



**FLORIDIAN
PARTNERS**
LLC

City of Hollywood, Florida
State and Local
Lobbying Services

Floridian Partners, LLC
108 S. Monroe Street
Tallahassee, FL 32301
(850) 681-0024
(850) 681-0354 fax
Charlie Dudley
cdudley@flapartners.com

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LETTER OF TRANSMITTAL

As the managing member of Floridian Partners, LLC, and on behalf of our subcontractor Park&K, please consider this our proposal, as evidence of our understanding of the scope of work the City of Hollywood is seeking related to state government representation and advocacy. Our firm has an excellent track record of representing private and public sector clients before the Florida Legislature and Executive branch. We encourage you to call any of our clients for references.

In addition to our decades of successful advocacy in Florida, we are very proud to represent several clients in Southeast Florida, including Broward County, North Broward Hospital District and the Seminole Tribe of Florida. We encourage you to contact your local legislators as well during your evaluations as we enjoy excellent relationships with each of them.

All of our professional staff have the requisite backgrounds and experiences to represent the City of Hollywood. We are fully licensed to do business and comply with all state and local requirements related to our service offerings, including all lobbying ethical standards, reporting and registrations. The members of our Team that will be advocating on your behalf are Charlie Dudley (Team Lead), Jorge Chamizo, Cory Guzzo and Melissa Ramba. Park&K partners involved will be Russ Klenet, Managing Partner, and Ron Greenstein. Russ Klenet is located in Broward County and would take the lead in representing the City before the Broward County Commission and other regional Governmental Entities.

We appreciate the opportunity to propose our professional services to represent and work with the City of Hollywood in its advocacy before the state of Florida.

Charlie Dudley

108 S. Monroe Street
Tallahassee, FL 32301
850-681-0024 Office
850-508-9091 Cell

PROFILE OF PROPOSER

Recognized as one of the top and most respected lobbying firms in Florida, Floridian Partners is a full-service lobbying and governmental consulting firm operating throughout the State of Florida. Founded over 20 years ago, most of our clientele have worked with us for a decade or longer which speaks to our stability and ability to consistently deliver value and results. Our core services include government affairs, advocacy, strategic advice, issues management and communication, stakeholder development and business consulting services. The Firm has experience in and serves clients operating across all major industries, including healthcare, energy, insurance and financial services, telecommunications, information technology and transportation.

The Firm maintains fully staffed offices in Tallahassee and Miami to serve the needs of our diverse clientele. The Tallahassee office has six professionals and four administrative staff to assist our clients. Our client base is varied and ranges from Fortune 500 companies, nonprofit agencies, governmental entities, and sole proprietorships. Our mission is to provide the highest level of professional service with an understanding that success follows commitment and hard work.

Park&K Public Affairs provides local and federal government relations and strategic communications guidance to clients from regional offices in Washington, DC, Ft Lauderdale Florida, New York, Puerto Rico, and Texas as well as through GovNet, Park&K's unique proprietary nationwide network of top-tier government relations and lobbying professionals. As a boutique firm, we deliver bespoke services and individual attention. Every project we undertake is led by a Park&K principal from start to finish.

For the City of Hollywood RFP, Russ Klenet, Managing Partner of Park&K will be responsible for representing the City before the Broward County Commission and to other Regional Governmental entities. Ron Greenstein manages the Tallahassee office for Park&K and will be responsible for relationships between the City of Hollywood and the Broward Legislative Delegation.

The strength in our Firms lie in the sophisticated professionals who form our team. With decades of collective experience, each individual in our firm brings unique experiences, qualifications and relationships to achieve the goals of our clients. We recognize that our clients are not just looking for "lobbying," but need a firm that understands politics, policy, stakeholder engagement, public opinion, corporate reputation, and business strategy. We bring that collective understanding and work ethic to serve each client to the best of our ability.

