

MEMORANDUM

Agenda Item No. 11(A)(17)

TO: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

DATE: January 17, 2024

FROM: Geri Bonzon-Keenan
County Attorney

SUBJECT: Resolution awarding agreements to obtain governmental representation and consulting services before the United States Congress and the Executive Branch of the United States Federal Government to: (1) Alcalde & Fay, Ltd. in the annual amount of \$150,000.00; (2) Greenberg Traurig, LLC in the annual amount of \$156,000.00; (3) LSN Partners, LLC in the annual amount of \$500,000.00; (4) Pittman Law Group, P.L. in the annual amount of \$100,000.00; and (5) Thorn Run Partners, LLC in the annual amount of \$180,000.00; authorizing the County Mayor to execute agreements; and delegating authority to the Chairperson of the Board of County Commissioners to exercise all rights contained in such agreements including cancellation and renewal provisions

Resolution No. R-59-24

The accompanying resolution was prepared and placed on the agenda at the request of Prime Sponsor Chairman Oliver G. Gilbert, III.


Geri Bonzon-Keenan
County Attorney

GBK/uw

Memorandum



Date: January 17, 2024

To: Honorable Anthony Rodriguez, Vice Chairman
and Members, Miami-Dade Board of County Commissioners

From: Honorable Oliver G. Gilbert III, Chairman
Board of County Commissioners, District 1

Subject: Awards for Miami-Dade County Governmental Representation in Washington D.C.

Background

On April 4, 2023, the Board of County Commissioners (Board) adopted Resolution No. R-331-23 authorizing advertisement of a Request for Qualifications (RFQ) to obtain governmental representation before the executive and legislative branches of the federal government. The RFQ was advertised on April 18, 2023, and 11 proposals were received in response to the RFQ.

Award Recommendation

The proposals received were evaluated by the Competitive Selection Committee (CSC), which as outlined in Resolution No. R-331-23, was comprised of members of the Chairman's Policy Council and Intergovernmental Affairs Committee. The CSC met twice, once on November 13, 2023, and again on December 12, 2023. Given the unique nature of the services being procured through this RFQ, the proposals were evaluated and shortlisted based 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 and working relationships

In line with the criteria noted above, the backgrounds and level of experience from each firm's key personnel, their bi-partisan working relationships in Washington D.C., and their areas of specialty made the five firms and their proposals stand out over the firms that were not recommended. The CSC ultimately recommended the five proposers below for award.

Alcalde & Fay, Ltd.

Alcalde & Fay is one of the four firms currently employed by Miami-Dade County in Washington D.C. Since the beginning of their engagement, Alcalde & Fay has been primarily assigned to represent PortMiami's interests. The firms' work has supported the development of PortMiami as the Cruise Capital of the World by leading the advocacy efforts that have led to millions in federal investments for projects ranging from a new bridge connecting PortMiami to Downtown Miami (\$23 million in 1982) to all three phases of the Miami Harbor dredging project which included a \$125 million congressional authorization in 2007. Most recently, Alcalde & Fay supported PortMiami's efforts in securing \$66.9 million in discretionary grants through the American Rescue Plan Act and have included PortMiami's FY 2024 Community Project Funding requests within the House Transportation, Housing and Urban Development and Interior/Environmental Protection

Agency appropriations bills which are pending final congressional action at this time. Below is the list of Alcalde & Fay's key personnel.

Proposer	Key Personnel	Title
Alcalde & Fay, Ltd. 2111 Wilson Boulevard Arlington, VA	Hector Alcalde	Founder & Chairman
	Kevin Fay	Vice-Chairman & CEO
	Nancy Prowitt	President & COO
	Lois Moore	Partner
	Maurice Kurland	Partner
	Marion Turner	Partner
	Yasmin Albazzaz	Partner

