the working group of the Sheriff’s office and the Chief Judge, on security matters. Also, we worked to ensure that the Sheriff and County retain operational control in the process by which decisions are made for security. Through our work with County staff, we were able to ensure the bill was not heard.

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 and 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.

15. Areas Outside of Expertise: 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 seven established, well respected and professional lobbyists, and The Southern 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.

16. Enhancing the County's Position and Working Relationships: Discuss how the Proposer would enhance the County's position with respect to legislation and budgetary authorizations and appropriations. Discuss 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.

Ronald L. Book, P.A. is known for our experience in the legislative and 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 2022 Session we were successful in securing \$10,162,000 in funding for Miami-Dade County.**
 - A summary of our appropriations work process, our efforts on behalf of the County and a detailed chart of funding secured by our firm for Miami Dade County during the 2022 Session, can be found in Tab 4 question 14.
 - Also included are two final Session reports in Tab 2 question 7, which outline our legislative experience on behalf of the County.
 - Finally, a full listing of state funding secured for our clients over the last five years is included in Tab 4, question 18.

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. As detailed above in working with Miami-Dade County, we 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 Legislative 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.

Additionally, we specialize in establishing, maintaining and enhancing working relationships between County elected officials, legislators and staff, as well as 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.

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.

17. Conflicts: Identify any actual and/or potential conflicts of interest in providing services requested herein (refer to the Scope of Services, Section 2.2(A) and Section 2.2(C)).

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. 01980.

Pittman Law Group 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. 01980.

The Southern Group 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. 01980.

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.

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

Ronald L. Book, P.A.: To further illustrate our firm's expertise in the issue areas critical to the County, we choose to let the results speak for themselves for the simple fact that on behalf of our local government clients, our success in the appropriations arena is unrivaled. Below is a list of appropriations secured for local government clients over the last five years. It is important to note, this list is a sample of funding secured by our firm that covers the wide variety of issues critical to Miami-Dade County.

2022

- \$700,000 (GR) plus \$350,000 (NR) for Best Buddies Mentoring and Student Initiatives
- \$1,500,000 for Learning Ally/FSU Dyslexia Screener
- \$1,000,000 for the Overtown Youth Center
- \$2,000,000 for Safer, Smarter Schools
- \$1,141,704, (GR) and \$593,044 (NR) for Learning Through Listening
- \$200,000 for Promise, Inc., Treasures Thrift Shoppe to Employ Special Needs Community
- \$562,000 for Miami-Dade County Homeless Trust – Housing for Persons with Special Needs
- \$1,750,000 for the Miami-Dade Homeless Trust – Project Silver Housing for Seniors and Others Experiencing Homelessness
- \$150,000 for Jewish Community Services – Miami-Dade/Monroe Crisis Helpline
- \$400,000 for the Miami Beach Community Health Center Reinforce Resilience Program
- \$1,500,000 for the Banyan Health Crisis Intervention Receiving Facility and Health Center
- \$250,000 for the City of Lauderdale Lakes Alzheimer's Care Center
- \$275,000 for the City of Margate – Northwest Focal Point Senior Center
- \$300,000 for the City of Miramar – South Central/South East Focal Point Senior Center
- \$400,000 for the Jewish Community Services of South Florida – Nutritional Equity for Seniors Keeping Kosher
- \$250,000 for the Miami Dade County Stirrup Congregate Meal Site – Meals for the Elderly Program
- \$2,000,000 for the Miami Project to Cure Paralysis
- 300,000 for the City of Sunrise Senior, Veteran and Children's Educational and Wellness Center
- \$300,000 for the New Horizons After School/Weekend Rehabilitative Program
- \$500,000 for the Prodigy Cultural Arts Program
- \$3,500,000 (GR) and \$1,500,000 (NR) for the Child Advocacy Centers
- \$306,000 for the Nancy J. Cotterman Center Advocacy Program
- \$100,000 for the City of North Miami Beach Police Department Solving Cold Cases Using New Technology
- \$375,000 for the City of Sunrise Community Regional Policing Crime Prevention Program
- \$850,000 for the City of Aventura 213th Seawall Repair
- \$250,000 for the City of Dania Beach NW/SW 1 Avenue Water Infrastructure Revitalization
- \$250,000 for the City of Doral Stormwater Improvements Sub Basin D-3-1
- \$530,000 for the Village of Estero Utility Expansion Phase I
- \$500,000 for the Town of Fort Myers Beach Estero Beach Blvd Water Stormwater Improvements
- \$399,695 for the City of Lauderdale Lakes Water Improvements and Canal Bank Stabilization Project
- \$416,745 for the City of Marco Island Canal Flushing Improvement Project San Marco Road/South Seas Court
- \$1,500,000 for the City of Marco Island South Water Treatment Plant West High Service Pump Station
- \$500,000 for the City of Margate Stormwater Infrastructure and Canal Embankment Restoration
- \$500,000 for the City of Miramar Historic Miramar Drainage Improvements Phase V
- \$150,000 for the North Bay Village Stormwater Inlet Filter Installation
- \$500,000 for the North Bay Village Wastewater Pump Station Improvements
- \$500,000 for the City of North Miami Septic Tank to Sanitary Sewer Conversion

- \$500,000 for the City of Seminole County Little Wekiva River Ongoing Maintenance
- \$400,000 for the City of Sunny Isles Beach Central Island Drainage Project
- \$425,000 for the Bal Harbour Village ADA Compliant Park Enhancements
- \$750,000 for the Village of Estero on the River Trails
- \$1,000,000 for the Museum of Discovery and Science Pathways to Resilience
- \$300,000 for the City of Tamarac ADA Compatible & Smart Park Enhancements Caporella Park
- \$13,500,000 for the City of Pinellas Park Youth Sports Complex
- \$125,000 for the City of Cooper City Comprehensive Traffic Calming Study and Implementation
- \$1,000,000 for the Town of Fort Myers Beach Time Square Renovation
- \$1,702,512 for the City of Marco Island Smokehouse Bay Bridge Replacement
- \$150,000 for the City of Miramar Parkway LED Streetlight Improvements
- \$400,000 for the City of North Miami Pedestrian Bridge Over C-8 Canal
- \$450,000 for the Village of Estero Sandy Lane Bicycle and Pedestrian Improvements
- \$1,000,000 for the Seminole County E.E. Williamson Road Trail Connect Project
- \$500,000 for the Seminole County Wekiva Springs Road Intersection Improvements
- \$3,000,000 for the Miami-Dade County South Dade Trail Multi-Use Mobility Corridor
- \$400,000 for JARC Florida
- \$2,000,000 for the Miami-Dade County Senior Housing Assistance Repair Program
- \$500,000 for the Bal Harbour Village Jetty Elevation and Safety Enhancements
- \$450,000 for the Village of Royal Palm Beach - Commons Park Corporate Picnic Pavilions
- \$2,600,000 for the Miami-Dade County - Bay of Pigs Brigade 2506 Museum and Library

2021

- \$700,000 plus \$350,000 (NR) for the Best Buddies Mentoring and Student Initiatives
- \$1,000,000 for The Overtown Youth Center
- \$7,223,749 (GR) plus \$1,965,729 (NR) for the SEED School of Miami
- \$1,141,704, (GR), plus \$150,000 (NR) for the Learning Through Listening
- \$750,000 for the Auditory-Oral Education Grant Funding
- \$562,000 for the Miami-Dade County Homeless Trust – Housing First Program
- \$158,184 for the Broward County Commission – Long-Acting Injectable Buprenorphine Pilot
- \$426,604 for the Broward Health – Integrated Medication Assisted Treatment Response (iMATR)
- \$500,000 for the Medication Assisted Treatment & Telehealth Enhanced Recovery (MATTER)
- \$222,801 for the Memory Disorder Clinic at Miami Jewish Health
- \$250,000 for the City of Lauderdale Lakes Alzheimer’s Care Center
- \$400,000 for the Jewish Community Services of South Florida Nutritional Equity for Seniors Keeping Kosher
- \$1,700,000 for the City of Miami Badia Senior Center
- \$1,000,000 for the University of Miami Miller School of Medicine – Florida Stroke Registry
- \$250,000 for the University of Miami HIV/AIDS Research at Centers for AIDS Research (CFAR)
- \$1,000,000 for the Miami Project to Cure Paralysis – Spinal Cord and Traumatic Brain Research
- \$300,000 for the for the New Horizons After School/Weekend Rehabilitative Program
- \$1,750,000 for the Prodigy Cultural Arts Program
- \$250,000 for the Prodigy Cultural Arts Program Proviso
- \$3,500,000 (GR) plus \$500,000 (NR) for the Child Advocacy Centers
- \$225,000 for the Nancy J. Cotterman Crisis Intervention Programs
- \$470,000 for the Aventura Curbing of Swale Flooding on Country Club Drive
- \$450,000 for Brevard County Indian River Lagoon 50 Septic Upgrades
- \$585,000 for Brevard County Indian River Lagoon 65 Quick Connects to Sewer
- \$2,500,000 for Brevard County Indian River Lagoon, FL-518 Bridge Muck Removal
- \$125,000 for the Cooper City SW 49 Street Culvert Rehabilitation/Replacement
- \$200,000 for the Coral Gables Galiano Street & Madeira Avenue Stormwater Improvements
- \$200,000 for the Doral Stormwater Improvements NW 89 Pl (25020 St.) & NW 24 Terr (89-25)
- \$399,695 for the Lauderdale Lakes Water Quality Improvements/Canal Bank Restoration

- \$370,000 for the Marco Island San Marco Road Tide Leveling/Canal Flushing Improvement Project
- \$500,000 for the Margate Utilities Supervisory Control and Data Acquisition (SCADA) System Upgrades
- \$1,500,000 for the Miami Golden Pines Neighborhood Improvements
- \$250,000 for the Miramar Historic Miramar Drainage Improvements Phase IV
- \$450,000 for the Royal Palm Beach Florida Power & Light Pathway Dry Detention Ponds Phase 2
- \$500,000 for the Sunrise Stormwater Pump Station #5 Replacement
- \$300,000 for the Tamarac C-14 Canal Erosion Mitigation
- \$500,000 for the Seminole County Little River Wekiva River Restoration
- \$108,550 for the Pinellas Park Roadway Safety & Community Mobility Project
- \$375,000 for the Coral Gables Coral Way and Granada Boulevard Intersection Improvements
- \$3,000,000 for the Miami – Little Havana Pedestrian Priority Zone
- \$335,000 for the JARC Florida Community Works – Palm Beach/Broward
- \$1,000,000 for the Brevard County Emergency Operations Center Construction
- \$2,000,000 for the Firefighters Cancer Research

2020

- \$200,000 for City of Lauderdale Lakes Alzheimer’s Care Center
- \$1,000,000 for Brevard County Septic to Sewer Conversion for 1019 Homes
- \$2,200,000 for Brevard County Water Quality Improvements
- \$350,000 for Seminole County Lake Jesup Watershed Project
- \$350,000 for Doral Intersection Signalization Pedestrian Safety
- \$1,200,000 for a Regional Hurricane Evacuation Studies Update
- \$1,000,000 for Brevard County EOC Construction Phase I Completion
- \$2,000,000 for Firefighters Cancer Research

The above funding items were accomplished despite Florida’s economic downturn as our state reacted to the Covid-19 pandemic. The Governor vetoed an historic \$1 billion of projects funded, a large number of projects including funding for municipalities, including a number of which our firm secured in the FY 2020- budget.

2019

- 250,000 for Lauderdale Lakes Alzheimer’s Care Center
- \$252,106 for Aventura Curbing of Swale Flooding Country Club Drive
- \$300,000 for Bal Harbour Village Storm Water System Improvements
- \$500,000 for Brevard County Septic to Sewer Conversion for 1019 Homes
- \$100,000 for Coral Gables Stormwater System Improvements
- \$200,000 for Doral Stormwater Improvements NW 114th Avenue/50th Street
- \$500,000 for Fort Myers Beach Stormwater Improvements
- \$500,000 for Marco Island South Barfield Drive Drainage Project
- \$200,000 for North Bay Village Stormwater Pump Station
- \$150,000 for North Miami Arch Creek North/South Drainage Improvements Basin D
- \$160,000 for Palm Bay Turkey Creek Muck Removal Feasibility Study
- \$100,000 for Pinellas Park Orchid Lake Improvements
- \$500,000 for Royal Palm Beach Drainage Canal System Rehabilitation
- \$425,000 for Seminole County Lake Jesup Basin – Lake of the Wood
- \$350,000 for Tamarac Stormwater Culvert - Headwalls Ph 6 Project
- \$447,500 for Doral Pedestrian Safety and Roadway Improvements 112th Avenue
- \$229,950 for North Bay Village Sidewalk and ADA Improvements
- \$425,000 for the Sunny Isles Beach Pedestrian Park Bridge
- \$250,000 for the Homeless Collaborative of Broward County – Rapid Rehousing
- \$513,500 for the Brevard Emergency Operations Center Construction

2018

- \$150,000 for the City of Riviera Beach Early Learning to Kindergarten Pilot
- \$1 million for the Brevard County Emergency Operations Center Construction
- \$200,000 for the City of Aventura NE 183rd Street Seawall Restoration Improvements
- \$500,000 for the City of Cooper City/Natalie's Cove/Flamingo Gardens Drainage
- \$950,000 for the City of Doral Canal Bank Stabilization Year 7
- \$500,000 for the Town of Fort Myers Beach Stormwater Outfall Improvements
- \$700,000 for the City of Marco Island San Marco Road Drainage Project Improvements
- \$500,000 for the City of Margate Sewer Piping Rehabilitation Project
- \$496,750 for the City of North Miami Arch Creek North/South Drainage Improvements/Basin C
- \$400,000 for the City of North Miami Beach Master Force Main Installation
- \$310,000 for the City of Pinellas Park Pinebrook Estates Pond Improvements
- \$750,000 for the City of Riviera Beach Singer Island South Stormwater Improvements
- \$150,000 for the Village of Royal Palm Beach Canal System Rehabilitation Project
- \$500,000 for the City of Sunrise Emergency Lift Station Power and Pumping
- \$300,000 for the City of Tallahassee Water Tower to Sustain Water Supply During Hurricanes
- \$500,000 for the City of Tamarac - The Boulevards Stormwater Drainage Repair and Pipe Lining
- \$800,000 for the City of Cooper City Flamingo West Park
- \$250,000 for the Miami-Dade Homeless Trust
- \$2 million for the Firefighters Cancer Research Initiative at the University of Miami-Sylvester Comprehensive Cancer Center
- \$1.5 million for the City of Coral Gables Fire Station and Land Acquisition at Cartagena Park
- \$1 million for the City of Margate Fire Station 58 Replacement

19. Litigation: Provide information concerning any prior or pending litigation, either civil or criminal, involving a governmental agency or which may affect the performance of the services to be rendered herein, in which the Proposer, any of its employees or subcontractors is or has been involved within the last three years.

As required within RFQ-01980 Governmental Representation and Consulting Services for Miami-Dade County, neither Ronald L. Book, P.A., nor its employees or subcontractors have not been a party to any litigation, either civil or criminal, involving a governmental agency within the last three years.

20. Sustainable Business Practices

Describe in detail Proposer's sustainable business practices, by addressing the three pillars of sustainability: environmental, social/fair labor standards, and economic.

Environmental – Consideration of product attributes

- (a) **Explain whether Proposer will use durable products, reusable products and/or products that contain the maximum level of post-consumer waste, post-industrial and/or recyclable content in the performance of the Services required.**
- (b) **Explain Proposer's environmental policies and programs, if any.**

Social/Fair Labor Standards - Contributions to the health, well-being and development of Proposer's employees

- (c) **Describe Proposer's principles in support of safe, fair, and equitable work practices and ethical behavior, to include:**
 - (i) **Job classification descriptions that include the Services to be performed,**
 - (ii) **Geographic area within which the Services are to be performed, provides safe and accessible working conditions,**
 - (iii) **Equitable wage/benefit determination practices, and**
 - (iv) **Detailed documentation on employee development and evaluation process.**

Economic - Equal access to small, diverse and disadvantaged suppliers

- (d) **Identify Proposer's direct efforts to develop supplier diversity initiatives used to increase the participation of small, diverse and disadvantaged enterprises, in contracting opportunities.**

Ronald L. Book, P.A. is a law firm that specializes in lobbying and advocacy before the State government. We have two full time offices, in Aventura and in Tallahassee. Our firm employs three executives and two administrative staff, year round. Despite our small number of staff, we as a firm are committed to responsible stewardship of resources and demonstrating leadership in sustainable business practices. Included in our efforts are the three pillars of sustainability: environmental, social/fair labor standards, and economic. In purchasing, we take into account the responsible requirements of the County's trust in our work. We strive toward sustainable practices in every aspect of our firm, in a way that achieves value in a whole-life basis in terms of generating benefits to not only the County, but also to the community served and the economy of our region and State.

Always seeking to achieve that goal, we continue to explore and pursue sustainable business practices that: reduce greenhouse gases, foster and integrate supplier small business opportunities, support safe and fair labor practices and ethical behavior throughout our representation, and maximize fiscally responsible high value, high impact actions.

The following is a brief list of our work to meet these goals:

- We utilize only recycled paper in our office
- We are committed to a paperless office, receiving and processing invoices electronically when possible
- We use only sustainable products and discourage the use of single use plastics
- Our office in Tallahassee is located in walking distance to the Capitol
- We encourage the use of mass transit services and employee ride sharing arrangements.
- Prohibit the purchase or use of Styrofoam in our office
- Encourage remote work for employees when feasible to reduce carbon footprint
- Support small business suppliers for various need and professional services, including, but not limited to computer/tech needs, supplies, office maintenance work
- Seek to use minority business enterprises when partnering for projects and provide mentoring for small or minority owned businesses regularly.

- Support safe and fair labor practices and ethical behavior throughout all vendors we utilize for all work needed throughout our firm
- Provide all full time employees with full benefits, including employer paid medical and retirement benefits
- Provide opportunities for employee growth, development and support employee volunteer efforts in the community

21. Exceptions: 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. has not taken any exception to the terms of this Solicitation.

TAB 5: SERVICE COST

22. Proposed Annual Fee: State proposed annual fee to provide all services requested herein. The fee shall include all service 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 proposed annual fee will not be given its own evaluation criteria weighting, but will be considered in the overall Proposal evaluation and the value of the services being offered.)

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 The Southern Group, will provide consulting, State Legislative and Executive branch lobbying services, including the services as required by RFQ No. 01980, Governmental Representation and Consulting Services, in Tallahassee, Florida, for the sum of \$200,000.00 per year.

TAB 6: REQUIRED FORMS

- Included within this section, please find the Contractor Due Diligence Affidavit, notarized, indicating not applicable.

The following Web Forms have been submitted with this proposal.

- Proposal Submittal Form
- Subcontracting Form
- Lobbyist Registration Affidavit (For an Oral Presentation and/or Recorded Negotiation Meeting or Sessions)

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 Officer overseeing this solicitation/ contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: Pursuant to Florida Statutes s. 92.525, under penalties of perjury..... vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.

Contract No.: RFQ 01980 Federal Employer Identification Number (FEIN): 59-2769674

Contract Title: Governmental Representation and Consulti

Ronald L. Book President and CEO Ronald L. Book
Printed Name of Affiant Printed Title of Affiant Signature of Affiant

Ronald L. Book, P.A. 04/04/2022
Name of Firm Date

18851 NE 29 Ave., Ste. 1010 FL 33180
Address of Firm State Zip Code

Notary Public Information

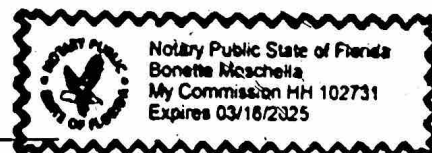
Notary Public - State of FLORIDA

County of MIAMI DADE

Subscribed and sworn to (or affirmed) before me this 5TH day of APRIL, 2022 by

Ronald L. Book He or she is personally known to me or has produced identification

Signature of Notary Public: BONETTE MOSCHELLA HH-102731
Print or Stamp of Notary Public Expiration Date 03/16/2025 Notary Public Seal



rev. COVID-19 declared emergency

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 rana@rlbookpa.com

Password [Redacted]

Save

Close

* Required fields

Supplier: Ronald L. Book, P.A.



Submittal Form

Solicitation No. RFQ-01980 Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL			
Proposer Legal Company Name (include d/b/a if applicable): Ronald L. Book, P.A.*		Proposer Federal Tax Identification Number: 59-2769674*	
If Corporation - Date Incorporated/Organized: January 1987		State Incorporated/Organized: Florida*	
Company Operating Address: 18851 NE 29 Ave., Ste. 1010*	City: Aventura*	State: FL*	Zip Code: 33180*
Miami-Dade County Address (if applicable): 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): 3059351866*	Company's Internet Web Address: https://rlbookpa.com		
<p>Pursuant to Section 2-8.6 of the Code of Miami-Dade County (County), 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 at the time of proposal submission.</p> <p><input type="checkbox"/> Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.</p>			
<p>Pursuant to Section 2-11.1 (c) and (d) of the Code of Miami-Dade County, please respond to the following questions posed.</p> <p>1. ARE ANY <u>OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST</u> IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE(S)?</p> <p><input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>2. ARE ANY <u>IMMEDIATE FAMILY MEMBERS</u> OF THE COMPANY'S OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE?</p> <p><input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>Note: The County reserves the right to request and evaluate additional information from any Proposer regarding Proposer's responsibility after the submission deadline, as the County deems necessary.</p>			
<p>LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, and pursuant to Section 2-8.5 of the Code of Miami-Dade County, a "local business" is a business located within the limits of Miami-Dade County, that has a valid Local Business Tax Receipt issued by Miami-Dade County at least one year prior to proposal submission; has a physical business address located within the limits of Miami-Dade County from which business is performed and which served as the place of employment for at least three full time employees for the continuous period of one year prior to proposal submittal (by exception, if the business is a certified Small Business Enterprise, the local business location must have served as the place of employment for one full time employee); 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.</p> <p><input checked="" type="checkbox"/> Place a check mark here only if affirming Proposer meets the requirements for Local Preference. Failure to affirm this certification at this time may render the Proposer ineligible for Local Preference.</p>			
<p>IN ACCORDANCE WITH CFR 200.319(b), LOCAL PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.</p>			

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 the proposal.**

IN ACCORDANCE WITH CFR 200.319(b), LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (if applicable):

A Small Business Enterprise (SBE) must be certified by the Division of Small Business Development (SBD) 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 SBD 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.

Place a check mark here **only** if affirming Proposer is a Miami-Dade County Certified Small Business Enterprise.

IN ACCORDANCE WITH CFR 200.319(b), SMALL BUSINESS ENTERPRISE MEASURES SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST, THE SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN PETROLEUM ENERGY SECTOR LIST, OR THE SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL 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, or the Scrutinized Companies that Boycott Israel List, as those terms are used and defined in sections 287.135, 215.473, and 215.4725 of the Florida Statutes. 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, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

OR

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 this event, the Proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 and/or 215.4725 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 could be applicable.

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, Proposer agrees 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 04/04/2022*
Representative's Name: Ronald L. Book*	
Representative's Title: President and CEO*	

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

04/04/2022*

Representative's Name:

Ronald L. Book*

Representative's Title:

President and CEO*

Supplier: Ronald L. Book, P.A.

SUBCONTRACTING FORM

Solicitation Number RFQ-01980

*Vendor Name Ronald L. Book, P.A. *FEIN # 59-2769674

Complete "A" or "B":

- A. No subcontractors or direct suppliers will be utilized pursuant to this solicitation.
- B. The below listed subcontractors and/or suppliers will be utilized pursuant to this solicitation:

Business Name and Address of First Tier Subcontractor/ Subconsultant	Name of Principal Owner	Scope of Work to be Performed by Subcontractor Subconsultant	Subcontractor/ Subconsultant License (if applicable)
Pittman Law Group 1028 East Park Avenue Tallahassee, FL 32301	Sean Pittman	Governmental Representation and Consulting Services	
The Southern Group 9155 S. Dadeland Blvd Ste 1604 Miami, FL 33156	Nelson Diaz	Governmental Representation and Consulting Services	
Business Name and Address of First Tier Direct Supplier	Name of Principal Owner	Supplies, Materials, and/or Services to be Provided by Supplier	

And

Below and/or attached is a detailed statement of the firm's policies and procedures for awarding subcontractors:

(Duplicate this form if additional space is needed to provide the required information)

When Subcontracting is allowed and subcontractors will be utilized, the Contractor shall comply with Section 2-8.8 of the Code – Fair Subcontracting Practices: (1) Prior to contract award, the Bidder shall provide a detailed statement of its policies and procedures for awarding subcontracts and (2) As a condition of final payment under a contract, the Contractor shall identify subcontractors used in the work, the amount of each subcontract, and the amount paid and to be paid to each subcontractor via the BMWS at <http://mdcsbd.gob2g.com>.

Pursuant to Section 2-8.1(f) of the Code – Listing of subcontractors required on certain contracts, for all contracts which involve the expenditure of one hundred thousand dollars (\$100,000) or more, the entity contracting with the County must report to the County the race, gender, and ethnic origin of the owners and employees of its first tier subcontractors and suppliers via the BMWS at <http://mdcsbd.gob2g.com>. The race, gender, and ethnic information must be submitted via BMWS as soon as reasonably available and, in any event, prior to final payment under the Contract. The Contractor 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.

I certify that the information contained in this form is to the best of my knowledge true and accurate.

Ronald L. Book

Ronald L. Book

President and CEO

04/04/2022

***Signature of Vendor's Representative**

***Print Name**

***Print Title**

***Date**

Supplier: Ronald L. Book, P.A.



