GRAYROBINSON

ATTORNEYS | LOBBYISTS | CONSULTANTS



City of Hollywood, Florida
Request for Proposals, RFP-4677-21-OT
State and Local Lobbying Services
August 12, 2021



CONTACTS:

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3. LETTER OF TRANSMITTAL

- a. Briefly state your firm's understanding of the work to be done and provide a positive commitment to perform the work.
- b. Give the names of the persons who will be authorized to make representations for your firm, their titles, addresses, and telephone numbers.

City of Hollywood City Clerk's Office 2600 Hollywood Blvd., Room 221 Hollywood, FL 33020

Dear City Commission,

August 12, 2021

On behalf of GrayRobinson, P.A. (the "Firm"), we are pleased to offer this proposal to provide state and local lobbying services for the City of Hollywood, Florida (the "City"). We present the enclosed qualifications detailing our firm's dynamic team background, approach, ties to leadership at all levels of government, and examples of successes achieved in similar representations and on behalf of the City throughout a long history of successful representation. For more than 13 years, GrayRobinson has enjoyed the privilege of working alongside the City Commission to advocate for (and against) policy and regulatory issues and in support of the City's various funding objectives. We are invested in the City's prosperity, and we look forward to pursuing the goals of the Commission, the City, and its citizens in the 2022 Legislative Session and beyond. As a result of providing local and state lobbying services to the City for more than a decade, GrayRobinson has a thorough understanding of the work to be done. We commit to continue providing these services to the City and welcome the opportunity.

The GrayRobinson Government Affairs and Lobbying Group includes two former Speakers of the Florida House of Representatives, a former State Senator, a former Florida House and Senate General Counsel, a former Florida Governor Chief of Staff, a former counsel to the Speaker of the Florida House, multiple local government finance and policy experts, and former political consultants. 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. Our team's approach to navigating a path to victory within the halls of government is evident by our recognition as the "Legal-Lobbying Firm of the Year" by *INFLUENCE Magazine* in 2019 and our consistent ranking as one of the top-earning lobbying firms in Florida by *Florida Politics*.

The individuals proposed to serve the City and who are authorized to make representations for GrayRobinson include:

JOSEPH R. SALZVERG

Attorney and Government Affairs Consultant 333 SE 2nd Ave., Suite 3200 Miami, Florida 33131 305-913-0532

DEAN CANNON

President and CEO, Chair of Government Affairs 301 South Bronough St., Suite 600 Tallahassee, Florida 32301 850-577-5480

JASON L. UNGER

Tallahassee Managing Shareholder 301 South Bronough St., Suite 600 Tallahassee, Florida 32301 850-577-5489

GEORGE LEVESQUE

Shareholder 301 South Bronough St., Suite 600 Tallahassee, Florida 32301 850-577-6969

KIM MCDOUGAL, PH.D.

Senior Government Affairs Consultant 301 South Bronough St., Suite 600 Tallahassee, Florida 32301 850-577-5461 City of Hollywood, Florida RFP-4677-21-OT August 12, 2021



Our professional and political acumen extends beyond the state's capital. With 14 offices located across Florida, GrayRobinson professionals provide our clients with a local connection throughout the state. This means that in addition to our decades of experience working with state government, we also maintain ongoing, comprehensive knowledge of what is happening at the local level and are constituents to many members of the Legislature, including legislative leadership. Our experience in advocating for (and sometimes against) substantive legislation, pursuing worthy regulatory reforms, advocating within and successfully working the amendatory and appropriations processes, and our general understanding of legislative and executive branch lobbying makes GrayRobinson ideally suited to continue serving the City in this capacity.

Our team of professionals provides a combination of in-depth knowledge of municipal representation and exclusive access to legislative leaders. We are confident in our ability to continue our successful partnership with the City to execute the scope of work as laid out in the RFP. We hope you will recognize the exclusive assets of GrayRobinson's professionals and favorably consider this proposal.

We look forward to hearing from you.

Sincerely,

Jason L. Unger

Tallahassee Managing Shareholder

GrayRobinson, P.A.

Joseph Jalyveg Joseph R. Salzverg

Attorney and Government Affairs Consultant

GrayRobinson, P.A.



4. PROFILE OF PROPOSER

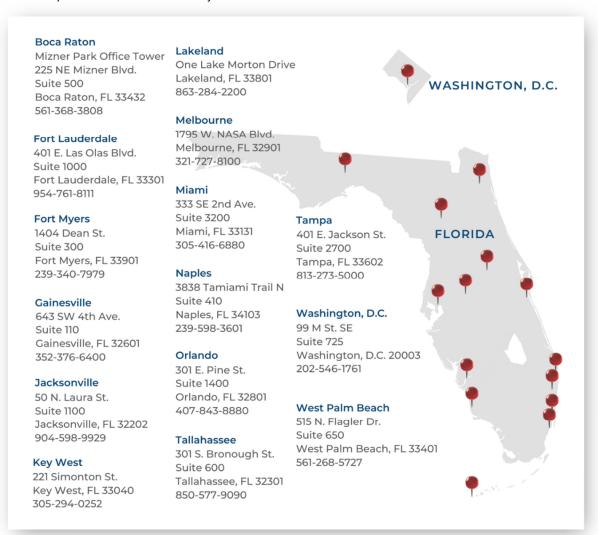
a. State whether your organization is national, regional, or local.

GrayRobinson is a regional lobbying and law firm servicing clients from 14 offices spanning the State of Florida and a federal lobbying office in Washington, D.C.

b. State the location of the office from which your work is to be performed.

While our Tallahassee office will serve as the "home base" from which we handle most state lobbying work for the City during and surrounding legislative committee weeks, regular session, and any special sessions, we will also actively work for the City from our Miami and Fort Lauderdale offices. As such, a GrayRobinson representative will be available to the City at a moment's notice.

GrayRobinson's Fort Lauderdale office was established in 2005. There are currently 40 employees working in Fort Lauderdale, including 29 attorneys and consultants. We support several non-profits and community interests throughout Broward County, including 2-1-1 Broward, Broward Performing Arts Foundation, Inc., Broward Public Library Foundation, the FLITE Center, the Fort Lauderdale Historical Society, H.O.M.E.S., Inc., the Joe DiMaggio Children's Hospital Foundation, Leadership Broward Foundation, and we are one of the headline sponsors for Winterfest each year.



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We are also members of various professional and civic organizations, including, Broward League of Cities, Broward County Bar Association, the Greater Fort Lauderdale Chamber of Commerce, and the Greater Fort Lauderdale Alliance.

Our team has significant experience providing state and local lobbying services to clients in and around the City, including AshBritt, Inc., ChildNet, Inc., Broward County School District, Florida Association of Agencies Serving the Blind, and South Broward Hospital District. We understand the City's economy, its geography, its socioeconomic and cultural diversity, as well as its opportunities and challenges.

c. Describe the firm, including the size, range of activities, etc. particular emphasis should be given as to how the firm-wide experience and expertise in the area addressed by this Request for Proposal, will be brought to bear on the proposed work.

GrayRobinson is a full-service government consulting and law firm with more than 250 professionals positioned throughout 15 offices in Florida and Washington, D.C. We offer local, state, and federal lobbying services and our attorneys practice in more than 80 areas of law. We are at the forefront of emerging legislative, regulatory, legal, and market trends and we work closely with clients to help them identify opportunities, overcome challenges, and accomplish their objectives. GrayRobinson's mission is to apply our lobbying, regulatory, and legal backgrounds and skills in ways that enable our clients to define and achieve their goals while supporting our communities as a matter of mission as well as passion.

The firm was founded in Orlando in 1970. GrayRobinson is a C-Corporation with all equity shareholders owning equal shares yielding less than 1% per equity shareholder. Proposed City of Hollywood team member Dean Cannon is the president and CEO of GrayRobinson and serves as Chair of the Government Affairs and Lobbying Practice. Byrd F. "Biff" Marshall, Jr. serves as board chair, J. Charles "Charlie" Gray serves as chair emeritus and founding director, and proposed team co-lead Jason L. Unger serves as director and assistant treasurer.

GrayRobinson professionals have been representing local governments in both the legal and lobbying context for more than 50 years. 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 local governments before the legislative and executive branches of state government. The GrayRobinson 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 Broward County.

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. GrayRobinson 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 more than 250 attorneys and consultants and a proud history of serving public entities, we are confident there is no firm more uniquely qualified and prepared to represent the City before Florida's legislative and executive branches of government as well as the Broward County government. Further, we are supremely confident in the effectiveness of both our network of relationships and connections in Tallahassee and Broward County, and our subject matter expertise in support of our public sector clients. We look forward to continuing to prove our abilities to the City in the 2022 Legislative Session and beyond.



d. Provide a list and description of similar municipal engagements satisfactorily performed within the past two (2) years. For each engagement listed, include the name, email, fax and telephone number of a representative for whom the engagement was undertaken who can verify satisfactory performance.

GrayRobinson professionals are involved in similar municipal engagements with the following entities. We provide each of the cities listed below with government affairs and lobbying services.

CITY OF KEY WEST

Shawn Smith, City Attorney sdsmith@cityofkeywest-fl.gov P (305) 809-3770 F (305) 809-3771

CITY OF KISSIMMEE

Mike Steigerwald, City Manager msteiger@kissimmee.org P (407) 518-2310 F (407) 846-8369

CITY OF ORLANDO

Kyle Shephard, Director of Intergovernmental Relations kyle.shephard@orlando.gov P (407) 246-3475 F (407) 246-2854

CITY OF PORT ST. LUCIE

Russ Blackburn, City Manager rblackburn@cityofpsl.com
P (772) 871-5163
F (772) 344-4094

CITY OF WEST PALM BEACH

Kimberly L. Rothenburg, City Attorney krothenburg@wpb.org P (561) 822-1350 F (561) 822-1373

CITY OF WINTER PARK

Randy Knight, City Manager rknight@cityofwinterpark.org P (407) 599-3236 F (407) 599-3436

In addition, see page 34 for three required client reference forms.

e. Have you been involved in litigation within the last five (5) years or is there any pending litigation arising out of your performance?

In any firm with hundreds of clients and more than 250 attorneys and consultants throughout 15 offices, there may occasionally be a dispute between the firm and a client. GrayRobinson has a few disputes involving matters that would be entirely irrelevant to the City's operational and lobbying needs. GrayRobinson is contesting each of the disputes vigorously and expects to prevail on each or, in the worst case, settle on reasonable terms that will not jeopardize the financial viability of the firm. The firm is also fully insured with respect to any pending claims. The GrayRobinson team is proud of its reputation for honest, straightforward, ethical dealings with its respective clients. That is our culture, and we will be pleased to continue to bring that culture to the table in the course of continuing our involvement in the City's lobbying work in Florida.



5. SUMMARY OF PROPOSER'S QUALIFICATIONS

a. Identify the project manager and each individual who will work as part of the engagement. Include resumes for each person to be assigned. The resumes may be included as an appendix.

GrayRobinson will utilize a team approach designed to maximize communication and responsiveness to the City's needs. The project managers for all work done on behalf of the City will be Jason L. Unger and Joseph R. Salzverg. In addition to Jason and Joseph, Dean Cannon, George Levesque, and Kim McDougal, Ph.D., will work on the team as part of the engagement. If the situation warrants, all of GrayRobinson's professionals are available to the City.