Greenberg Traurig, LLP

Greenberg Traurig is the only other current firm recommended for award by the CSC. Greenberg Traurig's work for Miami-Dade County has generally focused on transportation, funding and support for Miami International Airport, funding and support for PortMiami, and various environmental and water quality initiatives. Through their efforts Greenberg Traurig successfully advocated to secure Doral as the site for US Southern Command (SOUTHCOM) and has consistently worked to secure funding for beach renourishment and Miami International Airport by advocating on our behalf on yearly appropriation bills. Most recently, Greenberg Traurig partnered with the National Association of Counties (NACO) to secure passage of the Infrastructure Investment and Jobs Act which provided over \$100 billion in direct, competitive grant opportunities through United States Department of Transportation to state and local governments over the life of the bill. It should also be noted that prior to the County's move to the NACO building, Greenberg Traurig housed the County's federal office. Below is the list of Greenberg Traurig's key personnel.

Proposer	Key Personnel	Title
Greenberg Traurig, LLP 28 Liberty Street New York, NY	Diane J. Blagman	Senior Director
	Rodney Frelinghuysen	Senior Director
	Albert Wynn	Senior Director
	Monica P. Schulteis	Director
	Robert Mangas	Shareholder
	Samuel K. Skinner	Of Counsel
	Robert M. Harding	Shareholder
	Robert A. Sherman	Senior Counsel
	Steven G. Barringer	Shareholder
	Kerri L. Barsh	Shareholder
	Gen. John D. Altenburg Jr.	Of Counsel
	Joe R. Reeder	Shareholder

LSN Partners, LLC

Of the five firms recommended by the CSC, LSN Partners would be one of the three new firms recommended for award. LSN Partners' proposals included a lengthy team of subcontractors that include bi-partisan advocates with experience in various levels of local, state, and federal government. LSN Partners' proposal is also unique in that they are the only recommended proposer with an all Miami-based team which, as alluded to in their oral presentation, positions them to be keenly aware of the issues facing Miami-Dade County. Below is the list of LSN Partners' key personnel, along with the list of proposed subcontractors.

Proposer	Key Personnel	Title
LSN Partners, LLC 3800 NE 1 st Avenue Miami, FL	Alexander P. Heckler	Managing Partner & Founder
	Tom Quinn	Managing Partner
	Elliott "Lee" Sander	Senior Advisor for Transportation & Infrastructure
	Nicole Gomez	Partner
	Jose A. Fuentes	Partner
	Cissy Proctor	Managing Partner
	Max Rose	Partners' Senior Advisor
Subcontractor	Key Personnel	Title
Ballard Partners, Inc. 201 East Park Avenue Tallahassee, FL	Brian D. Ballard	President
	Jose Felix Diaz	Managing Partner, Executive Vice President
	Sylvester Lukis	Senior Partner
	Jeff Miller	Partner
	Dan McFaul	Managing Partner
	Tola Thompson	Partner
Continental Strategy, LLC 255 Alhambra Circle Coral Gables, FL	Carlos Trujillo	Partner
Empire Consulting Group, LLC 174 West Comstock Avenue Winter Park, FL	Mike McKay	CFO, Founder & Managing Partner
	Brandon Garrett	Partner
	Brian A. Greer	Partner
	Ebony Meeks	Partner & Head of New York Office
	Mike Mullen	Partner

Pittman Law Group, P.L.

Of the five firms recommended by the CSC, Pittman Law Group would be another one of the three new firms recommended for award. Pittman Law Group is currently on contract with Miami-Dade County as one of our firms in Tallahassee which brings knowledge of the County's priorities across all subject areas. Of the recommended firms, Pittman Law Group is also the only one that met the

Small Business Enterprise Selection Factor which was assigned to the solicitation. Below is the list of Pittman Law Group's key personnel.

Proposer	Key Personnel	Title
Pittman Law Group, P.L. 1028 East Park Avenue Tallahassee, FL	Sean Pittman	Senior Attorney, Managing Partner
	G.C. Murray, II	Of Counsel, Director of Federal Affairs
	Sam Peltier	Government Affairs
	Opal McKinney-Williams	Senior Attorney
	Dana Dudley	Chief Operating Officer
	Sharmin Hibbert	Associate Attorney

Thorn Run Partners, LLC

Thorn Run Partners is the fifth firm recommended for award by the CSC. Thorn Run Partners is currently contracted by both Broward and Palm Beach counties which positions them to continue their work in southeast Florida in the areas of water quality, advocacy for Ports, and engagements with the United States Army Corps of Engineers. Additionally, through their work for clients across the country, Thorn Run Partners has proven successful in consistently securing direct allocations in the areas of transportation, public safety, and aviation. Below is the list of Thorn Run Partners' key personnel.