LOBBYIST REGISTRATION AFFIDAVIT
(For an Oral Presentation and/or Recorded Negotiation Meeting or Sessions)

Legal Entity's Name: **Ronald L. Book, P.A.**

Address: **18851 NE 29 Ave., Ste. 1010** City, State and Zip Code: **Aventura, FL 33180**

Business Telephone: **305.935.1866** E-mail: **Ron@rlbookpa.com**

Solicitation/Contract No. and Title: **RFQ No. 01980 Governmental Representation and Consulting Services in Tallahassee, FL**

Below listed individuals are authorized to participate in 1) an oral presentation before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or 2) recorded negotiation meeting or sessions, involving the above-referenced procurement matter.

NAME	TITLE	EMPLOYER	E-MAIL	<u>MIAMI-DADE COUNTY</u> <u>ISD OFFICE USE ONLY</u> SIGNATURE
Ronald L. Book	President and CEO	Ronald L. Book, P.A.	ron@rlbookpa.com	
Kelly C. Mallette	Director of Government Affairs	Ronald L. Book, P.A.	kelly@rlbookpa.com	
Rana G. Brown	Government Affairs Consultant	Ronald L. Book, P.A.	rana@rlbookpa.com	
Sean Pittman	Senior Attorney and Managing Partner	Pittman Law Group	Sean@pittman-law.com	
Evan Steinberg	Government Affairs Associate	Pittman Law Group	evan@pittman-law.com	
Nelson Diaz	Managing Partner, Miami and Florida Keys	The Southern Group	diaz@thesoutherngroup.com	
Kate DeLoach	Government Affairs Associate	The Southern Group	deloach@thesoutherngroup.com	

(ATTACH ADDITIONAL SHEETS AS NECESSARY)

For the sole purpose of an oral presentation and/or recorded negotiation meeting and sessions, the listed individuals **shall not** be required to separately register as lobbyists or pay any registration fees, in accordance with Ordinance No. 21-73, Relating to Conflict of Interest and Code of Ethics. The Lobbyist Registration Affidavit (*this Affidavit*) shall list all technical experts or employees of Principal whose normal scope of employment does not include lobbying and whose sole participation involves appearance at the meeting.

No individual shall appear before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or recorded negotiation meeting or sessions involving the above-referenced procurement matter, unless specifically listed herein **or** registered as a lobbyist with the Clerk of the Board and has paid all applicable fees.

Nothing contained herein shall prohibit the Principal from amending any filed Lobbyist Registration Affidavit if any information changes and/or if additional individuals are authorized (by Principal) to participate in an oral presentation and/or recorded negotiation meeting and sessions. Amended Affidavit shall be filed by County Procurement staff with the Clerk of the Board, prior to the oral presentation and/or recorded negotiation meeting or sessions.

Written Declaration: Pursuant to §92.525, Florida Statutes, under penalties of perjury, I declare that I have read the foregoing Affidavit and that the facts stated in it are true, accurate, and complete.

Signature of Authorized Representative (Principal): **Ronald L. Book**

Printed Name of Authorized Representative (Principal): **Ronald L. Book**

Title: **President and CEO** Date: **04/04/2022**

Supplier: Ronald L. Book, P.A.

**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 Officer overseeing this solicitation/contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: "Pursuant to Florida Statutes s. 92.525, under penalties of perjury....." vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.

Contract No. :RFQ 01980	Federal Employer Identification Number (FEIN):59-2769674
--------------------------------	---

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

Ronald L. Book <small>Printed Name of Affiant</small>	President and CEO <small>Printed Title of Affiant</small>	Ronald L. Book <small>Signature of Affiant</small>
Ronald L. Book, P.A. <small>Name of Firm</small>	04/04/2022 <small>Date</small>	
18851 NE 29 Ave., Ste. 1010 <small>Address of Firm</small>	FL <small>State</small>	33180 <small>Zip Code</small>

Notary Public Information

Notary Public – State of _____ County of _____

Subscribed and sworn to (or affirmed) before me this _____ day of _____ by _____
 _____ He or she is personally known to me _____ or has produced identification

_____ Signature of Notary Public	_____ Serial Number
-------------------------------------	------------------------

Print or Stamp of Notary Public

Expiration Date

Notary Public Seal

rev. COVID-19 declared emergency

Rutledge Ecenia PA

Bid Contact **Valerie Rogers**
valerie@rutledge-ecenia.com
Ph 850-681-6788

Address **119 S Monroe St, Ste 202**
TALLAHASSEE, FL 32301

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
RFQ-01980--01-01	Governmental Representation	Supplier Product Code:	First Offer -	1 / each	Y	Y
Supplier Total						\$0.00

Rutledge Ecenia PA

Item: **Governmental Representation**

Attachments

Rutledge Becker Reyes RFQ Submittal 4.7.22.pdf



Rutledge Ecenia, P.A.
Becker & Poliakoff, P.A.
Pereira Reyes, Inc.

Miami-Dade County Request for Qualifications
RFQ No. 01980

Miami-Dade County
Request for Qualifications RFQ No. 01980

Proposer

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Proposer's Experience, Qualifications, Past Performance and Capabilities

1. Executive Summary

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, Becker and Pereira Reyes 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 32 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 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 frequently receive outreach 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.

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 several administrations, 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. We have been in the trenches with County staff for decades and are seen as an extension of the County team.

2. Describe Proposer

2(a). 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 subcontractor, the law firm of Becker & Poliakoff (“Becker”), was incorporated on December 22, 1975. Its subcontractor Pereira Reyes Consulting, Inc. (“Pereira Reyes”) was incorporated on December 18, 2017.

2(b). 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, 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 130 attorneys and lobbyists in a variety of practice areas in offices throughout Florida, New Jersey, New York, and Washington, DC. 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.

Pereira Reyes: Twenty-five years ago, Manny Reyes began his lobbying career after serving on the campaign staff to various public officials at the local, state and federal levels. His ties to local and state politics, education, and various community service and humanitarian organizations are fruits of having "grown up" in the political realm. And it is those experiences and influences that have led to a career in public advocacy. After 20 years in a firm, Manny launched his own "boutique firm", Pereira Reyes Consulting (Pereira Reyes), which gives him the ability to narrow the focus of representation and deliver results.

Pereira Reyes is a government relations and public affairs consulting firm that provides services to multiple private and public organizations. Activities include advocacy, resource development, strategic communications, research and analysis, and government procurement. With offices in Miami and Tallahassee our coverage is statewide.

2(c). Tax Status

Rutledge and Becker are professional, for-profit Florida corporations. Pereira Reyes is an S-corporation.

2(d). 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), Maggie Schultz, Gabe Warren and Diana Ferguson. These six partners make up the firm's Board of Directors.

Becker: Principals of the firm include Gary Rosen (President), Steven Lesser (Secretary), and Allen Levine (Treasurer). There are an additional 22 equity shareholders in addition to the above principals who are the owners of the firm. Team member Yolanda Cash Jackson is one of these equity shareholders. She also sits on the firm's 7-member management committee which is responsible for setting the strategic direction and overseeing the management and operation of the firm.

Pereira Reyes: Manny Reyes is the sole principal of Pereira Reyes Consulting, of which he serves as President.

2(e). 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, Jennifer Hinson, and Amanda Hessein as associate attorneys; Marsha Rule of counsel; and four governmental consultants, Corinne Mixon, Jessica Janasiewicz, Rick Lindstrom, and Andrew Rutledge. Other personnel currently include an office administrator, paralegals, support staff and couriers. The firm has a total of 23 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 315 people, including 139 attorneys and lobbyists. The remainder are administrative and support staff. The firm has 15 locations throughout the country, two of which are in Miami-Dade County and Tallahassee, respectively. Becker has three South Florida offices and 27 employees are located in the Miami-Dade location.

Pereira Reyes currently employs three employees, including two lobbyists and one administrative staff.

2(f). 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 15 office locations throughout the country including in Florida, New York, New Jersey, and Washington, DC. Becker primarily provides legal and governmental representation in these markets but also represents clients nationally and internationally.

Pereira Reyes has offices in Miami and Tallahassee, serving clients in both locations.

3. Proposer's Past Performance and Experience

Rutledge currently, and for over 30 years, has represented Miami-Dade County as a prime contractor. The growth of our firm, as well as our partnership with subcontractors Becker and Pereira Reyes, 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 City of Miami Beach and the Town of Jupiter Island as well as local government associations, including the Florida Local Environmental Resource Agencies (FLERA) and the Florida Animal Control Association (FACA). In addition to these local government clients, Rutledge represents multiple school boards and public education-related associations. We also have a significant portfolio of private sector clients, including several major corporations that do business nationally, as well as a number of trade associations.

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 Miami-Dade County since 2001, the City of Pompano Beach since 2000, City of Miami Gardens since 2005, and the City of Cape Coral since 2007. Other clients include the Cities of Miami, Miami Springs, South Miami, Sweetwater, Lake Park, Homestead, Cape Coral, Lauderdale Lakes, Lauderhill, North Lauderdale, the Villages of Pinecrest and Virginia Gardens, as well as the Miami Dade County School Board, Broward County School Board, Miami-Dade Transportation Planning Organization, Miami-Dade Expressway Authority (MDX), the Palm Beach

County Solid Waste Authority, and Florida Historically Black Colleges & Universities (HBCUs) Bethune Cookman, Florida Memorial, and Edward Waters University.

Pereira Reyes also has significant local government experience. In the 25 years that Manny Reyes has been advocating for clients, 19 of those included Miami Dade County as a client in Tallahassee. Throughout his entire career Manny has represented local governments in Tallahassee, many of them with members of this team. A testament to his success and political acumen is the fact that most of Manny's clients continued with him upon his launching Pereira Reyes Consulting. Manny has handled complex issues of Transportation, Growth Management, Regulated Industries and over a billion dollars in appropriations to his clients.

Pereira Reyes' clients include the Cities of South Miami and Sweetwater, the Village of Pinecrest, and the Miami-Dade Transportation Planning Organization (TPO).

3(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 35 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 over sixteen 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.

Corinne Mixon is a governmental consultant with more than sixteen 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.

Rick Lindstrom has more than twenty years of experience representing a wide variety of clients with diverse issues before the Florida Legislature, Cabinet, state agencies and numerous local governments.

Andrew Rutledge is a governmental consultant who has represented numerous entities before the Florida Legislature. Prior to joining Rutledge Ecenia, Andrew spent time as the Legislative Director for Northwest Florida Water Management District and Senior Government Affairs Director for the Florida Realtors.

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.

José Keichi Fuentes is a Miami resident with 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.

Max Losner is a fifth-generation Floridian, whose heritage is engrained in the South Miami-Dade community, having come from a family long-involved in banking, local politics, and community activism. As a legislative intern in the Florida House of Representatives, Max worked in the offices of Representative Scott Plakon and Representative David Smith from Seminole County.

Latoya Sheals has extensive experience in investigating and analyzing legislation and developing public policy on an array of issues such as Healthcare, Education, Transportation, Economic Development, Taxes and Judicial matters. Prior to joining Becker, Ms. Sheals was a Legislative Aide to Florida Senator Victor Torres, who represents the 15th district, encompassing Osceola County and Southern Orange County. She was also the Chief of Staff for Former State Senator Daphne Campbell, who represented the 38th district of Miami-Dade County where she helped secure \$3 million in local funding for the 2018-2019 Legislative Session.

Pereira Reyes Consulting specializes in state and local government consulting, development of public policy and legislation, and strategic planning. Manny Reyes brings to the table two decades of experience in government relations, having represented clients before legislative bodies in Tallahassee and throughout Florida. A veteran of the political process, Manny has witnessed two reapportionment processes, the implementation of term limits in state government, and countless election cycles. He has worked on an extensive array of issues including transportation, municipal government, growth management, regulated industries, economic development, education, and environmental regulation, among others. Prior to lobbying, Manny served as campaign staff to various public officials at the local, state and federal levels.

3(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 30 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 sixteen 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.

Yolanda Cash Jackson has represented Miami-Dade County for over 20 years on a wide variety of Legislative and Executive Branch issues. She has handled a variety of assignments for the Miami-Dade County team including in the areas of airport expansion, traffic mitigation, environmental protection, cultural tourism, public safety, senior services, stormwater drainage and many

others. She and the team have worked on the federal New Starts program, SMART Plan policy issues, managed lanes, transit studies, texting while driving, and red light cameras. As a third generation Miami-Dade resident, Yolanda understands the unique challenges that her community faces. She is Chair-Elect of the Miami-Dade Beacon Council and chairs the Urban Initiatives Task Force. Under her leadership, the Task Force is focused on identifying the expansion, retention, and relocation of businesses to underserved areas and working to offer greater workforce development opportunities for residents in urban areas.

José Keichi Fuentes' clients include Miami-Dade County, the City of Miami, Homestead, Pinecrest, South Miami, Virginia Gardens, North Miami Beach, Sweetwater, Miami Springs, Miami-Dade Expressway Authority (MDX), and the Miami-Dade Transportation Planning Organization (TPO), to name a few. In the private sector, he represents Hitachi, Wade Trim, ShotSpotter, Atkins, Motorola, Pro Champions, Groupe ADP, Siemens, Mitsubishi and Ygrene/PACE. He has served on the Miami Dade College Board of Trustees for many years. Miami Dade College is one of the most diverse colleges in the country and takes pride in educating minority students who may be first-generation college students. He also holds leadership positions with the Greater Miami Chamber of Commerce where he focuses on helping small local businesses be successful. During the pandemic, Jose was especially active in helping Miami-Dade businesses remain open by helping them to access federal government funding.

Manny Reyes is skilled at representing clients before the Florida Legislature and state agencies in Tallahassee and local governments in South Florida. Manny's ties to local and state politics, education, and various community service and humanitarian organizations the benefits of having grown up in the political realm. And it is those experiences and influences that have led to a successful career providing results for his clients. From the most complex matters to the David vs Goliath battles, even the little guy can count on Manny to deliver a win.

Having been born and raised in Miami, Manny's 25-year career has included a large number of municipalities within the corporate boundaries of Miami Dade County hiring him to represent them in Tallahassee. Small cities like the City of West Miami with a fragile infrastructure to affluent communities such as the Village of Key Biscayne with its storm water flooding issues have counted on Manny to deliver results. Local agencies such as the Miami Dade Expressway Authority and the Miami Dade Transportation Planning Organization have hired Manny as their lobbyist in Tallahassee as well.

3(c). History of successful lobbying experience at the state level

Proposer: Rutledge

Audubon Florida

During the 2020 legislative session, Rutledge Ecenia worked with a coalition of interested stakeholders to secure passage of omnibus water legislation, SB 712 by Senator Mayfield, designed to improve water quality statewide. Rutledge Ecenia also worked with Representative

Renner to defeat amendatory language to HB 203 that would have allowed clear cutting of trees on vacant lots pre-development even if contrary to a local tree protection ordinance.

The Pew Charitable Trusts

In 2020, Rutledge Ecenia secured passage of HB 1061 by Representative Massullo, which creates the Nature Coast Aquatic Preserve.

American Society of Landscape Architects, Florida Chapter

From 2019-2021, Rutledge defeated legislation that would have significantly reduced or eliminated the 1.5% highway beautification program in the Florida Department of Transportation.

In 2020, Rutledge worked closely with Representative Ingoglia to secure language in HB 1193, omnibus deregulation legislation that, among other provisions, removed regulatory barriers for individual landscape architects and landscape architecture firms, while preserving substantive practice act requirements and protecting the practice of landscape architecture.

In 2022, Rutledge secured passage of SB 518 by Senator Brodeur relating to tree trimming, which made technical improvements to a statute passed in 2019 that was intended to provide for streamlined regulation of tree trimming and removal under certain circumstances. However, poor drafting had left those working under the initial statute vulnerable to litigation. The revisions in SB 518 will provide much needed clarity to the professionals utilizing this statute in their work.

Humane Society of the United States

Every year since 2017, Rutledge Ecenia has worked to defeat legislation that would preempt local regulations relating to pet stores and the retail sale of dogs and cats.

Earn to Learn Florida

In 2022, Rutledge secured \$500,000 in the state budget for Earn to Learn Florida to recruit, train and deploy AmeriCorps members in partnership with Volunteer Florida to provide near peer success coaching to economically disadvantaged students in the areas of postsecondary access, personal finance training, and career planning.

Florida Mental Health Counselors Association

In 2022, Rutledge secured passage of HB 1521 creating the Interstate Counseling Licensure Compact as well as the passage of HB 1523 creating public records exemptions for individuals licensed under Chapter 491, Florida Statutes.

Florida Academy of Physician Assistants

In 2021, Rutledge secured passage of HB 431, which included robust and contentious scope of practice changes including, but not limited to: controlled substance prescribing, ratio of

physician assistants to doctors, direct billing of insurance, signing of all documents on behalf of supervising physician.

In 2020, Rutledge secured passage of HB 607 which gave physician assistants majority representation, more than doctors, on the Florida Physician Assistant Council.

Subcontractor: Becker

Historically Black Colleges and Universities

HBCUs were one of the biggest winners in the 2020 legislative budget with a \$20 million increase of recurring funding for Florida Memorial University, Bethune-Cookman and Edward Waters College. Yolanda worked tirelessly with the Florida Conference of Black State Legislators, legislative leadership, and Governor DeSantis, who called her personally to deliver the good news after signing a veto-filled budget in a difficult year for state appropriations.

City of Cape Coral

Becker has represented the City of Cape Coral since 2007. In addition, the city hired Becker's federal lobbying team in 2011 to enhance its Washington, DC presence and leverage the state-federal funding opportunities. This decade-plus relationship provides the city with an ongoing return on their investment.

In the 2020 session, the Vacation Rental Preemption issue came up again and was being fast-tracked by leadership. The Becker team played a leading role in helping to prevent the bill from Senate passage. We crafted a strategy to engage the Cape Coral City Commission in taking a leadership role in the fight since Senator Benacquisto from Lee County served as Chair of the all-powerful Senate Rules committee, the last stop for the legislation that had passed the House and was sailing through the Senate. A Cape Coral Commissioner came to Tallahassee and we arranged a meeting with Senator Benacquisto to explain the detrimental impact of short-term rentals on Cape Coral and other localities. Senator Benacquisto listened intently and asked that we help craft some language to allay these concerns. Our team worked closely with Cape Coral's Code Enforcement leaders and with the League of Cities, Association of Counties, and others to draft compromise language to bring back to Senator Benacquisto.

After days of intense drafting and negotiation, our compromise language was rejected by advocates for the preemption of local control. Their rejection caused the bill to die in committee. This example is illustrative of the Becker approach: strategically working with the right partners to elevate the issue to one of the ultimate decisionmakers. The Becker team uses its political acumen and political strength to achieve its clients' funding and legislative goals even when House and Senate leadership strongly supported the preemption bill and had fast-tracked it.

City of North Lauderdale

In 2019, North Lauderdale took a chance on hiring a new state lobbying team. Since that time, the Becker team has become a part of the North Lauderdale family by consistently providing

beneficial legislative intelligence, political insights, resourceful strategy and most importantly, accomplishing the goals set forth in the city's annual legislative agenda.

For the 2020 Legislative Session, the Becker team was able to secure funding for their Fire/Rescue Training Center. In addition, for the 2021 Legislative Session, Becker was able to secure funding for their C-14 Pump Station, a major source to help decrease flooding in the canal levels of the city, a priority for the city. North Lauderdale also had a successful 2022 legislative session.

Miami Port Tunnel

In the role as Government Chair of the Greater Miami Chamber of Commerce, Jose K. Fuentes played a key role in engaging the Chamber to support the Miami's Port Tunnel Project. The Miami Port Tunnel Project was on life support as it had little support from some in FDOT. As Chair, along with many Miami-Dade leaders and stakeholders, we immediately convened a meeting with members of the delegation who understood the importance of the project and hence revised it in the FDOT Capitol Plan. The Port of Miami Tunnel project involved the design and widening of the MacArthur Causeway by one lane in each direction leading up to the tunnel entrance, the relocation of Parrot Jungle Trail, and the reconstruction of roadways on Dodge Island. The tunnel itself has two side by side tubes carrying traffic underneath the cruise ship channel of the Government Cut shipping lane.

Miami-Dade Expressway Authority

On behalf of Miami-Dade Expressway Authority (MDX), Jose and the Becker team defended the independence of all independent expressway authorities and entities. He has been on the front lines working to preserve the sovereignty of local authorities and remind lawmakers of the original purpose and value of maintaining the independence of such authorities relating to bonding, credit worthiness and overall stability.

Subcontractor: Pereira Reyes

City of South Miami

The City of South Miami was in need of a new police station. The current station was technologically outdated and non-ADA compliant. Geographically, South Miami is also the midpoint between the North and South section of the County making it a perfect location for an emergency operations center to serve the southern portion of the County as municipalities from the south can meet there during emergency situations. In 2022, Manny secured \$3.5 million for the City of South Miami to construct its new Police Station.

City of Sweetwater

Manny Reyes represented the City of Sweetwater after a challenging political time that resulted in extraordinary state oversight. Manny successfully navigated them through the process and they were able to keep their state funding intact.

After a hiatus, the City asked that he represent them again and not only did the City receive their full allocation of Elderly Program funding it also received \$500,000 for a stormwater project.

Village of Pinecrest

As a result of the strains on the supply chain from COVID, the Village of Pinecrest was in danger of losing its Florida Recreation Development Assistance Program funding from the prior budget year. Had that occurred, the Village would have had to pay the gap in funding for a park that at the time was under construction. Manny worked with the Village and the Department of Environmental Protection to secure an extension of time during which they were able to successfully complete the work and retain their state funding.

3(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.

We will ensure that all team members are carefully briefed and have clear marching orders prior to communications with legislative staff or policy makers and we will work collaboratively with the Office of Intergovernmental Affairs to ensure that our strategies have been vetted and approved. We will remain in constant contact with county staff to ensure that they have the information they need to guide the team properly and give clear direction.

4. Detailed description of comparable contracts

Rutledge Ecenia Clients

Florida Academy of Physician Assistants (FAPA) – Rutledge represents FAPA before the Florida Legislature and state agencies. Our annual fee is typically \$80,000/annually. Our team has represented FAPA for 32 years. The current contract covers October 2020 – October 2025. We are the prime contractor. Contact: Christina Clark, PA-C, Chairwoman of FAPA Government Relations Committee, fapalga@fapaonline.org.

Florida Chapter, American Society of Landscape Architects (FLASLA) – Rutledge represents FLASLA before the Florida Legislature and state agencies. Our fees average \$60,000 annually. We have represented FLASLA for over 20 years. The current contract covers January 2020 –

December 2022. We are the prime contractor. Contact: Kevin White, Governmental Affairs Committee Chair, memberatlargeal@aslaflorida.org.

Florida Local Environmental Resource Agencies (FLERA) – Diana Ferguson serves as the Executive Director of FLERA. Our fees average \$40,000 annually. We have represented FLERA for five years. The current contract covers January 2022 – December 2022. We are the prime contractor. Contact: James Richardson, President, jrichard@coj.net.

Florida Animal Control Association (FACA) – Rutledge represents FACA before the Florida Legislature, DOH and DACS. Our fees average \$40,000 annually. We have represented FACA for over fifteen years. The current contract covers September 2021 – August 2024. We are the prime contractor. Contact: Kim Staton, kim.staton@osceola.org.

Savvas Learning Company – Rutledge represents Savvas before the Florida Legislature and DOE. Our fees average \$114,000 annually. We have represented Savvas for three years. The contract is ongoing and has no expiration date. We are the prime contractor. Contact: Ben Koth; Beth.Koth@savvas.com.

Scholastic, Inc. – Rutledge represents Scholastic before the Florida Legislature and DOE. Our fees average \$72,000 annually. The current contract to represent Scholastic began in July 2021 and has no expiration date. We are the prime contractor. Contact: Larry Holland; LHolland-consultant@scholastic.com.

Becker and Pereira Reyes Clients

Florida Children's Initiative

Yolanda and the Becker team have represented the Florida Children's Initiative (FCI) since its inception ten years ago. FCI is a statewide program with locations in Tampa, Orlando, Jacksonville and two locations in Miami (Overtown and Liberty City). The program, which supports at-risk children and families in disadvantaged communities, is slated to be expanded this year. FCI was a top priority for former Becker lawyer, then-House Speaker and current US Senator Marco Rubio. Starting as their pro bono lobbyist, the program (part of the well-known Ounce of Prevention Fund) expanded from one to five jurisdictions and has received millions of state and federal funds to improve educational outcomes for low income, underserved students through a comprehensive, unified system of support services for children from cradle to college. Becker's fees average \$9,000 annually. Becker represented Florida Children's Initiative pro bono from 2009-2018. The current contract covers January 2022-December 2022. Becker is the prime contractor. Contact: Reginald Burroughs, Executive Director; reginald.burroughs@cityoforlando.net

Foundation of Sickle Cell Disease Research

Yolanda and the Becker team have worked to secure \$1 Million in funding for telehealth services for the Foundation of Sickle Cell Disease Research. The purpose of the project is to expand

statewide telemedicine and telehealth services for individuals with sickle cell disease who desperately need service but do not have access to services. Through the use of modern-day technology telemedicine and telehealth, these individuals are able to receive the care that they need, regardless of location, limiting the necessity of the Emergency room, saving the state \$600 million annually. Becker's fees average \$48,000 annually. The current contract covers January 2022 – December 2022. Becker is the prime contractor. Contact: Dr. Lanetta Bronte-Hall, President; lbronte@fscdr.org.

Urban League of Broward County

Yolanda and the Becker team have represented the Urban League of Broward County pro bono from 2012 to 2021. The current contract covers January 2022 to December 2022 and includes outreach on behalf of the Urban League. Becker's fees average \$24,000 annually. Becker is the prime contractor. Contact: Dr. Germaine Smith-Baugh, President & CEO; gsbaugh@ulbcfl.org.

