



**State and Local Lobbying Services for the City of Hollywood, Florida
Solicitation RFP-4677-21-OT**

Converge Public Strategies

3250 NE 1st Ave Ste 203, Miami, FL 33137
(305) 423-4131

Contact: Paul Lowell

August 1, 2021

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Letter of Transmittal

Converge Government Affairs of Florida, Inc.
d/b/a Converge Public Strategies
3250 NE 1st Ave Ste 203
Miami, FL 33137
(305) 423-4131

The professionals of Converge have successfully represented local governments in the South Florida region for over a decade, advancing our clients' most important community needs. As many of our professionals live and work in the South Florida region, we have a keen understanding of the substantive and fiscal needs of urban communities. We fully understand the scope of work and are eager to immediately begin executing on your behalf, including arranging meetings with key decisionmakers, assisting in the development of the City's legislative agenda, providing written reports and updates to City staff as needed, providing legislative counsel and advocacy, representing the City at relevant meetings, and being available on a 24 hour, 7 day basis to respond to requests from City staff.

The names of the persons who will be authorized to make representations for our firm include:

- **Jonathan Kilman**, Chairman, 3250 NE 1st Ave Ste 203, Miami, FL 33137, 305-423-4131.
- **Paul Lowell**, Chief Administrative Partner, 307 West Park Ave Suite 214, Tallahassee, FL 32301. 850-391-4077.



- **Cesar Fernandez**, Partner, 3250 NE 1st Ave Ste 203, Miami, FL 33137, 305-423-4131.
- **Mario Bailey**, Senior Government Affairs Advisor, 3250 NE 1st Ave Ste 203, Miami, FL 33137, 305-423-4131.
- **Gerard O'Rourke**, Government Affairs Advisor, 307 West Park Ave Suite 214, Tallahassee, FL 32301. 850-391-4077.

Respectfully,

Jonathan Kilman
Chairman



Profile of Proposer

Firm Background

Founded in 2018 by Jonathan Kilman and headquartered in Miami, Converge Government Affairs of Florida, Inc. d/b/a Converge Public Strategies (“Converge”) is a regional government relations firm with additional offices in Jacksonville, Orlando, the state capital of Tallahassee, and New York City.

The work to be performed on behalf of the City of Hollywood (“City”) will be performed in our Miami office outside of the Legislative Session and in our Tallahassee office during the Legislative Session.

Firm Activities and Expertise

The team at Converge has worked at the highest levels of state government on behalf of numerous clients, including emerging technology and innovation companies, multinational corporations, associations, regional businesses, non-profit organizations, and county and municipal governments.

While Converge has been in existence for 3 years, our experienced, respected team of 18 professionals have many decades of successful experience lobbying before the Legislature, and herald from a diverse array of backgrounds, including senior legislative and executive branch staff, counselors to recent Governors, and high-level advisors to statewide political campaigns.

Converge professionals have extensive experience lobbying sophisticated substantive and appropriations issues before the Legislative and Executive branches of Florida on behalf of local governments. We have secured millions of dollars in appropriations items on behalf of our local government clients while simultaneously negotiating the resolution



of complex issues that often arise from intergovernmental friction between Tallahassee and local governments. We pride ourselves in our ability to aggressively resolve sophisticated issues that other firms simply do not touch.

We will utilize our extensive relationships with staff and elected leaders and stakeholders such as the Florida League of Cities, as well as our deep understanding of legislative policy and appropriations processes, to support your priorities before the legislative and executive Branches of state government. The following is but a sample of how our specific expertise will be put to work on behalf of the City:

- Developing strategies for the support or defeat of legislation, informed by our demonstrated experience in successfully navigating issues of importance to local governments.
- Identifying issues that are of likely interest to the City, based on our keen understanding of issues relevant to urban beachfront South Florida communities.
- Fostering the development of relationships between legislative leaders and the City, based on our strong relationships with legislative leadership in the House and Senate.
- Securing funding for your most important community needs, based on our deep knowledge of the appropriations process within the Legislature as well as the Governor's approach to budget approval after the Legislative Session has concluded.
- Continually providing appropriate and relevant communications to City staff and elected leaders before, during, and after the Legislative Session, based on our considerable experience in communicating with local government staff and elected leaders throughout the South Florida region.



Similar Municipal Engagements

Our similar municipal engagements satisfactorily performed within the last two years include the following:

1. City of West Miami

Description:

Converge professionals broadly represent the interests of the City before the legislative and executive branches of state government.

Term of contract:

October 2019 to current. Contract term extends to 9/30/2022.

Contact: Yolanda Aguilar, City Manager

Telephone: (305) 266-1122

Fax: (305) 261-9914

YolandaAguilar@cityofwestmiami.org

Recent projects:

We have worked closely with the City and the Legislature to demonstrate the need to secure funding to replace the City's aging water system. As a result of our advocacy, \$985,210 was appropriated to the City, an amount significantly above the City's initial ask, which allowed this critical project to be expedited.



2. Palm Beach County

Description:

Converge professionals represent the interests of the County before the Legislature and the Executive Branch, including the Governor, Cabinet, and state agencies. We regularly engage state government on behalf of the County for purposes of complex policy issues that include economic development, health care, intergovernmental relations, and transportation. In addition, we also work to secure funding for community priorities through a variety of sources, including FRDAP and traditional legislative appropriations projects.

Term of contract:

June 2018 to current. Contract terms extends to 7/12/2022.