Proposer	Key Personnel	Title
Thorn Run Partners, LLC 100 M Street SE Washington, DC	Jim Davenport	Partner
	Greg Burns	Partner
	Paul Bock	Partner
	Catherine Finley	Partner
	B.G. Wright	Partner
	Jess Venable	Partner
	Jessie Brairton	Senior Vice President
	Ethan Weil	Senior Legislative Assistant

Funding

The County's current governmental representation in Washington D.C., is comprised of a team of 4 firms initially selected in 2011, and subsequently retained on a month-to-month basis since the adoption of Resolution No. 509-12 in June 2012. At the time, it was anticipated that the month-to-month extensions would be a short-term solution while the County competitively solicited and awarded contracts for governmental representation. Those competitive processes never materialized and, as such, the firms used and the funding invested by Miami-Dade County for these services have not been adjusted since 2012. The County's current contracts are as follows:

Firm	Annual Amount
Akerman, LLP	\$ 110,000
Alcalde & Fay, Ltd.	\$ 150,000
Greenberg Traurig, LLP	\$ 150,000
Squire Patton Boggs (US), LLP	\$ 150,000
Total	\$ 560,000

In addition to the firms retained, the County's Office of Intergovernmental Affairs (OIA), has one (1), full-time employee based out of Washington D.C. whose tasks include overseeing the firms representing the County and providing to County Commissioners and their staff with information related to the legislative and executive branches in Washington D.C.

As we prepare to select the firms that will represent Miami-Dade County, it is imperative that we revisit how we position ourselves to be competitive in Washington D.C. The first step is to acknowledge that we have been underinvesting in our governmental representation. Since 2012, we have committed \$560,000 a year for four firms to represent the 7th largest County in the United States before the federal government. It is worth noting that the \$560,000 amount was, at the time, a negotiated discounted rate that was supposed to be in effect for 180 days or until successor contracts were awarded, whichever occurred first. By comparison, we are currently investing \$728,000 per year to represent our interests before the State of Florida in Tallahassee; this does not include the personnel from OIA and the County Attorney's Office that are based out of Tallahassee during the State's legislative session. This disparity in investments is extraordinary and needs to be addressed in order to be competitive as we pursue critical federal funding.

Listed below are the proposed prices the five shortlisted firms provided as part of their proposals and my recommended contract amounts. The recommended amounts below have not been negotiated but should serve as a starting point for deciding the County's level of investment in Washington D.C.

Firm	Annual Proposed Amount	Annual Recommended Amount
Alcalde & Fay, Ltd.	\$ 150,000	\$ 150,000
Greenberg Traurig, LLP	\$ 156,000 - \$ 180,000	\$ 156,000
LSN Partners, LLC	\$ 560,000	\$ 500,000
Pittman Law Group, P.L.	\$ 110,000	\$ 100,000
Thorn Run Partners, LLC	\$ 180,000	\$ 180,000
Total	\$ 1,156,000 – \$ 1,180,000	\$ 1,086,000

In line with increasing the level of investment for our federal representation, it is critical to ensure that our time is spent effectively when we choose to travel to Washington D.C. to advocate for the County's priorities. As such, I will be adding an additional full-time position in OIA to support activities in Washington D.C. The responsibilities of the team of two based out of Washington D.C., will be refocused to ensure that that the Board is constantly kept informed of Congressional actions of interest to Miami-Dade County and is kept aware of any initiatives and opportunities being led by the Executive Branch in a way that is timely and productive. Additionally, OIA's Washington D.C. team, in conjunction with the firms selected today, will be responsible for supporting Miami-Dade personnel as they engage our lawmakers or agencies, travel to Washington D.C, or otherwise advocate for Miami-Dade County's priorities.

