



Request for Proposal for State and Local Lobbying Services RFP-4677-21-OT

Submitted by:
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August 5, 2021



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LETTER OF TRANSMITTAL

August 5, 2021

City of Hollywood
2600 Hollywood Blvd.
Hollywood, Florida 33020

Capital City Consulting (CCC) is pleased to submit the following proposal for RFP-4677-21-OT for State and Local Lobbying Services for the City of Hollywood (City). On behalf of the thirteen lobbyists and five administrative staff at Capital City Consulting, we are excited about the opportunity to represent the City of Hollywood before Florida's state government. As you will read in our proposal, CCC has a proven track record of accomplishing client goals through strategic planning, accessing key relationships, and utilizing our cumulative experience in handling complex and controversial government initiatives.

Our main office is located just one block away from the Florida State Capitol in our own building with space to host clients and strategy sessions. We work 24 hours a day, 7 days a week for every one of our clients. To be successful in Tallahassee 9am to 5pm doesn't cut it. We do whatever, whenever to put our clients in the best position possible to achieve their goals.

As one of the few bipartisan lobbying firms in Florida, CCC is well positioned to assist the City in successfully navigating state government in ways that increase opportunities and protect existing practices, maximize government resources and incentives, create public/private partnerships, navigate regulation, and prevent the passage of damaging legislation.

CCC has the expertise and experience to monitor, take position and lobby on state budgeting, legislation, administrative issues, and executive orders that may impact the City. We have the requisite bandwidth to cover all sectors of state government and the ability to develop strategies for the City to be successful. The CCC team has established relationships to reach the Governor and his staff, all members of the Legislature and their staff, as well as the rest of the Cabinet and all executive branch agencies.

We will partner with the City and work hard from the outset to understand the City's goals and challenges. Our approach will include meticulously researching City issues, developing and executing a unique strategy to optimize opportunities, and providing continuous communications throughout the decision-making process. We are committed to providing high quality, ethical representation and reaching the City's desired results in a timely manner.

The CCC team has shown time and time again that our hard work, depth of knowledge of the subject and proximity to the legislative process in Tallahassee is the model for achieving numerous policy victories and securing more than \$1 billion in state appropriations each Session. Year after year, the CCC demonstrates that it has the experience and expertise to assist its clients in attaining their objectives by influencing and shaping legislation as well as impacting rulemaking in the executive branch. If selected, the team will advance the City's government agenda by shaping and communicating information and data in a manner that will enable it to be favorably received by policymakers, and advocate the City's position strategically to leadership in the Executive Office of the Governor, Cabinet, Senate, and House.

Authorized representation of the City will be carried out by the following individuals who all work at our main office located at 124 W. Jefferson Street, Tallahassee, Florida 32301:

- Nick Iarossi | Firm Owner | 850-445-7255
- Jared Rosenstein | Partner | 786-247-8716
- Chris Schoonover | Partner | 850-264-7588
- Andrew Ketchel | Partner | 850-865-1180

We pride ourselves on our record of consistent results. We hope to be able to provide the following level of service to the City and appreciate your consideration of our proposal.

Thank you for your consideration of our proposal. If you have any questions, please contact us at (850) 222-9075 or personally on my cell at (850) 445-7255.

Sincerely,



Nick Iarossi
Partner, Capital City Consulting
124. W Jefferson St.
Tallahassee, FL. 32301
850.222.9075 (o) | 850.445.7255 (c)
nick@cccfla.com

PROFILE OF PROPOSER

ORGANIZATION BACKGROUND

In existence since January 2003 and still owned by founders Nick Iarossi and Ron LaFace, CCC is a regionally based firm headquartered in Tallahassee that has 13 full time lobbyists, five full-time administrative staff, two Florida office locations, and over 200 current clients. Jim Boxold serves as the firm's managing partner. CCC's Tallahassee office is a block from the Capitol and would be the central location where Florida state government relations efforts are coordinated on behalf of the City. If selected, Nick Iarossi would be the City's primary point of contact at CCC.

Capital City Consulting, LLC
124 West Jefferson Street
Tallahassee, FL 32301
Office: 850.222.9075
Cell: 850.445.7255
Nick@cccfla.com

CCC also has an office in downtown Tampa, managed by Justin Day, who represents clients before Florida's state government and in the Tampa Bay region.

Capital City Consulting, LLC
400 North Ashley Drive, Suite 1100
Tampa, FL 33602
Office: 850.544.1932

While CCC is not a law firm, seven of our consultants (Nick Iarossi, Ron LaFace, Ashley Kalifeh, Megan Fay, Scott Ross, Chris Schoonover, and Jared Rosenstein) are attorneys and most are licensed to practice in the State of Florida.

At CCC, we understand that the City is uniquely situated because of its distinctive infrastructure, environmental and healthcare needs. We believe that our team of consultants has the background and expertise needed to effectively represent these diverse interests before the executive and legislative branches in Tallahassee. Our approach at CCC will enable us to successfully represent the City at meetings with key legislators and members of the Executive Branch. As a team, we will be able to cover all 160 members of the legislature and executive branch. Ample preparation is key when meeting with legislators. CCC will prepare with proper messaging points to meet the needs of that meeting with that particular legislator. CCC will master the City's unique issues, develop strategy, and deploy the needed resources to be successful before we step foot in the meeting. Every legislator is motivated by different issues, and it is our job to determine that motivation. The relationships will be strategically utilized to ensure all members of state government can be accessed by the City when needed.

CCC has a proven track record of accomplishing client goals through strategic planning, accessing key relationships, and handling complex and controversial government initiatives; all skills and resources we will put to work for the City if selected to represent you.

The CCC lobbyist team's experience reaches every sector of Florida state government. Our team carries years of experience working in state government, which provides unique and unrivaled expertise in how to successfully lobby all levels of state government.

Our firm members have served in leadership roles in the Legislature and at Florida agencies including:

- CCC lobbyists include former:
 - FDOT Secretary
 - DBPR Deputy Secretary
 - Deputy State Chief Financial Officer
 - Governor's Deputy Chief of Staff
 - Governor's Policy Director
 - DEO Chief of Staff
 - State Budget Director
 - House of Representatives Budget Director
 - Dept of Education Attorney
 - House Committee Staff Attorney
 - DEP Legislative Affairs Director
 - FDEM Legislative Affairs Director

During their time at these agencies, CCC lobbyists dealt with common issues affecting municipalities across all 67 counties. Our firm has extreme familiarity with issues such as infrastructure funding and planning, water issues, sea level rise, gaming, and healthcare.