Please see Appendix A for complete resumes of all City team members.

b. Describe the experience in conducting similar projects for each of the individuals assigned to the engagement. Describe the relevant educational background of each individual.

Please see Appendix A for complete resumes including the relevant educational background of all City team members.

PROJECT MANAGER - JASON L. UNGER, TALLAHASSEE

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 vital in achieving success on behalf of the City and its legislative priorities. Jason has served as special counsel to the Speaker of the Florida House. He represented the Florida House in the 2002 and 2012 redistricting cycles and 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. Originally appointed to the Florida Supreme Court JNC by Governor Crist in 2008, he was subsequently reappointed by Governor Scott in 2011 and 2016. Jason served as the chair of Florida Supreme Court JNC from 2009 to 2010 and from 2016 to 2019. Jason has lobbied for nearly 20 years and represents dozens of public and private entities before the legislative and executive branches of Florida government.

PROJECT MANAGER - JOSEPH R. SALZVERG, MIAMI/TALLAHASSEE

Joseph is a Miami 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. He continues to enjoy very productive relationships with members of the delegation. Located in our Miami office and successfully representing many clients throughout Broward, Miami-Dade, 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 be of great value as a project manager for the City. Lastly, as a member of the Florida League of Cities' contract lobby team, Joseph is deeply involved in all issues affecting home rule and municipalities.

TEAM MEMBER - DEAN CANNON, TALLAHASSEE

Dean is the President and CEO of GrayRobinson and Chairs the firm's Government Affairs and Lobbying Practice. Dean has close relationships with legislative and executive branch leadership, having been involved in governmental services, consulting, and lobbying for more than 23 years. He has been practicing state and local government law since 1995. Dean ceased lobbying prior to his election to the Florida House in 2004. He served for eight years in the Florida House and for two years as Speaker of the House.

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He played pivotal roles in education policy, property tax reform, growth management reform, health care and Medicaid reform, and major 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, Dean began his current lobbying practice in 2012 and continues today. Dean currently represents multiple Florida cities, counties, and private entities before the Florida Legislature.

TEAM MEMBER - GEORGE LEVESQUE, TALLAHASSEE

George served as Special Counsel and policy advisor to the Florida Speaker of the House, representing that chamber in successful gaming compact negotiations on behalf of the State of Florida, among other achievements. He also served as General Counsel for the Florida House of Representatives, and most recently, as General Counsel to the Florida Senate. In those capacities, he advised and represented both chambers of the Legislature on legislation and litigation involving redistricting and challenges to the adequacy of Florida's public education system. As a policy advisor to presiding officers in both the Florida House and Senate, he has advised on subject matter areas that included the criminal and civil justice systems and the courts, regulated industries and professions, health care, insurance, and taxation. In addition, during his time in the Senate, George served as a Senate Special Master and oversaw the Senate Special Master and claim bill processes.

TEAM MEMBER - KIM MCDOUGAL, PH.D., TALLAHASSEE

Kim is a Senior Government Affairs Consultant at GrayRobinson. Prior to joining the firm, 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-elect Ron DeSantis' Transition Advisory Committee for Education and Workforce Development.

c. Describe the organization of the proposed project team, detailing the level of involvement, field of expertise and estimated hours for each member of the team.

GrayRobinson is distinctive among lobbying firms in its 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 effective organizational communication, and amplifies our effectiveness on behalf of our clients. For that reason, with the City's approval, we may utilize any member of the Government Affairs and Lobbying Group as situations dictate. However, oversight of and accountability for the City's matters will continue to rest with Joseph and Jason, who have successfully represented the City for more than 13 years.

The team will be involved as much as the City requests and will be available to attend meetings and appointments with the City of Hollywood government staff, legislators, and agency officials as often as requested. The team is committed to devoting as many hours as requested by the City or as is necessary to successfully fulfill the terms of this engagement.

Each member of the City of Hollywood team brings his or her own expertise as described above and in Appendix A. Collectively, the team has more than five decades of experience. In addition, GrayRobinson's lobbying team includes former Speaker of the Florida House Larry Cretul, former General Counsel to the Florida House and Senate, and other team members who act as policy advisors, strategic consultants, and general advocates for multiple public entities. Through these experiences, GrayRobinson has developed close relationships with legislative leadership, influential committee chairs, and their staff. We make it a priority to cultivate relationships with decision makers and those with influence at all levels of government impacting Florida and will bring these relationships to bear in our representation of the City.



d. Describe what municipal staff support you anticipate for the project.

Throughout more than 13 years representing the City, we have worked directly with the City's Chief Civic Affairs Officer or Assistant City Manager, who has connected us with City staff as needed. This has been a successful working relationship and we hope to continue this way, but are happy to adjust as requested by the City.

e. Describe your firm's ability to meet the qualifications, general responsibilities, and requirements outlined in the Statement of Work above.

GrayRobinson professionals have the ability to meet the qualifications, general responsibilities, and requirements to provide the full scope of state and local lobbying services for the City. The following items detail our experience as it pertains to the requirements outlined on pages 37 and 38 of the RFP.

UNDERSTANDING OF KEY ISSUES RELATING TO THE CITY OF HOLLYWOOD, FLORIDA.

As indicated throughout this response, the GrayRobinson team has successfully represented numerous cities, counties, and special districts before the Governor, Cabinet, Legislature, and state agencies. We are astutely experienced in the actions needed to ensure thorough and effective representation of the City in policy, funding, regulatory, and technical matters. In addition, having represented the City for more than 13 years in state and local government affairs and lobbying, we are intimately familiar with historic and present key issues relating to the City.

SPECIFIC EXPERIENCE ON KEY CITY ISSUES IN ATTACHMENT A.

As the City's state and local lobbyists for more than 13 years, members of the GrayRobinson team are extremely well-versed in all City priorities and issues referenced in Attachment A. Below is a non-exhaustive list of specific experience and success we have accumulated representing the City in these efforts, as well as experience we have had with other, similar municipal clients in areas of interest to the City.

Preservation of Home Rule and Opposition of Preemption Efforts

On behalf of our clients and in partnership with local government advocacy associations including the Florida League of Cities and the Florida Association of Counties (both clients of the firm), the GrayRobinson team regularly defends against state legislative intrusion on constitutionally protected home rule governance in the halls of Tallahassee. While it is important with these myriad proposals – as with all things in the Legislature – to carefully pick and choose our battles and where to spend political capital, we stand on the side of local government (and will continue to stand on the side of the City) for the protection of home rule. Specific examples of our advocacy in this area include the following.

- 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. (2021)
- Helped to defeat attempts by the internet industry to limit the amount of pole attachment fees that municipal governments, who
 own an electric utility, could charge providers. In addition to the fee limitation, House Bill 1239 would have placed our applicable
 clients under FCC regulatory jurisdiction in the arbitration of pole attachment agreements, a standard that these clients and other
 municipal electric utilities are exempt from today. (2021)
- On behalf of the City of Hollywood and other local government clients, we successfully advocated to preserve the ability to charge a local business tax and to maintain the current communications services tax rate within the tax package. (2019)



Opposition of Cost Shifting and Unfunded Mandates on Local Governments

The GrayRobinson team regularly works to oppose legislation that would mandate actions by municipalities without allocation of state resources to accomplish these actions. Recent successes we have had in this area include the following examples.

- Successfully worked with stakeholders to amend and improve a bill related to public works and procurement in order to ensure
 that the Tampa International Airport practice of rewarding through a bonus structure firms and companies that employ Tampa
 residents, could remain and not be limited by the legislation. (2021)
- Successfully inserted language into legislation preempting local regulations of Autonomous Vehicle Technology, allowing airports and seaports to charge reasonable fees for facility usage. (2019)
- Secured an amendment changing the effective date for new legislation regarding voted operating discretionary millage resulting in nearly \$70 million in cost avoidances. (2019)
- Successfully amended property development legislation to ensure proposed impact fee credits apply proactively instead of retroactively, helping avoid confusion and potentially large financial exposure to our client. (2019)
- 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. (2017 and 2018)

Local Regulation of Short-Term Rentals and/or Party Houses

On behalf of the City of Hollywood, the GrayRobinson team successfully defeated the vacation rental preemption bill after proponents refused to add "party house" language vital to the interests of the City and subsequently defeated vacation rental legislation for the following three years. We will continue to work on behalf of the City to oppose legislation which further strips municipalities' ability to regulate frequency and length of stay for properties used as short-term rentals, and advocate for the return of control of short-term rentals to local governments, namely municipalities, via proactive legislation.

Anchoring Limitation Areas

During the 2021 Legislative Session, the GrayRobinson team successfully advocated on behalf of the City for the passage of Senate Bill 1946 - Anchoring Limitations Area, authorizing the City and other similar communities to establish anchoring limitation areas prohibiting vessels from anchoring for longer than a specified time. Further, we have been successful in cultivating an understanding of the City's concern with key members of the Legislature, the Executive Office of the Governor, and the Florida Fish and Wildlife Conservation Commission.

Sovereign Immunity and Claim Bill Reform

GrayRobinson professionals have been successfully defending our clients against claim bills filed against them for more than a decade. On behalf of the City, GrayRobinson team members successfully settled a claim bill of more than \$1 million against the City for \$100,000, representing less than 10% of the total excess judgment. In addition, we have been successful in defeating proposed legislation that would revamp the legislative claim bill process and increase financial exposure to the City. We will continue to advocate for the protection of the City against great financial exposure.

Seminole Gaming Compact

In line with the City's 2022 legislative priorities draft, the GrayRobinson team will advocate for the reallocation of local mitigation funding as per the Seminole Gaming Compact based on a methodology that ensures fairness and equity centered on overall impact. Historically, we have closely monitored gaming legislation as well as the Seminole Compact negotiations to ensure the local mitigation provision is preserved. The team was successful in clawing back a portion of the local mitigation revenue share compared to the



provision as originally drafted. Further, the team is committed to revisiting this issue in the years to come, to advocate for an increased share of the City's allocation.

Protecting Current State Funding and Advocating for Continued/Increased Funding

The GrayRobinson team will work on behalf of the City to the protection of recurring funding for the Fred Lippman Center, as well as advocate for continued/increased funding for various projects as outlined in the City's 2022 legislative priorities draft. Examples of successful efforts to maintain and protect current state funding and advocate for continuous or increased funding on behalf of the City include:

- Successfully advocated for and protected \$228,000 recurring funding for the Fred Lippman Multi-Purpose Center.
- Successfully worked with the Florida Department of Environmental Protection in reassessing the City's reuse requirements for ocean outfall closure. This resulted in a savings to the City and its taxpayers of approximately \$200 million.
- Successfully worked with Broward County and other executive stakeholders to secure more than \$50 million for the City's traditional beach management program and more than \$11 million for post-Hurricane Irma damage recovery for Florida's beaches and shorelines.

Grants and Other Funding Opportunities Including Five-Year Grid Detailing the Amount of Dollars in Grants Successfully Applied For

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 assist the City in researching grant funding opportunities and work with your team to assess whether or not the City is eligible to apply for the grant. Our assessment will help the City 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 assist in aligning support for City projects. Our relationships are far-reaching, enabling us to work well with other lobbyists whose clients share a common goal. The GrayRobinson 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 funds for our clients throughout the last five years:

Year	Entity	Grant Amount	Description
2021	City of Hollywood	\$400,000	Helped to secure \$400,000 for the 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 to secure \$3.5 million in Florida Job Growth Grant Fund funding for infrastructure improvements at the Tradition Commerce Park.
2021	Florida Library Association	\$2 million	Helped to secure a \$2 million increase to the annual State Aid to Public Libraries Grant Program.
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.