For this fiscal year, the additional funds for the increased cost of our federal representation will be funded out of available funds in the non-departmental budget of the Countywide General Fund. The funds for the additional position in OIA will be absorbed by OIA's current budget. It is my expectation that the FY 2024-25 Proposed Budget continues funding for these initiatives.



MEMORANDUM

(Revised)

TO: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

DATE: January 17, 2024

FROM: 
Gen Bonzon-Keenan
County Attorney

SUBJECT: Agenda Item No. 11(A)(17)

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)(17)
1-17-24

RESOLUTION NO. _____ R-59-24

RESOLUTION AWARDING AGREEMENTS TO OBTAIN GOVERNMENTAL REPRESENTATION AND CONSULTING SERVICES BEFORE THE UNITED STATES CONGRESS AND THE EXECUTIVE BRANCH OF THE UNITED STATES FEDERAL GOVERNMENT TO: (1) ALCALDE & FAY, LTD. IN THE ANNUAL AMOUNT OF \$150,000.00; (2) GREENBERG TRAURIG, LLC IN THE ANNUAL AMOUNT OF \$156,000.00; (3) LSN PARTNERS, LLC IN THE ANNUAL AMOUNT OF \$500,000.00; (4) PITTMAN LAW GROUP, P.L. IN THE ANNUAL AMOUNT OF \$100,000.00; AND (5) THORN RUN PARTNERS, LLC IN THE ANNUAL AMOUNT OF \$180,000.00; AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE AGREEMENTS; AND DELEGATING AUTHORITY TO THE CHAIRPERSON OF THE BOARD OF COUNTY COMMISSIONERS TO EXERCISE ALL RIGHTS CONTAINED IN SUCH AGREEMENTS INCLUDING CANCELLATION AND RENEWAL PROVISIONS

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum from Chairman Oliver G. Gilbert, III, a copy of which is incorporated herein by reference; and

WHEREAS, the Report of Competitive Selection Committee for RFQ No. EVN0000597, Governmental Representation and Consulting Services in Washington, D.C. is attached hereto as Exhibit A and made a part hereof,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board awards agreements to obtain governmental representation and consulting services before the United States Congress and the Executive Branch of the United States Federal Government to the following firms in the following annual amounts: (1) Alcalde & Fay, Ltd in the amount of \$150,000.00; (2) Greenberg Traurig, LLC in the amount of \$156,000.00; (3) LSN Partners, LLC in the amount of

\$500,000.00; (4) Pittman Law Group, P.L. in the amount of \$100,000.00; and (5) Thorn Run Partners, LLC in the amount of \$180,000.00; authorizes the County Mayor or County Mayor's designee to execute the agreements for and on behalf of Miami-Dade County; and delegates authority to the Chairperson of the Board to exercise all rights contained in such agreements including cancellation and renewal provisions. Copies of the agreements to be executed are on file with and available upon request from the Strategic Procurement Department.

The Prime Sponsor of the foregoing resolution is Chairman Oliver G. Gilbert, III. It was offered by Commissioner **Danielle Cohen Higgins** , who moved its adoption. The motion as seconded by Commissioner **Juan Carlos Bermudez** and upon being put to a vote, the vote was as follows:

Oliver G. Gilbert, III, Chairman	aye		
Anthony Rodríguez, Vice Chairman	aye		
Marleine Bastien	aye	Juan Carlos Bermudez	aye
Kevin Marino Cabrera	aye	Sen. René García	aye
Roberto J. Gonzalez	aye	Keon Hardemon	aye
Danielle Cohen Higgins	aye	Eileen Higgins	aye
Kionne L. McGhee	aye	Raquel A. Regalado	aye
Micky Steinberg	aye		

The Chairperson thereupon declared this resolution duly passed and adopted this 17th day of January, 2024. 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

JUAN FERNANDEZ-BARQUIN, CLERK

By: Basia Pruna
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

A handwritten signature in black ink, appearing to be "E. Gonzalez", written over a horizontal line.