SIMILAR MUNICIPAL/LOCAL GOVERNMENT ENGAGEMENTS

City of Venice

- As prime contractor, CCC advocates for state appropriations for City transportation and water projects. Successes include the following:
 - After being hired by the City of Venice late in the 2015 legislative session, CCC worked quickly to remove and amend certain negative provisions of proposed legislation relating to the Bert J. Harris, Jr. Property Rights Protection Act that would have resulted in large fiscal impacts on cities and municipalities.
 - Secured \$2.8 million in funding for road improvement projects for the City of Venice, despite the projects not being included in the original Department of Transportation work plan nor the Governor's appropriations recommendations.
 - Secured \$2.55 million for the purpose of funding local water projects and the replacement of aging utility infrastructure.
- 2015 – Present
- Ed Lavalley, City Manager
elavalley@venicegov.com
(941) 882-7399
Fax: 941-480-3031

The City of Miami

- On behalf of the City of Miami during the 2021 Session, we successfully lobbied Governor DeSantis and his staff to obtain approval for every one of the City of Miami's projects in the state budget:
 - Badia Senior Center: \$1.7m NR
 - Golden Pines Neighborhood Roadway and Infrastructure Improvements (Water project): \$1.5m NR
 - Little Havana Pedestrian Priority Zone: \$3m NR
- 2021 – Present
- Melissa Fernandez-Stiers, Chief of Staff to the City Manager
MFStiers@miamigov.com
(305) 250-5400
Fax: (305) 416-5152

Polk County

- During the 2021 Session, we successfully lobbied the Legislature and Governor to fund and approve the following appropriations/proviso priorities:
 - New proviso included to make behavioral health centers in Polk County eligible for low income pool healthcare funding.
 - Polk Regional Water Cooperative: \$7m NR
 - Firefighting Water Tenders: \$2m NR
 - North Ridge Trail Construction Project: \$9.5m NR
 - Emergency Management Logistics Center: \$500,000 NR
- 2020 – Present
- Bill Beasley, County Manager
billbeasley@polk-county.net
863-534-6444
Fax: 863-680-4112

Monroe County

- During the 2021 Session, we successfully lobbied the Legislature and Governor to fund and approve \$20 million NR for the Florida Keys Stewardship Act.

PAST LITIGATION

Capital City Consulting, LLC has not been involved in any litigation in the past 5 years and there is no pending litigation arising out its performance.

CURRENT CLIENT LIST

A current client list with start date can be found in Appendix A.

SUMMARY OF PROPOSER'S QUALIFICATIONS

RESUMES AND EXPERIENCE FOR ALL KEY PERSONNEL WHO WILL BE ASSIGNED TO WORK ON THIS ENGAGEMENT

NICK IAROSSI | PROJECT MANAGER

- Expertise in the areas of appropriations, health care, gaming, education, public policy, public relations and insurance.
- Former staff member for the Florida House of Representatives, Florida Senate and Florida Department of Insurance.
- Named one of the "100 Most Influential People in Florida."
- Finance Co-Chair for Governor DeSantis Campaign
- Finance Chair for Governor DeSantis Inauguration



As a co-founding member of CCC, Nick Iarossi has worked on local, state, and federal government policy issues for over 20 years. Recently named by Influence Magazine as one of the 100 Most Influential People in Florida, Nick is considered the best in his field representing a diverse client base before Florida's government including: financial services, insurance, environmental, gaming, retail, education, alcohol, information technology, tobacco, and procurement. Over the years, Nick lobbied to pass countless pieces of legislation on behalf of his clients and secured over a billion dollars in legislative appropriations. Nick is often relied on by clients to assist on various public affairs aspects such as crisis management, message development, and political branding.

Before starting our firm, Nick practiced law and government affairs at a prominent Florida law firm after working in the Senate Majority Office and Office of Insurance Regulation as a law clerk. Nick graduated from Florida State University with honors, where he served as student body president and also received his JD from Florida State University Law School.

EXPERIENCE

Capital City Consulting, LLC

2003 – Present

- Founding Member
- Provide strategic government affairs and business consulting services.
- Assist clients to successfully interact with the state legislature, as well as, state and local government agencies.

Katz, Kutter, Haigler Law Firm

2001-2003

- Insurance Defense Litigation
- Government Affairs

Florida Department of Insurance

1999

- Law Clerk

The Florida Senate

1998

- Senate Majority Office Staff

Florida House of Representatives

1997

- Intern, Office of State Representative Bill Sublette (R-Orlando)

EDUCATION

Florida State University College of Law

2000

Juris Doctor, *Member of the Florida Bar

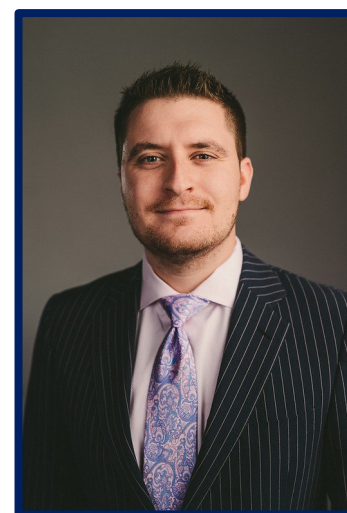
Florida State University

1998

Bachelor of Science, Interdisciplinary Social Science with honors

JARED ROSENTEIN | PARTNER

- Expertise in disaster consulting, emergency management, information technology, appropriations, and electronic entertainment
- Former Legislative Affairs Director, Florida Division of Emergency Management
- Extensive experience in both the Florida House of Representatives and Florida Senate



Jared Rosenstein began his career in the Florida Senate while attending Florida State University. After graduating from Florida State University with a degree in political science, Rosenstein worked for several members of the Florida House of Representatives while attending law school at Nova Southeastern University's School of Law. As a legislative staffer in both chambers, he provided policy analysis on gaming, animal welfare, and natural disaster issues; additionally, during the 2018 legislative session, he helped craft the Marjory Stoneman Douglas School Safety Act.

In addition to his legislative experience, Rosenstein was the legislative affairs Director at the Florida Division of Emergency Management (FDEM) under Governor Ron DeSantis and Director Jared Moskowitz. Rosenstein was the primary point of contact for federal, state, and local elected officials during the COVID-19 pandemic.

Rosenstein splits his time between Fort Lauderdale and Tallahassee and is an ardent supporter of Jewish causes, animal rescue organizations, and cancer research initiatives.

EXPERIENCE

Capital City Consulting, LLC

2021 – Present

- Partner
- Expertise in disaster consulting, emergency management, information technology, appropriations, and electronic entertainment

Florida Division of Emergency Management

2019-2021

- Legislative Affairs Director for Director Jared Moskowitz
- Served in the administration of Governor Ron DeSantis

- Responsible for all legislation that referenced disasters; F.S. 252
- Primary point of contact for Cities, Counties and Legislators during a disaster
- Legislative lead on historic Hurricane Michael and Citrus Recovery Block Grant reimbursements
- Coordinated legislative response to the COVID-19 crisis

The Florida House of Representatives

2014-2019

- Legislative Assistant
- Representative Jared Moskowitz (District 97)
- Provided counsel to the Representative after reviewing statutory language in proposed legislation
- Formulated strategies for guiding major political priorities through the legislative process
- Assisted the Representative in collation building, drafting and analysis during the legislative response to the Marjory Stoneman Douglas shooting
- Authored, co-authored, and filed drafts of all major legislation and amendments

The Florida House of Representatives

2013-2014

- District Legislative Assistant
- Representative Bill Hager (District 89)

The Florida House of Representatives

2013

- Legislative Intern
- Representative Holly Raschein (District 120)

The Florida Senate

2012

- Legislative Intern
- Senator Ellyn Bogdanoff (District 34)

EDUCATION

Nova Southeastern University

2015-2018

Juris Doctor

Florida State University

2011-2013

Bachelor of Science in Political Science

Broward College

2008-2011

Associate of Arts in Political Science

CHRISTOPHER SCHOONOVER | PARTNER

- Expertise in health and human services, appropriations, information technology, education, as well as alcohol, business, and gaming regulation.
- Former staff attorney for the Florida House of Representatives Health & Human Services Committee
- Former member of the Florida Board of Governors and the FSU Board of Trustees as FSU Student Body President
- 2019 Influence Magazine Runner-Up Appropriations Lobbyist of the Year
- 2018 Influence Magazine Education Appropriations Lobbyist of the Year



Chris Schoonover's career began in the Florida House of Representatives after graduating from Florida State University, where he was elected Student Body President and also received his law degree. As a legislative staffer in the areas of health care, rules, and family services, he provided legal and policy analysis to elected House members. In addition to his legislative experience, Chris worked at the Department of Business and Professional Regulation and in the Governor's Office under Jeb Bush. Chris currently focuses his practice on appropriations, education, health care, and gaming, and was recently named Top Education Lobbyist by Influence Magazine. Chris served as a member of the Florida Board of Governors and the FSU Board of Trustees.