Our Firms would propose to provide professional legislative and executive branch lobbying services to represent the City's interests before the Florida Legislature, Executive Office of the Governor and other state agencies within the State of Florida, and locally in Broward County. As more fully described herein, the Firms use a team-approach in our representation of a given client. A primary point of contact will be assigned, and that individual will be primarily responsible for working with the City's team to develop and

oversee the implementation of a strategic advocacy plan, coordinate with other team members to ensure that any given task is executed effectively and that responsible for keeping the client adequately informed of such activities. The Firms will provide consistent updates via telephone or by email with the aim of maintaining the City's team well-informed of all pertinent matters.

Neither Floridian Partners nor Park&K have been involved in any business claims, arbitrations, administrative hearings, or lawsuits in the past three years.

Below is the list of all our combined public entity clients. Their contact information is included should you need to contact them.

Broward County

Marty Cassini
Intergovernmental Affairs manager
mcassini@broward.org
954-357-6440
Yearly contract amount: \$30,000

City of Panama City Beach

Cole Davis
cdavis@handfirm.com
(850) 527-0889
Yearly contract amount: \$55,000

Florida Gulf Coast University

Jennifer Goen
Director, Government Affairs
jgoen@fgcu.edu
(239) 590-1020
Yearly contract amount: \$150,000

Lee Memorial Health System

Michael Nacheff
System Director, Government Relations
Michael.nacheff@leehealth.org
(239) 343-6509
Yearly contract amount: \$85,000

North Broward Hospital District

Ashley Boxer
Director, Government Relations
Aboxer@browardhealth.org
(954) 473-7487
Yearly contract amount: \$60,000

SUMMARY OF PROPOSER'S QUALIFICATIONS

As stated previously, to provide the highest level of service and to ensure that we can achieve the needs of our clients especially during the legislative session, Floridian Partners uses a team approach. While the City will have access to each member of our Firm, we will assign a Team Lead who will be tasked with making sure that individual assignments and tasks are carried out. For this contract, your Team Lead will be Charlie Dudley.

Charlie Dudley is a founder of Floridian Partners and the managing partner of the Tallahassee office. Charlie's combination of legal and legislative experience provides clients with the in-depth understanding of the law and the regulatory and legislative processes necessary to advance and protect their proprietary interests.

Charlie is also an attorney specializing in all aspects of communication and administrative law. Although Charlie will be your Team Lead, we always like to highlight some of our other partners' experience who will be part of the City's lobbying team.

Jorge Chamizo is an experienced attorney and governmental consultant with nearly 20 years' experience representing clients before the Florida Legislature, Executive Office of the Governor, Florida Department of Business and Professional Regulation, Florida Public Service Commission, and other state regulatory agencies.

Apart from his legal and governmental experience, Jorge has been with Floridian Partners for 15 years and brings over a decade of business experience in the areas of marketing, sales and management.

Cory Guzzo is a governmental affairs consultant specializing in insurance, energy, utilities, financial services, agriculture, and general business issues. Cory represents clients before the Florida Legislature, Cabinet, and state government agencies. He has managed and overseen many political campaigns throughout the state and provides Floridian Partners' clients with the ability to better fully understand the political climate and landscape in Florida.

Melissa Ramba has been lobbying in Florida for the past 17 years and Georgia for the past 5 years. She joined Floridian Partners in 2018, after serving as Vice President for Florida Retail Federation and Georgia Retailers. Prior to that she served as Director of Government Affairs for the March of Dimes, Legislative Affairs Director for the Florida Department of Community Affairs which covered the Building Commission, Division of Emergency Management and all growth management issues for the State. Prior to moving back to Florida, Melissa served as Executive Assistant to Congressman Ed Whitfield (KY) in DC. Melissa has worked with the Florida League of Cities, Florida Association of Counties, Associated Industries of Florida, and many other groups to come together on legislation. She also serves on the Board of the Florida House in Washington DC.