Year	Entity	Grant Amount	Description
2021	Hendry County Board of County Commissioners	\$1.6 million	Helped to secure \$1.6 million in Department of Economic Opportunity Rebuild Florida Infrastructure Repair Program funding to improve conveyance and pumping capacity to move stormwater to a larger detention area.
2020-2021	City of West Palm Beach	\$13 million	Helped to secure more than \$13 million in Florida Job Growth Grant funding.
2020	Dewberry Engineers	\$3.6 million	Helped to secure Rural Infrastructure Grant funding with a \$5 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 and Gulf County	\$5 million	Helped to secure a Rural Infrastructure Grants program with a \$5 million supplemental appropriation to assist rural communities with economic development and infrastructure projects.
2019	Florida Library Association and Miami-Dade County	\$1 million	Helped to secure \$1 million in nonrecurring funds for the Library Construction Grants program in the Department of State.
2019	Florida Library Association	\$4.5 million	Helped to secure a \$4.5 million increase in State Aid to Public Libraries Grant Program through the Florida Department of State.
2019	Gulf County	\$25 million	Helped secure \$25 million 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	City of Port St. Lucie	\$600,000	Helped to secure Outdoor Legacy Grants (federal funds) 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.
2018	Broward College	\$3.2 million	Helped to secure a \$3.2 million Florida Job Growth Workforce Training Grant from the Department of Economic Opportunity.
2017	Canaveral Port Authority	\$50 million	Helped to secure a grant application valued at over \$50 million in the top three preferred grant recommendations from the Florida Department of Transportation to the United States Department of Transportation, for consideration of an Infrastructure for Rebuilding America (INFRA) Grant.



Year	Entity	Grant Amount	Description
2017	Canaveral Port Authority	\$8.3 million	Helped to secure \$8.3 million from the Florida Job Growth Grant fund for road improvements on the north side of the channel to enhance cruise terminals and create better signage to assist motorists. This was the first distribution of Florida Job Growth Grant funds on record and the largest single grant awarded from the fund through at least 2018.
2017	City of Port St. Lucie	\$3 million	Helped to secure a \$3 million Florida Job Growth Public Infrastructure Grant from the Department of Economic Opportunity.
2017	Volusia County	\$2 million	Helped to secure a \$2 million Florida Job Growth Public Infrastructure Grant from the Department of Economic Opportunity.
2017	City of West Palm Beach	\$500,000	Helped to secure a \$500,000 Cultural Facilities Grant for the stabilization and rehabilitation of the Historic Sunset Lounge.

Coordination with Relevant State Agencies

With members that have collectively served and advocated under five governors, our team maintains excellent working relationships with all of the agency heads in the current DeSantis administration and Cabinet. GrayRobinson is well known and respected among Florida's state agencies, having achieved decades of success working with the executive branch on behalf of our clients. We have a broad network of personal and professional relationships with agency members and leadership built on trust and respect through years of honest and forthright interactions. We will engage our relationships with key state agencies, officers, and elected officials to gain support for City projects. These agencies include but are not limited to: the Florida Department of Environmental Protection, the Florida Department of Business and Professional Regulation, the Florida Department of Education, the Florida Department of Economic Opportunity, the Florida Department of Revenue, the Florida Fish and Wildlife Conservation Commission, and Enterprise Florida, where proposed team member Dean Cannon serves on the Board of Directors.

Local Policy and Funding

On behalf of the City of Hollywood and other local government clients, GrayRobinson professionals continuously advocate for an expansion in the use of Tourist Development Taxes (TDTs) by local governments. We have been successful in advocating for the extension of the current authorization to use TDTs on beach nourishment and expanding the use of TDTs to include the development and operation of capital improvements to public facilities (such as transportation and water projects). We are committed to providing local policy and funding advocacy on behalf of the City related to the sand-by-pass project and beach renourishment, the use of TDTs and/or Port Everglades revenues to fund the Segment #3 renourishment and ongoing sand by-pass costs, the use of TDTs toward expenses that promote the City of Hollywood as a destination, and implementation of the Transportation Surtax Fund Construction Program.

PLANS TO PROVIDE SERVICES ON ISSUES AND SUBJECT AREAS THAT MAY BE OUTSIDE THE EXPERTISE OF TEAM MEMBERS, SPECIFICALLY THOSE THAT MAY BE IDENTIFIED IN ATTACHMENT A.

GrayRobinson has represented local governments since its inception in 1970. We have handled a wide array of issues for our public sector clients for more than fifty years and are confident we can handle any issue or subject area required or requested by the City.



In addition, should their deep knowledge of various municipal issues and law be needed, GrayRobinson's more than 250 attorneys and consultants provide an invaluable resource.

HOW THE LOBBYIST WOULD ENHANCE THE CITY'S POSITION WITH RESPECT TO LEGISLATION AND BUDGETARY AUTHORIZATIONS AND APPROPRIATIONS.

GrayRobinson has represented the City of Hollywood since 2008. As a result of our mutually successful relationship, we are well-positioned to assist the City in obtaining appropriations and substantive legislative change specific to your priorities including those related to vacation rentals, local business tax, wastewater/utilities, claim bill defense, transportation, affordable housing, as well as appropriations.

PLANS TO ESTABLISH, MAINTAIN, AND ENHANCE WORKING RELATIONSHIPS BETWEEN CITY ELECTED OFFICIALS AND STAFF AND THE EXECUTIVE AND LEGISLATIVE BRANCHES OF THE STATE GOVERNMENT AS WELL AS AT THE COUNTY LEVEL.

GrayRobinson goes to great lengths to build 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 home towns. 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 as a firm, or a direct relationship with one or more of our professionals throughout the state. Some of GrayRobinson's specific relationships are described below and we are prepared to utilize the long-established relationships our team has built on trust, honesty, and forthright interactions on behalf of the City and its priorities.

Our team has successful working relationships with the leadership in both the House and Senate. In the Florida House, we were early supporters of **House Speaker Chris Sprowls** and our team has been working closely with **Senate President Wilton Simpson** since well before he was named to lead his chamber. We know their priorities and styles of leadership, and our team has developed and sustained excellent relationships with the Speaker and President's top lieutenants. Thus, whether it is the current Speaker and President, or the future presiding officers (**Speaker-Designate Paul Renner**, **President-Designate Kathleen Passidomo**, or **Chairman Daniel Perez**), 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 Broward County Legislative Delegation, spanning both chambers and crossing party lines. We have had successful working relationships with current **House Minority Leader Bobby DuBose** and **Senate Minority Leader Lauren Book**.

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 City 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 City.

As evidenced throughout this response, GrayRobinson was founded with a civic, community, and political activism culture, which has been central to our growth throughout the last 50 years. Our significant lobbying practice, combined with this culture of activism, has resulted in strong relationships across the state with key decision makers and their staff.



ACCOMPLISHMENTS ACHIEVED ON BEHALF OF LOCAL GOVERNMENTS AS WELL AS FUNDING OBTAINED FOR LOCAL GOVERNMENTS DURING RECENT SESSIONS.

City of Hollywood

- Successfully advocated for and protected \$228,000 recurring funding for the Fred Lippman Multi-Purpose Center, amidst a budget exercise focused on removing the recurring funding status of legacy projects. (2021)
- Successfully advocated for the passage of SB 1946 Anchoring Limitations Area authorizing certain communities to establish
 anchoring limitation areas prohibiting vessels from anchoring in such areas for longer than a specified time. This was a multi-year
 effort and top priority for the City. (2021)
- Successfully worked with stakeholders to defeat vacation rental preemption legislation. (2019, 2020, and 2021)
- Helped to secure \$400,000 through the Rebuild Florida General Planning Support Program to develop a risk assessment of areas
 prone to flooding, including vulnerability to natural hazards. (2021)
- Successfully worked to defeat proposed legislation that would have revamped the legislative claim bill process and increased financial exposure to the City. (2021 and 2020)
- Successfully lobbied to defeat legislation preempting public safety communications systems, stemming from a local issue between Broward County and the City. (2020)
- Helped to secure \$150,000 for Emergency Center Generator. (2019)
- Successfully lobbied to defeat the vacation rental preemption bill after proponents refused to add "party house" language vital to the City's interests. (2018)
- Successfully lobbied the Constitutional Revision Commission commissioners to defeat Proposal 95, preemption on the local regulation of commerce, trade, and labor. (2018)
- Successfully advocated for the extension of the authorization to use Tourist Development Taxes for beach nourishment and expanded its use to include the development and operation of capital improvements to public facilities (such as transportation and water projects). (2018)
- Worked alongside Broward County and other stakeholders to successfully advocate for more than \$50 million for a traditional beach management program and more than \$11 million for post-Hurricane Irma damage recovery for Florida's beaches and shorelines. (2018)
- Successfully lobbied to defeat two harmful amendments that would have preempted the sale of domestic animals. (2018)
- Successfully worked with Florida Department of Transportation to allow city license plate readers to be placed on their rights-ofway. (2018)
- Successfully worked with the Florida Department of Highway Safety and Motor Vehicles on the renaming of City streets and the resulting revisions of resident documents. (2018)
- Successfully worked with the Department of Environmental Protection to reassess the city's reuse requirements for ocean outfall closure resulting in a savings to the city and its taxpayers of approximately \$200 million. (2014)

City of Greenacres

- Successfully amended childcare licensing legislation that would have inadvertently cost the City more than \$450,000 in childcare funding. (2020)
- Helped to secure \$225,000 in funding for Swain Boulevard Sewer Extension. (2020)
- Successfully defeated childcare licensing legislation that would have inadvertently cost the City more than \$450,000 in childcare funding. (2019)



City of Key West

- Helped to secure \$25 million in Florida Keys Stewardship Act funding for various water infrastructure and water quality projects.
 (2021)
- Helped to secure Florida Keys Stewardship Act funding for a variety of projects including septic-to-sewer conversions, including \$10 million in 2020. (2020)
- Helped to secure \$6 million in Florida Keys Stewardship Act funding for water quality improvements and \$33 million in Florida Forever funding for Areas of Critical State Concern. All local governments within Monroe County will receive their portion of funding via inter-local agreements with Monroe County. (2019)
- Successfully secured 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 handicapped their planning, zoning, and building departments. (2019)
- Secured a two-hour meeting with Division of Emergency Management Director Moskowitz and senior staff to rectify Keys Electric reimbursement issues stemming from Hurricane Irma. (2019)
- Successfully lobbied the Governor's office to help secure a veto of House Bill 771, which among other provisions would have preempted a local government's authority to prohibit the use of single-use plastic straws. (2019)
- Successfully lobbied to defeat a Senate proposal that would have barred Visit Florida from promoting communities that have banned certain sunscreens, such as the City of Key West. (2019)
- Helped to secure \$5 million in Florida Forever funding for Areas of Critical State Concern. (2018)
- Successfully amended the tree trimming preemption bill to exempt the delegated authority for mangrove protection and worked to defeat the bill after the Senate would not concur with the House language. (2018)
- Successfully helped defeat Senate Bill 1828, which would have handicapped the City's emergency operations and increased liability to the City and Keys Electric. (2018)
- Successfully argued that based on geography and other unique factors, the Legislature should disregard the Supreme Court in a recommendation that the Legislature decertify a Monroe County Judge. Doing so would have left one of Monroe County's courthouses with no county judge since the two 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 was a huge concern. The decertification was eliminated in both the House and Senate Bills. (2018)
- Helped secure passage of the Florida Keys Stewardship Act. The Act adds Key West to the list of eligible areas for which Everglades restoration bonds may be issued and expands the range of uses for the funds. In addition, the bill allocates a minimum of \$5 million annually to the Florida Keys Area of Critical State Concern from 2016 through 2026. The bill also provided a specific appropriation of \$5 million to be distributed in accordance with the existing inter-local agreement for various water purposes and to enhance water supply or for land acquisition. (2015)
- Helped to secure \$50 million for the Florida Keys Wastewater Treatment Plant. (2012)
- Lobbied for the passage and approval of legislation that designated the Schooner Western Union, currently harbored in Key West, as the official Flagship of the State of Florida. (2008)
- Helped to secure \$1 million for the City of Key West's Vandenberg Project. The City of Key West sought state funding to purchase
 and sink the USS Vandenberg off the coast of Key West. This sinking has already led to increased tourism to the area by both the
 recreational fishing and diving industries. (2008)