Chris' experience began 12 years ago while working for Healthcare Committee in the FL House of Representatives. He also spent time working as a legislative analyst for the powerful Rules & Calendar Committee under Speaker Marco Rubio. And following law school, Chris was a staff attorney for the House Health & Human Services Committee, where he worked on numerous health care issues including Low Income Pool program, Medicaid, child welfare, and elderly care.

EXPERIENCE

Capital City Consulting

Governmental Consultant

2010 – Present

- Provide strategic, business and political consulting, helping clients develop new lines of business, expand existing operations and improve brand awareness, focused primarily on the transportation sector.
- Assist clients in successfully navigating their interactions with state and local government agencies.

Florida House of Representatives

Legislative Analyst: Health and Family Services Policy Council

2009- 2010

- Researched and analyzed legislative bills.
- Met with citizens and lobbyists regularly regarding issues facing citizens of the state.
- Aided State Representatives in drafting legislation and amendments.

Florida House of Representatives

General Counsel's Office

2009

- Drafted administrative complaints, final orders, and closing orders.

- Researched and analyzed statute and rules; analyzed consumer complaints for unlicensed activities.

Florida House of Representatives

Legislative Intern: Rules & Calendar Council

2007- 2008

- Reviewed requests for floor consideration of legislation approved by House Councils.
- Researched and analyzed bills; Reviewed questions relating to House rules.

EDUCATION

Florida State University

2004

B.S., Biochemistry & Chemistry

Florida State University

2005

M.S., Political Science

Florida State University School of Law

2008

Juris Doctor

ANDREW KETCHEL | PARTNER

- Expert in Florida's complex water issues, the Florida Everglades, state lands, waste management, environmental regulatory affairs, and the Florida Park Service.
- Former Legislative Affairs Director at the Florida Department of Environmental Protection.
- Served multiple roles in Governor Rick Scott's administration.
- Participant in the Gubernatorial Fellows Program.



Andrew Ketchel joined CCC after serving both as a policy advisor to Governor Scott and as the Legislative Affairs Director for the Department of Environment Protection. In the latter role, Andrew oversaw the Department's legislative agenda and worked extensively with DEP leadership and the Governor's Office on issues dealing with the utility industry, water and wastewater infrastructure, and the Department's various grant programs. Andrew also oversaw the most recent state land statutory overhaul, Florida's coastal permitting reforms, and changes to the Petroleum Restoration Program. Andrew's state government experience extends to the Florida Department of Highway Safety and Motor Vehicles, where he worked as a member of the Gubernatorial Fellows program, a highly selective annual training program for young leaders. A graduate of the University of South Florida, Andrew was a four-year letterman on the football team.

While the Legislative Affairs Director at the Florida Department of Environmental Protection, Andrew Ketchel oversaw the departments legislative agenda. Dealing with complicated wastewater and storm water issues for the department that included permitting, legislative appropriations and legislative outreach. Ketchel was at the department for several major wastewater spill disasters and was a part of the effort to assist local governments on an as needed basis. He also built extensive knowledge of the innerworkings of the South Florida Water Management District and their roll assisting local governments in Hollywood-Dade County and beyond.

Since joining CCC Andrew has been integral in the success of historical achieving historical levels of funding for the Everglades ecosystem which is intertwined with the drinking water south for all of South Florida. Understanding the success of this state and more specifically this region is dependent upon the health of the Everglades both for tourism and for the natural resource.

EXPERIENCE

Capital City Consulting, LLC

2016 - Present

Governmental Consultant

- Coordinating a statewide political strategy, on behalf of clients, to ensure targeted political activity and relationship building with key policymakers
- Provide strategic, business and political consulting, helping clients develop new lines of business, expand existing operations and improve brand awareness, focused primarily on regulated industries.
- Assist clients in successfully navigating their interactions with state and local government agencies.
- Advising clients on legislative issues including lobbying strategy and drafting of legislation

Florida Department of Environmental Protection (DEP)

2014-2016

Legislative Affairs Director

- Oversee the Department's strategic legislative mission; coordinate and execute the Department's legislative priorities. Successful legislative initiatives include: Chapter 20 F.S. rewrite of the Department's organizational structure, comprehensive rewrite to Ch. 253 and 259 F.S. related to state owned lands, reform of the petroleum restoration cleanup program, streamlining the permitting process for the coastal construction control line program, and small community wastewater facilities grants.
- Develop environmental policy by providing tactical guidance and direction to the Department's legislative analysts, members of the Florida legislature, relevant key stakeholders and advocacy groups.
- Serve as the principal liaison to all 160 members of the Florida Legislature, including post-session coordination of the implementation of new Florida statute and rules.

The Florida Department of Environmental Protection

2013-2014

Deputy Legislative Affairs Director

- Aided in the Department's overall strategic legislative mission along with other members of the legislative affairs team; coordinated and executed the Department's legislative priorities.
- Assisted in the development of environmental policy for the department.
- Served as a liaison to all 160 members of the Florida Legislature.

Executive Office of Governor Rick Scott

2013-2014

Legislative Affairs

- Coordinated and executed Governor Scott's legislative agenda, including organizing and attending legislative members meetings as well as widespread relationship building with all 160 members' legislative staff.
- Attended regular legislative briefing sessions with Governor Scott along with executive leadership and policy advisors.

- Tracked priority legislation and was responsible for bill filling and signing ceremonies upon the Governor's action.

EDUCATION

University of South Florida School of Public Affairs
Master of Public Administration

2012

University of South Florida
B.A. in Political Science

2010

TEAM EXPERIENCE IN CONDUCTING SIMILAR PROJECTS

Nick Iarossi | Project Manager: For more than 20 years, Nick Iarossi has lobbied for various local governments on issues impacting cities including: infrastructure and roads; growth management; fees; water and utilities and preemption issues. As an attorney, Nick digs into the details of the issues, spending as much time as necessary to become an expert. There is never an issue or competitor he is not willing or able to go head-to-head with. Over the past several years, Nick has been at the forefront of some of the biggest issues of Session, including gaming, Everglades restoration funding, and hospital funding. He will bring this level of determination to never lose in his representation of the City.

Jared Rosenstein | Team Member: Jared is a former legislative affairs director for the Florida Division of Emergency Management (FDEM). Prior to working at FDEM, Jared served as a Legislative Assistant to Representative Jared Moskowitz. Jared brings a unique local perspective to our representation as he has been involved in Broward County politics since high school. While at FDEM, Jared coordinated the political and legislative response to the COVID-19 pandemic, multiple hurricanes, tropical storms, wildfires, and mass casualty events. During his tenure at FDEM, Jared took the lead on several high-profile federal reimbursement projects, including more than \$135 million in federal reimbursement for Hurricane Michael and the \$340 million Hurricane Irma Citrus Recovery Block Grant. In addition to his disaster response and recovery work, Jared, passed several high-profile legislative changes to F.S. 252, giving the statutes a much-needed update. Due to the ever-evolving nature of disasters in Florida, Jared has relationships with every single member of the Florida House/Senate as well as relationships across the state at the city and county level.