Russ Klenet (Subcontractor) is the co-founder and Managing Director of Park&K Public Affairs. Russ manages a portfolio of federal, state and local government clients nationally and is the founder of Russ Klenet & Associates, a full-service public affairs agency with offices in Florida & Washington, DC. Klenet began his career as the Legislative Aide to then State Representative (now Broward County Mayor) Steve Geller and served as a Senior Advisor to two Florida Senate Presidents. Over the course of the next 30 years, he has represented over 13 cities in Broward County as well as the Broward League of Cities. Today Russ represents two cities in Broward County and multiple clients in front of the Broward County Commission. In addition to his lobbying practice, Russ is a member of the Broward Workshop and serves as a strategic business advisor and project manager to many corporate, municipal, and institutional clients. Russ has developed a national reputation for assisting local governments, institutions and companies seeking to win procurements and projects from state and local governments across the country. Russ has an intimate knowledge of Broward County Government.

Ron Greenstein (Subcontractor) manages the Tallahassee office for Park & K and will be responsible for relationships between the City of Hollywood and the Broward Legislative Delegation. Ron has more than 25 years of experience as an elected and appointed public official at both state and municipal levels. He served as Mayor of Coconut Creek, Florida; a Florida State Legislator; and a Senior Executive Agency Administrator in Broward County, Florida. Ron was the Democratic Leader in the Florida House of Representatives from 1998-2006. His expertise in solid waste and environmental legislation in Tallahassee led to his selection as the senior executive officer of Broward County's Waste Recovery District with oversight of more than a billion dollars of waste to energy assets. Following his departure from government service and based on his expertise with the State Budget, Ron served for many years as a special advisor to the Florida House of Representatives.

For a list of all staff and client, please visit our websites:

www.flapartners.com

www.parkandk.com

In addition, a client list is provided as an attachment

We have worked on the following examples of success for government and public sector clients:

City of Panama City Beach - Successfully lobbied the Florida Department of Economic Opportunity in favor of a \$21M Community Development Block Grant for the City to be used to address stormwater outfalls on the beach.

Secured a \$760,000 appropriation during the 2021 Legislative Session for the construction of a Fire Training Station.

Secured \$961,555 appropriation during the 2020 Legislative Session to pay for Phase II construction costs of the Bay Parkway expansion, a priority item for the city.

Florida Gulf Coast University - During the 2020 session we secured \$14 Million for PECO project – this was on top of \$41M for same project that we have helped them secure over the last several sessions – total cost of building approximately \$52M.

Secured \$3M recurring for “water school/curriculum.”

North Broward Hospital District - Passed legislation authorizing the North Broward Hospital District to participate in the Program for the All-Inclusive Care for the Elderly (PACE) and secured 200 patient slots which will allow the district to begin serving those patients in 2022.

City of Oakland Park – Klenet has represented the City for over 10 years on multiple transportation-oriented issues, CRA funding and general project partnerships with the County. Klenet appears on behalf of the City at the SFRTA, Planning Council and other local government agencies.

Our firm and subcontractors have relationships with multiple members of the legislature and Executive branch. Those relationships in the Senate include but are not limited to: Senate President Wilton Simpson; Senate President Elect Kathleen Passidomo; Senator Doug Broxson; Senator George Gainer; Senator Kelli Stargel; Senator Ben Albritton; Senator Manny Diaz; Senator Jim Boyd; Senate Minority leader Senator Lauren Book; and Senator Jason Pizzo.

In the House we have relationships with but not limited to: Speaker Chris Sprowls; Speaker Designate Paul Renner; Representative Jay Trumbull; Representative Tom Leek; Representative Bryan Avila; Representative Michael Grant; Representative Daniel Perez; Representative Jayer Williamson; Representative Brad Drake; Representative Jason Shoaf; Representative Alex Andrade; Representative Michelle Salzman; Representative Bobby Dubose; and Representative Nick Duran.

In addition to relationships with members of the legislature our contacts also run through the Executive branch with Governor DeSantis, his Chief of Staff, Adrian Lukis, and his Legislative Director, Stephanie Kopelousos. We also work with Attorney General Ashley Moody, Chief Financial Officer Jimmy Patronis and the agencies under his purview. Our relationships extend into the executive branch agencies such as the Department of Transportation, Department of Economic Opportunity, Agency for Health Care Administration and the Department of Health.