Contact:

Todd Bonlarron, Assistant County Administrator

Telephone: (561) 355-4019

Fax: (561) 355-3982

TBonlarr@pbcgov.org

Recent projects:

We have worked closely with Palm Beach County for over a decade, covering a wide array of issues that include hospital regulations, Medicaid policy, substance abuse services, and health and human services appropriations. In recent years, we have also been influential in securing substance abuse funding and obtaining hundreds of thousands of dollars in funding for local projects, including:

- State library funding—\$20,500,000.
- Jerome Golden Center funding—\$500,000.



- Emergency opioid antagonist funding—\$5,000,000 (a large portion of which was directed to Palm Beach County as a result of our post session advocacy with the Department of Health).

3. Town of Cutler Bay

Description:

Converge professionals broadly represent the interests of the City before the legislative and executive branches of state government.

Term of contract:

June 2018 to current. Contract term continues until cancelled.

Contact:

Ralph Casals, Town Manager

Telephone: (305) 234-4262

Fax: (305) 234-4251

RCasals@cutlerbay-fl.gov

Recent projects:

We worked with the Town and the Legislature to secure \$200,000 in funding to address critical flooding issues in a large residential neighborhood.

Accomplishments Achieved on Behalf of Local Governments

Economic Development

Our team members have been at the forefront of advocating for incentives for the film and entertainment industry, which directly benefits the South Florida region. As an example, on behalf of Electronic Arts and Palm Beach County in conjunction with



numerous stakeholders with disparate interests, Jonathan Kilman was instrumental in creating one of the nation's largest tax incentive programs for the entertainment industry, incentivizing TV, film, and digital media production in the Florida. This program attracted substantial investment by the entertainment industry in South Florida.

Health and Human Services

On behalf of numerous local governments, we have worked with nearly every statutory and budget issue related to health and human services, at the federal, state, and local levels. Of the many health and human services issues that we have worked on over the years, we have specifically provided strategic advice and lobbying regarding community health, substance abuse and mental health, and Medicaid services to numerous local government clients.

Public Safety

We have worked with Palm Beach County on a variety of public safety issues, such as substance abuse, sober homes, and assaults on utility workers. Specifically, by way of example, our firm was deeply engaged in obtaining funding for naloxone for first responders and passing legislation that provided legal tools to crack down on problematic "sober homes" that had eluded local government control.

Transportation

Jonathan Kilman was instrumental in obtaining a \$10 million appropriation for rail quiet zones for Palm Beach County, which required engaging in high-level dialogue and successful advocacy with FDOT officials and relevant legislators.

Our team has worked with airports on both a regional and statewide basis to develop a variety of sensible solutions to high priority issues, including representation of the Sanford Airport Authority in the successful drafting, negotiation and passage of



legislation necessary for airports to manage and remove wildlife hazards that endanger aircraft operation.

Appropriations

By way of limited example only, in the past two years, as a result of relentless advocacy before, during, and after session, the professionals of Converge were instrumental in securing funding that included the following projects:

- City of West Miami
 - Potable water system—\$985,210.
- Palm Beach County
 - Jerome Golden Center funding—\$500,000.
 - Emergency opioid antagonist funding—\$5,000,000 (a large portion of which was directed to Palm Beach County as a result of our post session advocacy with the Department of Health).
- Town of Cutler Bay
 - Drainage improvements—\$200,000.
- Town of Surfside
 - Biscaya Island water main—\$124,000.



A five-year history detailing the amount of dollars in grants successfully funded through the efforts of our professionals include:

2017	2018	2019	2020	2021
	FRDAP: Village of Pinecrest, \$100,000		FRDAP: City of West Miami, \$200,000	FRDAP: Village of Key Biscayne, \$50,000
	BMFAP: Key Biscayne, \$881,869		FRDAP: Village of Key Biscayne, \$200,000	
			FRDAP: Town of Cutler Bay, \$200,000	

Litigation

Converge has not been involved in litigation within the last 5 years, and there is no pending litigation arising out of our performance.



Summary of Proposer's Qualifications

Key Personnel

Jonathan Kilman (Project Manager) (Miami Office)

- **Influential Advocate to World Changers:** Jonathan is an experienced political advisor to and high-caliber advocate for Fortune 500 Companies, some of Silicon Valley's biggest brands, an array of regional and non-profit world-changers, and local government entities. Jonathan is frequently called upon by clients to advise and help manage US and global government affairs portfolios.
- **Previously A Co-Chair of Florida Government Affairs for an AmLaw 100 Law Firm:** Prior to founding Converge, Jonathan co-chaired the Florida government affairs practice of an AmLaw 100 law firm, where the practice he helped build earned the recognition of the most influential law firm in Florida by Southern Political Report. One major state political publication noted his practice had been involved in nearly every major issue in Florida's policy-making process.
- **Prominent Advisor to Florida's Political Leaders:** As a lawyer, Jonathan represented the Florida House of Representatives in litigation and appeals related to the redistricting of Florida's state and federal legislative districts. Two years later, he represented the Florida Department of State in state and federal election litigation and appeals. Jonathan also served as legal counsel to the successful 2006 campaign of Florida Governor Charlie Crist. He received a gubernatorial appointment to serve on Florida's 5th District Court of Appeal Judicial Nominating Commission and was appointed by U.S. Senator Marco Rubio to Florida's Federal Judicial Nominating Commission.