City of Kissimmee

- Secured passage of a local alcohol licensing bill that loosened the traditional requirements on liquor licenses in restaurants. This
 change in law will allow restaurants in the City's downtown entertainment district to provide liquor service without having to obtain
 a full liquor license. (2019)
- Defeated major preemption legislation that would have gutted the ability of local governments to regulate local professions and allow for the levying of a local business tax or business tax receipt. (2019)
- Helped to secure \$965,000 for a Public Safety Training Facility named after two officers killed in the line of duty. (2019)
- Helped to secure \$500,000 for Woodside drainage. (2017)

City of Orlando

- Helped to secure \$100,000 for a Rapid DNA Project allowing the Orlando Police Department and surrounding jurisdictions to test
 rape kits more quickly, addressing the backlog of untested kits and expediting future investigations. (2019)
- Helped to secure \$650,000 for 4Roots Urban Farm allowing a portion of Orlando's packing district to serve as an urban farm. The
 ultimate goal is to both educate and train future farmers from the area and provide a sustainable food source for the Pine Hills
 community of Orlando. (2019)
- Defeated legislation aimed at restructuring Metropolitan Planning Organizations. (2018)
- Defeated legislation targeting the structure, allowable expenditures, reporting requirements, and length of existence of Community Redevelopment Agencies. (2018)
- Engaged in multiple aspects of Senate Bill 552 Environmental Resources, Florida's major water policy bill, including creation of the creating the Florida Springs and Aquifer Protection Act, codification of the Central Florida Water Initiative, and the expansion of incentives for water conservation initiatives. (2016)
- In 2009, a valuable tax exemption was automatically repealed from statutes that allowed counties and municipalities to conduct events at their public venues without charging a sales tax on admissions. This exemption was put in place to avoid the "robbing Peter to pay Paul" scenario of a local government collecting taxes on its events, only to turn it over to the state. Many communities relied on the revenue from these events to support their local venues. Our team successfully lobbied this issue and restored the tax exemption without a sunset date. (2016)
- Successfully lobbied for legislation clarifying the clerk of the courts cannot collect administrative costs on Uniform Traffic Citations.
 This guarantees that local governments will receive their full statutory allotment of a paid citation. (2016)
- Helped pass a public record exemption bill exempting footage captured on police body cameras from public record disclosure.
 (2016)
- Defeated an effort to preempt local governments from regulating the use of polystyrene products on public lands. (2014)
- Successfully lobbied to amend Florida Statutes clarifying that in instances where a municipality is the entity providing the required
 local financial incentive for an economic development project under the Qualified Target Industry Tax Refund Program, that it is
 the municipality, and not the County in which it resides, that handles all coordination with the Governor's Office of Tourism, Trade,
 and Economic Development and provides the required wage-scale calculations. (2013)
- Successfully advanced a proposal to modify Florida's economic incentive approach to professional sports paving the way to bringing professional soccer to Florida. (2013)
- GrayRobinson professionals served on the lead lobbying team to advocate for legislation allowing counties and municipalities to
 use red-light camera technology to help enforce red-light violations. This eight-year battle culminated in a fair system making
 Florida's roads safer. While there were other lobbyists working on this issue, our team participated in, and often led, the high-level
 meetings to develop the final form of this legislation. (2010)



City of Port St. Lucie

- Helped to secure \$3.5 million in Florida Job Growth Grant Fund funding for infrastructure improvements at the Tradition Commerce Park. (2021)
- Helped to secure an appropriation of \$2 million through the Job Growth Grant Fund for the Hegener Driver Extension. (2020)
- Helped to secure \$987,000 for the Hegener Road Extension Project serving as a catalyst to the continued development of the City's Tradition Center for Commerce. (2019)
- Helped to secure \$180,000 from the Florida Job Growth Grant fund for the design of the McCarty Ranch Phase III water reservoir.
 Coupled with previous legislative successes, this brought the total funding secured for this reservoir project to relieve nutrient flow in the C-23 Canal to more than \$3 million. (2016-2018)

City of West Palm Beach

- Helped to secure \$105,000 for the Flood Mitigation Tidal Valve Project. (2021)
- Helped to secure more than \$13 million in Florida Job Growth Grant Fund funding. (2020-2021)
- Secured an amendment to a claim bill to rewrite the entire whereas clauses section to comply with the City's settlement agreement.
 (2019)
- Successfully lobbied to pass a local bill pertaining to the City's firefighter pension program. (2019)
- Helped to secure \$150,000 for a Command Incident Vehicle. (2019)
- Helped to secure \$400,000 for road improvements to the Rosemary Corridor. (2018)
- Secured amendment allowing a local government to remove vessels affixed to a public dock within its jurisdiction. (2018)
- Helped to secure \$300,000 for enhancements to the City's critical incident response, including emergency vehicles and a police patrol boat. (2018)
- Successfully lobbied to pass a local bill relating to the City's police pension fund. (2018)
- Helped to secure a \$500,000 Cultural Facilities Grant for the stabilization and rehabilitation of the Historic Sunset Lounge. (2017)
- Helped to secure \$500,000 for stormwater improvements to historic Pineapple Park. Although this was an environmental mitigation project, it was also designed to help spur economic development. (2017)
- Helped to secure \$400,000 for Broadway Avenue Improvements Phase I and \$450,000 for Broadway Avenue improvements Phase II. This funding helped launch a redevelopment project along a major roadway that had become blighted. The funding was a first step in attracting millions of dollars in private investment into an area that had fallen behind economically. This was the number one priority for the City of West Palm Beach and represents a major victory. (2013 and 2016)

City of Winter Park

- Helped to amend 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. (2021)
- Successfully blocked attempts by the internet industry to limit the amount of pole attachment fees that municipal governments, who own an electric utility, could charge providers. In addition to the fee limitation, House Bill 1239 would have placed the City under FCC regulatory jurisdiction in the arbitration of pole attachment agreements, a standard that the City and other municipal electric utilities are exempt from today. (2021)
- Successfully worked to defeat the tree trimming preemption bill. (2018)



City of Fort Myers

- Helped to secure \$850,000 for Phase II of the Midtown Urban Infill Development Water Quality Planning Initiative. The initiative will help the City advance its Midtown area by developing modern stormwater infrastructure and encouraging attainable housing and mixed-use commercial development. (2021)
- Helped to secure \$1 million for the final phase of the Billy's Creek Restoration Project. (2020)
- Helped to secure \$100,000 for the At-Risk Neighborhood Infrastructure Improvements/Citywide Septic Tank Abandonment Program to ultimately connect properties to sewer and abandon septic tanks to reduce seepage into the City's surface and Stormwater system. (2020)
- Helped to secure \$250,000 for Phase I of the Midtown Urban Infill Development Water Quality Planning Initiative. (2020)
- Helped to secure \$1 million for the rehabilitation of Centennial Park, Fort Myers' premier public space. (2020)
- Helped to secure \$750,000 for the Fort Myers Reentry Initiative, 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 either with the City or other
 private employer partners following the development of necessary skills. (2019)
- Helped to secure \$1.5 million for the joint Fort Myers/Cape Coral Reclaimed Water Project. This critical infrastructure project benefitted both cities and was the result of years of negotiation to redirect Fort Myers reclaimed water away from the Caloosahatchee River to supplement Cape Coral's irrigation needs. A win-win for local governments and the environment. (2019)
- Helped to secure \$1 million for STARS Complex Expansion Phase I. (2018)
- Helped to secure \$500,000 for Billy's Creek Restoration Project. (2018)

Miami-Dade County

- Successfully secured removal 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 Value Adjustment Board ("VAB") appeals, with limited
 notice to the unit owners. (2018-2021)
- Helped to secure \$500,000 for Miami-Dade Police Department's Operation Blue and Brown public safety program. (2019)
- Secured 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 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 defeated legislation that would further restrict the retainage amount allowed by local governments pertaining to public construction projects. (2019)
- Helped to secure \$1.5 million in filing fees from the tax package for the Miami-Dade Clerk of Court. (2018)
- Successfully worked to amend transportation bills to include a road designation in Miami-Dade County. (2018)
- Successfully worked to pass legislation that exempts law enforcement vehicles from paying tolls while on official business. (2018)

A CURRENT WRITTEN LIST OF ALL CLIENTS AND THE DURATION OF THE LOBBYING RELATIONSHIP WITH EACH CLIENT.

GrayRobinson's Government Affairs and Lobbying Group represents the following clients in state legislative and/or executive branch lobbying services.

Client	Dates of Service	Total Years of Representation
Alliance for Safety and Justice	2018-Present	4
ALS Education, Inc.	2021-Present	1



Client	Dates of Service	Total Years of Representation
Aramark Correctional Services, LLC	2020-Present	2
Aramark Educational Services, LLC	2021-Present	1
Arnold & Winnie Palmer Foundation	2018-Present	4
AshBritt, Inc.	2021-Present	1
Associated Builders & Contractors of Florida, Inc.	2011-Present	11
Atlantic Housing Partners, LLP	2019-Present	3
Automated Health Systems, Inc.	2014-Present	8
AvMed, Inc.	2016-Present	6
Beacon College	2021-Present	1
Brown & Brown, Inc.	2017-Present	5
Brown and Caldwell	2018-Present	4
Camelot Community Care Inc.	2016-Present	6
Canaveral Port Authority	2008-Present	14
CareerSource Pinellas	2019-Present	3
CareerSource Tampa Bay	2020-Present	2
Casa Valentina, Inc.	2019-Present	3
Cassidy Holdings, LLC	2021-Present	1
Cellebrite Inc.	2018-Present	4
Centene Corporation	2016-Present	6
Central Florida Council, Boy Scouts of America (BSA)	2021-Present	1
Central Florida Hotel & Lodging Association	2009-Present	13
Central Florida Regional Workforce Development Board, Inc.	2021-Present	1
Central Florida Zoo & Botanical Gardens	2016-Present	6
Change Everything d/b/a Project Opioid	2019-Present	3
ChildNet, Inc.	2016-Present	6
Citizens for Lower Electric Rates, Inc.	2021-Present	1
City of Apopka	2017-2018; 2021- Present	3
City of Belle Isle	2021-Present	1
City of Clermont	2015-Present	7
City of Fort Myers	2018-Present	4