PROJECT UNDERSTANDING, PROPOSED APPROACH & METHODOLOGY

As a firm, we strive to exceed our clients' expectations with the understanding that our success is based solely on the success of our clients. Our first step in pursuing City of Hollywood's goals is to develop a strategic advocacy plan. In the world of advocacy, positive outcomes are the result of sound strategy, access to decision makers, effective communication, and strong execution. In creating and executing a strategy for each of our clients, we bring decades of knowledge and advocacy experience derived from executing major client initiatives.

In addition to developing an effective strategic advocacy plan, we also bring the collective scope and depth of relationships developed along the way. As a result, Floridian Partners and Park&K operate at all levels of government and can access key decision makers on any given client matter, especially when securing public funds. Not only will we navigate the political process with a focus on the local legislative delegation, but we are also active participants in the statewide legislative political process, including providing advice, consultation and substantial financial support to candidates and incumbents seeking local, state, and federal office.

The local legislative delegation plays a key role in implementing a successful legislative plan, especially as it relates to securing state funds for local projects. Consistent messaging and support of the delegation members keeps the City's priorities focused on the uber-competitive state budget process.

This all leads to strategy implementation where the issue analysis, stakeholder relations, and monitoring come together as we execute our plan to achieve the City's funding goals.

We have studied this RFP and the Scope of Work. We believe that our team at Floridian Partners and Park&K have the experience to fulfill the Scope of Work provided within this RFP.

As mentioned previously the firm uses a Team Approach in our representation of each Client. Assignments are made to individual team members who either have a background on a given subject matter or have the best relationship with key decisionmakers that can help. The Team Lead for that client is responsible for ensuring that each assignment is executed successfully and for maintaining the client abreast of such efforts.

The first step in our proposed engagement with City of Hollywood would be to jointly develop a Strategic Advocacy & Communication Plan where we work with the Client to understand their objectives and concerns and we talk through the steps that need to be

taken, along with discussion of a proposed timeline with deliverables, identify potential allies and opponents, and discuss various approaches to help meet the client's objectives. Individual team members are assigned discrete tasks and report back his or her progress in completing those tasks to the Team Lead for that client. Clients are kept up to date on the status of a given task or assignment through weekly reporting or more frequent conversations with the Team Lead.

We have reviewed the Draft Issues and Priorities identified in Attachment A. Our Team members have experience working on and knowledge of these items. Prioritizing these items would be Task 1, followed by creating a work plan, and timeline to address remaining items, several of which may materialize as Legislative Committee Meetings begin the week of September 20, 2021 in Tallahassee.

Working as a Team, we share information with one another and remain in constant contact. We leverage technology and subscribe to the latest news clippings and bill tracking services (such as Lobby Tools and Politico Pro) to stay up to date on what is happening on a given piece of legislation or amendment, rule, or order as well as politics and industry trends.

SUMMARY OF THE PROPOSER'S FEE STATEMENT

Floridian Partners and Park&K propose a fee schedule as follows:

- \$120,000 annually, payable at \$10,000 per month;
- Reimbursable travel at cost and upon approval by appropriate City staff; and
- Reimbursement of Lobby Registration fees for Team members.

REQUIRED FORMS

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RFP-4677-21-OT State and Local Lobbying Services

City of Hollywood, Florida

ACKNOWLEDGMENT AND SIGNATURE PAGE

This form must be completed and submitted by the date and the time of bid/proposal opening.

Legal Company Name (include d/b/a if applicable): Florida Partners LLC Federal Tax Identification Number: 65-1009420

If Corporation - Date Incorporated/Organized: _____

State Incorporated/Organized: Florida

Company Operating Address: 108 S Monroe St.