Eduardo W. Gonzalez
Javier Zapata

Memorandum



Date: December 14, 2023

To: Honorable Chairman Oliver G. Gilbert, III
and Members, Board of County Commissioners

From: Rita Silva, CPPO *RS*
Division Director, P3 and Innovative Procurement
Strategic Procurement Department
Competitive Selection Committee Coordinator

Subject: Report of Competitive Selection Committee for RFQ No. EVN0000597,
Governmental Representation and Consulting Services in Washington, D.C.

Background:

On April 4, 2023, the Board of County Commissioners (Board) adopted Resolution No. R-331-23 authorizing advertisement of a Request for Qualifications (RFQ) to obtain governmental representation before the executive and legislative branches of the federal government. The resolution also:

- Appointed the members of the Chairman's Policy Council and Intergovernmental Affairs Committee, as designated by the Chairman, to serve as the competitive selection committee;
- Authorized the County Mayor or designee to designate an employee from the Strategic Procurement Department to serve as committee coordinator to administer the process and transmit the results to the Board;
- Waived the requirements of Implementing Order 3-34 related to the formation and performance of selection committees;
- Waived the requirements of Section 2-8.5 of the Miami-Dade County Code related to local preference; and
- Waived the requirements of Sections 2-8.3 and 2-8.4 of the Miami-Dade County Code relating to bid protests.

The RFQ provided for contract award to one or more selected proposers for a one-year period, with three, one-year options to renew. The awarded contracts as a result of the RFQ will replace the four current contracts for these services which are valued at \$560,000 per year in the aggregate. The RFQ was advertised on April 18, 2023, and 11 proposals were received in response to the RFQ on May 22, 2023.

Recommendation:

The competitive selection committee has completed the evaluation of the proposals and hereby reports its recommendation. After review of proposals, oral presentations and discussions held at publicly noticed meetings, the competitive selection committee unanimously recommends to the Board five proposers as the most qualified to perform the services. The proposers shortlisted by the competitive selection committee, and the proposed annual fee by each, are as follows.

Proposer Shortlisted	Proposed Annual Fee
Alcalde & Fay, Ltd.	\$150,000
Greenberg Traurig, LLP	\$156,000 - \$180,000
LSN Partners, LLC	\$560,000
Pittman Law Group, P.L.	\$110,000
Thorn Run Partners, LLC	\$180,000

This recommendation shall serve as guidance and the Board is entitled to determine the proposer(s) which the County shall negotiate and/or award a contract, in its sole discretion, upon application of the evaluation criteria. Each proposer selected by the Board will be offered a contract based on the terms and conditions of the solicitation for an annual fee determined by the Board.

Proposers Not Shortlisted:

The proposers not shortlisted, and the proposed annual fee by each, are as follows.

Proposer Not Shortlisted	Proposed Annual Fee
Akerman, LLP	\$110,000
Atlas Crossing, LLC	\$180,000
Dentons US, LLP	\$144,000
GrayRobinson, P.A.	\$132,000
Sheyene Technology, Inc.	\$63,000
Squire Patton Boggs (US), LLP	\$300,000 - \$480,000

Committee Members:

The competitive selection committee members are as follows.

Honorable Chairman Oliver G. Gilbert, III, Miami-Dade County Commissioner, District 1
Honorable Vice Chairman Anthony Rodriguez, Miami-Dade County Commissioner, District 10
Honorable Marleine Bastien, Miami-Dade County Commissioner, District 2
Honorable Keon Hardemon, Miami-Dade County Commissioner, District 3
Honorable Raquel A. Regalado, Miami-Dade County Commissioner, District 7

Committee Task and Evaluation Criteria:

The RFQ provides for the competitive selection committee to evaluate proposals and to submit a recommendation to the Board, which may include a shortlist of the most qualified proposers to render the 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
3. Proposer's approach and working relationships

Competitive Selection Committee Meetings:

The dates that the competitive selection committee met, and the purpose of the meetings are as follows. The committee requested to hold oral presentations with all eleven proposers.