Client	Dates of Service	Total Years of Representation
City of Fort Pierce	2020-Present	2
City of Greenacres	2019-Present	3
City of Groveland	2018-Present	4
City of Hollywood	2009-Present	13
City of Key West	2008-Present	14
City of Kissimmee	2016-Present	6
City of Orlando	2001-Present	21
City of Oviedo	2013-Present	9
City of Port St. Lucie	2016-Present	6
City of St. Cloud	2016-Present	6
City of Tallahassee	2019-Present	3
City of West Palm Beach	2014-Present	8
City of Winter Park	2016-Present	6
Clay County Utility Authority	2020-Present	2
College of Central Florida Foundation, Inc.	2016-Present	6
Conservation Florida, Inc.	2019-Present	3
Contact Network LLC d/b/a InLine	2021-Present	1
Coreview	2020-Present	2
DDER Holdings, LLC dba Birdsong Housing Partners	2020-Present	2
Deloitte Consulting, LLP	2015-Present	7
Devereux Foundation, Inc.	2011-Present	11
Dewberry Engineers, Inc.	2017-Present	5
Diligent Services, Inc.	2020-Present	2
Disasters, Strategies & Ideas Group	2017-Present	5
Dosal Tobacco Corporation	2007-Present	15
Eskimo Hut Worldwide	2016-Present	6
Federal Home Loan Bank of Atlanta	2019-Present	3
Florida Association of Agencies Serving the Blind	2016-Present	6
Florida Association of Counties	2018-Present	4
Florida Association of Insurance Agents	2016-Present	6

Client	Dates of Service	Total Years of Representation
Florida Association of Rehabilitation Facilities, Inc.	2018-Present	4
Florida Association of the American Institute of Architects	2007-Present	15
Florida League of Cities	2020-Present	2
Florida Library Association	2017-Present	5
Florida Municipal Electric Association (FMEA)	2016-Present	6
Florida Municipal Power Agency (FMPA)	2016-Present	6
Florida Outdoor Advertising Association	2010-Present	12
Florida Roofing & Sheet Metal Contractors Association, Inc.	2019-Present	3
Florida School Boards Association	2017-Present	5
Florida Society of Health-System Pharmacists, Inc.	2018-Present	4
Florida Society of Oral and Maxillofacial Surgeons	2007-Present	15
Florida Surety Association	2017-Present	5
Florida's Vision Quest	2009-Present	13
FMSbonds, Inc.	2018-Present	4
Focus School Software, LLC	2018-Present	4
Frito-Lay, Inc.	2017-Present	5
Frontier Communications Corporation	2020-Present	2
FRSA Self Insurers Fund, Inc.	2019-Present	3
Gatorade	2017-Present	5
Greater Tampa Bay Area Council, BSA	2016-Present	6
Gulf Coast Council, BSA	2020-Present	2
Gulf County	2017-Present	5
Gulf Stream Council, BSA	2020-Present	2
Hendry County Board of County Commissioners	2017-Present	5
Hendry County Economic Development Council	2017-Present	5
Hillsborough County Aviation Authority	2018-Present	4
Hillsborough County Public Schools	2020-Present	2
IMG College, LLC	2016-Present	6
Interstate Logos	2020-Present	2
Islamorada Village of Islands	2010-Present	12

Client	Dates of Service	Total Years of Representation
JEA	2016-Present	6
JPMorgan Chase Holdings LLC	2017-Present	5
Kalera, Inc.	2020-Present	2
Kologik	2018-Present	4
Laboratory Corporation of America	2007-Present	15
Lake County	2015-Present	7
Lake County School Board	2017-Present	5
LifeLink Foundation, Inc.	2016-Present	6
Lighthouse Central Florida	2016-Present	6
Lockheed Martin Corporation	2007-Present	15
MACtown	2019-Present	3
Management & Training Corporation	2018-Present	4
Melbourne Airport Authority	1999-Present	23
Miami Bridge Youth and Family Services, Inc.	2018-Present	4
Miami Dolphins	2016-Present	6
Miami Downtown Development Authority (MDDA)	2018-Present	4
Miami-Dade County	2018-Present	4
Monroe County Board of County Commissioners	2016-Present	6
Murphy USA, Inc.	2021-Present	1
MV Transportation, Inc.	2003-Present	19
National Association of Industrial & Office Properties (NAIOP)	2013-Present	9
National Lightning Protection Corporation	2017-Present	5
Netsmart Technologies	2021-Present	1
New Venture Fund	2021-Present	1
Non-Profit Insurance Services, Inc.	2011-Present	11
North Florida Council, BSA	2020-Present	2
On Street Media Florida, Inc.	2013-Present	9
OneBlood, Inc.	2016-Present	6
Oracle America, Inc.	2019-Present	3
Orange County Clerk of Courts	2020-Present	2

Client	Dates of Service	Total Years of Representation
Orange County Government	2019-Present	3
Orange County Library District	1982-Present	40
Orange County Sheriff	2004-Present	18
Orlando Economic Partnership, Inc.	2003-Present	19
Orlando Magic	2007-Present	15
Pepsi Bottling Company	2016-Present	6
Pepsi Cola North America	2016-Present	6
PepsiCo	2016-Present	6
Public Consulting Group	2010-Present	12
Public Risk Management of Florida	2021-Present	1
Quaker Foods & Beverages	2017-Present	5
River Region Human Services, Inc.	2020-Present	2
Rx Development Associates, Inc.	2017-Present	5
Santa Fe College Foundation	2016-Present	6
SantaFe Senior Living, Inc.	2016-Present	6
Sarasota Memorial Health Care System	2007-Present	15
SAS Institute, Inc.	2016-Present	6
School Board of Broward County	2018-Present	4
School Board of Levy County	2018-Present	4
School District of St. Lucie County	2021-Present	1
Seavin, Inc.	2003-Present	19
Shands Teaching Hospital and Clinics Inc.	2011-Present	11
Sodexo, Inc.	2013-Present	9
South Broward Hospital District d/b/a Memorial Healthcare System	2002-Present	20
South Central Florida Express, Inc.	2017-Present	5
South Florida Council, BSA	2020-Present	2
Southern Gardens Citrus Groves Corporation	2017-Present	5
Southern Gardens Citrus Holding Corporation	2017-Present	5
Southern Gardens Citrus Nursery Corporation	2017-Present	5
Southwest Florida Council, BSA	2020-Present	2

Client	Dates of Service	Total Years of Representation
St. Augustine Distillery	2018-Present	4
St. Lucie County	2019-Present	3
STEPS, Inc.	2017-Present	5
Study Edge	2019-Present	3
Suwannee River Area Council, BSA	2020-Present	2
Synagro Technologies, Inc.	2020-Present	2
Sysco Corporation	2016-Present	6
Target Corporation	2014-Present	8
The American Law Institute	2019-Present	3
Transition House, Inc., The	2006-Present	16
Tropicana Products, Inc.	2017-Present	5
Twin Creeks Development	2015-Present	7
Uber Technologies, Inc.	2018-Present	4
United States Sugar Corporation	2016-Present	6
University of Central Florida Foundation, Inc.	2000-Present	22
University of Central Florida Student Government Association	2002-Present	20
Utilities Commission, City of New Smyrna Beach	2021-Present	1
Verde Technologies	2020-Present	2
Verify4 Inc.	2020-Present	2
Village of Indiantown	2021-Present	1
Villages, The	2016-Present	6
Walt Disney Parks and Resorts, U.S.	2016-Present	6
Washington County Board of County Commissioners	2019-Present	3
Woodard & Curran, Inc.	2013-Present	9
Wyndham Destinations Inc.	2019-Present	3



6. PROJECT UNDERSTANDING, PROPOSED APPROACH, AND METHODOLOGY

Describe your approach to performing the contracted work. This should include the following points: Type of services provided. Discuss your role and that of other parties involved in the data gathering, data analysis and recommendation process.

GrayRobinson professionals will continue to serve as the City's local and state lobbyists if selected as a result of this proposal. We have represented the City since 2008 and would be honored to continue to do so.

Our role in providing services to the City begins with identifying the end goal, analyzing the big picture, and then mapping out the best-laid plan to collectively obtain the desired outcomes. In order to advocate for or against any position, whether it be something new, a reform, an appropriation, etc., we must first have a deep understanding of the issue, know all the players involved, and know what has worked and what hasn't worked for the City in the past. As the City's state lobbying team for the past 13 years, members of our team have a head start in this regard. To further prepare for the 2022 Legislative Session, we will sit down with the Assistant City Manager and/or City designee(s) to discuss the revised legislative priorities, address any opposition or obstacles, and collectively begin to enhance the plan as needed. The team will then develop specific action items in concert with the Assistant City Manager and/or City designee(s) to guide us in meeting the City's legislative goals.

From there, we will maintain regular communication with the Assistant City Manager and/or City designee(s). This includes conference calls, virtual meetings, and attendance at appropriate meetings. In order to be a voice for the City, we must remain in frequent communication to stay up-to-speed on current events as they pertain to the agenda. The more information we exchange, the better communicators we will be on your behalf.

Overall, it will be our main focus to keep the identified issues of importance to the City at the forefront of the upcoming legislative session by working together with the members of the Broward County Legislative Delegation, the House Speaker and Senate President, and the chairs of key House and Senate Committees. Concurrently, the team will work with Florida's Governor and staff to ensure their understanding and support of the City's legislative and regulatory agenda, as well as educate the members of the Legislature and key agencies on the City's priorities.

In terms of navigating your way to success in the legislative arena, it is important to have a team with the historical and working knowledge and experience essential to preparing legislation, both general bills and amendments, identifying funding sources, and successfully shepherding specific appropriations through the House, Senate, and Governor's office. The GrayRobinson team is not only equipped with the professionals to do just that, but we are also skilled in defeating unfriendly legislation, attempts to reduce or eliminate appropriations line-items and proviso language, and any other actions which may be detrimental to the City.

COMMUNICATION AND REPORTING

Our team possesses the flexibility and commitment to provide substantive reporting to the City during committee weeks, legislative session, and any relevant special sessions. We will maintain daily contact and report at least weekly on the status of any legislation and issues of concern to the City. Reports provided to the City will include:

- personal briefings and information bulletins pertinent to any legislation, rules, or regulations, and other state policies or programs
 that affect the City and its citizens either directly or indirectly
- a formal report at the end of each week detailing legislative action taken during the week, status of legislative issues, and anticipated action during the upcoming week
- additional issues we are monitoring that could affect the City, including anticipated issues for the upcoming week



- budget updates
- additional strategic notes, recommendations, and/or analysis as needed

The team also publishes two weekly newsletters for all clients during committee weeks and legislative session. "Capitol Beats" discusses the general political environment and process as a context for passing legislation and gives updates on various legislation as it makes its way through the Legislature. Our weekly "Locals Only" newsletter does the same, but we customize it to the interests and agendas of our local government clients. These communication products are suitable for forwarding as you see fit. We are also happy to tailor any other specific communication pieces and reports for the City based on identified strategic needs.

The team will provide the City with a final report which summarizes the status of the City's legislative priorities within one week of the closing of the regular session and any special sessions. Within 60 days of the close of the regular session we will provide the City with a Legislative Session Summary Report, detailing legislative activity and the effect that approved legislation will have on the City. We also invite City designees to attend pre and post "Session Wrap-Up" seminars we host each year across the state or in a virtual setting.