Chris Schoonover | Team Member: As a former Health Care Committee staff attorney in the Florida House of Representative, Chris worked closely on several healthcare policy and funding issues that uniquely impacted urban areas. Additionally, for cities such as the City of Hollywood, health care funding is critical. In his representation of the Safety Net Hospital Alliance of Florida since 2010, Chris advocates to ensure cuts are not made to the state funding provided to Florida's safety net hospitals in urban areas who are responsible for caring for the poor and uninsured. As previously mentioned, Chris leads our firm's appropriation advocacy, relying on his relationships with staff and key chairs to achieve success for our clients, as outlined in Appendix A.

Andrew Ketchel | Team Member: Andrew is a former legislative director at the Florida Department of Environmental Protection following time spent in the Governor's office. While at DEP, Andrew had direct experience with Everglades permitting issues that affected the City, bay restoration efforts, air monitoring and mitigation as well as extensive interaction with leadership at the South Florida Water Management District. The direct interaction with leadership at both the department and the district gives

Andrew the unique understanding of how regulatory decisions are made on environmental protection for City as well as decisions on water project funding important to the City.

ORGANIZATION OF THE PROPOSED TEAM

Nick Iarossi will serve as project manager for this engagement and be the primary point of contact for the City. With more than 20 years of lobbying experience and expertise covering all areas of Government, Nick will quarterback strategic planning and advocacy efforts for the team. Nick's strong relationships with Legislative leadership and the Governor will ensure that the City's concerns and issues are never ignored. Other team members Jared Rosenstein, Chris Schoonover, and Andrew Ketchel will work closely alongside Nick in executing advocacy efforts. Utilizing his prior legislative branch experience, Chris serves as CCC's appropriations expert and will navigate the City's appropriations projects through the Legislative process. Jared's prior time in the Legislature as a legislative assistant will provide invaluable experience and expertise by utilizing his legislative process expertise and legislative relationships in achieving the City's goals. Additionally, Jared's expertise in emergency management will be crucial for the City as it continue to respond to the COVID-19 pandemic, as well as any future natural disasters. Finally, Andrew is our firm's expert on environmental issues and will be instrumental in providing guidance to the City on City on permitting, environment, water and resiliency issues at the Department of Environmental Protection and the Governor's office.

At Capital City Consulting, we pride ourselves as being available to our clients 7 days a week, 24 hours a day, regardless of their size or what they pay us. Therefore, each member of the team will work work as many hours as required to get the job done for the City.

MUNICIPAL STAFF SUPPORT

CCC will need support from City staff to provide the necessary information on how proposed legislative or administrative issues specifically impact that City. Additionally, CCC will rely on City staff to provide the necessary background information on any priorities CCC is lobbying to achieve. Finally, from time to time, we may ask that City staff make themselves available to discuss specific information with Legislators or staff when requested.

ABILITY TO MEET THE QUALIFICATIONS, GENERAL RESPONSIBILITIES AND REQUIREMENTS OUTLINES IN THE SCOPE OF WORK

We understand that the City is large diverse city in the State of Florida, which requires a unique approach and diversified messaging. Our approach at CCC will enable us to successfully represent the City at meetings with key legislators and members of the Executive Branch. As a team, we will be able to cover all 160 members of the legislature and executive branch. Ample preparation is key when meeting with legislators. CCC will prepare with proper messaging points to meet the needs of that particular meeting with that particular legislator. CCC will master the City's unique issues, develop strategy and deploy the needed resources to be successful before we step foot in the meeting. Every legislator is motivated by different issues, and it is our job to determine that motivation. The relationships will be strategically utilized to ensure all members of state government can be accessed by the City when needed.

With more than 200 years of combined state government experience, the 13 lobbyists a Capital City Consulting carry knowledge and expertise that is unmatched in Florida. The CCC lobbyist team's

experience reaches every sector of Florida state government. As previously mentioned in prior sections, our team carries years of experience working in state government, which provides unique and unrivaled expertise in how to successfully lobby all levels of state government.

The CCC team has shown time and time again that our hard work, depth of knowledge of the subject and proximity to the legislative process in Tallahassee is the model for achieving numerous policy victories and securing more than \$1 billion each Session. Year after year, the CCC demonstrates that it has the expertise and experience to assist its clients in attaining their objectives by influencing and shaping legislation, as well as impacting rulemaking in the executive branch. If selected, the team will advance the City's government agenda by shaping and communicating information and data in a manner that will enable it to be favorably received by policymakers and advocate the City's position strategically to leadership in the Executive Office of the Governor, Cabinet, and Legislature.

RELATIONSHIPS

Our experience in the legislative process, as well as the relationships within the executive branch, result in a proven record influencing decisionmakers. Our earned credibility with legislators and staff enables us to build meaningful relationships for our clients. Relationships are a key part of lobbying success. Relationships not only provide access to be heard, but also message credibility. CCC places significant emphasis on building and maintaining relationships with policy makers. We pride ourselves on having access to all members of the executive and legislative branches. As the top political fundraising firm, Capital City Consulting continually builds strong and lasting relationships with legislative and executive branch leadership. Specifically, in the Florida Cabinet, team-lead, Nick Iarossi, served as Finance Co-Chair of Governor DeSantis' campaign for Governor and Finance Chair for the Governor's Inauguration. CCC also has strong relationships with the entire Broward County legislation delegation, which can be seen in our successes for Broward College and Memorial Healthcare System.

As a public entity, the City is unable to engage with elections and campaigns of state officials like private industries. However, as one of the top fundraising firms in the state, CCC is extremely involved on the political side of government affairs advocacy. We always encourage potential clients to ask their locally elected leaders in state government positions about our firm and believe you will find we have the strongest relationships of any firm, based on our team's combination of substantive and political knowledge and expertise.

COMMUNICATING WITH THE CITY

Our team appreciates effective and immediate communication as impacting issues develop. We never want a client to be surprised by a legislative or agency outcome. CCC uses every communication method (texting, calls, email) available to provide instant updates to our clients as situations and issues change. We work 24/7 for our clients. Florida's Legislative Session is a quick moving 60 days. Proposals are released publicly as finished products. Therefore, CCC constantly meets with Committee Chairmen and staff to ensure that CCC clients are aware of proposals at the staff level so that input can be provided during the formulation process. We also establish ourselves as resources to legislators and staff on behalf of our clients for feedback on legislative ideas before they become proposals. This approach often grants us the opportunity to head-off negative proposals in their infancy or shape them in ways that are beneficial to our clients.

Our team will prepare weekly reports during the legislative session on all issues related to the city advising the City the status of legislation. At least weekly communication will occur between the CCC team and the City on legislative actions that have a bearing on the city's financial and programmatic interest. In addition to this communication during the legislative session the CCC team will also provide a final oral and written report to the City upon the completion of the legislative session or any special session. When the Legislature is not in Session, at a minimum we will submit monthly reports as well as an end of year annual status update highlighting activities taken on behalf of the City, leadership changes, legislation on the horizon, and other issues impacting the City. On a continuing basis, CCC will provide the city with an analysis and a presentation of any pending legislation and appropriations affecting the City.

Capital City Consulting understands that effective government advocacy is not limited to traditional lobbying methods. Many times, client issues require a more comprehensive approach for success. We will help the City with message development, issue management, coalition building, and communications.