City Tallahassee FL State FL Zip Code 32301

Remittance Address (if different from ordering address): _____

City _____ State _____ Zip Code _____

Company Contact Person: Charles Dudley Email Address: cdudley@flapartners.com

Phone Number (include area code): 850-681-0354 Fax Number (include area code): 850-681-0354

Company's Internet Web Address: www.flapartners.com

IT IS HEREBY CERTIFIED AND AFFIRMED THAT THE BIDDER/PROPOSER CERTIFIES ACCEPTANCE OF THE TERMS, CONDITIONS, SPECIFICATIONS, ATTACHMENTS AND ANY ADDENDA. THE BIDDER/PROPOSER SHALL ACCEPT ANY AWARDS MADE AS A RESULT OF THIS SOLICITATION. BIDDER/PROPOSER FURTHER AGREES THAT PRICES QUOTED WILL REMAIN FIXED FOR THE PERIOD OF TIME STATED IN THE SOLICITATION.

Charles F. Dudley 7/23/21
Bidder/Proposer's Authorized Representative's Signature: Date

Type or Print Name: Charles Dudley

THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF BIDDER/PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE BID/PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT ANY BID/PROPOSAL THAT INCLUDES AN EXECUTED DOCUMENT WHICH UNEQUIVOCALLY BINDS THE BIDDER/PROPOSER TO THE TERMS OF ITS OFFER.

ANY EXCEPTION, CHANGES OR ALTERATIONS TO THE GENERAL TERMS AND CONDITIONS, HOLD HARMLESS/INDEMNITY DOCUMENT OR OTHER REQUIRED FORMS MAY RESULT IN THE BID/PROPOSAL BE DEEMED NON-RESPONSIVE AND DISQUALIFIED FROM THE AWARD PROCESS.

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City of Hollywood, Florida

HOLD HARMLESS AND INDEMNITY CLAUSE**(Company Name and Authorized Representative's Name)**

Floridian Partners & Charles Dudley, the contractor, shall indemnify, defend and hold harmless the City of Hollywood, its elected and appointed officials, employees and agents for any and all suits, actions, legal or administrative proceedings, claims, damage, liabilities, interest, attorney's fees, costs of any kind whether arising prior to the start of activities or following the completion or acceptance and in any manner directly or indirectly caused, occasioned or contributed to in whole or in part by reason of any act, error or omission, fault or negligence whether active or passive by the contractor, or anyone acting under its direction, control, or on its behalf in connection with or incident to its performance of the contract.

Charles F. Dudley
SIGNATURE

Charlie Dudley
PRINTED NAME

Floridian Partners
COMPANY OF NAME

7/23/21
DATE

Failure to sign or changes to this page shall render your bid non-responsive.

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City of Hollywood, Florida

NON-COLLUSION AFFIDAVIT

STATE OF: FloridaCOUNTY OF: Leon

, being first duly sworn, deposes and says that:

- (1) He/she is Charles Dudley of Floridian Partners the proposer that has submitted the attached proposal.
- (2) He/she has been fully informed regarding the preparation and contents of the attached proposal and of all pertinent circumstances regarding such proposal;
- (3) Such proposal is genuine and is not a collusion or sham proposal;
- (4) Neither the said proposer nor any of its officers, partners, owners, agents, representatives, employees or parties in interest, including this affiant has in any way colluded, conspired, connived or agreed, directly or indirectly with any other proposer, firm or person to submit a collusive or sham Bid proposal in connection with the contractor for which the attached proposal has been submitted or to refrain from proposing in connection with such contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other proposer, firm or person to fix the price or prices, profit or cost element of the proposal price or the proposal price of any other proposer, or to secure an advantage against the City of Hollywood or any person interested in the proposed Contract; and
- (5) The price or prices quoted in the attached proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance or unlawful agreement on the part of the proposer or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

(SIGNED) Charles Dudley

Title

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City of Hollywood, Florida

SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a) FLORIDA STATUTES ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR
OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS

1. This form statement is submitted to City of Hollywood, Florida
by Charles Dudley for Floridian Partners
(Print individual's name and title) (Print name of entity submitting sworn statement)
whose business address is 1085 Monroe St Tallahassee, FL 32304
and if applicable its Federal Employer Identification Number (FEIN) is _____ if the entity has no FEIN,
include the Social Security Number of the individual signing this sworn statement. 65-1029423

2. I understand that "public entity crime," as defined in paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misinterpretation.