City of Miami Gardens

Yolanda and the Becker team have represented the City of Miami Gardens since 2005. Since that time, the team has been successful in obtaining over \$2 million from the COPS Grant program for the hiring of 11 new police officers, assisting the City in recovery of deobligated FEMA funds, and helping the City with federal guidance in seeking a \$60 million bond. During the 2022 Session, Becker secured \$75,000 in funding for a higher education initiative in the City. Becker's fees average \$60,000 annually. The current contract covers January 2022 – December 2022. Becker is the prime contractor. Contact: Vernita Nelson, Assistant City Manager; vnelson@miamigardens-fl.gov.

City of Pompano Beach

Yolanda and the Becker team have represented the City of Pompano Beach since 2000. Since that time, the team has been successful in obtaining millions of dollars in funding for water, mobility, arts and culture, and road related projects. The team won a major policy victory helping to secure passage of the "White-Miskell Act," which protects tourists and consumers by reforming the parasailing industry in the wake of multiple deaths stemming from neglect by unregulated commercial operations. This important policy change impacted all coastal counties in Florida. Becker's fees average \$36,000 annually. The current contract covers January 2022 – December 2022. Becker is the prime contractor. Contact: Earl Bosworth, Assistant City Manager; earl.bosworth@copbfl.com.

Miami-Dade Expressway Authority (MDX)

Jose, and the Becker team, along with Pereira Reyes, have jointly represented Miami Dade Expressway Authority (MDX) for 15+ years from 2002-2017, then again beginning in 2019. The team produced excellent results for MDX for many years handling issues relating to home rule independence, tolling, eminent domain, governance, prompt pay, license plate design, texting while driving, bonding flexibility, and project insurance. Most recently, the team successfully defeated House Bill 157 during the 2022 legislative session, which included language that sought to dismantle the entity and create endless litigation. Becker's fees average \$100,000 annually.

The current contract covers 2021-2024. Becker is the prime contractor. Pereira Reyes is a Subcontractor. Contact: Bernardo Escobar, Special Projects Manager, bescobar@mdxway.com.

Miami-Dade Transportation Planning Organization

Jose, Yolanda and the Becker team, along with Pereira Reyes, have jointly represented the Miami-Dade Transportation Planning Organization (TPO) since 2019. The team has successfully passed legislation to allow the TPO to assess fees of their membership, creating a large stream of revenue for planning of infrastructure and roadway policy and projects in Miami-Dade County. During the 2022 session, the team was integral in removing language from Senate Bill 398 that would have placed a cap on the amount of funding from the State Transportation Trust Fund that could be committed toward transportation projects. The current contract covers 2022-2025. Becker's fees average \$75,000 annually. Becker is the Prime Contractor. Periera Reyes is a Subcontractor. Contact: Aileen Boucle, AICP, Executive Director, Aileen.Boucle@miamidade.gov

City of South Miami

Jose and the Becker team, along with Pereira Reyes, have jointly represented the City of South Miami since 2019. In 2022, the team secured \$3.5 million for the City of South Miami to construct its new Police Station. The current contract covers 2018-2022. Becker's fees average \$80,000 annually. Becker is the Prime Contractor. Periera Reyes is a Subcontractor. Contact: Shari Kamali, City Manager, skamali@southmiamifl.gov.

Village of Pinecrest

As a result of the strains on the supply chain from COVID, the Village of Pinecrest was in the midst of losing its Florida Recreation Development Assistance Program funding from the prior budget year. Had that occurred, the Village would have had to pay the gap in funding for a park that at the time was under construction. Becker and Pereira Reyes worked with the Village and the Department of State to grant them a gracious time of extension in order to complete the project within the allotted time. The team represented Pinecrest from 2014-2020, 2021-2021, and the current contract covers 2021-2022. Becker's fees average \$60,000 annually. Becker is the Prime Contractor. Periera Reyes is a Subcontractor. Contact: Yocelyn Galiano, Village Manager, ygaliano@pinecrest-fl.gov.

City of Sweetwater

Becker and Pereira Reyes jointly represent the City of Sweetwater. The team recently helped the City receive their full allocation of Elderly Program funding as well as \$500,000 in funding for a stormwater project. The team has represented Sweetwater since 2020, and the current contract covers 2020 – December 2022. Becker's fees average \$18,000 annually. Becker is the Prime Contractor. Periera Reyes is a Subcontractor. Contact: Robert Herrada, Deputy City Manager, rherrada@cityofsweetwater.fl.gov.

5. Miami-Dade County Contracts

Rutledge has represented Miami-Dade County for over 30 years by providing state legislative and executive governmental affairs representation. Its subcontractor, Becker, has represented the County for 22 years. The current contract is for \$120,000 annually and began January 2018, with extensions. The contract is administered by the Office of Intergovernmental Affairs. Contact: Jess McCarty 305-375-1634.

6. Fulfillment of Scope

The Rutledge team is fully capable of fulfilling all elements of the Scope of Services as described in 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 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 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 have successfully navigated the County through the House Appropriations Project Bill process since 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 2.3 for many years. We are not bidding on Optional Services as described in the RFQ, Scope of Service 2.4. However, if these services become a factor in awarding the contract, we are prepared to further discuss these services.

7. 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. A sample report is attached.

Subcontractors and Key Personnel Performing Services

8. Names and addresses of 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 local roots, having been founded in Miami-Dade County in 1973 and maintaining an office there since that time. Firm Founder Alan Becker represented Miami-Dade County in the Florida House of Representatives in the 1970's. Our Miami-Dade roots and ongoing leadership in community organizations such as the Greater Miami Chamber of Commerce, Miami-Dade Beacon Council, and United Home Care make this representation personal for us. We take great pride in helping Miami-Dade County to lead in the State of Florida, nationally, and globally.

Becker's lobbying team is well-known and well-positioned to navigate clients through governmental processes in Tallahassee. The racial, ethnic, gender and political diversity of our lobbying team provides the advantage of working with legislators from both sides of the aisle and various caucuses. Our lobbyists have excellent, long-time working relationships with key legislative leaders, cabinet members, local elected officials, other opinion leaders and key staff members. These wide-ranging relationships offer the County new opportunities for coalition building with like-minded groups and connections to lawmakers in Miami-Dade County and all over Florida.

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

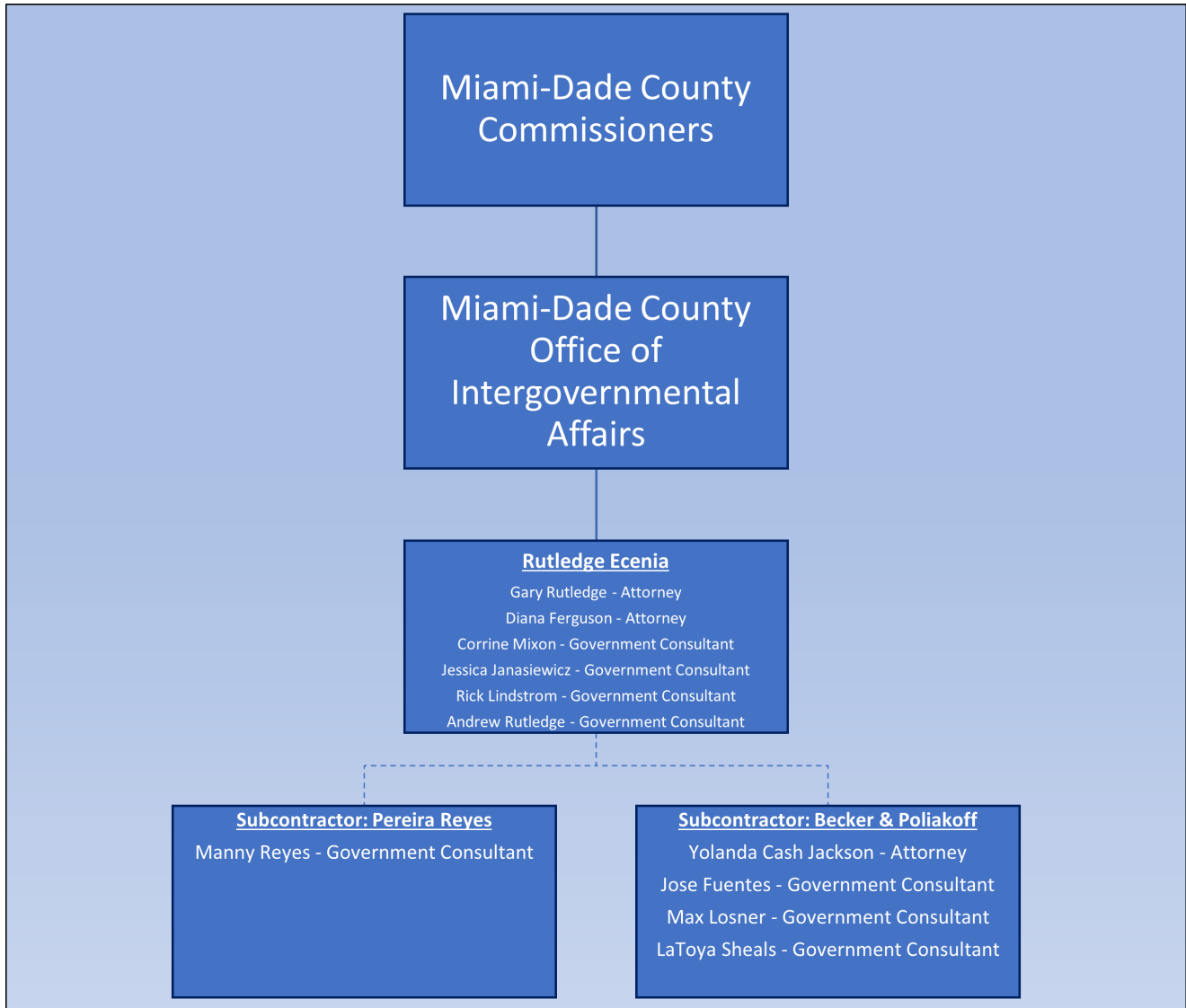
analyzing thousands of pieces of legislation and advising clients on how to react to the ever-evolving political landscape. The Becker lobbying team is tremendously proficient in devising legislative strategies to defeat, pass, or amend legislation that could have an impact on their clients. Becker has a unique prowess in preparing testimony, coordinating site visits, and arranging meetings with House and Senate leaders and other key legislators and committee chairs.

Pereira Reyes, Inc.
Contact: Manny Reyes
2525 SW 27th Avenue
Miami, FL 33133
305-282-9199

No lobbyist is in business for a quarter century if it not for the knowledge of the process and the contacts to provide results to their clients. Pereira Reyes Consulting provides its clients a highly experienced and skilled legislative and executive lobbyist with significant knowledge of funding and policy initiatives. The firm is deeply rooted into the fabric of Miami and Tallahassee.

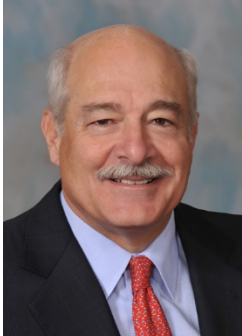
The firm has an outstanding record of success, having secured appropriations support of local initiatives as well as approval of important policy goals. It offers a range of skills and bipartisan contacts without peer and can help guide a proposal through all levels of state and local government, effectuate a change in substantive law, secure a budget line item, or identify and ably process a grant application. Pereira Reyes currently develops and implements insightful and winning lobbying strategies for multiple private and public entities. With offices in Miami and Tallahassee, the firm delivers a statewide reach while retaining a tradition of highly personalized service.

9. Organizational Chart



10. Key Personnel Experience and Qualifications

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 attorneys 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 previously served 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 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 served on the Board of Directors of the Magnolia School in Tallahassee from 2015-2021.



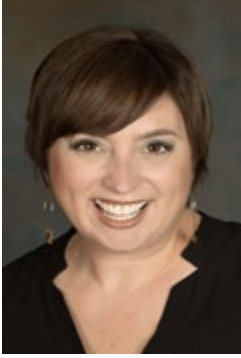
Corinne Mixon is a governmental consultant with more than sixteen years of experience. Corinne advocates for a broad spectrum of clients. Prior to joining Rutledge in January 2017, Corinne was the principal shareholder of Mixon & Associates, a lobbying firm operating since 1992. A graduate of the University 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 fifteen 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.



Rick Lindstrom has more than twenty years of experience representing a wide variety of clients with diverse issues before the Florida Legislature, Cabinet, state agencies and numerous local governments. His areas of expertise include environment, health care, criminal justice, space and technology, labor organizations, sports franchises, Applied Behavior Analysis therapy and medicinal cannabis.

Prior to joining the firm, Rick created and operated Lindstrom Consulting, Inc. for sixteen years and was the principal shareholder.

Rick began his career with Rumberger, Kirk & Caldwell, PA. In this capacity, he managed the

firm's policy and budget initiatives and coordinated all political activity and campaign strategies. Rick is a Miami native, currently living in Tampa with his wife Merritt and daughter Logan.



Andrew Rutledge has almost ten years of Government Affairs experience, representing State agencies, and Florida's largest Trade Association before the Legislature and Executive Branch.

Andrew previously spent 4 years as the Florida Realtors Government Affairs Director for the Public Policy office. At the Florida Realtors crafted and tracked the Association's policy and budget issues, and he coordinated their political activity.

His resume also includes a stint with the Northwest Florida Water Management District where he served as their Legislative Director. The district covers the entire Florida Panhandle. While there he oversaw environmental policy and budget issues, focusing largely on water quality, and Hurricane Michael Recovery.

Subcontractor: Becker



Yolanda Cash Jackson is an attorney and one of Becker's most experienced lobbyists. She is a shareholder with the firm and a member of the firm's seven-member Management Committee, helping oversee firm strategy and management.

Yolanda has earned a reputation in Tallahassee and beyond for her ability to cross party lines and navigate various caucuses to achieve seemingly impossible results for her many long-time clients. She is especially well-known for her representation of public entity clients, including Miami-Dade County, cities of Pompano Beach, West Park, Miami-Dade and Broward Public Schools plus higher education institutions such as Florida Memorial University, Florida Polytechnic University and Bethune Cookman. She has had great success building coalitions with key stakeholders and raising the public profile of her clients to achieve their legislative goals. She has expertise in the appropriations process and has been effective protecting existing funding sources, while creatively developing new ones. She has partnered with like-minded organizations, created consortiums and identified little known programs to secure new funding sources. Yolanda keeps her finger on the pulse of the ever-changing political environment and uses her understanding of the budget process to support her clients' priorities.

Yolanda is proud of her many long-time (10+ years) clients that have renewed her lobbying contract multiple times, a strong indication of their satisfaction with her skills, knowledge, and, most of all, results. In addition to her strong legislative lobbying experience, Yolanda has handled issues at the Executive level. She has experience interacting with the Governor's office, the Department of Education, and other executive-level agencies. She is an excellent speaker who

has organized and taught many legislative training and advocacy workshops to help association members become more familiar and knowledgeable about the legislative process.

A “double Gator” graduating with a B.S. and J.D. from the University of Florida, Yolanda serves on the University of Florida Foundation boards and is a past Trustee of the University of Florida, Levin College of Law Trustees. She is also active with Leadership Florida; the Orange Bowl Committee; the United States Senate Military Affairs Committee; the International Women’s Forum; and the Miami- Dade County Black Affairs Advisory Board Commission for Women. She is an appointee to the Florida Bar’s standing committee on Governmental and Public Policy Advocacy. She is an active member on the Greater Miami Chapter of the Links, Inc., with a special appointment to the National Legislative and Public Affairs Committee; Miami Alumni Chapter of Delta Sigma Theta Sorority; Miami-Dade Beacon Council Board of Directors and Chair Elect; and the Greater Miami Chamber of Commerce, former Chair-State Advocacy Committee.

Yolanda serves on the national level of America’s most influential organizations. She is a co-founder of National Black Professional Lobbyist Association. She is a member of the National Social Action Commission of Delta Sigma Theta Sorority, Inc., Vice-Chair of the Ethics and Grievance Committee of The Links, Incorporated, Co-Chair of The Fund Development Committee of the National Bar Association, and Co-Chair of the Corporate Council of the National Organization of Black Elected Legislative Women. She has also served on the Corporate Roundtable of National Black Caucus of State Legislators.

Education & Training

University of Florida, B.S., J.D.



Jose Keichi Fuentes has a strong network of contacts and over 30 years of experience working in the government and the political arena. He is a government relations professional who represents local government, other public bodies, and private sector clients in environmental, safety, infrastructure, and water resources at the state and local levels.

Mr. Fuentes is committed to public service as proven through his community, civic, and volunteer work. Most recently, he served on the Board of Trustees and was elected Vice-Chair of Miami Dade College, the nation's largest and most diverse college. He has served on the executive board of the Chamber of Commerce. He has served as Chairman of the Governmental Affairs Group. He played a crucial role in engaging the Chamber to support the High-Speed Rail and Miami's Port Tunnel Project and numerous other legislative issues impacting South Florida.

He is a member of the City of Miami's Mayor's International Council and has served on the Executive Committee of the Miami-Dade County Republican Party. Mr. Fuentes is past Chairman of both United Home Care Services and the Miami-Dade County Asian-American Advisory Board.

In 2017, Mr. Fuentes was honored by the Greater Miami Chamber of Commerce with the International Governmental Relations Award.

His client list includes the Village of Pinecrest, City of Miami, City of Homestead, City of South Miami, City of Sweetwater, Village of Virginia Gardens, and City of Miami Springs, to name a few. In the private sector, he represents Hitachi, Wade Trim, ShotSpotter, Miami Dade Transportation Planning Organization, Motorola, ProChamps, Groupe ADP, Siemens Mobility, Mitsubishi and Ygrene/PACE. His extensive lobbying experience at the highest level of local, county and state government has helped him contribute to the passage of numerous bills. He has also 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, Mr. Fuentes was instrumental in securing funds for key water projects in Miami-Dade County.

Education & Training

St. Thomas University, B.A.



Max Losner is a fifth-generation Floridian whose heritage is engrained in the South Miami-Dade community, having come from a family long-involved in banking, local politics, and community activism.

While a student at the University of Central Florida, Max was selected from a competitive pool of applicants to go to Tallahassee as a part of the UCF Legislative Scholars program. As a legislative intern in the Florida House of Representatives, Max worked in the offices of Representative Scott Plakon and Representative David Smith from Seminole County.

His experience in the Florida House led him to join Becker as a legislative assistant, where he supported the government team in successfully bringing back millions of dollars in funding for a multitude of municipalities and nonprofits, along with a flurry of key policy changes.

His background also includes having managed several campaigns for public office in Miami-Dade and Monroe Counties. In 2020, he was elected to serve as Secretary of the Republican Party of Miami-Dade County. Max was also appointed by Board of County Commissioners Chairman, Jose “Pepe” Diaz in 2021 to serve on the Miami-Dade County Citizens Advisory Redistricting Board. The 13-member panel is responsible for assisting the Board with drafting a redistricting plan that meets applicable federal, state and local redistricting criteria

Education & Training

University of Central Florida, B.S., *cum laude*



LaToya Sheals has extensive experience in investigating and analyzing legislation and developing public policy on an array of issues such as Healthcare, Education, Transportation, Economic Development, Taxes and Judicial matters within the State of Florida, Michigan, and Washington, DC.

Prior to joining Becker, Ms. Sheals was a Legislative Aide to Florida Senator Victor Torres, who represents the 15th district, encompassing Osceola County and Southern Orange County. She was also the Chief of Staff for Former State Senator Daphne Campbell, who represented the 38th district of Miami-Dade County where she helped secure \$3 million in local funding for the 2018-2019 Legislative Session. In both positions, Ms. Sheals was responsible for assisting and assembling information to draft legislation, press releases, speeches, special reports and legislative updates. She advised both members on policy related decisions as well as attended meetings, performed presentations, and maintained the annual budget for operations of offices, outreach and legislative services.

Education & Training

Thomas M. Cooley Law School, J.D., 2013

Florida A&M University, M.P.A., 2008

Florida A&M University, B.C.J., 2007

Subcontractor: Pereira Reyes



Manny Reyes is President of the lobbying and consulting firm, Pereira Reyes Consulting, Inc. Manny spent 20 years as a lobbyist and partner at a Miami based boutique firm. With the start of the 2022 Legislative Session, Manny celebrated 24 years of lobbying. He brings to the table two decades of experience in government relations, having represented clients before legislative bodies in Tallahassee and throughout Florida. PR Consulting

specializes in state and local government consulting, development of public policy and legislation, and strategic planning.

A veteran of the political process, Manny has witnessed two reapportionment processes, the implementation of term limits in state government, and countless election cycles. He has worked on an extensive array of issues including transportation, municipal government, growth management, regulated industries, economic development, education, and environmental regulation, among others. Prior to lobbying, Manny served as campaign staff to various public officials at the local, state and federal levels.

Manny maintains strong ties to his native South Florida community and has served on the boards of various philanthropic organizations including City Year, Best Buddies International and Next in Line. He has also served as an advisor to Pi Kappa Alpha Fraternity and his alma mater Christopher Columbus High School in Miami. He remains involved with the University of Florida Gator Club of Miami and Florida International University. He currently serves on the President's Cabinet of

Nicklaus Children's Hospital Foundation. Manny attended Florida International University, studying Political Science, the University of Florida, studying Political Science, and Miami Dade College.

11. Available Hours

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.

12. Resumes

See below.

GARY RUTLEDGE

850-509-4995 GARY@RUTLEDGE-ECENIA.COM

EDUCATION:

Juris Doctor

University of Florida, 1976

Served on the Council of Ten and was recognized by the Center for Government Responsibility

Bachelor of Arts, Education with Honors

University of Florida, 1972

WORK EXPERIENCE:

Rutledge Ecenia, P.A., 1992-Present

Shareholder / Vice President / Founding Member

AV Rated by Martindale Hubbell

Judicial Nominating Commission, First District Court of Appeal, 2011-2019

Including serving as Chairman

Department of Business Regulation, Secretary - 1981-1984

Division of Pari-Mutuel Wagering, Director - 1979-1981

PROFESSIONAL ADMISSIONS:

- United States District Court, Southern District of Florida
- United States Court of Appeals, Eleventh Circuit

OTHER ASSOCIATIONS:

- Served on the Board of Directors of the Boys and Girls Club of Tallahassee
- Served on the Board of Directors for the Children's Home Society in Tallahassee
- Served as a Member of the National Association of State Racing Commissioners and as a member of its Executive Committee

DIANA FERGUSON

522 WILLIAMS STREET, TALLAHASSEE, FL 32303
(850) 459-3453 DMFERG7@GMAIL.COM

EDUCATION:**Juris Doctor**

Oklahoma City University (OCU) School of Law, May 2000

Bachelor of Arts, Political Science

University of Missouri-Kansas City (UMKC), May 1997

WORK EXPERIENCE:**Rutledge Ecenia, P.A., January 2011 – present**

My law practice is concentrated largely in government relations. I represent corporations, non-profit organizations, local government associations, and trade associations before the Florida Legislature and state agencies.

Florida Association of Counties (FAC), February 2006 – January 2011

I provided legislative counsel to the Association, representing FAC before the Florida Legislature, and worked closely with county commissioners, legislators, and others in developing environmental law and policy.

Florida Department of Environmental Protection, August 2005 – February 2006

I worked in the Office of General Counsel, Enforcement Division, providing legal counsel and representation in the Department's administration of its regulatory program for solid waste management by litigating solid waste enforcement cases in Circuit Court and at the Florida Division of Administrative Hearings.

Florida Department of Revenue, December 2004 – August 2005

I worked in Technical Assistance and Dispute Resolution, providing legal and technical assistance to taxpayers, public officials, and the Department; provided informal dispute resolution services for the General Tax Administration Program's audit process; and provided bill analysis to the Legislature for bills which impacted the Department.

Texas Commission on Environmental Quality, May 2001 – May 2004

I advised agency staff on legal matters, including the interpretation and application of state laws and agency rules regarding waste, air, and water enforcement, occupational certification, and financial assurance. I represented the Executive Director in contested case hearings at the State Office of Administrative Hearings and at agency agenda meetings and assisted the Texas Attorney General's Office in preparing cases for court trial.

