

RESOLUTION NO. _____

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF HOLLYWOOD, FLORIDA, AUTHORIZING THE APPROPRIATE CITY OFFICIALS TO ISSUE BLANKET PURCHASE AGREEMENTS TO THE TWO HIGHEST RANKED FIRMS, GRAY ROBINSON, P.A. AND FLORIDIAN PARTNERS, LLC, TO PROVIDE STATE AND LOCAL LOBBYING SERVICES FOR A COMBINED ANNUAL AMOUNT NOT TO EXCEED \$100,000.00 OVER A THREE YEAR PERIOD.

WHEREAS, the City, through the Office of the City Manager, is seeking qualified firms to perform responsibilities of lobbyists at the State and local levels; and

WHEREAS, the lobbyists will serve in a consulting and advisory capacity to the City for all issues at the State and local levels and must possess a strong working knowledge of legislative, administrative, and regulatory processes; and

WHEREAS, on July 13, 2021, RFP-4677-21-OT was posted on the City's website and advertised and sent to 1,200 firms and viewed by 39 vendors on Bidsync.com, in accordance with Section 38.43 of the City's Procurement Ordinance; and

WHEREAS, RFP-4677-21-OT was opened at 3:00 p.m. on Thursday, August 12, 2021, and resulted in proposals from the following seven firms:

- | | | |
|---------------------------------|----------------------------|-------|
| 1. Becker & Poliakoff, P.A. | (Fort Lauderdale, Florida) | |
| 2. Capital City Consulting, LLC | (Tallahassee, Florida) | |
| 3. Converge Public Strategies | (Miami, Florida) | |
| 4. Floridian Partners, LLC | (Tallahassee, Florida) | |
| 5. GrayRobinson, P.A. | (Tallahassee, Florida) | |
| 6. Rubin Turnbull & Associates | (Fort Lauderdale, Florida) | |
| 7. Sun City Strategies, LLC | (Hialeah, Florida) | ; and |

WHEREAS, on September 8, 2021, the State and Local Lobbying Services Selection Committee ("Selection Committee") met to evaluate and rank the proposals; and

WHEREAS, evaluation of the proposals was based upon the approved Evaluation Criteria established in the RFP: Qualifications; Relationships, Resources and Capabilities; Project Understanding/Approach and Methodology; Cost to the City (Proposer's Fee Statement) and Local Preference; and

WHEREAS, based on the Evaluation Criteria, the Selection Committee evaluated and scored the seven proposals, with the highest score being the highest ranked as follows:

- | | | |
|----|------------------------------|------------|
| 1. | GrayRobinson, P.A. | 445 Points |
| 2. | Becker & Poliakoff, P.A. | 425 Points |
| 3. | Capital City Consulting, LLC | 423 Points |
| 4. | Floridian Partners, LLC | 371 Points |
| 5. | Rubin Turnbull & Associates | 353 Points |
| 6. | Converge Public Strategies | 351 Points |
| 7. | Sun City Strategies, LLC | 218 Points |
- ; and

WHEREAS, on September 20, 2021, the Selection Committee met to discuss additional information that was requested and provided by the firms, which resulted in the top six ranked firms being shortlisted to provide oral presentations to the Selection Committee to assist with their evaluation and selection of firms; and

WHEREAS, on September 22, 2021, oral presentations were provided by five of the top six ranked firms, which excluded Rubin Turnbull & Associates, who withdrew, followed by a public Selection Committee meeting during which the Selection Committee ranked the shortlisted firms; and

WHEREAS, scores were compiled to arrive at the following rankings, with the lowest score being the highest ranked:

State Lobbying Services:

- | | | |
|----|------------------------------|-----------------------------|
| 1. | GrayRobinson, P.A. | 1 st (6 Points) |
| 2. | Floridian Partners, LLC | 2 nd (11 Points) |
| 3. | Capital City Consulting, LLC | 3 rd (16 Points) |
| 4. | Becker & Poliakoff | 4 th (20 Points) |
| 5. | Converge Public Strategies | 5 th (22 Points) |

Local Lobbying Services:

- | | | |
|----|------------------------------|-----------------------------|
| 1. | Floridian Partners, LLC | 1 st (5 Points) |
| 2. | Becker & Poliakoff | 2 nd (11 Points) |
| 3. | GrayRobinson, P.A. | 3 rd (14 Points) |
| 4. | Capital City Consulting, LLC | 4 th (20 Points) |
| 5. | Converge Public Strategies | 5 th (25 Points) |

; and

WHEREAS, the Selection Committee recommends that the City Commission authorize the negotiation and execution of blanket purchase agreements with the highest ranked firms, GrayRobinson, P.A. for State lobbying services, for a term of three years with an option to renew for three additional one-year periods, and Floridian Partners, LLC for

local lobbying services, for a term of three years with an option to renew for three additional one-year periods; and

WHEREAS, award is subject to the City receiving all insurance documents and endorsements required by the City's Risk Manager, along with Hold Harmless and Indemnity provisions to the City; and

WHEREAS, funding for these blanket purchase agreements has been provided in the Fiscal Year 2022 lobbying services accounts appropriated in several City funds.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF HOLLYWOOD, FLORIDA:

Section 1: That the foregoing "WHEREAS" clauses are ratified and confirmed as being true and correct and are incorporated in this Resolution.

Section 2: That it approves the ranking of the firms as follows:

State Lobbying Services:

- | | | |
|----|------------------------------|-----------------------------|
| 1. | GrayRobinson, P.A. | 1 st (6 Points) |
| 2. | Floridian Partners, LLC | 2 nd (11 Points) |
| 3. | Capital City Consulting, LLC | 3 rd (16 Points) |
| 4. | Becker & Poliakoff | 4 th (20 Points) |
| 5. | Converge Public Strategies | 5 th (22 Points) |

Local Lobbying Services:

- | | | |
|----|------------------------------|-----------------------------|
| 1. | Floridian Partners, LLC | 1 st (5 Points) |
| 2. | Becker & Poliakoff | 2 nd (11 Points) |
| 3. | GrayRobinson, P.A. | 3 rd (14 Points) |
| 4. | Capital City Consulting, LLC | 4 th (20 Points) |
| 5. | Converge Public Strategies | 5 th (25 Points) |

Section 3: That it authorizes the appropriate City officials to negotiate and execute blanket purchase agreements, embodying the terms and conditions approved by the City Commission this date, with GrayRobinson, P.A. and Floridian Partners, LLC, in forms acceptable to the City Manager and approved as to form and legal sufficiency by the City Attorney.

Section 4: That if the appropriate City officials are unable to negotiate an agreement with the highest ranked firm(s), they are authorized to terminate negotiations with that firm and proceed to negotiate and execute a blanket purchase agreement with the next highest ranked firm(s), in order, until an agreement is reached.

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Section 5: That this Resolution shall be in full force and effect immediately upon its passage and adoption.

PASSED AND ADOPTED this _____ day of _____, 2021.

JOSH LEVY, MAYOR

ATTEST:

PATRICIA A. CERNY, MMC
CITY CLERK

APPROVED AS TO FORM AND LEGAL
SUFFICIENCY for the use and reliance
of the City of Hollywood, Florida, only.

DOUGLAS R. GONZALES
CITY ATTORNEY