3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in an federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

4. I understand that "Affiliate," as defined in paragraph 287.133(1)(a), Florida Statutes, means:

1. A predecessor or successor of a person convicted of a public entity crime, or
2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

5. I understand that "person," as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or any entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies.)

☒ Neither the entity submitting sworn statement, nor any of its officers, director, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

☐ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an

affiliate of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

_____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime, but the Final Order entered by the Hearing Officer in a subsequent proceeding before a Hearing Officer of the State of the State of Florida, Division of Administrative Hearings, determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the Final Order).

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THAT PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017 FLORIDA STATUTES FOR A CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

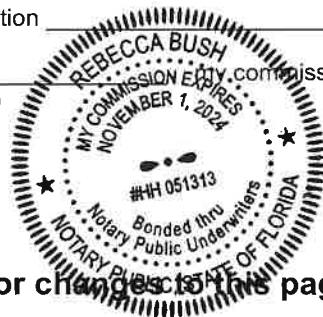
Charles F. Dudley
(Signature)

Sworn to and subscribed before me this 9th day of August, 2021

Personally known X

Or produced identification _____ Notary Public-State of FL

(Type of identification)



My commission expires 11/1/24

Rebecca Bush
(Printed, typed or stamped commissioned name of notary public)

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City of Hollywood, Florida

**CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER
RESPONSIBILITY MATTERS**

The applicant certifies that it and its principals:

- (a) Are not presently debarred, suspended, proposed for debarment, declared ineligible, sentenced to a denial of Federal benefits by a State or Federal court, or voluntarily excluded from covered transactions by any Federal department or agency;
- (b) Have not within a three-year period preceding this application been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction, violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- (c) Are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and
- (d) Have not within a three-year period preceding this application had one or more public transactions (Federal, State, or local) terminated for cause or default.

Applicant Name and Address:

Floridian Partners
108 S. Monroe St.
Tallahassee, FL 32301

Application Number and/or Project Name:

RFP 4677-21-OT State and Local Lobbying Services
65-1029422

Applicant IRS/Vendor Number:

Type/Print Name and Title of Authorized Representative:

Charles Dudley

Signature: Charles J. Dudley Date: 7/23/21

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City of Hollywood, Florida

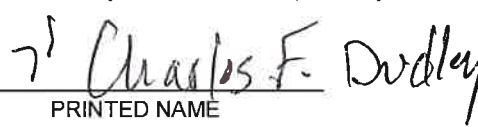
DRUG-FREE WORKPLACE PROGRAM

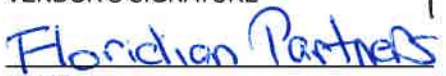
IDENTICAL TIE BIDS - Preference shall be given to businesses with drug-free workplace programs. Whenever two or more bids which are equal with respect to price, quality, and service are received by the State or by any political subdivision for the procurement of commodities or contractual services, a bid received from a business that certifies that it has implemented a drug-free workplace program shall be given preference in the award process. Established procedures for processing tie bids will be followed if none of the tied vendors have a drug-free workplace program. In order to have a drug-free workplace program, a business shall:

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employee that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program (if such is available in the employee's community) by, any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of these requirements.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.


VENDOR'S SIGNATURE


PRINTED NAME


NAME OF COMPANY

RFP-4677-21-OT State and Local Lobbying Services**City of Hollywood, Florida****SOLICITATION, GIVING, AND ACCEPTANCE OF GIFTS POLICY**

Florida Statute 112.313 prohibits the solicitation or acceptance of Gifts. "No Public officer, employee of an agency, local government attorney, or candidate for nomination or election shall solicit or accept anything of value to the recipient, including a gift, loan, reward, promise of future employment, favor, or service, based upon any understanding that the vote, official action, or judgment of the public officer, employee, local government attorney, or candidate would be influenced thereby." The term "public officer" includes "any person elected or appointed to hold office in any agency, including any person serving on an advisory body."