PROFESSIONAL ASSOCIATIONS:

Texas Bar Association – Member in good standing since 2001

Florida Bar Association – Member in good standing since 2004

LEADERSHIP EXPERIENCE:

Natural Resources Leadership Institute – Graduate of Class VIII, 2008

Animal Law Section of the Florida Bar – Legislative Committee Chair, 2015 – present

The Magnolia School – Board of Directors, 2015 – 2021

A. Corinne Mixon

511 N. Adams St. * Tallahassee, FL 32301
 850.766.5795 * corinnemixon@gmail.com

Education

School of Communications and Information Sciences, University of Alabama, Tuscaloosa, AL, May 2005

Bachelor of Arts in Communications and Information Sciences

Honors: The XXXI Honor Society

Governmental Relations Experience

Rutledge-Ecena, P.A. Tallahassee, FL January 2017 – Current

- Represent clients' interests before the Florida Legislature
- Advocate for client positions to state agencies
- Prepare bills and draft language for amendments
- Identify and secure sponsors for bills and amendments
- Track and report progress of legislation to Clients
- Assist public and private sector clients in scrutinizing legislation
- Monitor and assist clients with administrative rules
- Lobby state boards on behalf of clients

Mixon and Associates, Principal Shareholder Tallahassee, FL March 2013 – January 2017

- Managed lobbying and administrative staff of Mixon and Associates
- Represent clients before the Florida Legislature and state agencies
- Prepare bills and draft language for amendments
- Identify and secure sponsors for bills and amendments
- Track and report progress of legislation to clients
- Assist public and private sector clients in scrutinizing legislation
- Monitor and assist clients with administrative rules
- Lobby state boards on behalf of clients

Mixon and Associates, Lobbyist Tallahassee, FL May 2006 – March 2013

- Represent clients before the Florida Legislature and state agencies
- Prepare bills and draft language for amendments
- Identify and secure sponsors for bills and amendments
- Track and report progress of legislation to clients
- Assist public and private sector clients in scrutinizing legislation

Office of US Senator, Richard Shelby Washington, DC May 2004 – August 2004

- Assisted with constituent phone calls and logs
- Assisted communications office with policy briefs
- Administered Capitol and Hart Building tours for constituents

Other professional experience

The Zimmerman Agency Tallahassee, FL May 2005 – May 2006

Public Relations Account Manager

- Created, implemented, supervised, and modified public relations campaigns on behalf of clients
- Planned and attended familiarization tours with travel and tourism journalists to client properties and destinations
- Crafted press releases on behalf of clients
- Pitched client stories to international media outlets

Professional designations and current service

Named "Top Lobbyist Under 40," Florida Politics; Lifetime Achievement Award, Florida Academy of Physician Assistants (client); serves on Florida Association of Professional Lobbyists Board; Appointed to Florida Bar Grievance Committee, 2nd Circuit

References Available Upon Request

Jessica Thomas Janasiewicz

2304 Demeron Road * Tallahassee, FL 32308
850-567-7174 • jessica.janasiewicz@gmail.com

Education

Teachers College, Columbia University, New York, NY, January 2011
Masters of Arts in Politics and Education

Georgia State University, Atlanta, GA
Masters of Education in Reading, Language, and Literacy, May 2008
Honors: Outstanding Masters of Education Student

Florida State University, Tallahassee, FL
Bachelor of Science in Elementary Education, May 2003
Honors: Cum Laude, Kappa Delta Pi Education Honor Society

Governmental Relations Experience

Rutledge-Ecenia, P.A. **Tallahassee, FL** **January 2017 – Current**

- Represent clients before the Florida Legislature and state agencies
- Prepare bills and draft language for amendments
- Identify and secure sponsors for bills and amendments
- Track and report progress of legislation to Clients
- Assist school boards, superintendents and other association clients in understanding legislation

Mixon and Associates **Tallahassee, FL** **March 2011 – January 2017**

- Represented clients before the Florida Legislature and state agencies
- Prepared bills and drafted language for amendments
- Identified and secured sponsors for bills and amendments
- Tracked and reported progress of legislation to Clients
- Assisted school boards, superintendents and other association clients in understanding legislation

Teaching Experience

Cary Reynolds Elementary School **Doraville, GA** **August 2003-May 2009**
Fourth Grade Classroom Teacher

Honors: Teacher of Year Nominee 2008, 2007, 2006, 2005

- Created, implemented, supervised, and modified lessons for an ESOL fourth grade population to ensure student learning
- Compiled and analyzed student assignments and assessments to properly develop appropriate instructional activities
- Communicated and collaborated with non-English speaking parents to set goals for student success
- Developed individual learning plans for students to guide individual educational goals

Say Yes to Education **New York, NY** **October 2009- August 2010**
Academic Support: Day School

- Provided academic support for 4th & 5th grade students in Reading, Math, Science, & Social Studies to expand learning
- Led group of high needs 5th grade students for targeted instruction in ELA
- Developed various lessons and implemented assessments to encourage student achievement

DeKalb County Schools **Decatur, GA** **May 2005 - May 2008**
Standards Based Classroom Trainer

- Developed training session and materials for teachers to effectively implement standards-based instruction
- Presented information to colleagues to improve social studies instruction.

Skills

Proficient in Microsoft Office Suite and SPSS statistical software

References Available Upon Request

RICHARD LINDSTROM

lindstrom@rutledge-ecenia.com | (850) 251-6112 | Tampa, FL 33606

Professional Experience

Rutledge Ecenia, PA | Tallahassee **Government Consultant** 12/2019 - Current

- Advocate client positions before Florida Legislature.
- Represent client issues to Florida agencies.
- Monitor and analyze proposed legislation for clients.
- Secure sponsors for proposed legislation.
- Client development.
- Identify needs of clients promptly and efficiently.
- Secure sponsors for proposed legislation.

Lindstrom Consulting, Inc. **Owner/Operator** 01/2003 - 11/2019

- Managed firm's day to day legislative activity.
- Coordinated firm's legislative activity.
- Advocated client positions before Florida Legislature.
- Represented client issues to Florida agencies.
- Monitored and analyze proposed legislation for clients.
- Identified needs of clients promptly and efficiently.
- Secured sponsors for proposed legislation.

Rumberger, Kirk & Caldwell **Government Consultant** 01/1998 - 12/2002

- Managed firm's day to day legislative activity.
- Coordinated firm's legislative activity.
- Advocated client positions before Florida Legislature.
- Represented client issues to Florida agencies.
- Monitored and analyze proposed legislation for clients.
- Identified needs of clients promptly and efficiently.
- Secured sponsors for proposed legislation.

ANDREW RUTLEDGE

653 FOREST LAIR, TALLAHASSEE, FL 32312
(850) 510-9904 ANDREW@RUTLEDGE-ECENIA.COM

EDUCATION:**Bachelor of Arts, Political Science**

Florida State University, 2011

WORK EXPERIENCE:**Rutledge Ecenia, P.A., 2021 – Present**

My work with Rutledge Ecenia has a focus on regulatory issues for clients before the Florida legislature and the executive agencies. Due to past work with Water Management District and Florida Realtors, I have been brought in to help on environmental issues as well.

Florida Realtors, 2016 – 20220

During my time with the Florida Realtors, I was the Senior Government Affairs Director and oversaw a multimillion-dollar Political Committee. As a lobbyist I was instrumental in Everglade's restoration funding, passed legislation related to emotional support animals in rental properties, worked to protect affordable housing dollars being swept and successfully fought the end assignment of benefits. On the political side I worked with the appointed trustees of our committee to approve millions in legislative and executive campaign contributions.

Northwest Florida Water Management District, 2013 – 2015

I worked closely with the Department of Environmental Protection, and the Governor Rick Scott's office to oversee all freshwater issues from Pensacola to the Suwannee River. As the Legislative Director we also worked with the Florida Legislature on legislation that would have a positive impact on springs and rivers throughout the panhandle. We successfully lobbied for millions of dollars in springs protection and forestry issues. We also passed legislation to positively impact agency staff with Florida Retirement System benefits.

Florida House of Representatives, 2012 – 2013

During my time with the Florida House, I worked for Chair Jimmy Patronis and the House Economic Affairs Committee. Daily tasks focused on administrative support, and bill/amendment analysis for senior committee staff.

YOLANDA CASH JACKSON
YJACKSON@BECKERLAWYERS.COM

EDUCATION:**Juris Doctor**

University of Florida

Bachelor of Arts

University of Florida

WORK EXPERIENCE:**Becker & Poliakoff, 1998 – Present**

Government Law & Lobbying Shareholder, Member of Management Committee

Cohen, Burke, Bernstein, Brodie and Kondell, P.A., 1995-1998

Litigation Associate

Williams and Clyne/Law Offices of Thomasina Williams, P.A., 1993-1995

Litigation Associate

Shutts and Bowen, Summer 1989

Summer Associate

Sears, Roebuck and Co, 1980-1987

Division Manager

PROFESSIONAL ASSOCIATIONS:

- Florida Bar Association – Member in good standing
- Miami-Dade Beacon Council
 - o Chair-Elect, 2021
 - o Board of Directors and Executive Committee, October 2020 – September 2024
 - o Chair, Urban Initiatives Task Force (UITF), 2020
- National Black Professional Lobbyist Association (NBPLA), Co-Founder
- University of Florida
 - o Levin College of Law, Keynote Commencement Address, 2019
 - o Created HBCU Pathway Scholarship
 - o Foundation, Board Member, 2016-2017
 - o Levin College of Law Trustees, Board Member, 2009
- The Florida Bar New Standing Committee on Governmental and Public Policy Advocacy, Appointee
- Greater Miami Chapter of the Links, Inc., Special appointment to the National Legislative and Public Affairs Committee
- Miami Alumni Alumnae Chapter of Delta Sigma Theta Sorority
- Greater Miami Chamber of Commerce, Former Chair-State Advocacy Committee, and Leadership Florida
- Orange Bowl Committee, Former Board Member
- United States Senate Military Affairs Committee, Former Board Member
- National Black Caucus of State Legislators, Corporate Round Table, Former Board Member
- The International Women's Forum, Former Board Member
- Miami-Dade County Black Affairs Advisory Board Commission for Women, Former Board Member

JOSE KEICHI FUENTESJFUENTES@BECKERLAWYERS.COM**EDUCATION:**

St. Thomas University, B.A.
Miami Dade College

WORK EXPERIENCE:**Becker & Poliakoff, 2013 – Present**

Senior Government Relations Consultant

The Fuentes Rodriguez Consulting Group, 2007 – 2013

Managing Partner

South Florida Water Management District

Director, Miami-Dade Regional Service Center, 2004-2007
Lead, Government/Public Affairs Representative, 2002-2004
Senior, Government/Public Affairs Representative, 1999-2002

Broward County Commission, Public & External Affairs, 1997-1998

Legislative Liaison

United Home Care Services, 1996-1997

Director of Development

The Salvation Army of Dade County, 1993-1996

Director of Fundraising

Miami Bridge, Inc., 1990-1993

Director of Community Relations/Administrator

United States, Office of Senator Connie Mack, 1989-1990

Staff Assistant

Florida House of Representatives

Director of Hispanic Affairs, 1998-1989
Office of State Representative Rudy Garcia, 1986-1988

COMMUNITY INVOLVEMENT:

2021 Chairman United HomeCare Services
2021 Chair of Southeast Region Japan Council
2021 Board of Directors United Way of Miami
2019 Vice Chairman of Miami Dade College
2011 Trustee, Miami Dade College
2007 Cmt Chair, Greater Miami Chamber of Commerce
2007 Member, Florida Association of Professional Lobbyists
2007 Board Member, National Japanese American Memorial Foundation

LATOYA SHEALSLSHEALS@BECKERLAWYERS.COM**EDUCATION:****Juris Doctor**

Thomas M. Cooley Law School

Masters of Applied Social Science; Bachelors of Criminal Justice

Florida Agricultural and Mechanical University

WORK EXPERIENCE:**Becker & Poliakoff, 2019–Present**

Government Relations Consultant

The Florida Senate

Legislative Assistant III, 2018 – 2019

Chief of Staff/Legislative Assistant II, 2017-2018

Lakeland Police Department, 2016-2017

Legal Counsel Assistant

Law Offices of Daniel C. Consuegra, 2013–2015

Law Clerk / Litigation Paralegal

United States Attorney's Office Middle District of Florida, 2012-2012

Law Intern

United States House of Representatives, Committee on the Judiciary, 2012-2012

Legal Intern

Ingham County Circuit Court, 2012-2012

Judicial Clerk for Judge Rosemary Aquilina

Michigan Senate Democratic Caucus, 2011-2012

Judicial Clerk for Judge Rosemary Aquilina

STEVEN (MAX) LOSNERMLOSNER@BECKERLAWYERS.COM**EDUCATION:**

University of Central Florida, B.S.

WORK EXPERIENCE:**Becker & Poliakoff, 2021 - Present**

Government Relations Consultant

Cheryl Meads for Village Council – Islamorada, FL, 2020

Campaign Manager

Rhonda Rebman Lopez for State Representative – Key Largo, FL, 2020

Campaign Manager

UCF Legislative Scholars Program, Tallahassee, FL, 2020

Intern

COMMUNITY INVOLVEMENT:

- Republican Party of Miami-Dade County, Secretary, 2020 – present
- Miami Dade County Citizens Advisory Redistricting Board, Appointee of Board of County Commissioners Chairman Jose “Pepe” Diaz, 2021

Manuel “Manny” Reyes

2525 SW 27th Avenue

1st Floor

Miami, FL 33133

Phone: (305) 560-5344 / Fax: 786-292-3949

Manny@PereiraReyes.com

Experience

2018 – Present

President, pereira Reyes Consulting, Inc.

Engaging in governmental relations and public affairs consulting by developing and monitoring legislation in the State and Miami-Dade County for local governments, international and domestic organizations.

1996 – 2018

Partner, Gomez Barker Associates, Inc.

Directed the strategy for the lobbying team as well as actively engaged in lobbying and public affairs consulting for a myriad of clients.

1990 – 1996

Vice President of Sales, Economic Marketing Services, Inc.

Lead transportation and logistics coordination and client recruitment & retention in Latin American Countries.

Education

1995-1999

Political Science, Florida International University

Focus of study in Urban Politics and American Foreign Policy

1994-1995

Political Science course work, University of Florida

Focus of study in Political Economics & Caribbean Politics

1994

Associates of Arts, Miami Dade College

Focus of study in International Relations, particularly the fall of Communism in Europe

Activities

- Member, President’s Cabinet of Nicklaus Children’s Hospital Foundation & Diamond Society
- Member, University of Florida Alumni Association
- Former Board Member Next-In-Line
- Former Board Member Best Buddies Jobs

Proposed Approach and Working Relationships

13. Approach to Representation

13(a). 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, Becker, and Pereira Reyes 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, 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, and work with the legislative staff, delegation members, committee chairs, and leadership as needed to ensure county priorities and other issues are addressed in a timely and successful fashion.

13(b). Role and Responsibilities of Proposer's Staff

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.

13(c). Approach to Scheduling Work and Prioritizing the County's Requests

It is important to note that our work for the County is year-round in nature. After session, our work continues, just with different tasks. All of our firms prioritize policy conferences of import, political work for candidates, and relationship building with members of the delegation, as well as leadership and other key policymakers, and communication with legislative staff, all in an effort to stay on top of the policy issues we know are important to the County, and hone relationships that are key to our advocacy work for the County.

County assignments will be given the utmost priority during committees weeks and session, as well as otherwise as needed, 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. Team members 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.

During session, we stay engaged and in constant communication with OIA so that we know when Commissioners and key County staff are traveling to Tallahassee. We stand ready to help at a moment's notice to schedule meetings with the appropriate legislators, cabinet members, and staff in the legislature, executive, and other cabinet agencies as needed. Because we are so familiar with County priorities and know which members and staff can help with those priorities, we are able to shape itineraries so that Commissioners and County staff get the most out of their time in Tallahassee, and we have team members available to accompany Commissioners and County staff to meetings as appropriate.

14. County Issues Expertise

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:

2022 Miami-Dade Appropriations Projects

Ludlam Trail Construction – \$2M (line 1988A)

The Underline Trail – \$3M (line 1988A)

Zoo Miami – \$500,000 (line 1934A)

Cattle Show –\$98,850 (line 1506)

K-9 Behavioral Training – \$250,000 in total (\$100,000 at line 2281; \$150,000 at line 2286A)

Trails

For the past several years, Rutledge has worked to secure millions of dollars in funding in the state budget for both Ludlam and the Underline Trails.

Beaches

We have secured numerous beach projects in the state budget for the County totaling in the tens of millions of dollars and have worked to ensure that the statewide beach management program is fully funded every year for over fifteen years. The program has been fully funded every year except two years during the Great Recession.

Policy

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:

Development of Current and Former Agricultural Lands/Pollution Control Standards and Liability (2022)

As filed, HB 909 by Representative Payne and SB 1210 by Senator Albritton would have provided a presumption of compliance for pesticide application on current or former agricultural lands and would have preempted local programs from conducting site assessments and providing for remedial activity requirements. We expressed grave concerns with the bill as filed. As a result of these concerns, the bills were substantially amended to provide that local programs may continue to enforce but standards must be set by the Department of Environmental Protection. The bill has been pared back and substantially improved and will continue to allow local pollution control programs to do their work. HB 909 passed both chambers and goes next to the Governor for final action.

Boating Safety (2022)

HB 493 by Representative Botana and SB 606 by Senator Garcia contain provisions related to boating education courses, livery permits, boating safety education courses and vessel registrations. We worked to support this bill on behalf of the County. SB 606 passed both chambers and goes next to the Governor for final action.

Care for Retired Law Enforcement Dogs (2022)

HB 25 by Representative Killebrew and SB 226 by Senator Powell create the Care for Retired Law Enforcement Dogs Program within the Florida Department of Law Enforcement. We worked to amend the House bill with language requested by the County to make it more inclusive and worked to support the amended bills on behalf of the County. SB 226 passed both chambers and goes next to the Governor for final action.

Comprehensive Review Study of the Central and Southern Florida Project (2022)

HB 513 by Representative Busatta-Cabrera and SB 1326 by Senator AM Rodriguez direct the South Florida Water Management District to prepare and submit a consolidated annual report regarding the status of this project to the Office of Economic and Demographic Research, the Department of Environmental Protection, the Governor, and the Legislature. We worked to support this bill on behalf of the County. HB 513 passed both chambers and goes next to the Governor for final action.

Local Government Wage Preemption (2022)

Our team worked to defeat HB 943 by Representative Harding and SB 1143 by Senator Gruters, which would have preempted local government wage requirements. We worked with a coalition of opposed stakeholders to ensure this bill did not advance. The House bill was temporarily postponed its last committee and was not placed on another agenda. The Senate bill died in its second of three committees.

Transportation – MDX Amendment (2022)

HB 157 by Representative Andrade and SB 398 by Senator Hooper contained the transportation package. The bills did not contain problematic language until a floor amendment to the House bill by Representative Andrade that was intended to undo a court case in the 11th Circuit that supported the County’s Home Rule Charter in litigation involving the Miami-Dade Expressway Authority and the Greater Miami Expressway Agency. We worked to strip this language out of the House bill and keep this language out of the Senate bill on the Senate floor, and the bills ultimately died.

Insurance Reasonableness Determination (2021)

Rutledge Ecenia was pleased to assist Miami Dade County in obtaining very important correspondence from the Florida Department of Insurance Department of Emergency Management Services concerning the “reasonableness” of its insurance coverage particularly as it relates to hurricane risks. After numerous communications and telephone conference calls, a satisfactory resolution of this issue was obtained.

Insurance/Roofs (2021)

HB 305 by Representative Rommel initially contained language allowing insurance companies to insure roofs for less than full replacement cost. The County was strongly opposed to this language and we worked to have the language removed in its first committee. SB 76 by Senator Boyd contained the bad roofing language until the very end, but it was eventually amended with compromise language that removed the language before its passage.

Domestic Violence Injunctions (2020)

We worked to secure passage of SB 1082 by Senator Albritton that allows judges to include family pets in domestic violence injunctions. We had to fight off a bad amendment on cyberstalking that would have been unconstitutional and would have killed the bill.

Beach and Inlet Management Projects (2019)

In 2019, Rutledge Ecenia worked with a coalition of local governments and the Florida Shore and Beach Preservation Association (FSBPA) to secure the passage of HB 325 by Representative LaMarca, which modernizes and refines the ranking criteria for beach and inlet management projects to better capture the economic importance of healthy beaches to tourism, storm damage reduction and resource protection. This bill also enhances inlet funding, creates a three-

year work plan for beaches, and provides for greater accountability and transparency in the use of appropriated funds.

School Choice – Preemption of Land Use Special Exceptions (2019)

We worked to defeat HB 7095 by the House Pre-K-12 Innovation Subcommittee which would have expanded the exemption from special exceptions for charter schools under certain circumstances.

Charter County Regional Transportation Tax (2018)

We worked to defeat HB 243 by Representative Avila, which would have diverted the charter county regional transportation tax and would have had a dramatic fiscal impact on the County.

Ponce's Law/Lost Pets (2018)

Miami-Dade County supported two pairs of animal bills this session. Rutledge Ecenia took a leading role in securing the passage of these bills. As filed, HB 473 by Representative Leek and SB 952 by Senator Steube (Ponce's Law) enhance the sentencing guidelines for animal cruelty and clarify that judges and issue no-contact orders in animal cruelty cases. HB 823 by Representatives Cruz and Gruters and SB 1576 by Senator Steube (Lost Pets) require animal shelters to have policies and procedures in place to ensure that lost dogs and cats are returned to their owners.

When companion bills did not move early in session, we worked to amend HB 473 (Ponce's Law) and SB 1576 (Lost Pets) with the substance of the other bill so that it became one pair of bills with both concepts. After a concerted lobbying effort, the House took up SB 1576 in messages and passed it near the end of session, at a point when the House was only doing returning messages under its rules. The passage of SB 1576 was a big win for animal welfare.

Constitutional Revision Commission – Proposal 95 (2018)

This proposal would have been a broad preemption of local governments related to commerce and trade, similar to HB 17 in the 2017 Legislative Session. We worked with a coalition of affected stakeholders, including the Florida Association of Counties, environmental groups, and animal welfare groups, to kill this bad proposal in the Local Government Committee of the Constitutional Revision Commission (CRC).

Dogs in Court (2017)

We worked with a coalition of animal welfare organizations and others to pass HB 151 by Representative Brodeur, which 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.

15. Areas Outside of Expertise

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.

16. Enhancing the County's position and Working Relationships

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, Becker, Pereira Reyes 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.

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 thirteen 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.

Our reach in terms of relationships extends to all House and Senate members as well. The Rutledge, Becker, and Pereira Reyes team is a diverse one with members across the political spectrum.

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.

17. 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.

18. Recent accomplishments on behalf of local governments

Proposer: Rutledge

See Item 14 on page 46 for more on our work specific to Miami-Dade County.

Preemption (2017)

In 2017, we worked with a coalition of opposed stakeholders to defeat HB 17 by Representative Fine and SB 1158 by Senator Passidomo. While different in substance, both of these bills would have significantly eroded local government home rule authority.

Natural Hazards (2017)

We worked with a coalition of supporters to secure the passage of HB 181 by Representative Jacobs, which created 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.

Vacation Rentals (2017-2022)

We have worked for the last several years with a coalition of opposed stakeholders to defeat legislation that would preempt local regulations of vacation rentals.

Beaches (2017-2022)

On behalf of the City of Miami Beach, Miami-Dade County, and the Florida Shore and Beach Preservation Association (FSBPA), Rutledge worked to secure \$50M of recurring Land Acquisition Trust Fund (LATF) dollars for the statewide beach management program.

Growth Management (2020)

SB 410 by Senator Perry was amended during the last week of session with controversial language related to local government ordinances. The underlying bill was also preemptive in nature. We worked with the Florida Association of Counties and a coalition of opposed local government to secure a veto of this bad bill.

Private Property Rights Protection/Growth Management (2020)

HB 519 by Representative Grant would have required a local government, when settling property rights claims, to treat similar properties similarly, in addition to a presumption that similarly situated parcels are also inordinately burdened and entitled to the same settlement terms or judicial determination. We worked successfully to keep this problematic language off of the companion measure, SB 1766 by Senator Lee, and the bills died.

Animal Welfare (2020)

In 2020, Rutledge Ecenia worked to amend HB 1193 by Representative Ingoglia, omnibus legislation that, in addition to other professional regulation changes, deregulated microchipping to allow shelter employees to provide microchipping without a veterinarian. This legislation also clarifies that shelters can contact the owner of record listed on a microchip to verify pet ownership.

Restrict Smoking on Public Beaches (2022)

Rutledge worked to support HB 105 by Representative Fine which authorizes local governments to restrict smoking on public beaches.

Virtual Charter Schools (2022)

Rutledge worked to secure language in the conforming bill which fixed a number of issues related to virtual charter schools on behalf of our client Santa Rosa County Schools. Specifically, the language created a standard virtual charter contract, created funding parity to align with Florida Virtual School and aligned accountability measures so school districts will not be impacted by students from another district in the state.

Florida Virtual School Franchises (2022)

Rutledge prevented language from passing that would have prohibited school districts from having a FLVS franchise.

Sovereign Immunity (2022)

Rutledge worked to prevent the passage of a bill that would have increased Sovereign Immunity limits which would have had an extremely negative effect on local governments and public school districts.

Subcontractor: Becker

Below please find a list of recent successes on behalf of our local government clients during recent sessions. The following list represents recent examples of policy successes and appropriations projects completed and funding dollars acquired on behalf of clients.

Appropriations Accomplishments

State funding strategies continue to evolve with the changing economy and new legislative leadership. Our team is known for its:

- 1) expertise in the appropriations process;
- 2) protecting existing funding sources;
- 3) creatively developing new funding sources by building coalitions and partnerships;
- 4) identifying grant funding through federal, state and regional programs.

In recent years we have secured the following appropriations for clients. Projects with an asterisk indicate projects secured in the FY 22-23 budget which have not yet been approved by the Governor:

Miami-Dade County

- \$1,803,500 Shore Protection Project
- \$20,000,000 Various projects for Miami International Airport
- \$9,396 Miami-Dade County Auditorium
- \$1,423,339 MPO FTA Section 5305(D) Metro Planning
- \$3,800,000 Port of Miami Cruise Terminal Improvements
- \$10,000,000 Port of Miami, Port of Miami (POM) Post Panamax Cranes
- \$6,651,314 Miami-Dade Countywide Agreement -Traffic Signals
- \$48,178 Vizcaya Museum and Gardens

City of Miami

- \$3,000,000 Flagami Flood Mitigation, Stormwater & Drainage Improvements*
- \$2,500,000 Pump Station Upgrade District 3*
- \$2,269,619 Kinloch Flooding Mitigation & Road Reconstruction*
- \$1,500,000 Roadway Reconstruction & Install Traffic Calming Devices*
- \$1,500,000 East Auburndale Drainage & Flooding Mitigation*
- \$1,052,000 Localized Flooding Improvements District 3*
- \$800,000 Fairlawn Community Stormwater & Drainage*
- \$100,000 Tidal Valves & Flood Improvements District 3*

- \$1,700,000 City of Miami Badia Senior Center
- \$3,000,000 City of Miami Little Havana Pedestrian Priority Zones
- \$1,500,000 City of Miami Golden Pines Neighborhood Improvements
- \$1,500,000 Miami Marine Stadium Development Project Historic Preservation
- \$1,000,500 Miami – Liberty City Trolley Route
- \$400,000 South Florida Behavior Health Network’s Involuntary Outpatient Demonstration
- 7,585 Little Haiti Cultural Complex
- \$1,125,000 Stormwater Master Plan
- \$50,000 Historic Virginia Key Beach Park Project

Town of Lake Park

- \$3,500,000 Hurricane Prevention Drainage Funding for Lakeshore Blvd. through Federal Emergency Management Agency (FEMA) and Florida Department of Emergency Management
- \$600,000 Lakeshore Blvd. Drainage Project
- \$56,600 Historic Town Hall Restoration
- \$28,000 Historic Town Hall Restoration
- \$29,000 Road striping and safety improvements

City of Lauderdale Lakes

- \$402,995 Lauderdale Lakes Greenway Trail*
- \$399,695 Stormwater Conveyance & Water Quality Improvement
- \$250,000 Alzheimer’s Care Center Service Expansion
- \$2,437,173 Lauderdale Lakes Mobility Improvements
- \$200,000 Water Pollutant Reduction
- \$500,000 Stormwater Conveyance and Water Quality Improvements
- \$500,000 Canal System Conveyance and Water Quality
- \$484,000 Roadway improvements
- \$250,000 Alzheimer Care Services Expansion
- After being denied full reimbursement from the Division of Emergency Management for its City Hall Public Safety Complex, we were able to work with local legislators to secure more than 50% of the originally requested amount.