- **Representing a Diverse Array of Clients:** In addition to local governments and local government entities, Jonathan's clients include companies from an array of industries including health policy, pharmaceutical, hospital, medical device, digital media, technology, insurance, financial services, telecommunications, transportation, road construction, engineering, and project and construction management. This broad industry experience has enabled Jonathan to bring diverse subject matter knowledge to the numerous local government clients.
- **Relevant Experience:** Jonathan has deep experience successfully advocating on behalf of local governments for substantive policy and appropriations issues. Specifically, in the past few years, Jonathan has led efforts to obtain millions of dollars in local funding for important local projects.
- **Education:** Jonathan received his law degree from Harvard Law School in 2000, where he was a senior editor of the Harvard Journal of Law and Public Policy and winner of Harvard Law School's prestigious Williston Contracts Competition. He received his bachelor's degree from the University of Florida with highest honors in 1996.

Paul Lowell (Co-Project Manager) (Tallahassee Office)

- **Trusted Advisor for Complex Client Issues:** For over two decades, Paul Lowell has aided Florida's political leaders and the nation's leading businesses in sectors as diverse as economic development, education, government operations, health care, and transportation. Paul's out-of-the-box thinking, coupled with deep knowledge of nearly every appropriations and substantive area of Florida law, has enabled him to solve a broad spectrum of complex regulatory and legal problems.



As a lawyer and lobbyist, Paul regularly serves as an expert to legislative leaders, individually and in the form of testimony before legislative committees. In addition, he assists clients with navigating executive branch agencies to resolve both common and complex regulatory issues.

- **Previously a High-Level Policy Director in Government and an AmLaw 100 Law Firm:**

Before joining Converge, Paul most recently served as a Public Affairs Director for an AmLaw 100 law firm, where he represented a wide variety of legal and lobbying clients in sophisticated governmental and business matters. Prior to that time, he served in numerous high-level leadership positions in the executive and legislative branches of Florida, serving as an expert parliamentarian and directing education, government operations, and health care policy and related budget issues.

Of particular note, Paul served as the chief of health and human services policy for Florida Governor Jeb Bush and the chief of education policy for the Florida House of Representatives. He was also staff director or lead counsel to several top level committees in the Florida House of Representatives. Paul has extensive knowledge of the legislative process and has successfully developed policy in nearly every area of Florida law.

- **Relevant Experience:** Paul has worked closely with a wide variety of local government clients to advance their substantive and appropriations issues, including areas such as environmental, health care, transportation, and many more.
- **Education:** Paul received his law degree from the Thomas M. Cooley Law School, where he served as associate editor of the Law Review and graduated with honors. In addition, he received his undergraduate degree from Liberty University.



Cesar Fernandez (Miami Office)

- **Experienced Advocate at the Forefront of Innovation:** Cesar has spent his career navigating some of Florida's most challenging issues facing companies, political campaigns, and government. He has been at the forefront of advocacy in the innovation and technology sector, held senior positions in six political campaigns, and worked in the Florida Senate.
- **Previously a Multi-National Public Policy Advisor:** Prior to joining Converge, Cesar was on the Public Policy team at Uber for nearly four years. Cesar managed Uber's government affairs work before state and local government in Florida for three years and was instrumental in the passage of statewide ridesharing regulations. His advocacy at Uber also extended to leading strategy for contract negotiations with a half-dozen Florida airports. In addition to his Florida work, Cesar maintained a role on Uber's Public Policy team for Central America and the Caribbean, where he represented the company's interest before the national governments of seven countries.
- **Trusted Campaign Expert:** In addition to his work in corporate government affairs, Cesar has extensive experience managing political campaigns. Most recently, he served as the Deputy Campaign Manager for Political and Constituency Outreach for Mayor Andrew Gillum's campaign for Governor. Cesar also served as the Political Director on Governor Charlie Crist's 2014 bid for Governor and managed the campaign of St. Petersburg Mayor Rick Kriseman as well as other successful state and local races in Florida.
- **Relevant Experience:** Working alongside Jonathan Kilman, Paul Lowell, Mario Bailey and Gerard O'Rourke, Cesar has extensive experience navigating and negotiating the budgetary and policy needs of local governments.



- **Education:** Cesar was a Reitz Scholar at the University of Florida, where he received his bachelor's degree in political science.

Mario J. Bailey (Miami Office)

- **Thoughtful, Aggressive Advocate for Public and Private Organizations:** Mario Bailey maintains a significant presence in Florida's state capitol and South Florida's business, political, and civic circles. With over a decade of experience in state and local politics, he has earned his reputation as a thoughtful leader and aggressive advocate with a relentless work ethic. He has represented city and county governments, universities, Florida's two largest school districts, and private and not-for-profit organizations.
- **Known as an Appropriations and Regulatory Expert:** Widely known for his prowess in the appropriations process, Mario has secured millions of dollars in funding for clients. Mario is equally adept at representing clients in regulatory matters, having worked on issues on subjects ranging from finance and tax to pari-mutuel gaming. He is passionate in his representation of clients in important civic matters, playing a key role in the passage of historic legislation that placed a statue of educator and civil rights activists Dr. Mary Macleod Bethune in National Statuary Hall in Washington, D.C.
- **Previously a Senior Advisor in a Prominent Florida Law Firm:** Prior to joining Converge, Mario worked for eight years as a senior legislative consultant in one of Florida's most prominent law firms. He also served as a legislative aide to former state representative Dwight Bullard. Mario began his political career as a field coordinator on a congressional campaign in South Florida for former US Congressman Joe Garcia.