5-YEAR GRID OF APPROPRIATIONS

2017 Session	
Everglades Restoration for Client Everglades Foundation	\$271m NR
City of Venice Road Improvement Project	\$1m NR
City of Venice Water Main Replacement Phase 5	\$500,000 NR
Palm Beach County Sheriff Drone Program	\$728,378 NR
UF Health Integrated Pediatric Research Program	\$1.25m NR
UF Health Program to Cure Dystonia	\$500,000 NR
UF Health Center for Translational Research in Neurodegenerative Disease	\$1.5m NR
Memorial Healthcare System Maternal Addiction Treatment Program	\$500,000 NR
DCF Results Oriented Accountability and Data Analytics	\$2m NR
Medicaid Enhancement Payments for Safety Net Hospitals	\$405m Rec
New College of Florida Heiser Building Addition	\$1.850m NR
FL High Demand Career Act	\$2.9m NR
2018 Session	
Everglades Restoration for Client Everglades Foundation	\$248m NR
City of Venice Eastgate Phase 2 Water Project	\$750,000 NR
City of Venice Road Improvement Project	\$1m NR
Innovative Services Development Grant Program for Transportation Services for Persons with Disabilities	\$500,000 NR
Memorial Healthcare System All Hazards Response System	\$1m NR
Memorial Healthcare System Medication Assisted Treatment	\$500,000 NR
Community Based Care Core Funding	\$10.4m Recurring
Safety Net Hospital Medicaid Enhancement Payments	\$319.2m Rec
New College of Florida Growth Initiative	\$3.65m Recurring
UF Health Program to Cure Dystonia	\$500,000 NR
UF Health Center for Translational Research in Neurodegenerative Disease	\$1.5m NR
Take Stock in Children Post-Secondary Completion Program	\$650,000 NR
Brevard Public Schools Advanced Manufacturing Center	\$1.5m NR

Collier Public Schools Everglades City Storm Surge Remediation	\$2m NR
Sarasota Schools Summer Learning Academy	\$500,000 NR
2019 Session	
Everglades Restoration for Client Everglades Foundation	\$365m NR
City of Venice Water Discharge Outfall Monitoring Phase 1	\$100,000 NR
Loggerhead Marinelifelife Center: Improving Water Quality and Coastlines	\$250,000 NR
Advanced Transit Technologies Feasibility Study in TBARTA	\$2.5m NR
Palm Beach School District African American History Museum	\$150,000 NR
Innovative Services Development Grant Program for Transportation Services for Persons with Disabilities	\$500,000 NR
44 th Avenue East Extension (Manatee County)	\$10m NR
Community Based Care New Core Funding	\$8m Recurring
Community Based Care Risk Pool Funding	\$8.054m NR
Memorial Healthcare System Medication Assisted Treatment Program	\$1m NR
Safety Net Hospital Medicaid Enhancement Payments	\$309m Rec
Florida Healthy Kids Funding to blend full-pay and subsidized pools	\$12m Rec/NR
FAU 100	\$12m Recurring
FAU Jupiter STEM/Life Sciences Building	\$11m NR
FAU A.D. Henderson Lab School	\$11.5m NR
FIU Operational Support	\$15m Recurring
FIU Targeted STEM Initiative	\$2.5m NR
New College of Florida Enrollment Growth Initiative	\$1.64m Recurring
UF Health Program to Cure Dystonia	\$300,000 NR
UF Health Center for Translational Research in Neurodegenerative Disease	\$2m NR
Take Stock in Children Post-Secondary Mentoring	\$850,000 NR
Palm Beach Schools- West Tech Education Center Adult Vocational Training	\$250,000 NR
Brevard Public Schools Construction and Welding Program	\$500,000 NR
Brevard Public Schools Construction Training Program	\$100,000 NR
STEM2HUB: Florida High Demand Career Initiative	\$500,000 NR
Sarasota County Summer Learning Academy	\$100,000 NR
2020 Session	
Everglades Restoration for Client Everglades Foundation	\$333m NR
44 th Avenue East Extension (located in Manatee County)	\$10m NR
Moccasin Wallow Road Extension (located in Manatee County)	\$3.6m NR
Innovative Services Development Grant Program for Transportation Services for Persons with Disabilities	\$1.5m NR*
Brevard Zoo Aquarium	\$500,000 NR*
Homeland Heritage Park Renovation- Polk County	\$250,000 NR*
African American History Museum and Library at Roosevelt High School	\$200,000 NR
Dept of State Cultural and Museum Grants Program	\$13.6m NR
Polk County Rural Areas Fire Suppression Resiliency	\$500,000 NR*
Lee County Citrus Canker Judgement Settlement	\$19.1m NR
City of Venice Booster Station	\$200,000 NR*
Loggerhead Marinelifelife Center: Improving Water Quality and Coastlines	\$250,000 NR
DNA Comprehensive Therapy Model	\$1.667m NR
Sacred Heart Hospital DSH Funding	\$5.1m NR

Memorial Healthcare System Medication Assisted Treatment Program	\$500,000 NR
Memorial Healthcare System Telehealth Program	\$250,000 NR
Safety Net Hospital Medicaid Enhancement Payments	\$309m Rec
Community Based Care Core Funding Increase	\$11.9m Recurring
Community Based Care Risk Pool Funding	\$5m NR
FIU Operational Support	\$17m Recurring
FIU Engineering Building	\$8.266m NR
FAU Operational Support	\$2m Recurring
FAU STEM/LIFE Sciences Building	\$11.146m NR
FL Tech Biomedical Aerospace Manufacturing	\$1.5m NR*
St. Pete College Nurse Simulation Expansion	\$725,000 NR*
UF Health Alzheimer's and Dementia Research	\$1.5m NR
Take Stock in Children Mentoring	\$850,000 NR*
Advancement Via Individual Determination	\$500,000 NR*
Junior Achievement Workforce Readiness Program	\$400,000 NR*
Mental Health Assistance for FL Virtual Schools	\$625,000 NR*
Pinellas School District Summer Career Acceleration Program	\$125,000 NR*
Sarasota County Schools Summer Learning Academy	\$800,000 NR*
Brevard Schools/Astronaut High Welding Equipment	\$150,000 NR*
Dedicated STEM Classroom for Marine Science	\$250,000 NR*
<i>*: Included in record setting \$1 Billion in Vetoes made by Governor due to COVID-19 and need to put money in reserves. Vetoes not due to merits of projects.</i>	
2021 Session	
Everglades Restoration for Client Everglades Foundation	\$342m NR
FL Keys Stewardship Act	\$21m NR
City of Miami- Little Havana Pedestrian Priority Zone	\$3m NR
North Ridge Trail- Polk County	\$9.5m NR
Moccasin Wallow Road Expansion-Phase 2 (located in Manatee County)	\$3.6m NR
Brevard Zoo Aquarium	\$500,000 NR
Polk County Regional Emergency Management Logistics Facility	\$500,000 NR
Sarasota Performing Arts Center	\$284,000 NR
Loggerhead Marinelife Center: Improving Water Quality and Coastlines	\$249,771 NR
City of Miami Golden Pines Neighborhood Improvements	\$1.5m NR
Citrus Canker Eradication Claim - Orange County	\$43.9m NR
DNA Comprehensive Therapy Care Model	\$1.667m NR
Billy Joe Rish Park for Disabled- Repairs	\$2m NR
Medication Assisted Treatment & Telehealth Enhanced Recovery Program	\$500,000 NR
Sacred Heart Hospital (Ascension) GME FY 21-22	\$8.2m NR
Safety Net Hospital Medicaid Enhancement Payments	\$309m NR
Directed Payment Program for Hospitals' Medicaid Shortfalls	\$1 billion NR
City of Miami Badia Senior Center	\$1.7m NR
FSU Interdisciplinary Research Commercialization Building - PECO	\$23.492m NR
FL Tech - Biomedical Aerospace Manufacturing	\$2m NR
St. Pete College Law Enforcement Simulation City	\$510,000 NR
St. Pete College Operational Support	\$5m
Take Stock in College	\$500,000 NR
FAU A.D. Henderson University Lab School	\$17.3m NR

Research University Alzheimer's Research Using Exablate Neuro focused Ultrasound	\$4.5m NR
UF Health Alzheimer's and Dementia Research	\$2.5m NR
Mental Health Assistance Allocation for FL Virtual Schools	\$2m Rec

PROJECT UNDERSTANDING, PROPOSED APPROACH, AND METHODOLOGY

SERVICES AND PROJECT PLAN FOR ENGAGEMENT

With Legislative committee weeks starting September 20th, time will be of essence for the CCC team to meet with City staff and learn the City's priorities and develop a strategy for success for the 2022 Session, which begins January 11, 2022. Should we be chosen to represent the City, CCC would waste no time meeting the Mayor, Commissioners, City Manager and staff, learning your issues, and developing a strategy for effective representation in Tallahassee. Our initial objective will be to educate ourselves on the City's legislative issues and priorities, which will allow us to develop a strategic course of action to achieve your goals.