November 13, 2023 (Evaluation)

December 12, 2023 (Oral Presentations, Evaluation, and Recommendation)

All committee members participated in the first meeting. The Honorable Chairman Oliver G. Gilbert, III, Miami-Dade County Commissioner, District 1; the Honorable Vice Chairman Anthony Rodriguez, Miami-Dade County Commissioner, District 10; and the Honorable Raquel A. Regalado, Miami-Dade County Commissioner, District 7 attended the second meeting. Additionally, Dentons US, LLP was not present when called upon for its oral presentation.

Following the oral presentations, the competitive selection committee requested further information regarding each firm's relationship with members of Congress. The Strategic Procurement Department queried each proposer for this information. Once received, this report will be supplemented with such information.

Verification of Compliance with Requirements and Responsiveness:

The solicitation did not have any minimum qualification requirements. The proposals were reviewed for responsiveness; any issues identified were discussed with the County Attorney's Office. None of the proposals were found to be non-responsive.

Verification of Preferences:**A. Small Business Enterprise Selection Factor**

A Small Business Enterprise selection factor was assigned to the solicitation. As there were no points assigned to proposals, whenever there are two best ranked proposals that are substantially equal and only one of the two so ranked proposals is submitted by a proposer entitled to a selection factor, the selection factor shall be the deciding factor for award. The following proposer qualifies for the selection factor.

- Pittman Law Group, P.L.

B. Local Certified Veteran's Business Enterprise Preference

Veteran's Preference was not applicable as there were no points assigned to proposals.

C. Local Preference

Local Preference was not applicable as it was waived via Resolution No. R-331-23.

Proposals:

The Strategic Procurement Department will provide electronic copies of the proposals to each Board member. None of the proposers reported any conflicts of interest. Below is the list of all proposers, along with the list of proposed subcontractors, if any, and the key personnel.

A. Akerman, LLP

Proposer	Key Personnel	Title
Akerman, LLP 98 S.E. 7 Street Miami, FL	Jane Greaves Sargent	Partner
	Richard L. Spees	Partner
	Jose Villalobos	Attorney

B. Alcalde & Fay, Ltd.

Proposer	Key Personnel	Title
Alcalde & Fay, Ltd. 2111 Wilson Boulevard Arlington, VA	Hector Alcalde	Founder & Chairman
	Kevin Fay	Vice-Chairman & CEO
	Nancy Prowitt	President & COO
	Lois Moore	Partner
	Maurice Kurland	Partner
	Marion Turner	Partner
	Yasmin Albazzaz	Partner

C. Atlas Crossing, LLC

Proposer	Key Personnel	Title
Atlas Crossing, LLC 700 Pennsylvania Ave. SE Washington, DC	Sean Joyce	Founder & CEO
	Chris Sweet	Vice President of Government Affairs
	Matt Mika	Vice President of Government Affairs
	Alexis Oberg	Director of Government Affairs
	Christopher Eddowes	Manager of Government Affairs
	Chris Kim	Legislative Assistant
	Jane "Chessie" Kay	Business Operations Specialist

D. Dentons US, LLP

Proposer	Key Personnel	Title
Dentons US, LLP 233 S Wacker Drive Chicago, IL	Emily Jacobs	Principal
	Elaine Hillgrove	Managing Associate
	Jordan Cooper	Managing Director
	Nicole Golden	Associate Managing Director
	Jeff Denham	Senior Policy Director
	Joe Crowley	Senior Policy Director
	Michael Nutter	Senior Advisor
	Bill McCollum	Senior Counsel
	Charles Luband	Partner
	Andrew Shaw	Partner
	John Fox	Senior Advisor
	Angel Cortiñas	Office Managing Partner
	David Tandy	Partner
	Cesar Mitchell	Partner

E. GrayRobinson, P.A.

Proposer	Key Personnel	Title
GrayRobinson, P.A. 301 E. Pine Street Orlando, FL	Doyle Bartlett	Managing Shareholder
	Thomas Feeney	Of Counsel
	Blair Hancock	Government Affairs Advisor
	Chris McCannell	Senior Government Affairs Advisor
	Joseph R. Salzverg	Shareholder
	John Truitt	Shareholder
	Nick Manriquez	Federal Legislative Analyst
Subcontractor	Key Personnel	Title
Husch Blackwell Strategies, LLC 217 E Capitol Avenue Jefferson City, MO	John Ariale	Principal
	Javon Knight	Policy Associate