- **Community Leader:** Mario has served on the board of directors and executive committee of the Florida Association of Professional Lobbyists. He also serves on the executive committees of both the Greater Miami Chamber of Commerce and Leadership Miami. He was twice appointed by Florida Governor Rick Scott to the South Florida Regional Planning Council, for which he currently serves as Chair. Mario is a Leadership Florida Connect Class IX Graduate.
- **Relevant Experience:** Mario has successfully lobbied on behalf of numerous South Florida local governments for both substantive and appropriations issues. He is well acquainted with the needs and priorities of urban beachfront South Florida communities.
- **Education:** Mario is a graduate of the University of Alabama and was named to their Division of Community Affairs Board of Advisors in 2019.
- **Recognitions:**
 - 2018 South Florida Business Journal 40 Under 40 Award
 - Legacy Magazine's 2017 South Florida's Most Powerful and Influential Black Leaders for 2017
 - Legacy Magazine 2014 South Florida 40 Under 40 Honoree
 - Leadership Miami Class XXXII Graduate

Gerard O'Rourke (Tallahassee Office)

- **Proven Transportation Expert and Experienced Advocate:** Gerard is a recent addition to the Converge team, bringing a wealth of sophisticated knowledge in the transportation policy and appropriations area.



- **Deep FDOT Knowledge:** Gerard was the State Freight, Logistics, and Passenger Operations Administrator for the Florida Department of Transportation. The office is responsible for coordination of freight, rail, transit, seaports, aviation, and spaceport programs and project development across the state of Florida. Supervising and managing an annual budget of \$1 billion O'Rourke worked to build consensus among freight, trade, and logistics partners within the public and private sectors.
- **Seasoned Legislative and Executive Branch Operator:** Gerard was with FDOT in legislative and executive capacities for over 14 years. Prior to joining FDOT O'Rourke served as legislative aid to two members of the Florida House of Representatives, as well as serviced as the southeast field director for an elected Florida gubernatorial candidate. He brings over a decade of public sector program and policy experience, with a track record of successful stakeholder collaboration.
- **Education:** Gerard received his Behavior Science Degree with a Specialization in Human Behavior Undergraduate from Barry University, and his Masters in Public Administration from Barry University.

Team Organization

Jonathan Kilman will be the project lead, managing and directing activities conducted on behalf of the City. Jonathan's field of expertise includes home rule issues, local mandates, the Seminole Gaming Compact, and state grant opportunities. During the legislative session, Jonathan's estimated hours will be 2 hours per week.

Paul Lowell will assist Jonathan in the management of activities conducted on behalf of the City. Paul's field of expertise includes home rule issues, local mandates, funding opportunities, legislative practice and procedure, legal analysis, and issues related to



sovereign immunity. During the legislative session, Paul's estimated hours will be 3 hours per week.

Cesar Fernandez field of expertise includes appropriations projects and substantive policy. During the legislative session, Cesar's estimated hours will be 2 hours per week.

Mario Bailey's field of expertise includes infrastructure and water projects, FDEP and FDEM grants, and legislative appropriations projects. During the legislative session, Mario's estimated hours will be approximately 5 hours per week.

Gerard O'Rourke's field of expertise includes transportation-related substantive and appropriations issues, as well as all FDOT issues. During the legislative session, Gerard's estimated hours will be approximately 2 hours per week.

Anticipated Municipal Staff Support

We anticipate that, based on our experience, from time to time, we may need to engage experts on staff with City to discuss specific issues with staff and elected leaders, such as with water and infrastructure projects. In addition, we anticipate regular communication with the City manager before, during, and after the Legislative Session, on an as-needed basis.

Firm's Ability to Meet the Requirements of the Scope of Work

In every action we take on the City's behalf, we will proceed with integrity and in full compliance with local, state, and federal laws and regulations. We believe our firm possesses the demonstrated experience, relationships, knowledge of urban issues, and knowledge of the legislative and executive branches of Florida state government to fully perform the requirements of the Scope of Work and General Responsibilities specified in the RFP.



A sample of our abilities to meet the qualifications, general responsibilities, and requirements outlined in the Statement of Work include:

- Our Firm specializes in state and local lobbying, with a particular emphasis in representing South Florida communities.
- We have a strong working knowledge of legislative, administrative, and regulatory processes at the local and state level.
- We have a clear strategy to represent the City before the Legislature and the Governor's Office, derived from successful representation of numerous South Florida communities.
- Our ability to provide legal and legislative research is without peer, based on our team members' collective decades of experience providing legal counsel and legislative research within the Governor's Office, the Legislature, and state agencies.
- Our team members have capacity to attend Legislative and Executive Branch hearings on behalf of the City, as well as local meetings with the City, as needed.
- We are adept at identifying state and local funding sources, such as FRDAP for local recreational projects.
- We are confident that we will form a strong working relationship with City staff to perform the general responsibilities identified in the RFP, including developing the City's legislative agenda, monitoring committee hearings, providing alerts regarding relevant issues and City priorities, assisting in the writing and interpretation of legislation and agency regulations, establishing relationships with relevant state agencies and state officers, and providing legislative counsel and advocacy services throughout the Legislative session.