The City of Hollywood policy prohibits all public officers, elected or appointed, all employees, and their families from accepting any gifts of any value, either directly or indirectly, from any contractor, vendor, consultant, or business with whom the City does business.

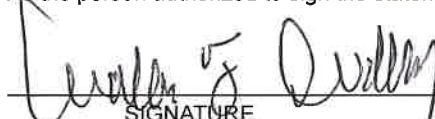
The State of Florida definition of "gifts" includes the following:

- Real property or its use,
- Tangible or intangible personal property, or its use,
- A preferential rate or terms on a debt, loan, goods, or services,
- Forgiveness of indebtedness,
- Transportation, lodging, or parking,
- Food or beverage,
- Membership dues,
- Entrance fees, admission fees, or tickets to events, performances, or facilities,
- Plants, flowers or floral arrangements
- Services provided by persons pursuant to a professional license or certificate.
- Other personal services for which a fee is normally charged by the person providing the services.
- Any other similar service or thing having an attributable value not already provided for in this

section.

Any contractor, vendor, consultant, or business found to have given a gift to a public officer or employee, or his/her family, will be subject to dismissal or revocation of contract.

As the person authorized to sign the statement, I certify that this firm will comply fully with this policy.

 SIGNATURE	Charles Dudley PRINTED NAME
Floridian Partners NAME OF COMPANY	Partner TITLE

Failure to sign this page shall render your bid non-responsive.

RFP-4677-21-OT State and Local Lobbying Services

City of Hollywood, Florida

REFERENCE QUESTIONNAIRE

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: Floridian Partners

Firm giving Reference: Florida Gulf Coast University

Address: 10501 EGCU Blvd South Fort Myers, FL 33965

Phone: 2395901020 / 2398235718

NA Fax NA

Email: jgoen@fgcu.edu

1. Q: What was the dollar value of the contract?
A: \$15,000 monthly
2. Have there been any change orders, and if so, how many?
A: NO
3. Q: Did they perform on a timely basis as required by the agreement? A: Yes
4. Q: Was the project manager easy to get in contact with?
A: Yes, always available
5. Q: Would you use them again?
A: Yes, we have executed continuous contracts
6. Q: Overall, what would you rate their performance? (Scale from 1-5)
A: ☒ 5 Excellent ☐ 4 Good ☐ 3 Fair ☐ 2 Poor ☐ 1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?
A: Floridian Partners are a very responsive, accessible and goal oriented team. Their knowledge of the budget and legislative processes have delivered very successful outcomes.

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: Jennifer Goen Title: Director of Gov't Relations

Signature: Jennifer Goen Date: 8/16/21

RFP-4677-21-OT State and Local Lobbying Services

City of Hollywood, Florida

REFERENCE QUESTIONNAIRE

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: Jorge Chamizo of Floridian Partners

Firm giving Reference: North Broward Hospital District d/b/a Broward Health

Address: 1800 NW 49th Street Fort Lauderdale, FL 33309

Phone: 954- 256- 6268

Fax: n/a

Email: aboxer@browardhealth.org

1. Q: What was the dollar value of the contract?
A: \$4166.67/month for the term of 12 months
2. Q: Have there been any change orders, and if so, how many?
A: To my knowledge, only contract amendments due to extensions and/or technical edits re: term
3. Q: Did they perform on a timely basis as required by the agreement?
A: Yes
4. Q: Was the project manager easy to get in contact with?
A: Yes
5. Q: Would you use them again?
A: Yes
6. Q: Overall, what would you rate their performance? (Scale from 1-5)
A: ☒ 5 Excellent ☐ 4 Good ☐ 3 Fair ☐ 2 Poor ☐ 1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked?
A: Jorge has been a great representative of the NBHD's interests

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: Ashley Boxer Title VP, External Affairs

Signature:  Date: 8/8/2021

RFP-4677-21-OT State and Local Lobbying Services

City of Hollywood, Florida

REFERENCE QUESTIONNAIRE

It is the responsibility of the contractor/vendor to provide a minimum of three (3) similar type references using this form and to provide this information with your submission. Failure to do so may result in the rejection of your submission.