When the Legislature is not in session, the team commits to providing periodic written reports (at least monthly), on issues of interest or concern to the City including, grant opportunities, action taken at interim committee meetings, status of studies underway, and advance notice of legislation being proposed.

Discuss your project plan for this engagement outlining major tasks and responsibilities, time frames and staff assigned.

Jason L. Unger and Joseph R. Salzverg will serve as a project managers for both state and local lobbying. Dean Cannon, George Levesque, and Kim McDougal will bring added value to the City's team with a focus on state-level representation. In addition, the City will have access to more than 250 government relations consultants and attorneys at GrayRobinson should additional expertise be needed.

The following describes a general project plan the GrayRobinson team will use in our representation of the City.

LEGISLATIVE PRIORITY REVIEW AND STRATEGY

The GrayRobinson team proposed herein will schedule a meeting with City representatives prior to the start of committee weeks to discuss the City's legislative priorities and plan for the upcoming session. Out of this meeting, we will develop a plan to include the goals, interests, and specific projects we will address at the state level on behalf of the City. This plan will provide a clear articulation of goals and expectations, which when combined with the City's Scope of Work and the historical knowledge of the GrayRobinson team, will serve as a roadmap for our representation. We will include agreed-upon strategies for obtaining funding and proposed special or general legislation to support the City's priorities.

IDENTIFYING ISSUES AND ADVOCATES

The team's well-respected background in government affairs services is bolstered by the extensive network we maintain and the active part each member plays. Employing the experience of professionals who have served on both sides of the legislative arena, we offer a unique perspective on the inherent competition regarding allocations of national and state resources, and the tension between federal, state, and local governments. Our relationships with former and current policymakers enable us to advise our clients on economic and fiscal trends, expenditure expectations, leadership priorities, and the best achievable strategy to incorporate our clients' goals into the "big picture" of government issues.

City of Hollywood, Florida RFP-4677-21-OT August 12, 2021



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 continuously seek 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 frequently is the source of discord between local and state government.

If selected, our team will continue providing the City with a combination of specialized experience with local government issues, exclusive access to leaders in the legislative and executive branches, and deep-rooted connections with the City of Hollywood Legislative Delegation and within Broward County. In addition, all professional lobbyists at GrayRobinson will be available to the City.

TRACKING AND ANALYZING STATE LEGISLATION

The GrayRobinson proposed team will continuously monitor developing, proposed, promulgating, or administered policies, rules, regulations, and laws that impact the City 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 City. We will generate customized reports that will include targeted, up-to-date information and provide these reports to the City regularly and as outlined in the Scope of Work. 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 City.

PERFORMANCE BENCHMARKS AND PLANS

Before and during the legislative session, GrayRobinson will provide legislative drafting, strategy development, one-on-one lobbying, committee presentations, and other services to meet the City's needs as requested by the Assistant City Manager and/or City designee(s). This also includes effectively coordinating with like-minded coalitions and utilizing technology to ensure our advocacy message is resonating among key stakeholders. We maintain excellent relationships with key legislators and staff that will advocate on behalf of the City on policy issues, as well as established relationships with the leadership in the Senate and the House now and in the future. Throughout the effort, we will proactively measure the position of the initiative and consult the Assistant City Manager and/or City designee(s) on any plans that may need to take a different course of action to obtain the overall goal and objective.

Once the 60-day session has concluded, the GrayRobinson team will work with the Assistant City Manager and/or City designee(s) to assess enrolled legislation which will be transmitted to the Governor and determine if any bills require further advocacy efforts at the executive level, or if a veto effort may be necessary. We will also help guide the Assistant City Manager and/or City designee(s) through implementation, as needed, and stand ready to assist with any necessary engagement with executive agencies throughout the year.

TASKS/TIME FRAME

As is typically done before session, GrayRobinson suggests meeting with the City of Hollywood prior to the start of committee weeks to ensure we are intimately familiar with all of the City's priorities leading into the 2022 Legislative Session. During this meeting, we would discuss our strategy, to include:

- Tactics and messaging. During the month of September, Jason and Joseph will discuss the optimal strategy for targeting appropriate legislators in order to achieve the City's priorities.
- Legislative strategy. During the months of October through December, the team will refine any proposed statutory or appropriations-based changes and identify legislation that the City supports, opposes, or wishes to amend.
- Identify champions and supporters. Concurrently, we will identify legislators who support each of these goals, as well as avenues to enact these changes. In some cases, this may be accomplished through the filing of individual policy bills by House and Senate members and moving them through the committee process. In those cases, ideally we will have this strategy in place and begin action in September and October.



7. SUMMARY OF THE PROPOSER'S FEE STATEMENT

The Proposal will show the fee schedule. Additionally, indicate your expectations concerning reimbursement for travel, per diem expenses, photocopying, telephone lines or other incidental expenses, if applicable. If additional work is required beyond the scope of this contract, how would those services be billed? This may include additional presentations or follow-up as requested.

GrayRobinson proposes a \$72,000 annual fee for state and local lobbying services. This amount is inclusive of all components of work described in the Request for Proposal scope of work and related expenses.

If additional legal work is required, fees will be billed hourly as is currently done by other GrayRobinson lawyers presently representing the City of Hollywood.



8. REQUIRED FORMS

Acknowledgment and Signature Page

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): GrayRobinson, P.A. Federal Tax Identification Number: 59-1300132	
If Corporation - Date Incorporated/Organized: August 26, 1970	
State Incorporated/Organized: Florida	
Company Operating Address: 301 South Bronough Street, Suite 600	
City Tallahassee State FL Zip Code 32301	
Remittance Address (if different from ordering address): P.O. Box 11189	
City Tallahassee State FL Zip Code 32302-3189	
Company Contact Person: Jason L. Unger Email Address: jason.unger@gray-robinson.com	
Phone Number (include area code): 850-577-9090 Fax Number (include area code): 850-577-3311	
Company's Internet Web Address: gray-robinson.com	
IT IS HEREBY CERTIFIED AND AFFIRMED THAT THE BIDDER/PROPOSER CERTIFIES ACCEPTANCE OF TERMS, CONDITIONS, SPECIFICATIONS, ATTACHMENTS AND ANY ADDENDA. THE BIDDER/PROPOSER FURT ACCEPT ANY AWARDS MADE AS A RESULT OF THIS SOLICITATION. BIDDER/PROPOSER FURT AGREES THAT PRICES QUOTED WILL REMAIN FIXED FOR THE PERIOD OF TIME STATED IN SOLICITATION. 7/26/21	SER HER
Bidder/Proposer's Authorized Representative's Signature: Date	
Type or Print Name: Jason L. Unger	
THE EXECUTION OF THIS FORM CONSTITUTES THE LINEOUIVOCAL OFFER OF RIDDER/PROPOSER TO) BE

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 FORM THE AWARD PROCESS.

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.



a. Hold Harmless and Indemnity Clause

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

City of Hollywood, Florida

(Company Name and Authorized Representative's Name)				
SIGNATURE	Jason L. Unger PRINTED NAME			
GrayRobinson, P.A. COMPANY OF NAME	7/26/21 DATE			

HOLD HARMLESS AND INDEMNITY CLAUSE

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



b. Non-Collusion Affidavit

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

City of Hollywood, Florida

NON-COLLUSION AFFIDAVIT

STATE OF:	Florida		
COUNTY OF	: Leon, being first duly sworn, deposes and says that:		
(1)	He/she is <u>Tallahassee Managing Shareholder</u> of <u>GrayRobinson, P.A.</u> , 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)	Tallahassee Managing Shareholder Title		
	THE		

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



c. Sworn Statement Pursuant to Section 287.133(3)(a)

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

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

This form statement is submitted to City of Hollywood			
by Jason Unger, Tallahassee Managing Shareholder for GrayRobinson, P.A.			
(Print individual's name and title) (Print name of entity submi	ing sworn statement)		
whose business address is 301 South Bronough Street, Suite 600, Tallahassee, FL	2301		
and if applicable its Federal Employer Identification Number (FEIN) is 59-1300132 if the entity has no FEIN			
include the Social Security Number of the individual signing this sworn statement.			

- 2. I understand that "public entity crime," as defined in paragraph 287.133(1)(g), Florida Statues, 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.
- I understand that "person," as defined in Paragraph 287.133(1)(e), Florida Statues, 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.
- 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.)
- X 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



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

City of Hollywood, Florida

affiliate of the entity, or an affiliate subsequent to July 1, 1989.	of the entity has been charg	ged with and convicted of a public entity crime
partners, shareholders, employees affiliate of the entity has been cha by the Hearing Officer in a subseq	i, members, or agents who are rged with and convicted of a puent proceeding before a Hea as, determined that it was	e or more of its officers, directors, executives, e active in the management of the entity, or an public entity crime, but the Final Order entered aring Officer of the State of the State of Florida, not in the public interest to place the entity ach a copy of the Final Order).
PUBLIC ENTITY IDENTIFIED IN I THAT THIS FORM IS VALID THRO ALSO UNDERSTAND THAT I AM INTO A CONTRACT IN EXCES	PARAGRAPH 1 (ONE) ABOV DUGH DECEMBER 31 OF TH 1 REQUIRED TO INFORM T SS OF THE THRESHOLD /	TO THE CONTRACTING OFFICER FOR THE VE IS FOR THAT PUBLIC ENTITY ONLY AND HE CALENDAR YEAR IN WHICH IT IS FILED. I THAT PUBLIC ENTITY PRIOR TO ENTERING AMOUNT PROVIDED IN SECTION 287.017 ANGE IN THE INFORMATION CONTAINED IN (Signature)
Sworn to and subscribed before me thi	s 26 day of July	, 20 <u>21</u>
Personally knownX		
Or produced identification	Notary P	Public-State of Florida
(Type of identification)	my commission expires	Vanessa Reiche (Printed, typed or stamped commissioned name of notary public)

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





d. Certifications Regarding Debarments, Suspensions and Other Responsibilities Matters

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

City of Hollywood, Florida

CERTIFICATIONS REGARDING DEBARMENT, SUSPENSION AND OTHER RESPONSIBILITY MATTERS

The applicant certifies that it and its principals:

Applicant Name and Address:

- (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.

GrayRobinson, P.A.

301 South Bronough Street, Suite 600

Tallahassee, FL 32301

Application Number and/or Project Name:

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

Applicant IRS/Vendor Number: 59-1300132

Type/Print Name and Title of Authorized Representative:

Jason L. Unger, Tallahassee Managing Shareholder

Signature: Date: 7/26/21

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



e. Drug-Free Workplace Program

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

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:

- 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.
- 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.
- 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.
- 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.
- 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.

Jason L. Unger

VENDOR'S SIGNATURE

PRINTED NAME

GrayRobinson, P.A.

NAME OF COMPANY



f. Solicitation, Giving and Acceptance of Gifts Policy

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.