Enhancing the City's position with respect to legislative and appropriations issues begins with the consistent articulation of thoughtful positions, such that the City is



viewed as a highly trusted source of information. To that end, we will assist in the development of legislation, appropriations project forms, and talking points throughout the legislative process. In addition, we will provide opportunities for the City to connect with relevant legislative leaders to promote your priority policy issues and appropriations requests.

Regarding the City's 2022 legislative priorities contained in Attachment A to the RFP, we believe these issues are fully within the expertise of our team members, including:

State Policy

- **Home rule/preemption:** In recent years, as local government preemption has become a priority of the Legislature, particularly the House, we have worked closely with numerous local government clients to advise on and mitigate these proposals. These issues include:
 - Regulation of community redevelopment agencies.
 - Limitations on the assessment of impact fees.
 - So-called local government ethics "reform."
 - So-called local government fiscal "transparency."
 - Regulations related to comprehensive plans and agricultural enclaves.
- **Regulation of short-term rentals:** Our team members have extensive experience with the short-term rental issue, related to the lengths of stay and tax collections.
- **Anchoring limitation areas:** Our firm was significantly involved with SB 1946 during the 2021 Legislative Session, as we represented the Village of Key Biscayne in ensuring that they would be able to maintain a preexisting exclusion zone.
- **Sovereign immunity and claim bill reform:** We are very familiar with issues related to sovereign immunity and the claims bill process. In particular, Paul



Lowell was a staff director for the Claims Committee while in the House, while Jonathan Kilman and Paul Lowell have worked on issues related to sovereign immunity at the state level.

State Funding

- **Seminole Gaming Compact:** Jonathan Kilman and Paul Lowell have worked with gaming interests in the recent past and are very familiar with the present Compact.
- **Current state funding:**
 - Over the years, our team has fostered good working relationships with DEP related to grant programs such as FRDAP and BMFAP, specifically project applications and funding.
 - We have worked on issues related to Sadowski funding, including the two primary funding programs, SHIP and SAIL.
 - With respect to resiliency, this is one of the major focuses of the South Florida Regional Council. Our team member, Mario Bailey, was appointed to the Council by Governor Scott in 2013 is now the chair of the Council. As part of the Southeast Florida Regional Climate Change Compact, the Council actively participates in climate change-related pre-planning and coordinating efforts across Miami-Dade, Broward, Monroe, and Palm Beach Counties. Serving as a member of the Council has provided him with in-depth knowledge of preparing for social, environmental, and economic disturbances related to changes in climate, such as sea-level rise, flooding, and more.



State Regulatory

- **Funding opportunities:** We regularly work with clients to identify funding opportunities at the state level, including FRDAP and BMFAP, and would be pleased to assist the City in identifying and securing such opportunities.
- **Coordination with relevant state agencies:** We have excellent working relationships with a number of state agencies, including FDOT, DEP, DEM, and DEO, and look forward to putting these relationships to work on behalf of the City.

Local Policy and Funding

- **Beach funding:** As noted above, we have worked to procure funding for BMFAP projects on DEP's priority list through the legislative appropriations process, and we look forward to lending our expertise related to funding and permitting of such projects.
- **Use of TDT taxes:** We have assisted and advised local governments regarding the use of TDT taxes for various local purposes.
- **Implementation of Transportation Surtax fund construction program:** We are very familiar with the penny tax that may be used for matching funds, local projects without state or federal funding, or transit programs, including the best uses and strategies of such funds to draw down state and federal funds.

Relationships

Our team members maintain relevant, long-term relationships with leaders within the legislative and executive branches of state government, including:

Governor Ron DeSantis

- Adrian Lukis, Chief of Staff to Governor Ron DeSantis
- Chris Spencer, Policy Chief, Office of Policy and Budget, Governor Ron DeSantis



- Kevin Thibault, Secretary, Florida Department of Transportation

Florida Legislature

- Sen. Wilton Simpson, President of the Senate.
- Sen. Kathleen Passidomo, Rules Committee Chair and President-Designate
- Sen. Kelli Stargel, Appropriations Committee Chair.
- Sen. Aaron Bean, Appropriations Committee Vice Chair.
- Sen. Gayle Harrell, Transportation Committee Chair.
- Rep. Chris Sprowls, Speaker of the House.
- Rep. Paul Renner, Rules Committee Chair and Speaker-Designate.
- Rep. Jay Trumbull, Appropriations Committee Chair.
- Rep. Lawrence McClure, Appropriations Committee Vice Chair.
- Rep. Brad Drake, Tourism, Infrastructure & Energy Subcommittee Chair.
- Rep. Jackie Toledo, Local Administration and Veterans Affairs Subcommittee Chair.
- Broward County delegation members, including Sen. Thurston, Sen. Polsky, Sen. Book, Sen. Farmer, Sen. Jones, Rep. LaMarca, Rep. DuBose, Rep. Daley, Rep. Jenne, and Rep. Geller.



Project Understanding, Proposed Approach, and Methodology

Approach to Providing Services

Knowing that no two clients are the same, we create unique lobbying plans for each client. We begin by meticulously researching City issues and working with staff to develop a personalized strategy to success. Constant communication is imperative throughout the execution process. As challenges arise in unforeseen circumstances, such as COVID-19, we must be able to pivot and recognize new opportunities.