F. Greenberg Traurig, LLP

Proposer	Key Personnel	Title
Greenberg Traurig, LLP 28 Liberty Street New York, NY	Diane J. Blagman	Senior Director
	Rodney Frelinghuysen	Senior Director
	Albert Wynn	Senior Director
	Monica P. Schulteis	Director
	Robert Mangas	Shareholder
	Samuel K. Skinner	Of Counsel
	Robert M. Harding	Shareholder
	Robert A. Sherman	Senior Counsel
	Steven G. Barringer	Shareholder
	Kerri L. Barsh	Shareholder
	Gen. John D. Altenburg Jr.	Of Counsel
	Joe R. Reeder	Shareholder

G. LSN Partners, LLC

Proposer	Key Personnel	Title
LSN Partners, LLC 3800 NE 1 st Avenue Miami, FL	Alexander P. Heckler	Managing Partner & Founder
	Tom Quinn	Managing Partner
	Elliott "Lee" Sander	Senior Advisor for Transportation & Infrastructure
	Nicole Gomez	Partner
	Jose A. Fuentes	Partner
	Cissy Proctor	Managing Partner
	Max Rose	Partners' Senior Advisor
Subcontractor	Key Personnel	Title
Ballard Partners, Inc. 201 East Park Avenue Tallahassee, FL	Brian D. Ballard	President
	Jose Felix Diaz	Managing Partner, Executive Vice President
	Sylvester Lukis	Senior Partner
	Jeff Miller	Partner
	Dan McFaul	Managing Partner
	Tola Thompson	Partner
Continental Strategy, LLC 255 Alhambra Circle Coral Gables, FL	Carlos Trujillo	Partner
Empire Consulting Group, LLC 174 West Comstock Avenue Winter Park, FL	Mike McKay	CFO, Founder & Managing Partner
	Brandon Garrett	Partner
	Brian A. Greer	Partner
	Ebony Meeks	Partner & Head of New York Office
	Mike Mullen	Partner

H. Pittman Law Group, P.L.

Proposer	Key Personnel	Title
Pittman Law Group, P.L. 1028 East Park Avenue Tallahassee, FL	Sean Pittman	Senior Attorney, Managing Partner
	G.C. Murray, II	Of Counsel, Director of Federal Affairs
	Sam Peltier	Government Affairs
	Opal McKinney-Williams	Senior Attorney
	Dana Dudley	Chief Operating Officer
	Sharmin Hibbert	Associate Attorney

I. Sheyene Technology, Inc.

Proposer	Key Personnel	Title
Sheyene Technology, Inc. 276 5 th Avenue New York, NY	Sheyene Gerardi	CEO

J. Squire Patton Boggs (US), LLP

Proposer	Key Personnel	Title
Squire Patton Boggs (US), LLP 1000 Key Tower 127 Public Square Cleveland, OH	Carolina Mederos	Principal
	Vicki Cram	Principal
	Kara-Marie Urban	Associate
	Pamela Welsh	Principal
	Carolyn McIntosh	Partner
	John Flynn	Principal
	Clark Ervin	Partner
	Paul Besozzi	Senior Partner
	David LesStrang	Principal
	Jack Deschauer	Senior Partner
	Bill Shuster	Senior Policy Advisor
	Rodney Slater	Partner
	Rodney Emery	Principal

K. Thorn Run Partners, LLC

Proposer	Key Personnel	Title
Thorn Run Partners, LLC 100 M Street SE Washington, DC	Jim Davenport	Partner
	Greg Burns	Partner
	Paul Bock	Partner
	Catherine Finley	Partner
	B.G. Wright	Partner
	Jess Venable	Partner
	Jessie Brairton	Senior Vice President
	Ethan Weil	Senior Legislative Assistant