We will develop a customized strategic plan to meet the requirements of the City including achieving the City's legislative goals in Attachment A of the RFP, performing duties outlined in the Scope of Work, and enhance its position with Legislative leadership and members of the Executive Branch.

No two clients are the same. Every client requires a unique lobbying plan. Our lobbying approach begins by meticulously researching the City's issues and then developing a unique strategy to achieve its goals. Successfully executing the strategy and adjusting for unforeseen circumstances is crucial, as is providing continuous communications to clients throughout the process. We are committed to providing high quality, ethical representation to reach the City's desired results in a timely manner.

Lobbying is a year-round activity and CCC professionals know that a delay in lobbying government leaders could spell defeat. Therefore, it is critically important to effectively message the City's issues to policy makers before misinformation or other outside interests influence their decisions. CCC will utilize the following implementation plan to tailor a unique advocacy strategy for the City:

1) Education

As soon as possible once engaged, CCC will stage a comprehensive workshop with the City to gather relevant information and educate our consultants. This includes an in-depth discussion about the City's goals and challenges in acquiring state appropriations and lobbying on legislative and executive branch issues that may impact the City. CCC professionals will provide a briefing on current Florida politics, executive branch agency makeup, House and Senate leadership, and any expected leadership changes in all branches of government.

2) Assessment

Based on information gathered during the education workshop and our knowledge of the industry, CCC will assess political allies and opponents, political strengths and weaknesses, as well as relationships that must be fostered to achieve the City's goals.

3) Strategic Plan

Capital City Consulting will develop a unique strategic lobbying plan for services including lobbying, monitoring, coalition building, reporting, and facilitating meetings with key policy makers. The lobbying plan will include a timeline, objectives, goals, important dates, target

legislators, and potential legislative sponsors. This strategic plan will provide the City with an accountability roadmap.

4) Implementation

CCC will implement the strategic plan with consideration given to the ever-changing political landscape. Success in government relations requires the ability to anticipate those changes and adapt quickly and decisively. We will continually update the City with any changes to the plan that may affect legislative goals or timing of planned actions. Execution of the plan will include all services set forth in the RFP scope of work and include monitoring legislation and state funding opportunities, scheduling and attending meeting with key policy makers, coordinating testimony and meetings with legislators, cabinet members, and agency staff.

Considering that Florida's Legislative Session is limited to 60 days, it is not unusual for us to work with our clients well in advance to develop and refine legislative proposals or appropriations requests to a nearly finished product before any public filing of the proposal occurs. CCC is constantly meeting with legislators and legislative staff to stay up-to-date on upcoming legislative concepts, be resources, and provide feedback. This allows us to shape proposals before it's too late.

We pride ourselves on always being available to our clients, and when the Legislature is not in Session, we will continue to communicate regularly with our primary point of contact at the City to ensure that he or she is briefed on meetings with legislators, leadership changes in the legislature or state agencies, legislative issues and regulations on the horizon, grant opportunities, or any other issues that could impact the City. CCC is a full-service lobbying firm, we will always do a detailed dig into the policy behind issues we are advocating for; in the event our firm lacks a certain expertise relating to an issue, we will use our combined 200 years of government service and our professional networks to better understand and educate ourselves before advocating.

KEY SERVICES PROVIDED DURING SESSION AND COMMITTEE WEEKS

During the Legislative Session, CCC will provide the following services to the City:

- Drafting legislation and proviso;
- Identifying and securing strategic legislative bill sponsors;
- Monitoring legislation and state funding opportunities;
- Identifying potential opportunities for state legislative appropriations;
- Scheduling and attending meeting with key legislators, cabinet members, and staff upon the request of the City;
- Scheduling and attending meetings with the Governor's Office of Policy and Budget and the Governor's Executive Office not just once, but during all key stages of legislative process, and particularly when the Governor is reviewing legislation and appropriations for approval or veto.
- Testifying in legislative committees on behalf of the City; and
- Coordinating public testimony and grassroots efforts.

Lastly, CCC is happy to attend delegation meetings, weekly team strategy meetings, participate in conference calls, or any other update as requested. As a firm with clients located statewide, CCC travels regularly to Broward County for business meetings and political events, making face-to-face

interaction with the City very feasible. We believe this in-person interaction is essential to developing and executing successful government affairs strategies and would place an emphasis on making it happen despite our home office being located in Tallahassee.

FACILITATE MEETINGS WITH ELECTED OFFICIALS

As stated in the previous section, our team has the proven ability to facilitate productive interactions between our clients and key policy makers at the local and state levels. We have developed long-standing relationships with committee staff and all members of the legislative and executive branches to ensure that we have access to the best person when making an ask on behalf of a client. Our long-standing relationships mean that we will be able to set meetings for City Commissioners, City officials, and City staff with Legislators, the Governor, and Cabinet members. It is also important to note that CCC is a bipartisan firm with a long history of supporting candidates in both political parties. This gives us the ability to work across the aisle to achieve the City's objectives. Because at least one CCC consultant has an established relationship with every member of the Florida Legislature and Cabinet, we will be able to set meetings and provide timely access to decision makers, allowing the City to use our relationships to its advantage when asking for funding or policy changes in Tallahassee.

PROCESS TO SECURE STATE APPROPRIATIONS

Identifying state funding opportunities is a relatively easy first step. It takes, however, experience and expertise to actually secure the funding. We know what the important aspects to agency programs are and how to strategically message the City's requests to best position for success to be included in an Agency Legislative Budget Request and the Governor's Budget. CCC has also refined an unmatched process for securing legislative appropriations, which includes:

- Building delegation and legislative support;
- Developing return on investment data;
- Demonstrating statewide importance for local funding requests;
- Constant advocacy before the Appropriations Subcommittees and full Appropriations Committee members and chairmen;
- Meeting with the Governor's Office of Policy and Budget and the Governor's Executive Office not just once, but during all key stages of the budget process, including development of the state budget (before and during Session), after budget passage, and when the Governor has received and is reviewing the budget; and
- Strategic support of our appropriations projects through coordinated outreach by community members, stakeholders, and key legislative delegation members.

SUMMARY OF PROPOSER'S FEE STATEMENT

CCC will provide the above referenced professional services for an annual fee of \$55,000 payable in equal monthly installments. In addition to our fee for services, we also charge separately for out-of-pocket expenses such as travel required in your representation, lobbyist registration, and any other nonstandard office expenses. We make every effort to keep these expenses to a minimum. If any additional work is required beyond the scope of the contract, CCC would propose a contract amendment mutually agreed to by CCC and the City, to our existing contract with the City to reflect the updated scope and fee change.