We stand ready to provide the following services:

- Monitoring of committee meetings and agency hearings.
- Tracking of legislation and agency rules.
- Legal analysis of legislation and agency rules.
- Assisting in the development of the City's legislative agenda.
- Developing legislation, amendments, proviso, position papers, and testimony.
- Assisting the City in developing and strengthening its relationships with elected leaders in the legislative and executive branches of state government.
- Assisting the City in obtaining grants and permits.
- Lobbying on behalf of City priorities within the executive and legislative branches of state government.
- Testifying before legislative and agency hearings.
- Providing legal and legislative counsel and providing research materials and reports.
- Providing regular reports to the City, as needed.

Regarding data gathering and analysis and recommendations, our role would be to conduct the initial analysis and development of recommendations, followed by consulting with City staff to edit, refine, and finalize such recommendations. Our



professionals are highly skilled in data gathering and analysis, and we look forward to applying these skills to the needs of the City.

We believe that we should not become an impediment to the development of relationships between the City at the local and state level. To that end, we will provide ample opportunities for the City to develop relationships at the legislative and executive branch level, in addition to the County level, where we maintain significant relationships with elected leaders and staff. We will be intentional in arranging these discussions in and out of the Legislative Session, in Tallahassee and in the City, where appropriate.

Anticipated Project Plan

Our proposed project plan includes the following elements:

1. Initial Workshop and Strategic Plan

- Time frame: Prior to the commencement of interim committee hearings on September 20, 2021
- Staff: All personnel

We will convene a workshop with City staff to gather relevant information and educate our team. The workshop will include an in-depth discussion about the City's goals and challenges in acquiring state appropriations and lobbying on legislative and executive branch issues in the context of the upcoming political and legislative landscape. Based on information gathered from the workshop and our knowledge of the industry, we will assess political allies and opponents, political strengths and weaknesses, and relationships to develop a unique strategic lobbying plan, which will include monitoring, lobbying, acquiring state appropriations, coalition building, and facilitating meetings with key policymakers.



2. Identification of Sponsors and Filing of Legislation

- Time frame: Prior to the commencement of interim committee hearings on September 20, 2021
- Staff: Jonathan Kilman, Mario Bailey, Paul Lowell

We will identify sponsors for your legislative priorities and facilitate the submission and filing of these priorities.

3. Execution: Interim Committee Hearings

- Time frame: Interim committee hearings, September 20, 2021 – December 2, 2021
- Staff: All personnel, as needed

We will schedule meetings with key legislators during the interim committee meeting weeks to lobby on behalf the City's appropriations projects. As the budget recommendations of each subcommittee chair will likely be finalized by the second week of session, it is imperative that we communicate early and often to avoid the "last in, first out" issue that is common in the appropriations process. In addition, we will monitor filed legislation and committee hearings throughout this time period for substantive legislation that is either a priority of the City or may impact the City.

4. Execution: Legislative Session

- Time frame: January 12, 2021 – March 11, 2021
- Staff: All personnel, as needed

Throughout the Legislative Session, our team will:

- Lobby for City priorities on legislative appropriations and other matters through direct communication with relevant legislators and state agencies, as appropriate.



- Testify at hearings before legislative committees and state hearings, as appropriate.
- Provide written weekly updates during the legislative session on key issues and legislative activities.
- Draft talking points, letters, and one-pagers as needed.
- Identify, assist with application coordination, and advocate for state grants related to the City priorities.
- Meet with legislative leaders on behalf of the City throughout and post-session.

5. Execution: Post-Legislative Session

- Time frame: March 14, 2021 – completion of the budget signing process
- Staff: Jonathan Kilman, Paul Lowell

After session, we will lobby on behalf of the City's priorities with key personnel of the Governor's Office, including the Office of Policy and Budget and the Governor's plaza level staff in the State Capitol.

6. Continuous Monitoring and Communication

Throughout our proposed project plan, we will monitor and track relevant legislation filed. Our team will notify City staff of bills, amendments, and resolutions that have the ability to impact the City by providing copies and analyses. In addition, as communication is the most valuable component of a client/lobbyist relation, we will be available around the clock for phone, email, or text messages.



Current List of Clients

Client	Duration of Representation
Alliance of Health Care Sharing Ministries	2/2020 - current
Blockchain	4/2021 - current
CBRE	5/2020 - current
City of West Miami	10/2019 - current
Cruise	5/2021 - current
Duke Energy	2/2019 - current
Enterprise Holdings	3/2019 - current
Florida Bar, Workers' Compensation Section	10/2019 - current
Florida Chiropractic Society	6/2018 - current
Florida Education Association	2/2019 - current
Florida Health Care Association	1/2019 - current
Florida Independent Liquor Store Owner Association	3/2021 - current
Florida Swimming Pool Association	11/2018 - current
Florida Veterinary Medical Association	1/2019 - current
Florida Workers' Advocates	9/2019 - current
Indelible Solutions	8/2020 - current
Lilium	5/2020 - current
Lyft	3/2018 -current
MatrixOneSource	2/2019 - current
Med Men Enterprises	4/2021 - current
Nuro	12/2020 - current
Nuvision Management	1/2019 - current
OneBeacon Insurance Group	3/2019 - current
PADL	5/2021 - current
Palm Beach County	7/2018 - current
Petticoat-Schmitt Civil Contractors	5/2021 - current
Polaris Pharmacy Services	1/2019 - current