City of Lauderdale Hill

- \$431,000 Lift Station #15 Rehabilitation*
- \$356,000 Gun Violence Reduction*
- \$271,000 Lime Hill Water Replacement*
- \$250,000 Southeast Water Service Project
- \$278,250 CRA Broward Redevelopment Program Fund Grant
- \$1,000,000 CRA Broward Redevelopment Program Fund Grant
- \$300,000 Floridian Well Installation

Village of Virginia Gardens

- \$915,000 Municipal Complex Drainage Improvements*
- \$850,000 Central Drainage Improvements*
- \$600,000 City Hall ADA Upgrades & Emergency Shelter*
- \$290,000 Virginia Gardens Stormwater/ADA Improvement
- \$50,000 Athletic Complex Phase III (FRDAP)
- \$125,000 Stormwater Improvements
- \$275,000 Stormwater ADA Improvement, 40th St. Water Project
- \$50,000 Criminal Justice Information Systems
- \$350,000 66 Avenue Storm Drain, ADA, and Road Widening Project
- \$380,000 Stormwater, ADA Improvements, 38th St
- \$380,000 Stormwater, ADA Improvements, 64th Avenue

City of Miami Gardens

- \$75,000 Higher Education Initiative*
- \$500,000 Cultural Affairs Grant
- \$300,000 Vista Verde Drainage Improvement
- \$150,000 Culvert Headwell Replacement
- \$250,000 Vista Verde Drainage
- \$150,000 NW 34th Court and NW 203rd Street Drainage
- \$50,000 203 Street Outfall Retrofit Project
- \$30,000 Canal Erosion Protection Project
- \$500,000 Crime Prevention Technologies

City of Miami Springs

- \$2,000,000 Erosion Control & Stabilization of Drainage*
- \$2,000,000 South Drive Road & Stormwater Improvements*
- \$750,000 Senior Center-Supplemental Meals & Services*
- \$750,000 Hook Square Pump House Replacement*
- \$1,500,000 East Drive Stormwater & Road Improvement
- \$1,000,000 South Royal Poinciana Median
- \$215,000 Senior Center Supplemental Meals and Services
- \$185,944 City Senior Center Supplemental Meals and Services
- \$165,944 Senior Center Supplemental Meals and Services
- \$850,000 New Senior Center Building
- \$99,457 Hot Meals Program
- \$500,000 Study on Erosion Control Stabilization of Drainage Canals
- \$50,000 Aquatic Center

City of West Park

- \$400,000 Cultural Facilities*
- \$300,000 Neighborhood Traffic Calming*
- \$200,000 Senior Programming*

- \$200,000 Youth Crime Prevention Program*
- \$300,000 Neighborhood Traffic Calming Phase I (Vetoed)
- \$200,000 Youth Crime Prevention Program (Vetoed)
- \$150,000 Mental Health Initiative
- \$100,000 Senior Program
- \$250,000 Senior Programs
- \$200,000 Senior Programs
- \$500,000 Stormwater Upgrades
- \$500,000 SW 40th Avenue Drainage
- \$200,000 Retention Pond
- \$102,164 Summer Preventing Juvenile Delinquency grant

City of Pompano Beach

- \$500,000 Af. Am. Cultural & Historical Grant*
- \$1,000,000 Blount Road Streetscape Improvements (Vetoed)
- \$287,500 Drinking Water Plant Filter Rehabilitation
- \$4,162,401 Pompano/Broward Mobility Project
- \$9,176 Parks, Recreation and Cultural Affairs
- \$250,000 Blount Road Streetscape Improvements Project
- \$1,300,000 Pompano Park/SW 3rd Street -Powerline Rd to Cypress Creek Rd
- \$800,000 Reclaimed Water and the construction of the multicultural center.
- Won a major policy victory helping to secure passage of the "White-Miskell Act," which protects tourists and consumers by reforming the parasailing industry in the wake of multiple deaths stemming from neglect by unregulated commercial operations. This important policy change impacted all coastal counties.

City of Homestead

- \$500,000 Homestead Law Enforcement Technology Upgrades*
- \$500,000 Breast Cancer Screening*
- \$175,000 Senior Citizen Programming*
- \$125,000 Mayor Roscoe Warren Municipal Park
- \$44,116 Seminole Theater Programming (Cultural & Museum)
- \$50,000 Historic Preservation Grant City Experience
- \$450,000 Homestead Pump Station and Plant Construction
- \$600,000 Raw Water Well
- \$200,000 Sickle Cell Awareness
- \$25,000 Homestead Losner Park
- \$5,242 Seminole Theatre
- \$50,000 Matching grant for Seminole Theatre
- \$500,000 Cultural Facilities Grant

City of North Lauderdale

- \$500,000 C-14 Pump Station*

- \$300,000 Fire/Rescue Training*
- \$500,000 C-14 Pump Station
- \$300,000 Fire Rescue/Training Center
- \$125,000 Fire Station

Village of Pinecrest

- \$3,900,000 Water Line Extension*
- \$500,000 Stormwater Improvements*

City of Opa Locka

- \$500,000 City Hall*
- \$250,000 Senior Programming*

City of Palatka

- \$2,015,531 Sewer Main & Manhole Improvement*
- \$690,000 Robert H. Jenkins Memorial Gym*

New Funding Strategies

In recent years, as funding has become more difficult to achieve through the appropriations process, we have worked hard to create new coalitions and untraditional partnerships (such as partnering a city with a university to provide police training) that serve our client's funding goals while helping others achieve theirs. This win-win strategy creates unlikely legislative allies and opens new funding streams that would otherwise be unavailable.

Legislative Policy Accomplishments

City of Cape Coral

- The Vacation Rental Preemption issue has been controversial for years and the Becker team never ran from the fight! We worked hard to ensure SB 824 – Private Property Rights of Homeowners died in 2020. The bill would have preempted the regulation of all vacation rentals to the state, including, but not limited to, the inspection and licensing of vacation rentals. Current law prohibits local governments from barring vacation rentals or regulating the duration or frequency of vacation rentals. Under current law, a local ordinance or regulation adopted on or before June 1, 2011, is not subject to this prohibition. However, the bill would have repealed the exemption for a local law, ordinance, or regulation adopted before June 1, 2011. In place of any local regulation, it simply required a vacation rental owner to provide the name, address, phone number and email address of a contact person to the Department of Business and Professional Regulation. As a House leadership priority, the House companion made it through three committees but never reached the House floor. In the Senate, we helped craft multiple amendments with a Cape Coral City Commissioner who helped lead the fight to water the bill down. Thankfully, our

efforts combined with the League of Cities advocacy successfully killed the bill in the Senate.

- Community Redevelopment Agencies (CRA) HB 9 – Community Redevelopment Agencies implements many transparencies, reporting and ethics requirements on CRAs. However, throughout much of the process HB 9 included a provision that stipulated the creation of new CRAs on or after October 1, 2019, may only occur upon approval at a county-wide referendum held during a primary or general election and approved by two-thirds of the qualified electors. This provision was incredibly controversial and was included to seriously hamper future efforts to create new CRAs. We successfully kept this harmful provision out of the Senate version while lobbying the House to ultimately remove this provision.
- Another direct cut into local control was filed in HB 101. As originally filed, HB 101 – Public Construction would have mandated local governments cap their retainage on construction projects. It would have reduced the maximum allowed retainage from 10% to 5% during the 50% completion phase of construction and from 5% to 2.5% during the second phase of the project. We met with the sponsors of this language countless times and drafted amendments to seek compromise. Thankfully, this bad idea simply died in the Senate.
- A few harmful provisions popped up late in the 2019 session in HB 7103 - Community Development and Housing. However, we were able to see the bill favorably amended to mitigate some of the overreaching portions. First, the bill originally would cut down the amount of time allowed to a local building official to review permit applications from a private provider from 30 days to 5 days. This was clearly unworkable for most local governments and we were able to insert a compromise of 20 business days. Additionally, the bill would prevent local jurisdictions from charging fees for building inspections if the property owner or contractor hires a private provider. By working directly with the bill sponsor, we were able to include allowance for reasonable administrative fees to mitigate this fee cut.

Subcontractor: Pereira Reyes

City of South Miami

The City of South Miami was in need of a new police station. The current station was technologically outdated and non-ADA compliant. Geographically, South Miami is also the midpoint between the North and South section of the County making it a perfect location for an emergency operations center to serve the southern portion of the County as municipalities from the south can meet there during emergency situations. In 2022, Manny secured \$3.5 million for the City of South Miami to construct its new Police Station.

City of Sweetwater

Manny Reyes represented the City of Sweetwater after a challenging political time that resulted in extraordinary state oversight. Manny successfully navigated them through the process and they were able to keep their state funding intact.

After a hiatus, the City asked that he represent them again and not only did the City receive their full allocation of Elderly Program funding it also received \$500,000 for a stormwater project.

Village of Pinecrest

As a result of the strains on the supply chain from COVID, the Village of Pinecrest was in danger of losing its Florida Recreation Development Assistance Program funding from the prior budget year. Had that occurred, the Village would have had to pay the gap in funding for a park that at the time was under construction. Manny worked with the Village and the Department of Environmental Protection to secure an extension of time during which they were able to successfully complete the work and retain their state funding.

19. Litigation

Proposer is not aware of any prior or pending litigation, either civil or criminal, involving a governmental agency or which may affect the performance of the services to be rendered herein, in which Rutledge or any of its employees or subcontractors is or has been involved within the last three years.

20. Sustainable Business Practices

20(a). Environmental Consideration – Durable Products

Proposer makes a concerted effort to purchase durable products, reusable products, and/or products that contain the maximum level of post-consumer waste, post-industrial and/or recyclable content.

20(b). Environmental Programs and Policies

Proposer has a robust recycling program and makes every effort and encourages its employees to use products for the maximum length of time possible, to reuse products when possible, and to reduce waste.

20(c). Social/Fair Labor Standards

Proposer makes the health, well-being and development of its employees a top priority, and works with its employees consistently to ensure that its work practices are safe, fair, and equitable.

20(c)(i). Job Classification Descriptions

Proposer works with its employees to draft job description in a collaborative way so that each employee has input into his or her job description and has a good understanding of expected deliverables.

20(c)(ii). Geographic Area

Proposer works diligently to provide safe and accessible working conditions to its employees.

20(c)(iii). Equitable Wage/benefit Determination Practices

Proposer has an open and transparent process for determining wages and every person is given equal treatment in determining wages.

20(c)(iv). Employee Development and Evaluation Process

Proposer assesses employee development and conducts an evaluation process with its employees twice yearly – once at the end of July and once at the end of December. Each employee has an opportunity to discuss what is working what is not and what changes could be made to improve working conditions.

20(d). Economic – Supplier Diversity Initiatives

Proposer makes every effort to purchase supplies and services from an array of diverse companies.

21. Exceptions

Proposer and its subcontractors take no exceptions to the terms of this solicitation

Service Cost

22. Proposed Annual Fee

\$180,000

MEMORANDUM

To: Jess McCarty
Via electronic mail

Copy to: Alina Gonzalez

From: Gary Rutledge, Rutledge Ecenia Yolanda Cash Jackson, Becker
Diana Ferguson, Rutledge Ecenia Jose Fuentes, Becker
Rick Lindstrom, Rutledge Ecenia Max Losner, Becker
Andrew Rutledge, Rutledge Ecenia LaToya Sheals, Becker

Date: March 14, 2022

Re: **Miami-Dade County 2022 Legislative Session Report – Week 9 and Final**

APPROPRIATIONS

The Legislature adjourned sine die on Monday, March 14 after passing the budget and related implementing and conforming bills. The status of the appropriations projects assigned to our team that were funded are as follows:

Ludlam Trail Construction – \$2M (line 1988A)
The Underline Trail – \$3M (line 1988A)
Zoo Miami – \$500,000 (line 1934A)
Cattle Show –\$98,850 (line 1506)
K-9 Behavioral Training – \$250,000 in total (\$100,000 at line 2281; \$150,000 at line 2286A)

We will work to ensure that the Governor does not veto these projects. We were also assigned to ensure full funding of the statewide beach management program, and that program was fully funded at \$50M.

BILLS OF INTEREST THAT PASSED

Preemption – Business Damages

As filed, SB 620 by Senator Hutson and HB 569 by Representative McClure would have allowed a business to sue if any local government ordinance causes them to lose 15% of their revenue. The

trigger is now 15% of lost profit. Also, the bills have been amended with certain exemptions, including that the business must have been in place for three years or more. There is also a list of exemptions for ordinances to comply with other laws, including the building and fire code, emergency management, growth management, and other similar types of ordinances. SB 620 passed both chambers and goes next to the Governor for final action. Miami-Dade County is opposed to this bill and we are working with a coalition of opposed stakeholders to express opposition to the Governor's Office.

Development of Current and Former Agricultural Lands/Pollution Control Standards and Liability

As filed, HB 909 by Representative Payne and SB 1210 would have provided a presumption of compliance for pesticide application on current or former agricultural lands and would have preempted local programs from conducting site assessments and providing for remedial activity requirements. We expressed grave concerns with the bill as filed. As a result of these concerns, the bills were substantially amended to provide that local programs may continue to enforce but standards must be set by the Department of Environmental Protection. The bill has been pared back and substantially improved and will continue to allow local pollution control programs to do their work. HB 909 passed both chambers and goes next to the Governor for final action.

Boating Safety

HB 493 by Representative Botana and SB 606 by Senator Garcia contain provisions related to boating education courses, livery permits, boating safety education courses and vessel registrations. We worked to support this bill on behalf of the County. SB 606 passed both chambers and goes next to the Governor for final action.

Care for Retired Law Enforcement Dogs

HB 25 by Representative Killebrew and SB 226 by Senator Powell create the Care for Retired Law Enforcement Dogs Program within the Florida Department of Law Enforcement. We worked to amend the House bill with language requested by the County to make it more inclusive and worked to support the amended bills on behalf of the County. SB 226 passed both chambers and goes next to the Governor for final action.

Comprehensive Review Study of the Central and Southern Florida Project

HB 513 by Representative Busatta-Cabrera and SB 1326 by Senator AM Rodriguez direct the South Florida Water Management District to prepare and submit a consolidated annual report regarding the status of this project to the Office of Economic and Demographic Research, the Department of Environmental Protection, the Governor, and the Legislature. We worked to support this bill on behalf of the County. HB 513 passed both chambers and goes next to the Governor for final action.

Net Metering

HB 741 by Representative McClure; SB 1024 by Senator Bradley

AS filed, these bills would have required the Public Service Commission to reduce net metering from the retail rate to the wholesale rate. The bills were significantly amended as they moved through the process and were somewhat improved to provide for a glide path to the wholesale rate; however, they remain concerning to the solar industry and environmental groups. HB 741 passed both chambers and goes next to the Governor for final action.

BILLS OF INTEREST THAT FAILED**Preemption – Business Impact Statements**

SB 280 by Senator Hutson and HB 403 by Representative Giallombardo would require local governments to complete a business impact statement prior to pass an ordinance and would allow for an award of attorney's fees in a civil action if a local government ordinance is found to be arbitrary or unreasonable. It would also prevent ordinances from going into effect under certain circumstances. The bills were amended with language that was supported by the Florida League of Cities. However, the County continued to have concerns with this bill. SB 280 died in House messages and HB 403 died on the House calendar on second reading.

Vacation Rentals

HB 325 by Representative Fischer; SB 512 by Senator Burgess

These bills preempt regulation of advertising platforms to the state. They are pared back from previous versions of language that were far more preemptive. However, there are still concerns with these bills. HB 325 died in its second of three committees. SB 512 died in its last of three committees.

Local Government Wage Preemption

HB 943 by Representative Harding and SB 1143 by Senator Gruters would have preempted local government wage requirements. We worked with a coalition of opposed stakeholders to ensure this bill did not advance. The House bill was temporarily postponed its last committee and was not placed on another agenda. The Senate bill died in its second of three committees.

Transportation – MDX Amendment

HB 157 by Representative Andrade and SB 398 by Senator Hooper contained the transportation package. The bills did not contain problematic language until a floor amendment to the House bill by Representative Andrade that was intended to undo a court case in the 11th Circuit that supported the County's Home Rule Charter in litigation involving the Miami-Dade Expressway Authority and the Greater Miami Expressway Agency. We worked to strip this language out of the House bill and keep this language out of the Senate bill on the Senate floor, and the bills ultimately died.

Property Assessed Clean Energy (PACE)

HB 101 by Rep. Fine and SB 228 by Senator Rodriguez would have added several consumer protections to the Property Assessed Clean Energy (PACE) Program. We worked to support these bills on behalf of the County. HB 101 passed three of its four committees but died in its last committee, Commerce. SB 288 passed its three committed but died on the Senate floor on second reading when the House bill failed to advance. The Commerce Chair has been opposed to the PACE program for years. However, with this member of the leadership team terming out, this legislation is more likely to advance next year.

Everglades Agricultural Area

HB 729 by Representative Aloupis and SB 932 by Senator AM Rodriguez would have required comprehensive plans and plan amendments that apply to certain lands in or near the Everglades Protection Area to follow the state coordinated review process. HB 729 died in its second of three committees. SB 932 did not receive a hearing and died in its first of three committees.

Dangerous Dogs

HB 721 by Representative Buchanan; SB 572 by Senator Garcia

These bills would have removed a grandfather clause that preserved the County's pit bull ban from a preemption that passed several years ago preempting other breed specific legislation at the local level. HB 721 died in its last committee. SB 572 passed the Senate and died in House messages.

ENVIRONMENTAL BILLS OF NOTE THAT PASSED**Nutrient Rate Application**

As filed, SB 1000 by Senator Albritton and HB 1291 by Representative McClure would have allowed agricultural producers to "tailor" their fertilizer application rates under certain circumstances. This is in response to issues in the citrus industry although the bills were not initially limited to citrus. However, this would have been big step backward in terms of agricultural best management practices and the protection of water quality. The bills have now been amended to limit site specific nutrient application to citrus where a crop specialist recommends a deviation from the BMPs. The bills now require citrus operations that do this to follow all other BMPS and the bill contains a sunset provision, so that it will expire in 2027. SB 1000 passed both chambers and goes next to the Governor for final action.

Environmental Management

HB 965 by Representative Truenow and SB 1426 by Senator Burgess provide for water quality enhancement areas, enhancement areas, and enhancement credits. The bills were amended to put some guardrails on this new program and to better flesh out how it will work. HB 965 passed both chambers and goes next to the Governor for final action.

Inventories of Critical Wetlands

HB 761 by Representative Truenow and SB 882 by Senator Brodeur require each water management district governing board, in conjunction with local governments, to develop a list of critical wetlands to acquire using Land Acquisition Trust Fund dollars. SB 882 passed both chambers and goes next to the Governor for final action.

Cleanup of Perfluoroalkyl and Polyfluoroalkyl Substances (PFAS)

HB 1475 by Representative McClure requires the Department of Environmental Protection to develop statewide rules for the clean of PFAS and provides for certain circumstances under which governmental entities and water suppliers are not subject to enforcement. SB 7012 by the Senate Environment and Natural Resources Committee initially provided for a study on PFAS. However, SB 7012 was paired up with HB 1475, which passed both chambers and goes next to the Governor for final action.

Statewide Flooding and Sea Level Rise Resilience

HB 7053 by the House Environment Agriculture and Flooding Subcommittee and Representative Busatta-Cabrera and SB 1940 by Senator Brodeur establish the Statewide Office of Resilience within the Executive Office of the governor. They require the Department of Transportation to develop a resilience plan and revise the types of projects the Department of Environmental Protection can fund under the Resilient Florida Grant Program. HB 7053 passed both chambers and goes next to the Governor for final action.

Soil and Water Conservation Districts

As filed, HB 783 by Representative Truenow and SB 1708 by Senator Hutson would eliminate the soil and water conservation districts and transfer their functions to the water management districts. They would also call for a review of mosquito control districts. The bills were substantially amended to provide for the subdivision of soil and water conservation districts into districts that match the county commission districts or five school board districts within the county, as practicable, or five districts that provide for fair geographical representation. SB 1078 passed both chambers and goes next to the Governor for final action.

Environmental Resources

SB 2508 by the Senate Appropriations Committee is a budget related bill that would have revised statutory provisions related to Everglades Restorations and the Rural and Family Lands Program. The bill was enormously controversial in the Appropriations Committee, with lengthy testimony in opposition from the South Florida Water Management District, the Everglades Foundation, members of Captains for Clean Water, and other organizations. The Governor issued a press release expressing concerns with the bill and the Senate President issued a public response. The Senate then released an amendment addressing many of the concerns with the legislation. However, the bill still significantly changes the Rural and Family Lands Program, and some environmental stakeholders continue to express concerns with those changes, which if not

managed properly could create a competitor program of Florida Forever but without the same well vetted priorities and checks and balances.

This bill remained an outstanding budget issue and was further negotiated during the budget conference process as the full appropriations committees and presiding officers continued to negotiate. In the end, the Legislature approved the conference report for SB 2508 and it was passed as a conforming bill to the budget. The bill initially was tied to the major Everglades related appropriations, so that a veto of the bill would have resulted in a veto of Everglades funding. That issue has also been resolved so that if the bill is vetoed, it will not affect spending.

Supplier: Rutledge Ecenia PA



Submittal Form

Solicitation No. RFQ-01980		Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL	
Proposer Legal Company Name (include d/b/a if applicable): Rutledge Ecenia, P.A.*		Proposer Federal Tax Identification Number: 59-314223*	
If Corporation - Date Incorporated/Organized: 09/14/1992		State Incorporated/Organized: Florida*	
Company Operating Address: 119 S Monroe Street Suite 202*	City: Tallahassee*	State: FL*	Zip Code: 32301*
Miami-Dade County Address (if applicable):	City:	State:	Zip Code:
Company Contact Person: Diana Ferguson*	Email Address: DFerguson@Rutledge-Ecenia.com*		
Phone Number (include area code): 850-681-6788*	Company's Internet Web Address: <input type="checkbox"/> https://rutledge-ecenia.com		
<p>Pursuant to Section 2-8.6 of the Code of Miami-Dade County (County), 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 at the time of proposal submission.</p> <p><input type="checkbox"/> Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.</p>			
<p>Pursuant to Section 2-11.1 (c) and (d) of the Code of Miami-Dade County, please respond to the following questions posed.</p> <p>1. ARE ANY <u>OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST</u> IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE(S)? <input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>2. ARE ANY <u>IMMEDIATE FAMILY MEMBERS</u> OF THE COMPANY'S OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE? <input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>Note: The County reserves the right to request and evaluate additional information from any Proposer regarding Proposer's responsibility after the submission deadline, as the County deems necessary.</p>			
<p>LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, and pursuant to Section 2-8.5 of the Code of Miami-Dade County, a "local business" is a business located within the limits of Miami-Dade County, that has a valid Local Business Tax Receipt issued by Miami-Dade County at least one year prior to proposal submission; has a physical business address located within the limits of Miami-Dade County from which business is performed and which served as the place of employment for at least three full time employees for the continuous period of one year prior to proposal submittal (by exception, if the business is a certified Small Business Enterprise, the local business location must have served as the place of employment for one full time employee); 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.</p> <p><input type="checkbox"/> Place a check mark here only if affirming Proposer meets the requirements for Local Preference. Failure to affirm this certification at this time may render the Proposer ineligible for Local Preference.</p> <p>IN ACCORDANCE WITH CFR 200.319(b), LOCAL PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.</p>			

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 the proposal.**

IN ACCORDANCE WITH CFR 200.319(b), LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (if applicable):

A Small Business Enterprise (SBE) must be certified by the Division of Small Business Development (SBD) 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 SBD 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.

Place a check mark here **only** if affirming Proposer is a Miami-Dade County Certified Small Business Enterprise.

IN ACCORDANCE WITH CFR 200.319(b), SMALL BUSINESS ENTERPRISE MEASURES SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST, THE SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN PETROLEUM ENERGY SECTOR LIST, OR THE SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL 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, or the Scrutinized Companies that Boycott Israel List, as those terms are used and defined in sections 287.135, 215.473, and 215.4725 of the Florida Statutes. 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, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

OR

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 this event, the Proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 and/or 215.4725 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 could be applicable.