PRINTED NAME

GrayRobinson, P.A. Tallahassee Managing Shareholder NAME OF COMPANY

TITLE

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

g. Reference Questionnaires

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: GrayRobinson, P.A.
Firm giving Reference: City of Greenacres
Address: 5800 Melaleuca Lane, Greenacres, FL 33463
Phone: (561) 642-2017
Fax: (561) 642-2004
Email: amccue@greenacresfl.gov
What was the dollar value of the contract? \$65,000
2. Have there been any change orders, and if so, how many? A: No change orders.
3. Q: Did they perform on a timely basis as required by the agreement? A: They have exceeded all expectations of the City.
4. Q: Was the project manager easy to get in contact with? A: Project Manager is ALWAYS available.
5. Q: Would you use them again? A: Absolutely
Q: Overall, what would you rate their performance? (Scale from 1-5)
A: S Excellent 4 Good 3 Fair 2 Poor 1 Unacceptable
7. Q: Is there anything else we should know, that we have not asked? A: They have been great advocates for the City and opened the down to numerous opportunities for the City
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: Andrea McCue Title City Manager
Signature: Andrea Mulius Date: 7/26/2021

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

City of Hollywood, Florida

REFERENC	E QUESTIONNAIRE	
It is the responsibility of the contractor/vendor to pro- form and to provide this information with your sub- submission.		
Giving reference for: GrayRobinson, P.A.		
Firm giving Reference: City of West Palm Beach		_
Address: 401 Clematis Street, West Palm Beach	n, FL 33401	_
Phone: (561) 822-1360		_
Fax: (561) 822-1373		<u>.</u>
Email: krothenburg@wpb.org		<u> </u>
Q: What was the dollar value of the contract \$60,000	?	
Have there been any change orders, and if A: O	so, how many?	
Q: Did they perform on a timely basis as red A: Ve5	quired by the agreement?	
5. Q: Would you use them again? A: \estimates	get a prompt p	esponse.
Q: Overall, what would you rate their perform A:	mance? (Scale from 1-5) Fair 2 Poor 1 Unacceptable	
7. Q: Is there anything else we should know, the A: The Character of the Character of the United States of the Character of t	emendous value an The Robinson: The Ig and subsequent statements are true an	a personal y are professions broad and are made and Knowledge
Name: Kimberly Rothenburg	Title City Attorney	<u> </u>
Signature: Limbury L. Rother	Date: July 30, 2021	municip 13 sue
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		benefite
		their co



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: GrayRobinson, P.A.			
Firm giving Reference: City of Key West			
Address: Po Box 1409, Key West, FL 33041-1409			
Phone: (305) 809-3770			
Fax: (305) 809-3771			
Email: sdsmith@cityofkeywest-fl.gov			
Q: What was the dollar value of the contract? A: \$72,000			
Have there been any change orders, and if so, how many? A: There have been no change orders.			
 Q: Did they perform on a timely basis as required by the agreement? A: Gray Robinson has performed timely. 			
Q: Was the project manager easy to get in contact with? Project Manager was always more than easy			
to work with. 5. Q: Would you use them again? A: We have used them for multiple years and will			
use them again. 6. Q: Overall, what would you rate their performance? (Scale from 1-5)			
A: S Excellent 4 Good 3 Fair 2 Poor 1 Unacceptable			
7. Q: Is there anything else we should know, that we have not asked? A: They are excellent			
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: Shawn Smith Title City Attorney			
Signature:			

APPENDIX A: TEAM BIOGRAPHIES

Jason L. Unger

Tallahassee Managing Shareholder jason.unger@gray-robinson.com

301 South Bronough Street Suite 600

Tallahassee, Florida 32301

Phone: 850-577-9090 Fax: 850-577-3311

Direct: 850-577-5489



Experience

Jason concentrates his practice in the areas of governmental affairs and administrative law matters, and regularly works with the executive branch agencies and the Legislature on behalf of his clients. Jason has successfully defended cities, counties, sheriffs, school boards, and/or their insurers in the claim bill process.

Prior to joining GrayRobinson, Jason served as Special Counsel to the Speaker of the Florida House of Representatives. While at GrayRobinson, he represented George W. Bush and Richard Cheney in the 2000 presidential election contest; the Florida House of Representatives in the 2002 and 2012 redistricting cycles; the Republican Party of Florida; and members of the Legislature in election law matters. In 2001, Jason was appointed by Gov. Jeb Bush and U.S. Congressman E. Clay Shaw, Jr. to the Florida Federal Judicial Nominating Commission. In 2005, Gov. Bush appointed Jason to the Florida Sports Foundation.

Jason served on the Florida Supreme Court Judicial Nominating Commission (JNC) during the Charlie Crist, Rick Scott, and Ron DeSantis gubernatorial administrations. Originally appointed to the Florida Supreme Court JNC by Governor Crist in 2008, he was subsequently reappointed by Governor Scott in 2011 and 2016. Jason served as the Chair of Florida Supreme Court JNC from 2009 to 2010 and from 2016 to 2019.

Areas of Practice

- Government
- Government Affairs & Lobbying
- Administrative & Regulatory
- Attorney General Defense
- Alcohol Beverage
- Health Care
- Election Law
- Transportation



Background

Jason was born in New Jersey and has lived in Florida since 1982. He received his bachelor's degree from the University of Florida in 1990 and then went on to receive his juris doctor from the University of Florida College of Law in 1993. He moved to Tallahassee from Fort Lauderdale in 1998.

Education

- University of Florida, J.D. (1993)
- University of Florida, B.S.B.A. (1990)

Admissions

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

Professional Associations & Memberships

- Judicial Nominating Commission
 - o Florida Supreme Court, 2008-2011, appointed by Gov. Charlie Crist; 2011-2019, reappointed by Gov. Rick Scott
 - Chair, 2009-2010
 - Chair, 2016-2019
 - Florida Federal, 2001-2005, appointed by Gov. Jeb Bush and U.S. Congressman E. Clay Shaw
- 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
- Speaker, Florida House of Representatives, Special Counsel, 2000
- Appointed by Gov. Jeb Bush to the Boards and Commissions Review Panel, 1999-2000
- The Florida Bar
 - Governmental and Public Policy Advocacy Committee

Media Mentions

- "Winners and Losers Emerging From the 2021 Legislative Session," Florida Politics, May 3, 2021
- "Trump's List of Potential Supreme Court Nominees Includes a Cuban-American Miami Native," 6 South Florida
- "Judicial Nominating Commission Chair Resigns, Claims Governor's Office Interfered with Independence," Florida
 Today, June 2019
- "Florida Attorneys Joining Governor on Trade Mission to Israel," Daily Business Review, May 2019
- "More than 90 people are traveling to Israel with Gov. Ron DeSantis. Who's on the list?" SunSentinel, May 2019
- "UNF Delegation Joining Gov. DeSantis On Trip To Israel," WJCT Public Media, May 2019
- "See the Names of the Delegation Members Accompanying Gov. DeSantis to Israel," Tallahassee Democrat, May 2019
- "Lawmakers, Lobbyists Join DeSantis on Israel Trip," Daily Commercial, May 2019
- "Florida Prepaid 'Tuition Differential Fee' Doesn't Entitle Out-of-State Students to Tuition 'Windfall:' Appeals Panel,"
 Florida Record, March 2019



- "New Florida Governor Moves Quickly With Supreme Court Pick, Environmental Plan," The Wall Street Journal, January 2019
- "11 Names Sent To Fla. Gov.-Elect For 3 High Court Seats," Law360, November 2018
- "Fla. High Court Nominee Process Can Continue, Justices Say," Law360, November 2018
- "Trouble Getting Sake in Florida? Law Could Soon Change for the Better," Tampa Bay Times, June 2017
- "Legislating Libations: What Comes Next for the Craft Distillery Movement," Jacksonville Business Journal, September 2016
- "Publix, ABC Fighting Supermarket Liquor Sales Bill," Daily Business Review, October 2015
- "Publix, Liquor Stores Unite to Keep Walls Between Groceries, Booze," Orlando Sentinel, October 2015
- "Backroom Briefing: Liquor Dispute Could be a Wallbanger," Sunshine State News, October 2015
- "Federal Medical Marijuana Bill Backed by Senate Trio," Examiner, March 2015
- "Publix, Wal-Mart at Odds Over Separating Liquor, Groceries," News Service of Florida, February 2015
- "Florida Legislation and Regulation to Watch in 2015," Law360, January 2015
- "Craft Beer Brewers Go Head to Head With Beer Distributors," Florida Trend, January 2014
- "Casino Resort Fight Creates Windfall for Lobbyists," Daily Business Review, December 2011
- "Smooth Operators," AmericanLawyer.com, November 2011
- Interview on Fox News Channel, October 2010
- Interview on Fox News Channel, Election Day, November 2010

Civic

- University of Florida College of Law, Trustee, 2020-current
- UF Health Shands Leadership Council Tallahassee, 2018-current
- Florida Sports Foundation, Board of Directors, 2005-2007, appointed by Gov. Jeb Bush
- Florida Tax Watch, Board of Trustees, 2004-2006
- National Jewish Coalition, South Florida Chair, 1996-1998
- Florida Blue Key

Reported Cases

Significant reported cases include:

- 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)



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Experience

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.



Areas of Practice

- Administrative & Regulatory
- Government
- Government Affairs & Lobbying
- Land Use Law

Education

- Florida State University College of Law, J.D. (2015)
 - o College of Law Cuban American Bar Association
 - Founder, 2012
 - President, 2012 2015
 - Jewish Law Student Association
 - Founder, 2012
 - Vice President, 2012 2015
 - Peer Advisor, Office of Student Affairs
 - o The Justice Raoul G. Cantero, III Diversity Enhancement Scholarship, Recipient
- University of Miami, B.A. Political Science and Business Administration (2010)

Admissions

Florida

Professional Associations & Memberships

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

Languages

Proficient in Spanish

Awards & Recognitions

- Best Lawyers in America, "Ones to Watch," 2021
 - Land Use and Zoning Law
- "Lobbying Industry's Rising Star," Influence Magazine, 2016
- "30 Under 30 Rising Star," Florida Politics, 2014

Civic

- The WOW Center, Board Member, 2019-Present
- Florida International University President's Council, Member, 2020-Present
- James Madison Institute, Leaders Fellowship, 2016-2017



Media Mentions

- "Winners and Losers Emerging From the 2021 Legislative Session," Florida Politics, May 3, 2021
- "Fourth Floor Files," INFLUENCE Magazine, April 2021
- "What's the Status of a Bill to Overturn Key West's Cruise Vote? It's Getting Narrower," Miami Herald, March 10, 2021
- "South Florida Real Estate Calendar for the Week of Oct. 19," Miami Herald, October 19, 2020
- "Downtown Development Authority to Seek Baywalk Funds," Miami Today, October 3, 2019
- "Downtown Tallies Legislative Wins but Worries About Vetoes," Miami Today, June 5, 2019
- "State Rep Provides Housing, Update," Keys News, May 9, 2018
- "Santa Fe College Looking to Expand Career Opportunities," WUFT TV/FM, February 14, 2018
- "Longboat Key Gains Exemption from State Utilities Bill," YourObserver.com, May 5, 2017
- "Florida LGBT Rights Push Reflects Changing Times," Reuters, May 2, 2017
- "Florida House Keeps Chipping Away at 'Liquor Wall,'" Palm Beach Post, March 14, 2017

Presentations & Seminars

- "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

Articles & Publications

"What Does a Lobbyist (Actually) Do?" American Bar Association, July 6, 2021

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Experience

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

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

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

Areas of Practice

- Administrative & Regulatory
- Government
- Insurance Transactional & Regulatory
- Government Affairs & Lobbying
- **Election Law**
- Litigation



Background

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

Dean lives in Tallahassee with his wife, Ellen, and their three children, Dean III, Katherine and Sarah.