Client	Duration of Representation
REEF Technology	2/2019 - current
Revel Transit	2/2019 - current
Rezilient Health	7/2021 - current
Spin	1/2021 - current
Sunovion Pharmaceuticals	8/2018 - current
The Ferraro Law Firm	3/2019 - current
Town of Cutler Bay	6/2018 - current
Town of Surfside	6/2018 - current
United States Sugar Corporation	3/2019 - current
Vivid Seats	6/2018 - current
Walgreens	1/2019 - current
Water & Soil Solutions	8/2019 - current
Watershed Technologies	8/2019 - current
Zillow Group	5/2019 - current



Summary of the Proposer's Fee Statement

We propose the following fee schedule to provide the services specified in the RFP:

Specific Consulting Service	Annual Flat Fee
Florida Legislative & Executive Branch Lobbying Services	\$60,000.00

The annual flat fee will be billed in twelve monthly installments of \$5,000 each. The flat fee is inclusive of all costs to provide services within the scope of this contract.

If additional work is required beyond the scope of this contract, we would endeavor to negotiate a flat rate price for the additional services that is inclusive all costs to provide the service.



Required Forms

ACKNOWLEDGMENT AND SIGNATURE PAGE

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

Converge Government Affairs of Florida, Inc.

d/b/a Converge Public Strategies

Legal Company Name (include d/b/a if applicable): _____ Federal Tax Identification Number: 83-0824143

If Corporation - Date Incorporated/Organized: 6/7/2018

State Incorporated/Organized: Florida

Company Operating Address: 3250 NE 1st Ave Ste 203

City Miami State FL Zip Code 33137

Remittance Address (if different from ordering address): 2355 Centerville Rd #14656

City Tallahassee State FL Zip Code 32309

Company Contact Person: Paul Lowell Email Address: paul@convergepublic.com

Phone Number (include area code): (850) 391-4077 Fax Number (include area code): _____

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

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



7/28/2021

Bidder/Proposer's Authorized Representative's Signature:
3250 NE 1st Ave Ste 203, Miami, FL 33137 State of Incorporation: FL

Date

Type or Print Name: Paul Lowell

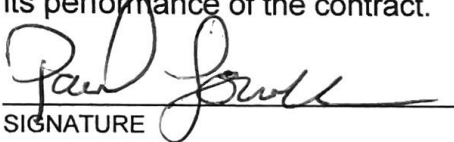
THE EXECUTION OF THIS FORM CONSTITUTES THE UNEQUIVOCAL OFFER OF BIDDER/PROPOSER TO BE BOUND BY THE TERMS OF ITS PROPOSAL. FAILURE TO SIGN THIS SOLICITATION WHERE INDICATED BY AN AUTHORIZED REPRESENTATIVE SHALL RENDER THE BID/PROPOSAL NON-RESPONSIVE. THE CITY MAY, HOWEVER, IN ITS SOLE DISCRETION, ACCEPT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

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

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

Converge Government Affairs of Florida, Inc. d/b/a Converge Public Strategies

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


SIGNATURE

Paul Lowell

PRINTED NAME

Converge Government Affairs of Florida, Inc.
d/b/a Converge Public Strategies

COMPANY OF NAME

7/28/2021

DATE

3250 NE 1st Ave Ste 203, Miami, FL 33137
State of Incorporation: FL

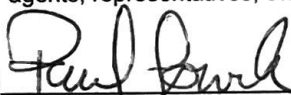
Failure to sign or changes to this page shall render your bid non-responsive.

NON-COLLUSION AFFIDAVITSTATE OF: FloridaCOUNTY OF: Leon Paul Lowell, being first duly sworn, deposes and says that:

Converge Government Affairs of Florida, Inc.

- (1) He/she is Secretary and Treasurer of d/b/a Converge Public Strategies, 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)



Secretary and Treasurer

3250 NE 1st Ave Ste 203, Miami, FL 33137
State of Incorporation: FL

Title

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

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

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

1. This form statement is submitted to City of Hollywood, Florida
by Paul Lowell, Secretary and Treasurer for Converge Government Affairs of Florida, Inc., d/b/a Converge Public Strategies
(Print individual's name and title) (Print name of entity submitting sworn statement)
whose business address is 3250 NE 1st Ave Ste 203, Miami, FL 33137
and if applicable its Federal Employer Identification Number (FEIN) is 83-0824143 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 Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misinterpretation.

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

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

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

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

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

 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

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

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

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

Paul J. Smith
(Signature)

3250 NE 1st Ave Ste 203
Miami, FL 33137
State of Incorporation: FL

Sworn to and subscribed before me this 6 day of August, 2021.

Personally known ✓

Or produced identification _____ Notary Public-State of FL

_____ my commission expires 02/03/2025
(Type of identification)



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

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

The applicant certifies that it and its principals:

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

Applicant Name and Address:

Converge Government Affairs of Florida, Inc., d/b/a Converge Public Strategies

3250 NE 1st Ave Ste 203, Miami, FL 33137

Application Number and/or Project Name:

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

Applicant IRS/Vendor Number: 83-0824143

Type/Print Name and Title of Authorized Representative:

Paul Lowell, Secretary and Treasurer

Signature:  Date: 7/28/2021
3250 NE 1st Ave Ste 203, Miami, FL 33137
State of Incorporation: FL

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

DRUG-FREE WORKPLACE PROGRAM

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

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

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



VENDOR'S SIGNATURE

Paul Lowell

PRINTED NAME

Converge Government Affairs of Florida, Inc., d/b/a Converge Public Strategies

NAME OF COMPANY

3250 NE 1st Ave Ste 203, Miami, FL 33137

State of Incorporation: FL

SOLICITATION, GIVING, AND ACCEPTANCE OF GIFTS POLICY

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

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

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

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

section.