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, Proposer agrees 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: Diana Ferguson*	Date 4/5/2022*
Representative's Name: Diana Ferguson*	
Representative's 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:**

Diana Ferguson*

Date

4/5/2022*

Representative's Name:

Diana Ferguson*

Representative's Title:

Shareholder*

Supplier: Rutledge Ecenia PA

SUBCONTRACTING FORM

Solicitation Number RFQ-01980

*Vendor Name Rutledge Ecenia, P.A. *FEIN # 59-314223

Complete "A" or "B":

- A. No subcontractors or direct suppliers will be utilized pursuant to this solicitation.
- B. The below listed subcontractors and/or suppliers will be utilized pursuant to this solicitation:

Business Name and Address of First Tier Subcontractor/ Subconsultant	Name of Principal Owner	Scope of Work to be Performed by Subcontractor Subconsultant	Subcontractor/ Subconsultant License (if applicable)
Becker & Poliakoff, P.A	Gary Rosen	Government Relations	
Pereira Reyes, Inc.	Manny Reyes	Government Relations	
Business Name and Address of First Tier Direct Supplier	Name of Principal Owner	Supplies, Materials, and/or Services to be Provided by Supplier	

And

Below and/or attached is a detailed statement of the firm's policies and procedures for awarding subcontractors:

Rutledge Ecenia chooses subcontractors based on the skillset and relationships they provide that will add value to our services rendered. We strive to work with firms that make diversity a priority.

(Duplicate this form if additional space is needed to provide the required information)

When Subcontracting is allowed and subcontractors will be utilized, the Contractor shall comply with Section 2-8.8 of the Code – Fair Subcontracting Practices: (1) Prior to contract award, the Bidder shall provide a detailed statement of its policies and procedures for awarding subcontracts and (2) As a condition of final payment under a contract, the Contractor shall identify subcontractors used in the work, the amount of each subcontract, and the amount paid and to be paid to each subcontractor via the BMWS at <http://mdcsbd.gob2g.com>.

Pursuant to Section 2-8.1(f) of the Code – Listing of subcontractors required on certain contracts, for all contracts which involve the expenditure of one hundred thousand dollars (\$100,000) or more, the entity contracting with the County must report to the County the race, gender, and ethnic origin of the owners and employees of its first tier subcontractors and suppliers via the BMWS at <http://mdcsbd.gob2g.com>. The race, gender, and ethnic information must be submitted via BMWS as soon as reasonably available and, in any event, prior to final payment under the Contract. The Contractor 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.

I certify that the information contained in this form is to the best of my knowledge true and accurate.

Diana Ferguson

Diana Ferguson

Shareholder

4/5/2022

***Signature of Vendor's Representative**

***Print Name**

***Print Title**

***Date**

Supplier: Rutledge Ecenia PA



LOBBYIST REGISTRATION AFFIDAVIT
(For an Oral Presentation and/or Recorded Negotiation Meeting or Sessions)

Legal Entity's Name: **Rutledge Ecenia, P.A.**

Address: **119 S Monroe St Suite 202** City, State and Zip Code: **Tallahassee, FL 32301**

Business Telephone: **850-681-6788** E-mail: **DFerguson@rutledge-ecenia.com**

Solicitation/Contract No. and Title: Solicitation #RFQ-01980 - Governmental Representation and Consulting Services in Tallahassee, FL

Below listed individuals are authorized to participate in 1) an oral presentation before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or 2) recorded negotiation meeting or sessions, involving the above-referenced procurement matter.

NAME	TITLE	EMPLOYER	E-MAIL	MIAMI-DADE COUNTY ISD OFFICE USE ONLY SIGNATURE
Gary Rutledge	Attorney	Rutledge Ecenia, P.A.	Gary@Rutledge-Ecenia.com	
Diana Ferguson	Attorney	Rutledge Ecenia, P.A.	DFerguson@Rutledge-Ecenia.com	
Corinne Mixon	Government Consultant	Rutledge Ecenia, P.A.	Corinne@Rutledge-Ecenia.com	
Jessica Janasiewicz	Government Consultant	Rutledge Ecenia, P.A.	Jessica@rutledge-ecenia.com	
Rick Lindstrom	Government Consultant	Rutledge Ecenia, P.A.	Lindstrom@rutledge-ecenia.com	
Andrew Rutledge	Government Consultant	Rutledge Ecenia, P.A.	Andrew@rutledge-ecenia.com	
Yolanda Cash Jackson	Attorney	Becker & Poliakoff, P.A.	YJACKSON@BECKERLAWYERS.COM	
Jose Keichi Fuentes	Government Consultant	Becker & Poliakoff, P.A.	JFUENTES@BECKERLAWYERS.COM	
LaToya Sheals	Government Consultant	Becker & Poliakoff, P.A.	LSHEALS@BECKERLAWYERS.COM	
Max Losner	Government Consultant	Becker & Poliakoff, P.A.	MLOSNER@BECKERLAWYERS.COM	
Manny Reyes	Government Consultant	Pereira Reyes, Inc.	Manny@PereiraReyes.com	

(ATTACH ADDITIONAL SHEETS AS NECESSARY)

For the sole purpose of an oral presentation and/or recorded negotiation meeting and sessions, the listed individuals **shall not** be required to separately register as lobbyists or pay any registration fees, in accordance with Ordinance No. 21-73, Relating to Conflict of Interest and Code of Ethics. The Lobbyist Registration Affidavit (*this Affidavit*) shall list all technical experts or employees of Principal whose normal scope of employment does not include lobbying and whose sole participation involves appearance at the meeting.

No individual shall appear before a Miami-Dade County evaluation, selection, technical review or similar committee or subcommittee, and/or recorded negotiation meeting or sessions involving the above-referenced procurement matter, unless specifically listed herein **or** registered as a lobbyist with the Clerk of the Board and has paid all applicable fees.

Nothing contained herein shall prohibit the Principal from amending any filed Lobbyist Registration Affidavit if any information changes and/or if additional individuals are authorized (by Principal) to participate in an oral presentation and/or recorded negotiation meeting and sessions. Amended Affidavit shall be filed by County Procurement staff with the Clerk of the Board, prior to the oral presentation and/or recorded negotiation meeting or sessions.

Written Declaration: Pursuant to §92.525, Florida Statutes, under penalties of perjury, I declare that I have read the foregoing Affidavit and that the facts stated in it are true, accurate, and complete.

Signature of Authorized Representative (Principal): **Diana Ferguson**

Printed Name of Authorized Representative (Principal): **Diana Ferguson**

Title: **Shareholder** Date: **4/5/2022**

Supplier: Rutledge Ecenia PA

**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 Officer overseeing this solicitation/contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: "Pursuant to Florida Statutes s. 92.525, under penalties of perjury....." vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.

Contract No. :RFQ-01980	Federal Employer Identification Number (FEIN):59-314223
--------------------------------	--

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

Diana Ferguson <small>Printed Name of Affiant</small>	Shareholder <small>Printed Title of Affiant</small>	Diana Ferguson <small>Signature of Affiant</small>
Rutledge Ecenia, P.A. <small>Name of Firm</small>	4/5/2022 <small>Date</small>	
119 S Monroe Street Suite 202, Tallahassee <small>Address of Firm</small>	Florida <small>State</small>	32301 <small>Zip Code</small>

Notary Public Information

Notary Public – State of _____ County of _____

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

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

Signature of Notary Public	Serial Number
----------------------------	---------------

Print or Stamp of Notary Public

Expiration Date

Notary Public Seal

rev. COVID-19 declared emergency

Capital City Consulting

Bid Contact **Jared Rosenstein**
jared@cccfla.com
Ph 786-247-8716

Address **124 W Jefferson Street**
Tallahassee, FL 32301

Item #	Line Item	Notes	Unit Price	Qty/Unit	Attch.	Docs
RFQ-01980--01-01	Governmental Representation	Supplier Product Code:	First Offer -	1 / each	Y	Y
Supplier Total						\$0.00

Capital City Consulting

Item: **Governmental Representation**

Attachments

CCC RESPONSE TO RFQ-01980 MIAMI DADE.pdf

CCC Contractor Due Dilligence Affidavit - Notarized.pdf



**Miami-Dade County
Request for Qualifications
(RFQ-01980)
Governmental Representation and Consulting Services
in Tallahassee, FL**



c/o Rita Silva, Chief, P3 and Innovative Procurement
rita.silva@miamidade.gov

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Executive Summary (1)

April 8, 2022

Rita Silva, CPPO
Chief, P3 and Innovative Procurement
111 NW 1st Street, Suite 2100
Miami, Florida 33128

Re: RFQ-01980 for Governmental Representation and Consulting Services in Tallahassee, FL

Dear Ms. Silva,

On behalf of Capital City Consulting (CCC), we are excited to submit this proposal to provide state lobbying services for Miami-Dade County (County). At CCC, we understand that the County is uniquely situated because of its distinctive transportation, environmental, and appropriations needs. We believe that our team of consultants has the background and expertise needed to effectively represent these diverse interests before the executive and legislative branches in Tallahassee. As you will see in this proposal, CCC has a proven track record of accomplishing client goals through strategic planning, accessing key relationships, and handling complex and controversial government initiatives; all skills and resources we will put to work for the County if selected to represent you.

Sincerely,



Nick Iarossi
Owner, Capital City Consulting

Description of Proposer (2)

- a) **state the number of years that the Proposer has been in existence;** 19 years
- b) **history and background;** Capital City Consulting (CCC) is a full-service government relations firm that was founded 19 years ago by partners Nick Iarossi and Ron LaFace. CCC employs 14 full time lobbyists and 5 full-time administrative staff; combined, our team of consultants has over 200 years of experience in government affairs, which we will put to work on behalf of the County.

CCC's relationships span throughout state government and includes incoming legislative leadership, current legislative leadership, legislative staff and all cabinet members, executive branch officials and their staff. The team at CCC offers a powerful combination of talent and experience with a proven track record before the legislative and executive branches of state government.

While CCC is not a law firm, six of our lobbyists (Nick Iarossi, Ron LaFace, Ashley Kalifeh, Megan Fay, Scott Ross, and Chris Schoonover) are attorneys licensed to practice in the State of Florida.

At CCC, our focus is on helping our clients navigate government in ways that increase business opportunities, protect our clients' core mission, reduce problematic regulations, access funding opportunities, and prevent the passage of disruptive legislation. If selected, Jared Rosenstein will lead CCC's representation of Miami-Dade County. While Jared will serve as day-to-day liaison and primary lobbyist for the County, you can be assured that if selected, *all* CCC lobbyists and staff will be made available to ensure that the County has the best possible chance of achieving its legislative goals.

- c) **tax status;** Capital City Consulting is a Florida Limited Liability Company.
- d) **principals, officers, owners, board of directors and/or board of trustees;** Nick Iarossi and Ron LaFace are the founders of Capital City Consulting; both serve as member-managers.
- e) **the total current number of employees and the current number of professional employees by classification;** CCC has 14 full time lobbyists, 5 full-time administrative staff and three Florida office locations in Tallahassee, Tampa, and Fort Lauderdale.

CCC's Tallahassee office is one block from the Capitol and would be the central location where state government relations efforts are coordinated on behalf of the County.

Capital City Consulting, LLC

124 West Jefferson Street
Tallahassee, FL 32301
Office: 850.222.9075

CCC's Tampa office is located downtown and is managed by Justin Day, who represents clients before Florida's state government and local governments in Hillsborough and Pinellas counties.

Capital City Consulting, LLC
400 North Ashley Drive, Suite 1100
Tampa, FL 33602
Office: 850.544.1932

CCC's Fort Lauderdale office is managed by Jared Rosenstein, who represents clients before Florida's state government and local governments in Miami-Dade, Broward, and Palm Beach Counties.

Capital City Consulting, LLC
800 Corporate Dr #500
Fort Lauderdale, FL 3334
Office: 786.247.8716

- f) **primary markets served;** CCC represents over 200 clients. Our client list includes Fortune 100 companies, non-profits, educational institutions, cities, counties, school boards, sheriff's departments, and hospitals.

Proposer's Past Performance and Experience (3)

CCC has provided lobbying services for 19 years and represents over 200 clients at any given time. We have significant experience in **every subject area listed in the RFP.**

Notably, many CCC lobbyists have previously served in positions within Florida's state government. These positions include Deputy Chiefs-of-Staff to the Governor; Directors of Cabinet Affairs and Policy and Budget for the Governor; Chief Financial Officer; agency Chiefs-of-Staff; agency Chief Information Officers; Secretary of the Department of Transportation; and Directors of Purchasing, Real-Estate, Legislative Affairs, & Legal Counsel.

CCC's team has been at the forefront of some of the largest issues facing Miami-Dade County; working directly with the County on issues such as hurricane response/recovery, the COVID-19 pandemic, the Marjory Stoneman Douglas High School Public Safety Act, and the Surfside Condo Collapse.

Proudly, many of our firm's members are regularly recognized by top industry trade publications for their tireless work and advocacy in the political arena. Some awards received by our members have included: Lobbying Firm of the Year, Florida Politics 30-Under-30, Appropriations Lobbyist of the Year, Healthcare Lobbyist of the Year, Gaming Lobbyist of the Year, and 100 Most Influential People in Florida.

Our highly experienced team has unparalleled knowledge of the legislative, administrative, and regulatory processes at the state level. This wide breadth of experience allows our firm to operate at a high level in every facet relating to government advocacy.

CCC has experience in funding major terminal expansions at two of Florida's busiest airports following the legislative rewrite of the Department of Transportation's aviation statutes in 2016. CCC also represented a leading airport concessions firm, securing their return to the Orlando International airport.

CCC successfully drafted and implemented Florida's red light camera program, which involved uniform traffic laws. This program facilitates interaction between local governments and the State for permitting camera poles on state rights-of-way. CCC has influenced state legislation impacting local government ability to keep subcontractor retainage and comply with prompt payment laws, while representing a large construction management firm contracted by public entities. As it relates to city and county revenue, CCC has worked with the State on local government ability to charge convenience fees and state money remitter license exemptions.

In the criminal justice arena, CCC represents a large private prison provider. Additionally, CCC has experience working collaboratively with the juvenile justice system on behalf of public-school systems and representing the Guardian ad Litem Program. As employees of the Governor's executive team, members of the Florida House of Representatives, and on behalf of the State's School

Superintendents Association, CCC members were heavily involved in drafting of school safety legislation following the tragedy at Marjory Stoneman Douglas High School.

When it comes to knowledge and experience on climate resiliency, water quality, and environmental issues, CCC is the lead firm representing the Everglades Foundation in Tallahassee. CCC also represents other environmental organizations such as Bonefish and Tarpon Trust; Loggerhead Marinelife Center; Enviva Biomass and Yamaha Marine. These entities are dedicated to water quality, mitigation, climate resiliency, fighting sea level rise, and the overall environmental health of our state. In CCC's representation of the Everglades Foundation, we have been successful in advocating for over \$1 billion for the development of the Southern Reservoir and marshes, securing \$250 million to fund "Legacy Florida" restoration efforts. CCC has been successful in implementing the first residential water reuse program in the state; expanding opportunities for local governments to mitigate wetland ecosystem disturbances on state owned lands; and in pursuing water project funding for local government clients.

CCC has a large emergency management & disaster mitigation practice, representing a large debris removal prime contractor, FEMA audit firms, and temporary housing and employee staffing providers for traditional disaster response and recovery. During the Covid-19 Pandemic, CCC members guided much of Florida's testing and vaccination efforts, while serving as executive members of Department of Emergency Management, and in representing the State's largest testing and vaccination vendor. CCC also represented CVS Health, which implemented the Federal vaccination program and provided vaccinations in many nursing homes and assisted living facilities.

On behalf of five medium and large Florida public Schools districts, CCC has abundant experience in millage referendums, TRIM notices, local option sales taxes, impact fees, fighting unfunded mandates, and protecting local governments from the State's ever-encroaching effort to curtail Home Rule. CCC has fought against mandates dictating when and how local government referendums can be placed on the ballot, increased authority for allowable expenses of sales tax option proceeds, weakened existing State pre-emption to allow for local regulation of smoking on local government owned property, overridden State sign restrictions to allow for certain signs authorized by local governments that can be viewed from state roads, and opposed efforts to curtail local government ability to collect fees to offset the impact of growth and development.

CCC has extensive background in economic development. Recently, we assisted clients in acquiring awards from the Governor's Job Growth Grant fund, as well as a \$16.8 million grant award for mitigation infrastructure. Our firm also works closely with Enterprise Florida, providing small, minority, and entrepreneurial companies with training, development, and financing options for their businesses. Members of our firm helped create the very programs that Florida based businesses tap into every day. This gives CCC a unique ability to provide expertise across multiple state agencies.

Our firm represents the Florida Cultural Alliance, assisting them in securing funding for the State Department Cultural Affairs grant programs. Additionally, we represent Florida's Safety Net Hospitals, assisting them in securing funding for charity and uncompensated care, as well as Medicaid reimbursement shortfalls.

Finally, our firm annually secures more than \$3 billion in state appropriations within the General Appropriations Act. Among the large line items are funding for Everglades Restoration, three public universities, three public colleges, and five public school districts that range from mid-to large sized. Moreover, our firm represents developers and local governments in securing water projects, beach restoration, environmental cleanup, and road projects.

Comparable Contracts (4)

Polk County

CCC has represented Polk County since 2019 and has successfully secured several high-profile legislative appropriations including:

- \$ 9.5 million during the 2021 legislative session to construct a portion of a two-lane road, known as the North Ridge Trail. The proposed portion of North Ridge Trail is to be constructed between Deen Still Road and Dolcetto Drive in northeast Polk County.
- \$ 500,000 during the 2021 legislative session for design and construction of a new emergency management warehouse facility to strategically house supplies and equipment for citizens with special needs. Polk County has one of the highest special needs populations in the state. Polk County special needs shelters would need to house 3,246 clients, which does not include any out-of-county evacuees. As the population of Polk County continues to grow, so does the demand for the special needs.
- \$ 5 million during the 2022 legislative session for the remaining work on the North Ridge Trail project, which is now shovel ready.
- \$ 2 million during the 2022 legislative session for a State Road 27 realignment study in northeast Polk County.
- \$ 5 million during the 2022 legislative session to begin the design and permitting process for the Thomson Nursery Road congestion reduction project.

Contract Value: \$5,000 per month

Contact: Bill Beasley; billbeasley@polk-county.net

Contract Status: Subcontractor

Contract Term: December 31st, 2022 – December 31st, 2023

City of Venice

CCC has represented the City of Venice since 2015. During that time, CCC had several legislative victories on their behalf:

- During the 2015 legislative session, CCC worked quickly to remove and amend certain negative provisions of proposed legislation relating to the Bert J. Harris, Jr. Property Rights Protection Act that would have resulted in large negative fiscal impacts on many cities and municipalities.
- Secured \$3 million in funding for road improvement projects for the City of Venice, despite the projects not being included in the original Department of Transportation work plan, nor the Governor's appropriations recommendations.
- Successfully securing an additional \$1.75 million in state funding from the Legislature that went towards local water projects and aging utility infrastructure replacement.
- \$ 850,000 during the 2022 legislative session to expand the city's water treatment plant.

Contract Value: \$5,000 per month

Contact: Ed Lavalley, elavalee@venicegov.com

Contract Status: Prime

Contract Term: Evergreen

Broward County

CCC has represented Broward County since 2021. The CCC team was brought on to facilitate the passage of CS/HB 513 - Comprehensive Review Study of the Central and Southern Florida Project.

- This bill passed the Florida House of Representatives (113 Yeas / 0 Nays).
 - The bill contained a \$2,000,000 appropriation linked to its passage in supplemental funding.

Contract Value: \$4,000 per month

Contact: Devon West, dewest@broward.org

Contract Status: Prime

Contract Term: January 1st, 2022 – September 30th, 2022

City of Fort Lauderdale

CCC has represented the City of Fort Lauderdale since 2021. CCC successfully secured critical waterway funding during the 2022 session:

- \$100,000 to start the joint Department of Environmental Protection/City of Fort Lauderdale Tarpon River dredging project
 - This is a multiyear project that required significant support and advocacy from incoming legislative leadership

Contract Value: \$50,000 per year

Contact: Daphnee Sainvil, dsainvil@fortlauderdale.gov

Contract Status: Prime

Contract Term: October 1, 2021 – September 30th, 2024

City of Miami

CCC has represented the City of Miami since 2021 for executive branch lobbying. Our accomplishments include:

- Following the 2021 Session, we successfully lobbied Governor DeSantis to obtain approval for every one of the City of Miami's projects in the state budget:
 - Badia Senior Center: \$1.7m in non-recurring funds (NR);
 - Golden Pines Neighborhood Roadway and Infrastructure Improvements (Water project): \$1.5m NR; and
 - Little Havana Pedestrian Priority Zone: \$3m NR.
- Following the recent 2022 legislative session, CCC is currently lobbying Governor DeSantis to seek his approval for the following projects:
 - \$ 1.5 million for East Auburndale Drainage & Flooding Mitigation;
 - \$ 3 million for East Flagami Flood Mitigation, Stormwater & Drainage;
 - \$ 800,000 for Fairlawn Community Stormwater & Drainage;
 - \$ 2,269,619 for Kinloch Flooding Mitigation and Road Reconstruction;
 - \$ 1.052 for Localized Flooding Improvements District 3;
 - \$ 2.5 million for Pump Stations Upgrade District 3; and
 - \$ 100,000 for Tidal Valves and Flood Improvements District 3.

Contract Value: \$50,000 per year
Contact: Donald Wolfe, dwolfe@miamigov.com
Contract Status: Prime
Contract Term: March 1st, 2021 – February 28th, 2025

City of Boca Raton

CCC has represented the City of Boca Raton since 2021. Utilizing our expertise in emergency management, CCC was successful during the 2022 legislative session in securing funding for the city's municipal generators:

- \$1,100,000 for a joint Florida Division of Emergency Management/City of Boca Raton project to acquire and install emergency generators and transfer switches at Boca's city hall and municipal complex.

Contract Value: \$50,000 per year
Contact: Chrissy Gibson, cgibson@ci.boca-raton.fl.us
Contract Status: Prime
Contract Term: December 30th, 2021 – December 30th, 2023

Please note: All 2022 legislative budget items are still subject to gubernatorial veto as of 4/8/22.

Miami-Dade Contracts (5)

CCC has not previously engaged in, performed, or completed any project for Miami-Dade County.

Fulfillment of Scope (6)

CCC has reviewed both the Scope of Services and Section 2.3, Services to be Provided; we are prepared and confident in our ability to fulfill all elements of these services. Additionally, CCC is fully equipped to provide all services listed in Section 2.4, Optional Services by utilizing our professional administrative staff and our Tallahassee office, located at 124 West Jefferson Street, Tallahassee, FL 32301.

At CCC, we believe that communication is the key to legislative success. CCC will regularly communicate and consult with the Miami-Dade Board of County Commissioners, Office of Intergovernmental Affairs, and the County's designated Contract Manager on any timely legislative or executive matters which may impact the County.

Considering that Florida's legislative session is limited to 60 days, it is not unusual for us to work with our clients well in advance to develop and refine legislative proposals or appropriations requests to a nearly finished product before any public filing of the proposal occurs. If selected to represent the County, CCC will develop a unique strategic lobbying plan that includes, the following actions:

- In-person advocacy with key legislators and staff during Committee Weeks and Legislative Session on behalf of the County;
- Attendance at all weekly team strategy meetings, legislative committee meetings, briefings, and hearings on behalf of the County;
- Monitoring of legislation, tracking of agency policy changes, and following upcoming grants and funding opportunities;
- Coalition building with other similarly aligned entities and associations like the Florida Association of Counties;
- Helping the County interface with the Miami-Dade Legislative Delegation to develop support for legislative appropriations and policy requests;
- Brainstorming as to strategic members of the legislature to serve as advocates for our goals from both the Miami-Dade delegation and the general legislative membership;
- Executing all required House and Senate appropriations forms in consultation with the County;
- Communicating frequently with our established points of contact about important dates, deadlines, funding opportunities, and any meetings CCC has on behalf of the County;
- Utilizing information gathered from our initial meeting and subsequent conversations with the County to identify additional funding opportunities that may be available through executive agency grant programs or other state initiatives; and
- Facilitating and coordinating strategic legislative and executive branch meetings for County Commissioners and staff to present and advocate for the County's legislative priorities.

Reporting Requirements (7a)

CCC is fully prepared to fulfill all elements relating to the reporting requirements in the Scope of Services.

During Legislative Committee Weeks and Session, CCC will prepare weekly reports that include detailed information pertaining to legislation, committee meetings, the budget and appropriations process, political dynamics, and anything else that may impact the County.

Additionally, during the legislative session, CCC will meet weekly with County staff and be available 24/7. Outside of the legislative session, CCC will provide a monthly status report for the County and will be able to meet with County staff as needed. A final written report will also be prepared and presented to the County upon the completion of the legislative Session or any special session.

At CCC, we use LobbyTools software to track legislation and amendments through the legislative process. In addition to the tracking information provided through LobbyTools, CCC will also provide the County Administration with a weekly email on Fridays containing a day-by-day recap of the week's committee meetings, budget action, and other announcements that would impact the County.

Below, please find a CCC weekly legislative update created on behalf of one of our municipal clients.