Education

- University of Florida Levin College of Law, J.D. (1992)
 - Florida Blue Key, Vice President, 1990
 - Student Body President, 1991-1992
- University of Florida, B.S. telecommunications management (1989)
 - o UF Student Senate, 1987-1988
 - o UF Hall of Fame, 1989

Admissions

Florida

Professional Associations & Memberships

- The Florida Bar
- Florida Association of Professional Lobbyists
- Enterprise Florida, Board Member
- Space Florida, Board Member
- Orlando Economic Partnership, Board Member

Awards & Recognitions

- 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
- Florida Trend, Florida's 500: Florida's Most Influential Business Leaders, 2019-2020

Civic

- Kissimmee/Osceola County Chamber of Commerce
- Leadership Florida Cornerstone, Class 19

Presentations & Seminars

- "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



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Experience

George is a shareholder in GrayRobinson's Tallahassee office. He focuses his practice on civil litigation, appellate and government matters.

George began his career working in private practice focusing primarily on civil litigation defense. He then served as Special Counsel and policy advisor to the Florida Speaker of the House, representing that chamber in successful gaming compact negotiations on behalf of the State of Florida, among other achievements. He also served as General Counsel for the Florida House of Representatives, and most recently, as General Counsel to the Florida Senate. In those capacities, he advised and represented both chambers of the Legislature on legislation and litigation involving redistricting and challenges to the adequacy of Florida's public education system. As a policy advisor to presiding officers in both the Florida House and Senate, he has advised on subject matter areas that included the criminal and civil justice systems and the courts, regulated industries and professions, health care, insurance and taxation. In addition, during his time in the Senate, George served as a Senate Special Master and oversaw the Senate Special Master and claim bill processes.

Areas of Practice

- Administrative & Regulatory
- Litigation
- Religious Organizations
- Government
- Election Law
- Government Affairs & Lobbying
- Appellate

Education

- Florida State University College of Law, J.D. (2001)
 - Dean's List
 - Multiple Book Award Recipient
 - Phi Delta Phi Honor Fraternity
 - o The Federalist Society, FSU College of Law Chapter, President



- Florida State University School of Public Administration (1999)
- Bob Jones University, B.S. financial management (1992)
 - o Dean's List
 - University Debate Association
 - Delta Theta Pi Literary Society, President

Admissions

- Florida
- Georgia
- U.S. District Court, Northern District of Florida
- U.S. District Court, Middle District of Florida
- U.S. Court of Appeals, Eleventh Circuit

Professional Associations & Memberships

- The Florida Bar
 - Government Lawyers Section Executive Committee
 - Representative, First Appellate District
- Judicial Nominating Commission
 - o First District Court of Appeal, appointed by Governor Jeb Bush, 2006-2010
 - Chair, 2009-2010
- The Federalist Society
- Uniform Law Commission, Member

Reported Cases

- Advisory Opinion to the Attorney General re: Prohibits Possession of Defined Assault Weapons, 296 So. 3d 376, No. SC19-1266 (Fla. 2020)
- Advisory Opinion to the Attorney General re: Voter Approval of Constitutional Amendments, 290 So. 3d 837 (Fla. 2020
- League of Women Voters of Florida, et al. v. Detzner, et al., 188 So. 3d 68 (Fla 1st DCA 2016) (Congressional Redistricting)
- League of Women Voters of Florida, et al. v. Detzner, et al., 179 So. 3d 258 (Fla. 2015) (Congressional Redistricting)
- League of Women Voters of Florida, et al. v. Detzner, et al., 172 So. 3d 363 (Fla. 2015) (Congressional Redistricting)
- League of Women Voters of Florida, et al. v. Detzner, et al., 178 So. 3d 6 (Fla 1st DCA 2014) (Congressional Redistricting)
- In re Advisory Opinion to Atty. Gen. re Use of Marijuana for Certain Medical Conditions, 132 So.3d 786 (Fla. 2014)
 (Amicus Curiae)
- League of Women Voters of Florida, et al. v. Florida House of Representatives, et al., 132 So.3d 135 (Fla. 2013)
 (Redistricting)
- Westphal v. City of St. Petersburg/City of St. Petersburg Risk Management, 122 So.3d 440 (Fla 1st DCA 2013)
 (Amicus Curiae)



- Florida House of Representatives, et al. v. League of Women Voters of Florida, et al., 118 So.3d 198 (Fla. 2013)
 (Legislative Redistricting)
- Crews v. Florida Public Employers Council 79, AFSCME, 113 So.3d 1063 (Fla 1st DCA 2013) (Amicus Curiae)
- Florida House of Representatives, et al. v. Romo, et al., 113 So.3d 117 (Fla. 1st DCA 2013) (Legislative Redistricting)
- Scott v. Williams, 107 So.3d 379 (Fla. 2013) (Amicus Curiae)
- Florida House of Representatives v. Expedia, Inc., 85 So.3d 517 (Fla. 1st DCA 2012)
- In re Senate Joint Resolution of Legislative Apportionment 1176, 83 So.3d 597 (Fla. 2012) (Legislative Redistricting)
- Resource Healthcare of America, Inc. v. McKinney, 940 So.2d 1139 (Fla 2d DCA 2006)

Presentations & Seminars

- "2021 Florida Legislative Session Wrap-Up," GrayRobinson Webinar, May 18, 2021
- "GrayRobinson Florida Legislative Session Weekly Roundup," GrayRobinson Webinar, April 23, 2021
- "The Claim Bill Process," The Florida Bar CLE Program "Practicing Before the Legislature 2019," February 2019

Kim McDougal, Ph.D.*

Senior Government Affairs Consultant kim.mcdougal@gray-robinson.com

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Experience

Kim McDougal, Ph.D. is a Senior Government Affairs Consultant in GrayRobinson's Tallahassee office and one of the top education lobbyists and experts in Florida. Kim is known for her nearly three decades of experience serving in multiple leadership roles within the executive and legislative branches of Florida's government. Kim knew early on her passion was to make a difference in the lives of students. Her passion and commitment to students is as strong today, as it was then.

In addition to Kim's thorough knowledge of the various K-20 education issues in Florida, she also focuses her lobby practice on areas such as nonprofits, local governments, major corporations, and business development with state and local governments and provides consulting services as well.

Most recently, Kim successfully advocated for funding for building a new elementary/middle school in a rural district, creating a panic alert system for K-12 students, and securing funding for individuals with disabilities, as well as legally blind Floridians. Additionally, Kim has successfully worked with several statewide associations, nonprofits, local governments, major corporations 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, where she was responsible for directly serving and advising the Governor on issues pertaining to 100,000+ executive branch employees and administering an \$83 billion state budget. She also served as Governor Scott's deputy chief of staff, legislative affairs director, education policy coordinator, and as policy advisor during his successful re-election campaign.

Kim has 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 began her public service career with the State of Florida in 1989 as a program auditor with the Office of the Auditor General, which later became the Office of Program Policy Analysis and Government Accountability (OPPAGA), where she went on to serve as a senior staff director.

^{*} Denotes non-attorney professional



Kim currently serves on the board of directors for the Florida Sports Foundation and the Florida Association of Professional Lobbyists. She previously served on Governor-elect Ron DeSantis' Transition Advisory Committee for Education and Workforce Development. She is involved with several organizations, including the Florida Association of Intergovernmental Relations, Association of Florida Colleges, Florida Education Legislative Liaisons, and the Orlando Economic Development Council's Political Leadership Institute.

Kim holds a Ph.D. and a M.S. from Florida State University in Education, and a bachelor's degree in Education from Tulane University. She resides in Tallahassee, Fla., and enjoys spending time at the beach, golf carting, and watching college and professional football.

Areas of Practice

- Government Affairs & Lobbying
- Education

Education

- Florida State University, Ph.D.
- Florida State University, M.S.
- Tulane University, B.S.
- Louise S. McGehee High School

Professional Associations & Memberships

- Florida Association of Intergovernmental Relations (FAIR), January 2019
- Association of Florida Colleges (AFC), January 2019-present
- Governor-Elect Ron DeSantis' Transition Advisory Committee
 - o Education and Workforce Development, December 2018-January 2019
- Florida Sports Foundation, December 2018-present
- Florida Association of Professional Lobbyists
 - Designated Professional Lobbyist
 - o Board of Directors, 2021-2022
- Florida Education Legislative Liaisons
 - Board of Directors, 2021-2022

Presentations & Seminars

- "2021 Legislative Session Review," Florida School Boards Association/Florida Association of District School Superintendents Annual Summer Conference, June 11, 2021
- Florida School Boards Association Annual Day in the Legislature, March 5, 2021
- "Recapping One of the Most Historic Elections in the History of the United States," November 12, 2020
- "Who's in and Who's Out?" Post-Election Pop-Up Forum, August 19, 2020
- "The Appointments Process," Central Florida Political Leadership Institute, Orlando Economic Partnership, August 13, 2020



- Moderator, "Kitchen Table Talk on Reopening Florida Schools," GrayRobinson COVID-19 Virtual Pop-up Forum, June 18, 2020
- "2020 Legislative Session Wrap Up," Florida School Boards Association, April 1, 2020
- Florida Commission on the Status of Women, 2020 LEAD Summit Speaker, March 2020
- "Advocacy 101," Florida Nurses' Association Advocacy Days, January 22, 2020
- "Election Laws for 2020 Legislative Session," Florida School Boards Association, December 4, 2019
- Central Florida Political Leadership Institute, Orlando Economic Partnership, August 2019
- "Getting the Most from Your City's Contract Lobbyist," FLCities 93rd Annual Conference, August 15-17, 2019
- "2019 Florida Legislative Review," Jacksonville Session Wrap Up, May 13, 2019
- "Questions for the Governor's Office," Florida State University class Florida Legislative Practice: From Bill Drafting to the Governor's Desk, April 10, 2019
- "Advocacy 101," Florida Nurses' Association Advocacy Days, March 13, 2019
- "Current Education and Political Issues," Florida School Board Association Meeting, November 28, 2018
- State and Federal Appropriations Presentation "Bringing Home the Bacon," Florida League of Cities, November 15,
 2018
- "Executive Branch Insight—Pulling Back the Curtain," Florida Agency of Professional Lobbyist (FAPL) Retreat,
 September 5-7, 2018
- "Facility Security Projects and Emergency Preparedness," Florida School Board Association Summer Conference,
 2018
- "Building the Foundation for Successful Legislative Advocacy," Florida School Board Association Summer Conference,
 2018
- "2018 Florida Legislative Review," Miami Session Wrap Up, April 10, 2018
- "In Focus: Session 2018," Pensacola Chamber Gopher Club Breakfast, April 6, 2018
- "Constitution Revision Commission," The Florida Bar's Education Law Committee Meeting, January 19, 2018
- "Constitution Revision Commission," Florida School Board Association Conference, November 29, 2017

Civic

- Florida Sports Foundation
 - Board of Directors, December 2018
- Orlando Economic Development Council
 - Political Leadership Institute Class, November 2018

E-Lerts & Newsletters

- COVID-19 Task Force E-lert: Reopening Florida's Schools, June 16, 2020
- GrayRobinson Government Relations & Lobbying E-lert: First Steps Taken in the DeSantis Education Plan, February 7, 2019

Articles & Publications

"Legislative Session & Legislative Budget Request Process," Florida School Boards Association, September 2020