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

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


SIGNATURE

Paul Lowell

PRINTED NAME

Converge Government Affairs of Florida, Inc.

d/b/a Converge Public Strategies

NAME OF COMPANY

Secretary and Treasurer

TITLE

3250 NE 1st Ave Ste 203, Miami, FL 33137

State of Incorporation: FL

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

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: CONVERGE PUBLIC STRATEGIES

Firm giving Reference: RICHARD E. CHAIT, P.A.

Address: 2030 S. DOUGLAS ROAD, SUITE 217, CORAL GABLES, FL 33134

Phone: 305 442 2318

Fax: 305 442 2319

Email: RICHARD.CHAIT@FORTNEWORKERS.COM

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

A: \$80,000

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

A: N/A

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

A: THEY WENT ABOVE AND BEYOND THE TERMS; SERVICES AND APPROPRIATE UPDATES ARE ALWAYS TIMELY.

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

A: THE MEMBERS OF THE CONVERGE TEAM WHOM I WORKED WITH (AND CONTINUE) ARE EASILY ACCESSIBLE AND PROACTIVE.

5. Q: Would you use them again?

A: ABSOLUTELY - THE RETAINER CONTINUES TO BE RE-NEWED.

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

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

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

A: CONVERGE PROVIDES AN UPSCALE DIVERSIFIED SERVICE THAT FITS MULTIPLE NEEDS; YET CLIENT SERVICE REMAINS OPTIMAL.

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: RICHARD E. CHAIT

Title: OWNER/PRESIDENT/ATTORNEY

Signature: 

Date: 7/20/2021

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: Converge Public Strategies

Firm giving Reference: Town of Cutler Bay

Address: 10720 Caribbean Blvd, Suite # 105

Phone: (305) 234-4262 Cutler Bay, FL 33189

Fax: (305) 234-4251

Email: RCASALS@CutlerBay-FL.gov

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

A: \$60,000 per year

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

A: NO

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

A: Yes

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

A: Yes

5. Q: Would you use them again?

A: Yes

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

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

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

A: The Firm is very knowledgeable AND Professional

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: RAFAEL G. CASALS Title: Town Manager

Signature: Rafael Casal Date: 7/20/21

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: Converge Public Strategies

Firm giving Reference: Palm Beach County

Address: 301 N. Olive Ave., Ste 701, West Palm Bch, FL 33401

Phone: 561-355-6266

Fax: _____

Email: ECHASE@PBCGOV.ORG

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

A: 35,000 / year

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

A: NO

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

A: YES

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

A: ALWAYS

5. Q: Would you use them again?

A: YES ; WE JUST SIGNED NEW CONTRACT WITH THEM.

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

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

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

A: EXTREMELY PROFESSIONAL AND KNOWLEDGEABLE

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: Ed Chase Title: Intergovernmental Affairs Dir

Signature: Ed Chase Date: 7/27/21

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: CONVERGE PUBLIC STRATEGICS

Firm giving Reference: CITY OF WEST MIAMI

Address: 901 SW 42 AV.

Phone: (305) 246-1122

Fax: _____

Email: Yolanda.aguilar@cityofwestmiami.org

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

A: \$50K PER YR. + REGISTRATION OF LOBBYISTS.

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

A: N/A

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

A: YES

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

A: YES

5. Q: Would you use them again?

A: YES

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

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

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

A: EXCELLENT FIRM TO WORK WITH; ACCESSIBLE AND RESOURCEFUL.

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: YOLANDA AGUILAR Title: CITY MANAGER

Signature: [Signature] Date: 7/27/2021

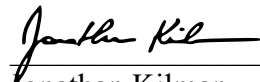
BOARD RESOLUTION
OF
CONVERGE GOVERNMENT AFFAIRS OF FLORIDA, INC.

We, the undersigned, being all the Directors of Converge Government Affairs of Florida, Inc., in the form prescribed by the Florida Financial Services Commission and Chapter 517 of the Florida Statutes, organized and existing under the laws of Florida, and having its principal place of business at 3250 NE 1st Ave Ste 203, Miami, Florida 33137 (the "Corporation"), hereby certify that the following is a true and correct copy of a resolution duly adopted at a meeting of the Directors of the Corporation duly held and convened on July 23, 2021, at which a quorum of the Board of Directors was present and voting throughout, and that such resolution has not been modified, rescinded or revoked, and is at present in full force and effect:

Therefore, it is resolved:

That Paul Lowell, Secretary and Treasurer, be and is hereby authorized to enter into all contracts with clients, suppliers, and any other parties as may be necessary in relation to the products or services of the company.

DIRECTORS



Jonathan Kilman
Chairman of the Board

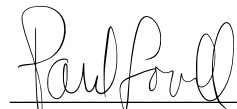
7/23/2021

Date

Circle this L.S. as there is no corporate seal.

CERTIFICATE OF SECRETARY

The Secretary of the Corporation hereby certifies that he/she is the duly elected and qualified Secretary of Converge Government Affairs of Florida, Inc. and certifies that the above is a true and correct record of the resolution that was duly adopted by the Directors of the Corporation on July 23, 2021.



Paul Lowell
Secretary