Reporting Example (7b)

CITY OF FORT LAUDERDALE – WEEK 2

Lobbyist(s)

Jared Rosenstein, Nick Iarossi, Chris Schoonover

Issues discussed (includes bills, amendments, and member meetings*) *brief summary about how it affects the City*

- HB 3755 – Tarpon River Stormwater
 - Favorable by Agriculture & Natural Resources Appropriations Subcommittee; 14 Yeas, 0 Nays
 - Now in House Appropriations Committee
 - Unchanged since Week 1

- SB 608/HB 303 – Sanitary Sewer Laterals
 - Senate bill has not moved out of Community Affairs since early December
 - House bill has not moved passed its first committee of reference, Environment, Agriculture & Flooding Subcommittee
 - CCC will continue to monitor

- SB 228/HB 101 – REEF Programs
 - Senate bill passed out of Finance and Tax with a Committee Substitute on 1/13/22
 - Senate bill was moved out of Appropriations and moved directly to Rules
 - House bill has four committee references, usually spelling death for said legislation
 - The House bill has not moved yet – it is likely the Senate will send their bill over and the House will adopt

- SB 518 – Residential Home Protection
 - Was recently added to the Community Affairs agenda for 1/18/22
 - Has no direct companion bill, however, HB 1555 is similar enough to be used as an amendatory vehicle
 - This House legislation has zero committee references – likely is not moving forward in the process
 - Favorable with CS by Community Affairs; 7 Yeas, 0 Nays

- SB 946/HB 217 – Film, TV and Digital Media Rebate Program
 - This legislation is stalled and likely not going to move in the House
 - However, the Senate is going to have a more in-depth conversation on this legislation during the Office of EDR's Revenue Estimating Impact Conference, 01/14/22

- SB 856/HB 309 – Onsight Sewage Inspection Treatments
 - Senate bill has moved out of almost all of its committees and is now in Appropriations as of 1/12/22

- House bill has cleared its first committee stop as of 1/12/22 and have 2 more stops before it is heard on the House floor (Agriculture & Natural Resources Appropriations Subcommittee and State Affairs Committee)
- Now in Agriculture & Natural Resources Appropriations Subcommittee

- SB 1238/HB 1019 – Saltwater Intrusion Vulnerability Assessments
 - Senate bill is not moving and is not likely to move forward
 - House bill is also not moving – it has 3 committee assignments which isn't a major hurdle; however, without a moving Senate companion, this legislation could be stalled

- SB 1434/HB 1077 – Public Finance of Potentially At-risk Structures and Infrastructure
 - Senate bill is on the committee agenda - Environment and Natural Resources, 01/24/22, 3:00 pm
 - CCC will continue to monitor

- Cultural and Libraries
- Sea Level Rise and Resilience
- Water/Wastewater Utility
- Resilient Florida
 - As the budget is being formulated, CCC will monitor all priority items; being the second week of session, the budget allocations have not become clear yet

Follow Up/Conclusion

Broward Days 2022 had a significant turnout; CCC was well represented at all events.

Daphnee and Jared Rosenstein are working on a strategic plan to interface with FDOT - CCC will help facilitate interactions between the city and the agency.

If the City needs any specific meetings set, please do not hesitate to reach out!

- Jared Rosenstein



Subcontractors (8)

CCC is not utilizing any subcontractors during this engagement.

Key Personnel Organizational Chart (9)

Miami-Dade County

Lead Team Member

Nick Iarossi | Owner

Legislative and Executive Branch Advocacy; Client Communications;
Strategic Planning

Jared Rosenstein
Partner

Legislative and
Executive Branch
Advocacy; Client
Reporting

Chris Schoonover
Partner

Legislative and
Executive Branch
Advocacy; State
Appropriations

Maicel Green
Partner

Legislative and
Executive Branch
Advocacy; Client
Communications

Jim Boxold
Managing Partner

Legislative and
Executive Branch
Advocacy;
Transportation
Policy

Key Personnel Experience and Qualifications (10)

Nick Iarossi

As a co-founding member of Capital City Consulting, Nick Iarossi has worked on local, state, and federal government policy issues for over 20 years. Recently named by Influence Magazine as one of the 100 Most Influential People in Florida, Nick is considered the best in his field representing a diverse client base before Florida's government including: financial services, insurance, environmental, gaming, retail, education, alcohol, information technology, tobacco, and procurement. Over the years, Nick lobbied to pass countless pieces of legislation on behalf of his clients and secured over a billion dollars in legislative appropriations. Nick is often relied on by clients to assist on various public affairs aspects such as crisis management, message development, and political branding.

Before starting our firm, Nick practiced law and government affairs at a prominent Florida law firm after working in the Senate Majority Office and Office of Insurance Regulation as a law clerk. Nick graduated from Florida State University with honors, where he served as student body president and received his JD from Florida State University Law School.



Jared Rosenstein

Jared Rosenstein began his career in the Florida Senate while attending Florida State University. After graduating from Florida State University with a degree in political science, Rosenstein worked for several members of the Florida House of Representatives while attending law school at Nova Southeastern University's School of Law. As a legislative staffer in both chambers, he provided policy analysis on gaming, animal welfare, and natural disaster issues; additionally, during the 2018 legislative session, he helped craft the Marjory Stoneman Douglas School Safety Act.

In addition to his legislative experience, Rosenstein was the legislative affairs Director at the Florida Division of Emergency Management (FDEM) under Governor Ron DeSantis and Director Jared Moskowitz. Rosenstein was the primary point of contact for federal, state, and local elected officials during the COVID-19 pandemic.



Rosenstein splits his time between Fort Lauderdale and Tallahassee and is an ardent supporter of Jewish causes, animal rescue organizations, and cancer research initiatives.

Maicel Green

Maicel Green has over ten years of experience working as a state-wide and national government affairs practitioner. While working on government affairs issues in the utility and education industries, she led and directed the organization's development of policy positions, strategies, and plans of action to influence state, federal, and local legislative issues, and priorities for the companies. Also, in her role, she researched and monitored government activity which was instrumental in implementing policies that influenced the direction of the companies.

As the company liaison, Ms. Green established and leveraged relationships with local County, City Commissioners, and business leaders in four counties. In addition, Maicel utilized her communications degree from Arizona State University to serve as the crisis management communicator with the Governor, State & Local Government representatives, and the media during three major hurricanes, tropical storms, and the worldwide pandemic.



Before joining Capital City Consulting, Maicel's success as an Olympic Gold Medalist, a graduate degree in sports management, and broad work experience in workforce and economic development bring a valuable perspective and an excellent resource to collaborate with clients in various industries to achieve success.

Maicel is passionate about youth empowerment, the connections between quality education and economic success.

Chris Schoonover

Chris Schoonover's career began in the Florida House of Representatives after graduating from Florida State University, where he was elected Student Body President and received his law degree. As a legislative staffer in the areas of health care, rules, and family services, he provided legal and policy analysis to elected House members. In addition to his legislative experience, Chris worked at the Department of Business and Professional Regulation and in the Governor's Office under Jeb Bush. Chris currently focuses his practice on appropriations, education, health care, and gaming, and was recently named Top Education Lobbyist by Influence Magazine. Chris served as a member of the Florida Board of Governors and the FSU Board of Trustees.

Chris' 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: the Low-Income Pool program, Medicaid, child welfare, and elderly care.



Jim Boxold

CCC Managing Partner Jim Boxold is the former Secretary of the Florida Department of Transportation where he was responsible for managing a \$10 billion budget and over six thousand employees. His signature achievements were the implementation of the largest work program in departmental history, making record investments in the state's highways, railways, airports, and seaports, and negotiating a cost-saving highway project with the Federal Highway Administration. While leading FDOT, Jim also spearheaded the development of a new finance program to speed up construction projects, as well as consolidated toll agencies' customer service center functions.

Jim's career in state government took off after graduating from The George Washington University, when he served as an aide in the United States House of Representatives to Congressman Porter Goss, managing the Congressman's legislative portfolio and marshaling congressional approval of the Comprehensive Everglades Restoration Program. After moving to Florida, Jim worked for Governor Jeb Bush as a policy advisor and then for Commissioner Adam Putnam, where he managed cabinet affairs before being appointed to oversee the Department of Transportation by Governor Rick Scott.



Available Hours (11)

CCC works 24/7, 365 days a year; being on call always is the most important facet to successful legislative advocacy. Florida's legislative session is a quick moving 60 days. Proposals are released publicly as finished products. Therefore, CCC constantly meets with Committee Chairmen and staff to ensure that CCC clients are aware of proposals at the staff level so that input can be provided during the legislative planning process.

We also establish ourselves as resources to legislators and staff on behalf of our clients for feedback on legislative ideas before they become proposals. This approach often grants us the opportunity to head-off negative proposals in their infancy or shape them in ways that are beneficial to our clients.



Key Personnel Resumes (12)

Nick Iarossi, Esq.

EXPERIENCE

Capital City Consulting, LLC	2003-Present
<ul style="list-style-type: none"> • Founding Member <ul style="list-style-type: none"> ○ Provide strategic government affairs and business consulting services. ○ Assist clients to successfully interact with the state legislature, as well as state and local government agencies. 	
Katz, Kutter, Haigler Law Firm	2001-2003
<ul style="list-style-type: none"> • Associate <ul style="list-style-type: none"> ○ Insurance Defense Litigation ○ Government Affairs 	
Florida Department of Insurance	1999
<ul style="list-style-type: none"> • Law Clerk 	
The Florida Senate	1998
<ul style="list-style-type: none"> • Senate Majority Office Staff 	
Florida House of Representatives	1997
<ul style="list-style-type: none"> • Intern, Office of State Representative Bill Sublette (R-Orlando) 	
EDUCATION	
Florida State University	1998
Bachelor of Science, Interdisciplinary Social Science with honors	
Florida State University College of Law	2000
Juris Doctor, *Member of the Florida Bar	

Jared Rosenstein, J.D.**EXPERIENCE****Capital City Consulting****2021– Present**

- Partner
 - Launched the Capital City Consulting Fort Lauderdale Office
 - Handles the firm’s South Florida municipal practice
 - Provides strategic advice to clients on interactions with the state legislature, state, and local government agencies.

Florida Division of Emergency Management**2019- 2021**

- Legislative Affairs Director
 - Joined Governor Ron DeSantis administration with Director Jared Moskowitz
 - Mediated high level negotiations between major business groups on the Florida Citrus Recovery Block Grant
 - Led the statewide legislative response to the COVID-19 pandemic as the primary point of contact for all local, state, and federal elected officials and municipal governments.
 - Managed all COVID-19 vaccine and testing initiatives, including the vaccination program for African American Churches as well as the vaccination program for Holocaust survivors.

Florida House of Representatives**2014- 2019**

- Senior Legislative Assistant
- Office of State Representative Jared Moskowitz (D-Coral Springs)
 - Authored, co-authored and filed drafts of all major legislation and amendments
 - Formulated strategies for guiding major political priorities through the legislative process
 - Provided counsel to the Representative after reviewing statutory language in proposed legislation
 - Assisted the Representative in collation building, drafting and analysis during the legislative response to the Marjory Stoneman Douglas shooting

Florida House of Representatives**2013-2014**

- District Secretary
- Office of State Representative Bill Hager (R-Boca Raton)
 - Managed the Representatives local office, handling constituent casework

Florida House of Representatives**2013**

- Legislative Intern
- Office of State Representative Holly Raschein (R-Marathon)
 - Researched and analyzed legislation

EDUCATION**Broward College****2008-2011**

A.A., Political Science

Florida State University**2011-2013**

B.A., Political Science

Nova Southeastern Shepard Broad College of Law**2015-2018**

Juris Doctor

Chris Schoonover, Esq.**EXPERIENCE****Capital City Consulting****2010– Present**

- Partner
 - Provide strategic, business and political consulting, helping clients develop new lines of business, expand existing operations and improve brand awareness.
 - Assist clients in successfully navigating their interactions with state and local government agencies.

Florida House of Representatives**2009- 2010**

- Legislative Analyst: Health and Family Services Policy Council
 - Researched and analyzed legislative bills.
 - Met with citizens and lobbyists regularly regarding issues facing citizens of the state.
 - Aided State Representatives in drafting legislation and amendments.

Florida House of Representatives**2009**

- General Counsel's Office
 - Drafted administrative complaints, final orders, and closing orders.
 - Researched and analyzed statute and rules; analyzed consumer complaints for unlicensed activities.

Florida House of Representatives**2007- 2008**

- Legislative Intern: Rules & Calendar Council
 - Reviewed requests for floor consideration of legislation approved by House Councils.
 - Researched and analyzed bills; Reviewed questions relating to House rules.

EDUCATION**Florida State University****2004**

B.S., Biochemistry & Chemistry

Florida State University**2005**

M.S., Political Science

Florida State University School of Law**2008**

Juris Doctor, *Member of the Florida Bar

Maicel Green**EXPERIENCE****Capital City Consulting****2022-Present**

- Partner
 - Represent clients before the legislation and agencies.
 - Influence legislation on the state or local level on behalf of clients.
 - Grow effective relationship with federal agencies, trade associations, and coalitions involved with clients' agendas.
 - Expertise in utility governance, workforce development, and higher education.

Talquin Electric Cooperative**2009-Present**

- Communication and Outreach Manager
 - Organized external affairs with crisis communication, media relations, and press releases.
 - Led and directed the organization's development of policy positions, strategies, and plans of action to influence state, federal, and local legislative issues and priorities.
 - Executed strategies to generate network relationships with key organizations, business owners, and elected leaders to enhance community awareness.

CareerSource Capital Region**2015-2016**

- Account Executive
 - Established and maintained effective working relationships with 50 clients, governmental officials and use these relationships to develop business opportunities.
 - Provided clients with business solutions, such as talent-sourcing qualified applicants, gathering and analyzing labor market information, financial incentive opportunities, retention strategies and marketing resources under my portfolio.

ITT Technical Institute**2012- 2015**

- Community Relations Specialist
 - Developed valuable public relations strategies that increased institution's positive public opinion and its services, which resulted in campus visits from 10 Elected Government Officials.
 - Researched and monitored government activity which was instrumental in implementing policies that influenced the direction of the companies.

Florida A&M University, Women's Track & Field/Cross Country**2005- 2009**

- Head Coach
 - Managed the Florida A&M University's Cross Country and Track & Field programs: daily practice plan, coaching, teaching, recruiting, fundraising.
 - Maintained program compliance with MEAC and NCAA rules and regulations established by the University with 100% graduation and retention rate.
 - Developed daily practice plan, developed, and oversaw competitive NCAA Intercollegiate schedule.

EDUCATION

**Arizona State
University**

1992

B.A. Communication

**Florida State
University**
10
M.S., Physical Education

20

Jim Boxold**EXPERIENCE****Capital City Consulting****2017– Present**

- Managing Partner
 - Responsible for the firm’s day to day operation, including human resources, firm efficiencies and processes, and workload management.
 - Expert in Transportation and Department of Transportation related issues.
 - Assists clients in successfully navigating their interactions with state and local government agencies.

Agency Secretary**2014-2017**

- Florida Department of Transportation
 - Secretary & CEO of the Florida Department of Transportation, responsible for all agency activities and the supervision of 6,200 employees and a \$10 billion annual budget.
 - Oversaw the implementation of the largest work program in the department’s history, making record investments in the state’s highways, rail, airports and seaports.
 - 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.
 - Spearheaded the development of a new project finance program that will allow FDOT to advance the construction of projects years earlier than planned.
 - 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.

Chief of Staff

- Florida Department of Transportation **2013-2014**
 - Assist the Secretary of Transportation in the supervision and operation of all agency activities, including policy development and responsibility for 6,200 employees and a \$10 billion annual budget
 - Serve as primary liaison for FDOT with other state agencies and local governments to advance multimodal transportation projects and priorities.
 - Coordinate agency work program development, planning, project delivery and performance measurement as a member of FDOT’s Executive Leadership Team.
 - Provide strategic direction to FDOT districts on issues of statewide significance.

Director of Cabinet Affairs**2003-2013**

- Florida Commissioner of Agriculture
 - Assisted the Commissioner in fulfilling his Cabinet role as agency head for four state agencies, which included participation in the agency executive director selection and hiring process; legislative budget requests; legislative proposals; rule promulgation; performance measurement and operational reviews.
 - Served as primary policy advisor for statewide issues before the Governor and Cabinet, including:
 - Review/approval of transportation project financing, as well as other state bond issuances;
 - Acquisition and management of conservation lands through the Florida Forever program; and
 - Statewide land development and planning issues, including comprehensive plan review, land use amendment appeals and supervision of the state’s Area of Critical State Concern program.

Deputy Director of Cabinet Affairs **2001-2002**

- Executive Office of the Governor of Florida
 - Analyzed, evaluated, and developed policy recommendations for the Governor on issues and proposals under consideration by the Cabinet.

Government Analyst **2001**

- Governor's Office of Policy and Budget
 - Reviewed state agency budget and legislative initiatives. Provided recommendations on statutory revisions and budget proposals considered by the Legislature.

Legislative Director **1995-2001**

- Congressman Porter J. Goss, Washington, DC
 - Principal advisor for transportation, environment, and budget issues.
 - Developed and oversaw the Congressman's entire legislative agenda.

EDUCATION

Florida State University **2004**
B.S., Biochemistry & Chemistry

Florida State University **2005**
M.S., Political Science

Florida State University School of Law **2008**
Juris Doctor, *Member of the Florida Bar

Approach to Representation (13)

The primary lobbyists for Miami-Dade County will be Nick Iarossi, Jared Rosenstein, Chris Schoonover Maicel Green and Jim Boxold, however, all firm lobbyists will be able to assist the County as needed. Jared Rosenstein will be the primary point of day-to-day contact and will assist in coordinating legislative reports. Jared divides his time between South Florida and Tallahassee. He can and will make it his priority to be available for in person meetings with the County Commission and administration in Miami-Dade County.

Should the County choose to engage our firm, CCC would immediately meet with key county staff, learn the County's issues, and develop a strategy for effective representation in Tallahassee. Our initial objective will be to educate ourselves on the County's legislative issues and priorities, which will allow us to develop a strategic course of action to achieve your goals. From there on we will routinely evolve our plan to meet the County's ever-changing needs, CCC's strategic lobbying plan will include a timeline, objectives, important dates, key legislators targeted for relationship building, and potential legislative sponsors for policy or appropriations bills. This strategic plan will provide the County with an accountability roadmap to measure our legislative success.

Lobbying is a year-round activity and CCC's professionals know that a delay in lobbying government leaders on priority issues could spell defeat. Therefore, it is critically important to effectively message the County's legislative issues to key policymakers early on while they are deciding their priorities and long before misinformation or other outside interests influence their decisions. As it relates to appropriations, the groundwork is completed well before session to ensure the County's requests are known and understood as internal legislative priority funding lists are generated. We are confident that our team of consultants can provide the County with the services defined in the RFP's **Scope of Services and Attachment A**. We will work with the County to develop a tailored advocacy strategy to meet its needs.

At CCC, we pride ourselves not only in being able to get a meeting with the right person, but in having a deep understanding of the subject matter. We are always well prepared for meetings with elected officials and staff. This gives our lobbyists the ability to communicate the client's objectives clearly and effectively when it is time to make the pitch for funding, project approval, or a legislative change.

It is also important to note that CCC is a bipartisan firm with a long history of supporting candidates in both political parties. Our lobbyists have held government positions on both sides of the aisle. This gives us the ability to bridge the gap and work across party lines to achieve Miami-Dade's objectives and look out for the County's best interest. At least one CCC consultant has an established relationship with every member of the Florida Legislature and Cabinet. This ensures we will be able to set meetings and provide timely access to decision makers, allowing the County to use our relationships to its advantage when asking for funding or policy changes in Tallahassee.

County Issues Expertise (14)

CCC has reviewed **Attachment A** and is confident that our team of professionals, with 200 plus years of government experience, can successfully advocate for Miami-Dade Counties priorities in the listed State Subject Areas/Issues.

Miami-Dade County is one of the largest and most diverse Counties in the State of Florida; representation of Dade County will require a unique approach and diversified messaging. Our approach at CCC will enable us to successfully represent the County at meetings with key legislators and members of the Executive Branch.

For the last 19 years, CCC has lobbied for various local governments on issues impacting urban areas such as: infrastructure and roads; growth management; fees; water and utilities and preemption issues. Our firm members have served in leadership roles at various Florida agencies that impact large urban areas such as: the Department of Transportation, Department of Business and Professional Regulation, Department of Economic Opportunity, the Department of Environmental Protection, and the Florida Division of Emergency Management. These State agencies work closely with Miami-Dade County on a regular basis, as such, CCC's staff is highly engaged and familiar with all issues listed in **Attachment A**.

CCC focuses on solving problems and creating opportunities for its clients. Our team of lawyers, former agency heads, and past legislative staffers make our strategies unique. Moreover, our team of consultants are renowned as experts in all major sectors—appropriations, financial services, transportation, procurement, health care, education, information technology, local government, criminal justice, and gaming.

Below you will find several specific performances that provide examples on how CCC uses its expertise in advocacy:

Transportation

- During the 2018 legislation session, worked with the Florida Department of Transportation to secure \$2.3 million dollars for a Tampa Bay transit agency. These funds will enable the transit agency to build a new bus maintenance facility, replacing an outdated facility.
- CCC represents the nation's largest provider of red-light cameras (RLCs), which had been installing and enforcing red light violations for local governments. Opponents questioned the legality of camera-detected violations, and our client had unsuccessfully attempted to implement a statewide photo enforcement program authorization. CCC was hired on, and the next session—after adjusting the strategy to focus on public safety and ensuring that the fines from violations would include a remittance to the state and trauma centers—CCC maximized the use of a larger coalition and was able to pass the statewide authorization needed to secure local governments' use of RLCs. Additionally, CCC successfully changed the clerk of courts' policy regarding

distribution of RLC fines to local governments, ensuring that the maximum amount of funds available remain with local governments.

- Faced with the sudden prospect of a massive road project cutting through the farms that make up Ocala's multimillion-dollar horse industry, CCC successfully worked with the Florida Department of Transportation to move the project to another location. CCC worked with the client to develop a grassroots strategy and public relations campaign uniting the affected property owners. Combined with that effort, CCC engaged FDOT leadership substantively in a way that convinced them the project made more sense for the agency and the public to utilize a different highway alignment.

Environment

- Florida's environmental challenges have been exacerbated recently due to increased development and agricultural stressors. During CCC's representation of the Everglades Foundation, the foundation has been successful in advocating for \$880 million for the development of water reservoirs and marshes to filter water flowing into the Everglades, \$250 million to fund "Legacy Florida" restoration efforts, and in a subsequent legislative session, \$248 million for additional restoration efforts.
- Water projects for local governments are always a highly sought-after appropriation. With requests each Session well over \$1 billion and less than \$100 million available, competition is fierce to get appropriations. We secured \$2.55 million in funding since being hired by the City of Venice to help complete a local water project and replace aging utility infrastructure—allowing the city to update their water distribution system.
- We successfully passed a bill to allow developers the opportunity to mitigate for wetland disturbances on public lands owned by the state or local governments when wetland credits are not available on the private market. This allows certain developers to continue projects in parts of the state where credits were no longer available and potentially brings in revenue for local governments who participate in these mitigation projects in their local areas.
- We successfully lobbied for a client that owned a landfill to receive a special regulatory exemption that saved the client money, time, and considerable effort. The exemption was environmentally friendly and included using the existing landscape of the facility to collect and dispose of contact water that was both safe for the environment and good for the client.

Education

- To enable a campus expansion for Florida International University, CCC secured \$8 million to help meet the needs of the expanding South Florida community. In addition, over \$7 million in continuation funding has been appropriated, funding the build-out of generators, cooling towers, and other power redundancy projects. Curriculum initiatives have also seen success, such as \$3 million for STEM courses and a program to improve student success and graduation rates.

- With state university spending under the microscope during the 2019 and 2020 Sessions, institutions testified before the appropriations committee to justify not only current base funding, but also their existence. For our two clients, Florida Atlantic University and Florida International University, our goal during the session was not to just protect their current base funding, but also to get them new additional recurring base funding. With majority of the state universities facing a cut, during the 2019 and 2020 Sessions, we successfully lobbied the Legislature to appropriate new recurring funding totaling \$32 million for FIU and \$17 million for FAU.
- Representing Florida's smallest university with no alumni in the Legislature makes appropriations projects a tough task, but we secured tens of millions of dollars over the course of our representation of the New College of Florida, including \$5.5 million for infrastructure and renovations, nearly \$10 million for building additions, over \$2 million for renovation projects, and approximately \$14 million in recurring dollars to increase enrollment and create parity with other institutions of higher learning.
- CCC's deep experience in K-12 education makes our success unmatched in the appropriation process. Just recently, we secured \$500,000 in career and technical funding for Brevard Schools; \$1.5 million in fixed capital outlay for a manufacturing training center for Brevard Schools; \$2 million for storm surge mitigation for Collier Schools; and \$500,000 for a summer learning academy on behalf of Sarasota Schools. These appropriations were secured for public school districts under the leadership of a Speaker who favored chartered schools over traditional public schools, and highlights CCC's ability to overcome political obstacles to achieve client goals.
- For the School District of Sarasota County, we ensured that legislative proposals that impacted local government's ability to put millage referendums on the ballot did not affect the ability of Sarasota School District to renew additional operating millage through a local referendum option.
- During a budget cutting Session, CCC was able to secure \$4.1m in funding for a major Florida college to build its academic and administrative infrastructure. Over the same period, CCC secured Fixed Capital Outlay Funding for our client—when only six of Florida's universities received it—in the amount of \$1.68m for utilities, roofs, infrastructure, and capital renewal.

Health Care

- For our prior client, the Florida Coalition for Children, we successfully lobbied the legislature to secure both new recurring base funds and risk-pool funding for the community-based care system, which provides care for children in foster care. Since we started representing them during the 2017 Session, we successfully lobbied the Legislature to provide more than \$40 million in new core funds for community-based care. Additionally, each Session we secured funding in the back of the budget to address current fiscal year deficits in foster care.