REQUIRED FORMS

A. Hold Harmless and Indemnity Clause

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

City of Hollywood, Florida

HOLD HARMLESS AND INDEMNITY CLAUSE

(Company Name and Authorized Representative's Name)

Capital City Consulting, LLC, 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

Nick Iarossi
PRINTED NAME

Capital City Consulting
COMPANY OF NAME

8-3-21
DATE

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

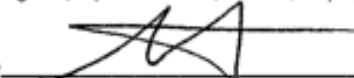
NON-COLLUSION AFFIDAVIT

STATE OF: FLORIDA

COUNTY OF: LEON, being first duly sworn, deposes and says that:

- (1) He/she is Nick Iarossi of Capital City Consulting, LLC. 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)

 8-3-21

Title

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

1. This form statement is submitted to The City of Hollywood, Florida
by Nick Iarossi, Owner for Capital City Consulting, LLC.
(Print individual's name and title) (Print name of entity submitting sworn statement)
whose business address is 124 W. Jefferson St. Tallahassee, FL 32301
and if applicable its Federal Employer Identification Number (FEIN) is 01-0759013 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 an federal or state trial court of record relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

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

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

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

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

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.

Sworn to and subscribed before me this 3rd day of August, 2021.

Personally known X

Or produced identification _____ Notary Public-State of FL

(Type of identification) _____ my commission expires 11/19/24

Breannah L. Goodson
(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:

- (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:

Capital City Consulting, LLC

124 W. Jefferson St.

Tallahassee, FL 32301


Application Number and/or Project Name:

RFP-4677-21-OT State and Local Lobbying Services for City of Hollywood

Applicant IRS/Vendor Number: FEIN #01-0759013

Type/Print Name and Title of Authorized Representative:

Nick Iarossi

Signature: 

Date: 8-3-21

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:

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.

	Nick Iarossi
VENDOR'S SIGNATURE	PRINTED NAME
Capital City Consulting, LLC.	
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.

 _____ SIGNATURE	Nick Iarossi _____ PRINTED NAME
Capital City Consulting _____ NAME OF COMPANY	Owner _____ TITLE

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

G. Reference Questionnaire

1) Broward College

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: Capital City Consulting, LLC.

Firm giving Reference: Broward College Foundation, Inc / Broward College

Address: 111 E Las Olas Blvd. 11th Floor Ft. Lauderdale, FL

Phone: 954-765-9423

Fax: _____

Email: LHofmeier@broward.edu

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

A: 60,000

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

A: Not applicable

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: No.

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: Lacey Hofmeier

Title: General Counsel and Vice President of Public Policy

Signature: Lacey Hofmeier

Date: 7/21/2021

2) City of Miami

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: Capital City Consulting, LLC.

Firm giving Reference: City of Miami

Address: 3500 Pan American Drive, Miami, FL 33133

Phone: 305-254-5400

Fax: 305-250-5410

Email: Mfstiers@miamigov.com

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

A: \$8,333.34

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

A: None

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: Capital City Consulting has been an effective team for the City of Miami, bringing strong bipartisan relationships, as well as a deep understanding of the City and how best to achieve its priorities.

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: Melissa Fernandez-Stiers Title: Chief of Staff to the City Manager

Signature: *Melissa Fernandez-Stiers* Date: 7/29/2021

3) Memorial Healthcare System/South Broward Hospital District

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: Capital City Consulting, LLC.

Firm giving Reference: Memorial Healthcare System

Address: 3111 Stirling Road, Hollywood, FL33312

Phone:

(954)265-5805

Fax: None

Email: afernandez@mhs.net

1. Q: What was the dollar value of the contract?
A: \$100,008 Annually
2. Q: Have there been any change orders, and if so, how many?
A: none
3. Q: Did they perform on a timely basis as required by the agreement?
A: Yes, they have out performed requirements of the agreement
4. Q: Was the project manager easy to get in contact with?
A: Yes, they are always available to address needs of the organization
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: none

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: Aurelio M. Fernandez, III, FACHE Title: President & CEO

Signature:  Date: 8/5/21

APPENDIX A

CURRENT CLIENT LIST WITH START DATE

1. 3M-3/1/21
2. Accenture LLP-4/1/20
3. Adelanto Healthcare Ventures, LLC-10/1/19
4. Adobe-12/1/20
5. Advanced Drainage Systems-7/1/21
6. Aetna, Inc. / CVS Health-1/1/19
7. Ajax Building Corporation-12/1/05
8. American Traffic Solutions (d/b/a Verra Mobility)-1/1/19
9. Ameritas Life Insurance Corp.-3/1/15
10. Arazoza Brothers Corporation-1/1/21
11. Ascension Florida-7/1/19
12. Associated Industries of Florida-1/1/21
13. Assurant / American Bankers Insurance Group-1/2/03
14. Athena Security-8/17/20
15. AT&T-1/1/20
16. Atkins North America Inc.-4/1/19
17. Avesis, Inc.-8/15/18
18. B&H Foto & Electronics Corp.-2/1/21
19. Baptist Health South Florida-5/14/19
20. Barnett Southern Corporation-6/1/20
21. Benefit Focus, Inc.-3/1/15
22. bestbet Jacksonville-4/30/19
23. BioIQ, Inc.-3/18/20
24. Bonefish and Tarpon Trust-2/15/21
25. Brandt Information Services-6/18/18
26. Broward College Foundation-2/24/20
27. Broward County Clerk of Court-4/26/19
28. C.W. Roberts Contracting, Inc.-3/1/17
29. Canopy Management Consulting Group, LLC-5/1/21
30. Capital Hill Group LLC-2/15/19
31. Careington International Corporation-6/9/20
32. CDR Maguire-6/1/20
33. Central Florida Health Inc.-1/1/19
34. Ceres Environmental Services, Inc.-9/10/17
35. Chen Moore and Associates-2/17/21
36. CHUBB INA Holdings, Inc.-2/23/10
37. Cicero Action / Lothlorien-11/3/21
38. Cigna-1/1/20
39. CitiGroup Global Markets, Inc.-1/1/18
40. CitiGroup Washington, Inc.-1/1/20
41. Cody Khan-2/1/20
42. College of the Florida Keys Foundation-1/1/20
43. Collier County Public Schools-7/1/19
44. Community Care Plan-7/1/14
45. Contextual Code-2/27/2017

46. Covaxx-11/1/20
47. Datum Tech-12/14/20
48. Dealer Services Network, Inc.1/1/20
49. Delta Air Lines, Inc.-12/1/14
50. DialCare, LLC-11/1/19
51. Distilled Spirits Council of the US-1/1/20
52. Drummond Press-3/22/20
53. East Cost Zoological Society of Florida-10/1/19
54. Elevated, LLC-9/14/16
55. Elite DNA Therapy-7/1/19
56. Enviva1/25/19
57. Esper, Inc.-3/19/21
58. eQHealth Solutions, Inc.-6/18/10
59. Family Network on Disabilities/FND Trust Services-6/21/20
60. Florida Association of District School Superintendents-1/1/20
61. Florida Association of Health Plans, Inc.-1/1/18
62. Florida Association of Nurse Anesthetist-4/5/21
63. Florida Association of Orthotists & Prosthetists-1/1/10
64. Florida Atlantic University Foundation, Inc.-1/15/19
65. Florida Community Financial Services Association-1/1/15
66. Florida Cultural Alliance-10/1/19
67. Florida Institute of Technology-10/1/19
68. Florida International University Foundation, Inc.-1/1/20
69. Florida Justice Reform Institute-1/21/19
70. Florida Power & Light-1/1/20
71. Florida Realtors-1/1/20
72. Florida State University Foundation, Inc.-5/26/21
73. Florida Surplus Lines Association-9/30/16
74. Florida Transportation Builders Association-8/1/20
75. Florida Vacation Rental Management Association-9/1/19
76. Floridian Partners LLC-12/1/18
77. Fortress 2020 Landco LLC-6/21/21
78. Gartner, Inc.-1/1/15
79. George Hackney, Inc. dba Trulieve 6/1/16
80. Global Technology Solutions, LLC-2/25/19
81. GoBrands, Inc.-5/15/20
82. Gordian Group, Inc.-4/1/18
83. Gothams, LLC-6/1/21
84. Green Rock Strategies, LLC-9/9/20
85. GRM Information Management Systems, Inc.-7/15/21
86. GRT Solutions, LLC-4/24/20
87. Health Management Systems, Inc.-4/25/18
88. Hearing Industries Association-3/1/21
89. HNTB Corporation-11/1/17
90. Holbrook Asphalt Company-4/1/20
91. Horne LLP-7/1/20
92. Houghton Mifflin Harcourt Publishing Company-1/1/10
93. Hyperloop Transportation Technologies, Inc.-11/2/18
94. iLab-11/1/20
95. Image API, LLC-1/1/19