Giving reference for: Floridian Partners

Firm giving Reference: Broward County

Address: 100 S. Andrews Ave

Phone: 954-357-7575

Fax: _____

Email: mcassini@broward.org

1. Q: What was the dollar value of the contract?

A: \$36,000

2. Have there been any change orders, and if so, how many?

A: NO

3. Q: Did they perform on a timely basis as required by the agreement?

A: Yes

4. Q: Was the project manager easy to get in contact with?

A: Yes

5. Q: Would you use them again?

A: Yes

6. Q: Overall, what would you rate their performance? (Scale from 1-5)

A: ☒ 5 Excellent ☐ 4 Good ☐ 3 Fair ☐ 2 Poor ☐ 1 Unacceptable

7. Q: Is there anything else we should know, that we have not asked?

A:

The undersigned does hereby certify that the foregoing and subsequent statements are true and correct and are made independently, free from vendor interference/collusion.

Name: Marty Cassini Title: Manager

Signature: [Signature] Date: 8/10/21

CLIENT LIST

Floridian Partners

Alivi Technology
American Casualty Co.
American Fair Credit Corporation
American International Group, Inc.
Anheuser-Busch Companies, Inc.
Anthem, Inc and its Affiliates
Associated Industries of Florida
Avail
Broward County
CARCO Group Inc.
Centene/Sunshine Health
CNH Industrial
City of Panama City Beach
Columbia Casualty Co.
Continental Casualty Co. dba CNA
Cuban American Bar Association
Dealer Consulting Services
Dorado Acquisition, Inc.
Duke Energy Corporation
Excela Technologies, Inc.
Families Against Mandatory Minimums
FCCI Insurance Group
FGA Action (Opportunity Solutions)
Fines and Fees Justice Center
Florida Assn. of Criminal Defense
Lawyers
Florida Assn. of Motorist Service
Providers
Florida Cable Telecommunications
Assn.
Florida Family Insurance Company
Florida Gulf Coast University
Foundation
Florida Insurance Council
Families Against Mandatory Minimums
Florida Association of Motorist Service
Providers
Florida Realtors
Genovese, Joblove & Batista, PA

Gulf Power
HP, Inc.
Improved Construction Practices
Committee
International Bottled Water Association
John Deere
JM Family
Lee Memorial Health System
Liberty Mutual Insurance Group
Mackinac Center for Public Policy
Magellan Complete Care
Magellan Health Services
Marie Selby Botanical Gardens
Maximus
Metro Traffic School
Milliman
MorseLife
Naples Botanical Garden
National Council on Compensation
Insurance
National Fire Insurance Co. of Hartford
North Broward Hospital District
Novitex
Peoples Gas System
Petland
RedSpeed USA
Seminole Tribe
Solarus Medical
St. Joe Company
Suffolk
Summit Consulting
Tampa Electric Company
TECO Energy Inc
Total Wine.
Tracfone Wireless, Inc.
Uber Technologies
U.S. Chamber of Commerce
U.S. Sugar Corp.

Russ Klenet & Associates/ Park & K Public Affairs

City Furniture
City of Oakland Park
City of Pompano Beach
Elections Systems and Software
Microsoft
Multiple Not-For Profit Agencies in New York City
North St Louis Regeneration Project
Paris St.-Germain
Ponce Health Sciences University
PSG Academy
South Florida Auto Dealers
Suffolk Construction
The Florida Association of Community Health Centers
The International Association of Carpenters
The Metropolitan Museum of Art
The Metropolitan Opera
The International Association of Carpenters
Paris St.-Germain