- CCC's health care appropriations expertise is relied upon by clients such as the South Broward Hospital District—a special taxing district that serves as the largest healthcare provider in South Broward County—for which CCC helps ensure critical funding. Accordingly, we have secured a half million dollars for a mobile primary care unit and \$1 million for a medication assistance program for Opioid addicts. Further, in 2018 we worked to secure \$1 million for a hazard response system and in 2018 lobbied to prevent significant cuts to the Critical Care Fund. Following legislative approval, we successfully lobbied Governor Rick Scott to avoid a veto of the funding.
- Each year low-income pool (LIP) funding must be reauthorized by the Legislature and implemented by the Agency for Health Care Administration. For our client the Safety Net Hospital of Florida, we successfully lobby to secure full funding by the Legislature and then work with ACHA to ensure that Florida's safety nets receive the 100% reimbursed funding for the charity care they provide.

Economic Development

- CCC has experience assisting clients in the securing state government incentives, such as the Qualified Target Industry Tax Refund, the Capital Investment Tax Credit, and the Quick Action Closing Fund. As a result of our background in dealing with both Enterprise Florida and the Department of Economic Opportunity, our team can connect clients with opportunities, assist in application preparation, and in ensuring statutory and performance compliance post-award.
- Successfully lobbied the Department of Economic Opportunity for expedited review and approval of two large comprehensive plan changes for warehousing in Polk County on behalf of Majestic Realty.
- In 2018, we positioned one of our clients to win the third highest award for the Governor's Job Growth Grant Fund.

Areas Outside of Expertise (15)

CCC's government affairs experience is vast. There is not a single topic in the public policy arena that CCC has not worked on at one point or another. In the rare scenario that CCC is faced with a topic relating to the representation of Miami-Dade County that we are unfamiliar with; we will immediately communicate with the County and tap into our vast network to receive more information to quickly bring the team up to speed. Our ability to quickly access information at a high-level is our skill and knowing who to ask and where to get the information is half the battle.

Enhancing the County's Position and Working Relationships (16)

The CCC team has shown repeatedly that our work ethic, depth of knowledge of the subject and proximity to the legislative process in Tallahassee is the model for achieving numerous policy victories and securing more than \$2.5 billion in state appropriations. Year after year, CCC demonstrates that it has the experience and expertise to assist its clients in attaining their objectives by influencing and shaping legislation, as well as impacting rulemaking in the executive branch.

If selected, the team will advance Miami-Dade's agenda by shaping and communicating information and data in a manner that will enable it to be favorably received by policymakers and advocate the County's position strategically to leadership in the Executive Office of the Governor, Cabinet, Senate, and House of Representatives.

Relationships are a key part of lobbying success. Relationships not only provide access to be heard, but also message credibility. CCC places significant emphasis on building and maintaining relationships with policymakers. We pride ourselves on having access to all members of the Executive and Legislative Branches. As a top political fundraising firm, Capital City Consulting continually builds strong and lasting relationships with Legislative and Executive Branch leadership. Specifically, in the Florida Cabinet, team-lead, Nick Iarossi, served as Finance Co-Chair of Governor DeSantis' campaign for Governor and Finance Chair for the Governor's Inauguration.

As one of the top fundraising firms in the state, CCC is extremely involved on the political side of government affairs advocacy. We always encourage potential clients to ask their locally elected leaders in state government positions about our firm and believe you will find we have the strongest relationships of any firm, based on our team's combination of substantive and political knowledge and expertise.

Conflicts (17)

CCC's due diligence on conflict checking between clients is a process we pride ourselves in; CCC currently represents over 200 clients, in both the public and private sectors. We believe that our firm can successfully navigate representation of Miami-Dade County and our current client list. When a conflict arises, we work to find a solution beneficial to both clients and will do the same with the County. CCC has reviewed both Section 2.2(A) and Section 2.2(C) within the Scope of Services and understand and acknowledge Miami-Dade's Conflict Waiver procedures.

Recent Accomplishments (18)

Over the last 19 years, CCC has accomplished numerous legislative victories (detailed in the sections above); we especially pride ourselves on being experts on the misunderstood and arcane state appropriations process.

We look forward to utilizing our skills at acquiring state appropriations for our clients on behalf of Miami-Dade County.

The following is a five-year review of CCC's successful appropriations project acquisitions:

2017 Session	
Everglades Restoration for Client Everglades Foundation	\$271m NR
City of Venice Road Improvement Project	\$1m NR
City of Venice Water Main Replacement Phase 5	\$500,000 NR
Palm Beach County Sheriff Drone Program	\$728,378 NR
UF Health Integrated Pediatric Research Program	\$1.25m NR
UF Health Program to Cure Dystonia	\$500,000 NR
UF Health Center for Translational Research in Neurodegenerative Disease	\$1.5m NR
Memorial Healthcare System Maternal Addiction Treatment Program	\$500,000 NR
DCF Results Oriented Accountability and Data Analytics	\$2m NR
New College of Florida Heiser Building Addition	\$1.850m NR
FL High Demand Career Act	\$2.9m NR
2018 Session	
Everglades Restoration for Client Everglades Foundation	\$248m NR
City of Venice Eastgate Phase 2 Water Project	\$750,000 NR
City of Venice Road Improvement Project	\$1m NR
Innovative Services Development Grant Program for Transportation Services for Persons with Disabilities	\$500,000 NR
Memorial Healthcare System All Hazards Response System	\$1m NR
Memorial Healthcare System Medication Assisted Treatment	\$500,000 NR
Community Based Care Core Funding	\$10.4m Recurring
Hospital Medicaid Enhancement Payments	\$319.2m NR
New College of Florida Growth Initiative	\$3.65m Recurring
UF Health Program to Cure Dystonia	\$500,000 NR
UF Health Center for Translational Research in Neurodegenerative Disease	\$1.5m NR
Take Stock in Children Post-Secondary Completion Program	\$650,000 NR
Brevard Public Schools Advanced Manufacturing Center	\$1.5m NR
Collier Public Schools Everglades City Storm Surge Remediation	\$2m NR
Sarasota Schools Summer Learning Academy	\$500,000 NR
2019 Session	
Everglades Restoration for Client Everglades Foundation	\$365m NR
City of Venice Water Discharge Outfall Monitoring Phase 1	\$100,000 NR
Loggerhead Marinelifelife Center: Improving Water Quality and Coastlines	\$250,000 NR
Advanced Transit Technologies Feasibility Study in TBARTA	\$2.5m NR
Palm Beach School District African American History Museum	\$150,000 NR
Innovative Services Development Grant Program for Transportation Services for Persons with Disabilities	\$500,000 NR
44 th Avenue East Extension (Manatee County)	\$10m NR

Community Based Care New Core Funding	\$8m Recurring
Community Based Care Risk Pool Funding	\$8.054m NR
Memorial Healthcare System Medication Assisted Treatment Program	\$1m NR
Florida Healthy Kids Funding to blend full-pay and subsidized pools	\$12m Rec/NR
FAU 100	\$12m Recurring
FAU Jupiter STEM/Life Sciences Building	\$11m NR
FAU A.D. Henderson Lab School	\$11.5m NR
FIU Operational Support	\$15m Recurring
FIU Targeted STEM Initiative	\$2.5m NR
New College of Florida Enrollment Growth Initiative	\$1.64m Recurring
UF Health Program to Cure Dystonia	\$300,000 NR
UF Health Center for Translational Research in Neurodegenerative Disease	\$2m NR
Take Stock in Children Post-Secondary Mentoring	\$850,000 NR
Palm Beach Schools- West Tech Education Center Adult Vocational Training	\$250,000 NR
Brevard Public Schools Construction and Welding Program	\$500,000 NR
Brevard Public Schools Construction Training Program	\$100,000 NR
STEM2HUB: Florida High Demand Career Initiative	\$500,000 NR
Sarasota County Summer Learning Academy	\$100,000 NR
2020 Session	
Everglades Restoration for Client Everglades Foundation	\$333m NR
44 th Avenue East Extension (located in Manatee County)	\$10m NR
Moccasin Wallow Road Extension (located in Manatee County)	\$3.6m NR
Innovative Services Development Grant Program for Transportation Services for Persons with Disabilities	\$1.5m NR*
Brevard Zoo Aquarium	\$500,000 NR*
Homeland Heritage Park Renovation- Polk County	\$250,000 NR*
African American History Museum and Library at Roosevelt High School	\$200,000 NR
Dept of State Cultural and Museum Grants Program	\$13.6m NR
Polk County Rural Areas Fire Suppression Resiliency	\$500,000 NR*
Lee County Citrus Canker Judgement Settlement	\$19.1m NR
City of Venice Booster Station	\$200,000 NR*
Loggerhead Marinelife Center: Improving Water Quality and Coastlines	\$250,000 NR
DNA Comprehensive Therapy Model	\$1.667m NR
Sacred Heart Hospital DSH Funding	\$5.1m NR
Memorial Healthcare System Medication Assisted Treatment Program	\$500,000 NR
Memorial Healthcare System Telehealth Program	\$250,000 NR
Community Based Care Core Funding Increase	\$11.9m Recurring
Community Based Care Risk Pool Funding	\$5m NR
FIU Operational Support	\$17m Recurring
FIU Engineering Building	\$8.266m NR
FAU Operational Support	\$2m Recurring
FAU STEM/LIFE Sciences Building	\$11.146m NR
FL Tech Biomedical Aerospace Manufacturing	\$1.5m NR*
St. Pete College Nurse Simulation Expansion	\$725,000 NR*
UF Health Alzheimer's and Dementia Research	\$1.5m NR
Take Stock in Children Mentoring	\$850,000 NR*
Advancement Via Individual Determination	\$500,000 NR*
Junior Achievement Workforce Readiness Program	\$400,000 NR*
Mental Health Assistance for FL Virtual Schools	\$625,000 NR*
Pinellas School District Summer Career Acceleration Program	\$125,000 NR*
Sarasota County Schools Summer Learning Academy	\$800,000 NR*
Brevard Schools/Astronaut High Welding Equipment	\$150,000 NR*

Dedicated STEM Classroom for Marine Science	\$250,000 NR*
*: Included in record setting \$1 Billion in Vetoes made by Governor due to COVID-19 and need to put money in reserves. Vetoes not due to merits of projects.	
2021 Session	
Everglades Restoration for Client Everglades Foundation	\$342m NR
City of Miami- Little Havana Pedestrian Priority Zone	\$3m NR
North Ridge Trail- Polk County	\$9.5m NR
Moccasin Wallow Road Expansion-Phase 2 (located in Manatee County)	\$3.6m NR
Brevard Zoo Aquarium	\$500,000 NR
Polk County Regional Emergency Management Logistics Facility	\$500,000 NR
Sarasota Performing Arts Center	\$284,000 NR
Loggerhead Marinelifelife Center: Improving Water Quality and Coastlines	\$249,771 NR
City of Miami Golden Pines Neighborhood Improvements	\$1.5m NR
Citrus Canker Eradication Claim - Orange County	\$43.9m NR
Critical Care Fund Maintained for Safety Net Hospitals	No Cuts
DNA Comprehensive Therapy Care Model	\$1.667m NR
Billy Joe Rish Park for Disabled- Repairs	\$2m NR
Medication Assisted Treatment & Telehealth Enhanced Recovery Program	\$500,000 NR
Sacred Heart Hospital (Ascension) GME FY 21-22	\$8.2m NR
City of Miami Badia Senior Center	\$1.7m NR
FSU Interdisciplinary Research Commercialization Building - PECO	\$23.492m NR
FL Tech - Biomedical Aerospace Manufacturing	\$2m NR
St. Pete College Law Enforcement Simulation City	\$510,000 NR
St. Pete College Operational Support	\$5m NR
Take Stock in College	\$500,000 NR
FAU A.D. Henderson University Lab School	\$17.3m NR
Research University Alzheimer's Research Using Exablate Neuro focused Ultrasound	\$4.5m NR
UF Health Alzheimer's and Dementia Research	\$2.5m NR
Mental Health Assistance Allocation for FL Virtual Schools	\$2m Rec
2022 Session*	
FL Tech – Biomedical Aerospace Manufacturing (BAM)	\$2m NR
Palm beach Atlantic University Business School	\$5m NR
West Technical Education Center	\$397,288 NR
St. Peter College – Public Safety Operational Enhancements	\$955,600 NR
FIUnique	\$3.9m Rec
UF Health Alzheimer's and Dementia Research	\$3m NR
Research University Alzheimer's Research Using Exablate Neuro Focused Ultrasound	\$5m NR
Take Stock in College	\$500,000 NR
FIU CLIA Laboratory for Functional Drug Testing for Individuals Cancer Treatments	\$2m NR
LHANC: Rainbow Intergeneration Child Learning Center	\$250,000 NR
Florida Association of School Superintendents Leadership Training	\$725,277 NR/\$25,723 Rec
Pinellas County Schools – Summer Career Acceleration Internship Program	\$500,000 NR
Loggerhead Marinelifelife Center Educational Material for Underserved Youth	\$250,000 NR
Busch Wildlife Sanctuary Environmental Education Center	\$500,000 NR
College of the Florida Keys – Academy Classroom Facility and EOC	\$3m NR
Pinellas County Schools – Leadership and Professional Development Center	\$5m NR
NCF Hamilton Renovation FCO	\$5,215,013 NR
FIU Engineering Building Phase II	\$33.5m NR
Broward College Deferred Maintenance Needs	\$24,040,225 NR
St. Pete College Deferred Maintenance Needs	\$47,576,641 NR
St. Pete College – Deferred Maintenance at Tarpon Springs	\$5m NR
DNA Comprehensive Therapy Care Model	\$1.867m NR

Sacred Heart Autism Playground	\$150,000 NR
Memorial Healthcare System – Medication Assisted Treatment Response Program	\$1m NR
Little Havana Activities and Nutrition Center: Homemaking and Companion Services	\$1m NR
Polk County – Community Paramedicine Program	\$450,000 NR
Memorial Healthcare System – Adult Mobile Health Center	\$500,000 NR
Polk County – Frank B. Smith Emergency Generator Replacement	\$140,000 NR
K9s for Warriors Lifetime Care & Mental Health Support	\$750,000 NR
Continuum of Care Program for Enhanced Offender Rehabilitation	\$2,413,930 NR
Polk County Medical Examiner’s Emergency Generator Replacement	\$140,000 NR
Fort Lauderdale Tarpon River Maintenance	\$100,000 NR
Polk Regional Water Cooperative Heartland Headwaters	\$20m NR
Venice Water Treatment Plant 2 nd Stage Membrane Phase 1	\$850,000 NR
Okeechobee County Regional Stormwater Treatment	\$1.8m NR
Bonefish and Tarpon Trust Restoring Coastal Resilience and Water Quality	\$250,000 NR
Loggerhead Marinelife Lifesaving Water Treatment System for Sick and Injured Turtles	\$250,000 NR
Rattlesnake Key Recreational Park	\$23m NR
Sarasota County – Fruitville Road	\$4m NR
Manatee County – Moccasin Wallow	\$7.5m NR
Polk County – North Ridge Trail	\$5m NR
Polk County – SR 27	\$2m NR
Polk County – Thomson Nursey Road Design	\$5m NR
Brevard Zoo Aquarium	\$950,000 NR
Sports Training and Youth Tournament Complex	\$35m NR
Boca Raton Municipal Complex Emergency Generators	\$1.1m NR
Palm Beach County Oral History Project	\$47,000 NR
Sarasota Performing Arts Center	\$990,000 NR
Polk County History Center Chiller and Air Handler	\$1.25m NR
*: Pending 2022 FY budget approval.	

Litigation (19)

Capital City Consulting, LLC has not been involved in any litigation in the past 3 years and there is no litigation pending; nor have any of its employees been involved in any litigation.

Sustainable Business Practices (20)

Successfully implementing the three pillars of sustainability: Environmental, Social/Fair Labor Standards and Economic is a top priority for Capital City Consulting. Our firm takes sustainable business practices seriously, we strive to live sustainably through our advocacy and representation.

- Environmental
 - CCC is proud to represent the Florida Everglades Foundation, fighting for water quality and environmental restoration across the State of Florida. Our work with the foundation has driven a philosophy at CCC to become good stewards of our environment; we are often branded as the “environmental lobbying firm” due to our representation of multiple nonprofit environmental organizations.
 - We are committed to a reduced waste office; with our primary office located within walking distance of the Florida Capitol, our carbon footprint is almost non-existent. Additionally, our firm has reduced our usage of paper, uses recycled paper when needed, has banned Styrofoam and single use plastic utensils.
- Social/Fair Labor Standards
 - Making CCC a safe and fair place for our lobbying team is a top priority; CCC engages in equitable wage/benefit determination practices.
 - CCC provides full benefits including retirement and paid medical leave.
 - Employee growth and development is a priority for all CCC lobbyists; additionally, we encourage our team members to engage philanthropically by providing mentoring opportunities or volunteer efforts.
 - Our team has well documented partnership agreements that include services to be performed.
- Economic
 - Giving back to the community and providing opportunities for small, diverse, and disadvantaged suppliers is not only ethical, but also good business practice.
 - Most of our suppliers are local; from accounting services to catering, we utilize small businesses from Tallahassee.

Exceptions (21)

CCC is proud to submit this proposal to Miami-Dade County and takes zero exceptions to the RFP, Scope of Work or any other related documentation attached to this proposal.

Proposed Annual Fee (22)

CCC will provide the above referenced professional services for an annual fee of \$72,000 payable in equal monthly installments. This fee is all inclusive of travel and miscellaneous expenses.

If any additional work is required beyond the scope of the contract, CCC would propose a contract amendment agreed to by CCC and the County, to our existing contract with the County to reflect the updated scope and fee change.

*On behalf of Capital City Consulting, thank you
for the opportunity to submit this proposal.*

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 Officer overseeing this solicitation/ contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: "Pursuant to Florida Statutes s. 92.525, under penalties of perjury....." vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.

Contract No. * 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

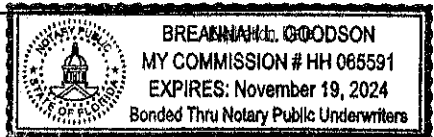
Notary Public - State of _____ County of Leon

Subscribed and sworn to (or affirmed) before me this 8 day of April by _____

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

Bryan Goodson _____ HH 065591 _____
 Signature of Notary Public Serial Number

 Print or Stamp of Notary Public Notary Public Seal



rev. COVID-19 declared emergency

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

Supplier: Capital City Consulting



Submittal Form

Solicitation No. RFQ-01980 Solicitation Title: Governmental Representation and Consulting Services in Tallahassee, FL			
Proposer Legal Company Name (include d/b/a if applicable): CAPITAL CITY CONSULTING, L.L.C.*		Proposer Federal Tax Identification Number: 01-0759013*	
If Corporation - Date Incorporated/Organized: 01/02/2003		State Incorporated/Organized: Florida*	
Company Operating Address: 124 W. JEFFERSON STREET*	City TALLAHASSEE*	State FL*	Zip Code 32301*
Miami-Dade County Address (if applicable):	City	State	Zip Code
Company Contact Person: Jared Rosenstein*	Email Address: jared@cccfla.com*		
Phone Number (include area code): 786-247-8716*	Company's Internet Web Address: https://cccfla.com/		
<p>Pursuant to Section 2-8.6 of the Code of Miami-Dade County (County), 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 at the time of proposal submission.</p> <p><input type="checkbox"/> Place a check mark here only if Proposer has such conviction to disclose to comply with this requirement.</p>			
<p>Pursuant to Section 2-11.1 (c) and (d) of the Code of Miami-Dade County, please respond to the following questions posed.</p> <p>1. ARE ANY <u>OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST</u> IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE(S)? <input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>2. ARE ANY <u>IMMEDIATE FAMILY MEMBERS</u> OF THE COMPANY'S OWNERS/PRINCIPALS/PERSONS WITH OWNERSHIP INTEREST IN THE COMPANY, A MIAMI-DADE COUNTY ELECTED OFFICIAL, AGENCY BOARD MEMBER OR EMPLOYEE? <input type="checkbox"/> YES or <input checked="" type="checkbox"/> NO</p> <p>If Yes, attach the Conflict-of-Interest Opinion provided by Miami-Dade County Commission on Ethics and Public Trust.</p> <p>Note: The County reserves the right to request and evaluate additional information from any Proposer regarding Proposer's responsibility after the submission deadline, as the County deems necessary.</p>			
<p>LOCAL PREFERENCE CERTIFICATION: For the purpose of this certification, and pursuant to Section 2-8.5 of the Code of Miami-Dade County, a "local business" is a business located within the limits of Miami-Dade County, that has a valid Local Business Tax Receipt issued by Miami-Dade County at least one year prior to proposal submission; has a physical business address located within the limits of Miami-Dade County from which business is performed and which served as the place of employment for at least three full time employees for the continuous period of one year prior to proposal submittal (by exception, if the business is a certified Small Business Enterprise, the local business location must have served as the place of employment for one full time employee); 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.</p> <p><input type="checkbox"/> Place a check mark here only if affirming Proposer meets the requirements for Local Preference. Failure to affirm this certification at this time may render the Proposer ineligible for Local Preference.</p> <p>IN ACCORDANCE WITH CFR 200.319(b), LOCAL PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.</p>			

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 the proposal.**

IN ACCORDANCE WITH CFR 200.319(b), LOCAL CERTIFIED VETERAN BUSINESS ENTERPRISE PREFERENCE SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SMALL BUSINESS ENTERPRISE CONTRACT MEASURES (if applicable):

A Small Business Enterprise (SBE) must be certified by the Division of Small Business Development (SBD) 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 SBD 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.

Place a check mark here **only** if affirming Proposer is a Miami-Dade County Certified Small Business Enterprise.

IN ACCORDANCE WITH CFR 200.319(b), SMALL BUSINESS ENTERPRISE MEASURES SHALL NOT APPLY TO FEDERALLY FUNDED PURCHASE.

SCRUTINIZED COMPANIES WITH ACTIVITIES IN SUDAN LIST, THE SCRUTINIZED COMPANIES WITH ACTIVITIES IN THE IRAN PETROLEUM ENERGY SECTOR LIST, OR THE SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL 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, or the Scrutinized Companies that Boycott Israel List, as those terms are used and defined in sections 287.135, 215.473, and 215.4725 of the Florida Statutes. 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, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or the Scrutinized Companies that Boycott Israel List.

OR

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 this event, the Proposer shall furnish together with its proposal a duly executed written explanation of the facts supporting any exception to the requirement for certification that it claims under Section 287.135 and/or 215.4725 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 could be applicable.

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, Proposer agrees 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: Jared Rosenstein*	Date 3/23/22*
Representative's Name: Jared Rosenstein*	
Representative's Title: Partner*	

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:**

Jared Rosenstein*

Date

3/23/22*

Representative's Name:

Jared Rosenstein*

Representative's Title:

Partner*

Supplier: Capital City Consulting

SUBCONTRACTING FORM

Solicitation Number RFQ-01980

*Vendor Name CAPITAL CITY CONSULTING, L.L.C. *FEIN # 01-0759013

Complete "A" or "B":

A. No subcontractors or direct suppliers will be utilized pursuant to this solicitation.

B. The below listed subcontractors and/or suppliers will be utilized pursuant to this solicitation:

Business Name and Address of First Tier Subcontractor/ Subconsultant	Name of Principal Owner	Scope of Work to be Performed by Subcontractor Subconsultant	Subcontractor/ Subconsultant License (if applicable)
Business Name and Address of First Tier Direct Supplier	Name of Principal Owner	Supplies, Materials, and/or Services to be Provided by Supplier	

And

Below and/or attached is a detailed statement of the firm's policies and procedures for awarding subcontractors:

(Duplicate this form if additional space is needed to provide the required information)

When Subcontracting is allowed and subcontractors will be utilized, the Contractor shall comply with Section 2-8.8 of the Code – Fair Subcontracting Practices: (1) Prior to contract award, the Bidder shall provide a detailed statement of its policies and procedures for awarding subcontracts and (2) As a condition of final payment under a contract, the Contractor shall identify subcontractors used in the work, the amount of each subcontract, and the amount paid and to be paid to each subcontractor via the BMWS at <http://mdcsbd.gob2g.com>.

Pursuant to Section 2-8.1(f) of the Code – Listing of subcontractors required on certain contracts, for all contracts which involve the expenditure of one hundred thousand dollars (\$100,000) or more, the entity contracting with the County must report to the County the race, gender, and ethnic origin of the owners and employees of its first tier subcontractors and suppliers via the BMWS at <http://mdcsbd.gob2g.com>. The race, gender, and ethnic information must be submitted via BMWS as soon as reasonably available and, in any event, prior to final payment under the Contract. The Contractor 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.

I certify that the information contained in this form is to the best of my knowledge true and accurate.

Jared Rosenstein

Jared Rosenstein

Partner

3/23/22

***Signature of Vendor's Representative**

***Print Name**

***Print Title**

***Date**

Supplier: Capital City Consulting

**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 Officer overseeing this solicitation/contract/purchase order. The Vendor/Contractor attests to providing all of the above information, if applicable, to the County.

NOTE: "Pursuant to Florida Statutes s. 92.525, under penalties of perjury....." vendors who are unable to obtain a Notary Public during the COVID-19 declared emergency are permitted to use the below declaration in lieu of (notarized) affidavits for responses to solicitations.

Written Declaration: Pursuant to Florida Statutes s. 92.525, under penalties of perjury, I declare that I have read the foregoing Contractor Due Diligence Affidavit and that the facts stated in it (attached to it) are true.

	Federal Employer
Contract No. :RFQ-01980	Identification Number (FEIN):01-0759013

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

Jared Rosenstein	Partner	Jared Rosenstein
Printed Name of Affiant	Printed Title of Affiant	Signature of Affiant
CAPITAL CITY CONSULTING, L.L.C.	3/23/22	
Name of Firm	Date	
124 W. JEFFERSON STREET, 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, _____ by _____

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

_____ Signature of Notary Public	_____ Serial Number
-------------------------------------	------------------------

Print or Stamp of Notary Public

Expiration Date

Notary Public Seal

rev. COVID-19 declared emergency