96. INSIGHTEC, Ltd.-11/1/20
97. Insurance Auto Auctions-1/1/14
98. Integrated Home Care Services, Inc.-7/14/20
99. Jacksonville Transportation Authority-12/23/19
100. Las Vegas Sands – Regulatory-1/1/19
101. League of Southeastern Credit Unions-11/1/15
102. Lennar Homes, LLC-1/22/21
103. Lexmark International, Inc.-7/24/15
104. Little Havana Activities & Nutrition Centers of Dade County-12/17/20
105. Loggerhead Marinelife Center-12/1/18
106. Lost Tree Village Property Owners Association, Inc.-1/16/19
107. LRA Consulting, Inc.-5/6/21
108. Mayer Brown, LLP-3/9/21
109. Medallia, Inc.-5/1/21
110. Method Testing Labs-12/23/20
111. ModivCare Solutions LLC-1/1/06
112. Media Choice, LLC-8/15/20
113. Melbourne Greyhound Park-10/12/15
114. Memorial Healthcare System-7/1/14
115. Memory Garden at Tanglewood-1/1/17
116. Mercury Public Affairs LLC-8/30/18
117. Monique Burr Foundation for Children-1/1/20
118. Monroe County Board of County Commissioners-11/1/20
119. Motorola Solutions, Inc.-1/1/20
120. Mount Sinai Medical Center-4/3/20
121. Neal Land Development Group-6/1/19
122. New College Foundation, Inc.-10/1/15
123. NJ Lotto d/b/a The Lottery-2/19/19
124. NLP Logix Inc.-12/1/20
125. North Highland Co.-1/1/15
126. NTT Data, Inc.-2/26/19
127. NuShore, LLC-5/15/19
128. Ocala Breeders' Sales Co. / OBS Real Estate Holdings, LLC-3/1/13
129. Office Depot Inc.-12/22/10
130. Old Republic National Title Insurance Company-1/1/17
131. Oportun-9/1/17
132. Orange Barrel Media-7/1/19
133. Orla Drilling Co LLC-6/21/21
134. Palm Beach County Sheriff's Office-7/1/14
135. Palm Beach School Administrators Association and Palm Beach Staff Association-2/1/21
136. Palo Alto-1/28/21
137. Pegasystems, Inc.-11/15/19
138. Pichard Holdings Inc. d/b/a Remedy Intelligent Staffing-3/22/21
139. Pinellas County School Board-1/1/19
140. Polk County Board of County Commissioners-1/1/20
141. Pollard Banknote Limited-3/1/17
142. Primerica Inc.-1/1/15
143. PropLogix, LLC d/b/a Orange Data-5/17/21
144. RAI Services Company-1/1/20
145. Razor USA-7/15/20

146. Regional Enterprises-5/11/20
147. RELX, Inc.-1/1/19
148. Renaissance Learning, Inc.-1/1/20
149. Replica, Inc.-9/8/20
150. Republic Services of Florida-9/1/19
151. Resource Environmental Solutions-1/18/21
152. Ripa & Associates-8/26/20
153. ROADIS USA Holdings, LLC-11/1/17
154. Robert C. Gilbert P.A.-4/1/21
155. Rubrik, Inc.-10/1/20
156. Ruvos-11/1/17
157. Securus Technologies, Inc.12/1/20
158. Safelite Group, Inc.-12/15/16
159. SaferWatch LLC-10/1/20
160. Safety Net Hospital Alliance of Florida1/1/16
161. Sarasota Memorial Health Care Health Systems-12/1/20
162. Sarasota Performing Arts Center Foundation, Inc.d/b/a VanWezel Foundation,Inc.-9/1/20
163. Sellers Dorsey-4/1/20
164. SESCO Lighting, Inc.-3/1/15
165. SHI International Corp.-1/9/17
166. SI Group Client Services-1/1/20
167. Skyport North America-2/13/19
168. SnapNurse-7/1/21
169. South Automotive Group / Vista Motor Company-1/1/10
170. South Dade Industrial Partners, LLC-7/16/21
171. South Florida Regional Transportation Authority-9/12/17
172. St. Petersburg College Foundation-2/5/20
173. Starkey Hearing Technologies-2/16/20
174. Statlab Mobile LLC-5/17/21
175. Stream Recycling Solutions, LLC-8/24/20
176. Sunshine State Tag Agency, LLC-1/1/19
177. Take Stock in Children-8/1/16
178. Tallahassee Retail Ventures, LLC-10/5/17
179. Tampa Bay Rays-2/10/21
180. Tampa Port Authority d/b/a Port Tampa Bay-9/10/19
181. TEKsystems, Inc.-8/13/18
182. The City of Miami-3/1/21
183. The City of Venice-1/1/16
184. The Corradino Group-5/9/19
185. The Everglades Foundation-1/1/17
186. The Foodman Firm-10/6/20
187. The GEO Group, Inc.-7/1/19
188. The Healing Charge-9/5/19
189. The School Board of Brevard County-8/9/16
190. The School Board of Sarasota County-12/6/16
191. The School District of Palm Beach County-7/1/17
192. Thomas Howell Ferguson, PA-3/1/15
193. TransPro Consulting, LLC-4/1/18
194. Travelers Indemnity Company-1/1/20
195. UMA Education, Inc.-9/4/18

- 196. University of Florida Foundation-7/1/19
- 197. USAA-7/2/15
- 198. UZURV-10/1/19
- 199. Visa USA Inc.-1/1/18
- 200. Vision Service Plan-4/20/20
- 201. Voya Financial Services, Inc.-1/1/20
- 202. Weidner Law, P.A.-7/1/19
- 203. WRB Resources-4/8/21
- 204. Yamaha Marine-12/1/20
- 205. VillageMD-4/1/21
- 206. Voyce Inc. 6/15/21
- 207. Zeflon, LLC-8/13/20
- 208. Zurich American Insurance Company-4/1/07

APPENDIX B

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): Capital City Consulting, LLC Federal Tax Identification Number: 01-0759013

If Corporation - Date Incorporated/Organized: January 2, 2003

State Incorporated/Organized: Florida

Company Operating Address: 124 W. Jefferson St.

City Tallahassee State FL Zip Code 32301

Remittance Address (if different from ordering address): NA

City _____ State _____ Zip Code _____

Company Contact Person: Nick Iarossi Email Address: Nick Iarossi

Phone Number (include area code): 850-264-7588 Fax Number (include area code): 850-222-9072

Company's Internet Web Address: www.cccfla.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.

Bidder/Proposer's Authorized Representative's Signature: _____

Date: 8/3/21

Type or Print Name: Nick Iarossi

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.