

Holland & Knight

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Response to Request for Proposals from the

City of Augusta

RFP Item #25-300 (State Lobbying and Representation Services)

Technical Proposal

November 13, 2024

Marci Rubensohn

Senior Policy Advisor | Atlanta | 404.817.8552 | marci.rubensohn@hklaw.com

ATTACHMENT A

PROPOSAL COVER SHEET

NOTE: Read all instructions, conditions and specifications in detail before completing this Request for Proposal.

Please complete and include this cover sheet with your technical proposal.


Complete Primary Address 1180 West Peachtree Street N.W., Suite 1800	City Atlanta	City GA	Zip Code 30309
Mailing Address (if different)	City	State	Zip Code
Contact Person Name and Title Marci Rubensohn, Senior Policy Advisor	Telephone Number (include area code) 404.817.8552		
Email Address marci.rubensohn@hkllaw.com	Fax Number (include area code) 404.881.0470		
Company Website Address www.hkllaw.com	Type of Organization (check one)		(X) Limited Liability Partnership (LLP) (See Attached)
() Corporation () Joint Venture () Proprietorship () Government			
<p>Proposals for RFP 25-300 State Legislative Lobbying Services described herein will be received in the Procurement Department, Suite 605, 535 Telfair Street, Augusta, Georgia 30901 on <u>Tuesday, October 22, 2024</u> until <u>11:00 a.m. (EST)</u>. Proposals shall be marked in accordance with the RFP 25-300 State Legislative Lobbying Service (MULITIYEAR CONTRACT)</p> <p>CAUTION: The Augusta, Georgia Postmaster will deliver certified or Special Delivery Mail to specific addresses within August, Georgia Government. When sending bids of time sensitive documents, you may want to consider a courier that will deliver to specific addresses at a specific time.</p>			
Proposal Cover Sheet should be signed by a representative of Proposer with the authority to bind Proposer to all terms, conditions, services, and financial responsibilities in the submitted Proposal.			
Authorized Representative Signature(s) 	Title(s) Senior Policy Advisor		
Type or Print Name(s) Marci Rubensohn	Date October 22, 2024		

Table of Contents

A. Procurement Documents.....	1
B. Qualifications and Experience of the Firm.....	2
C. Organization and Approach	10
D. Project Management.....	13
E. Scope of Services	15
F. Financial Stability.....	21
G. References	22
Appendix: Meet Your Holland & Knight Team	23

Disclaimer: The information provided in this handout is general information and not designed to be and should not be relied on as your sole source of information when analyzing and resolving a specific legal issue. Each fact situation is different; the laws are constantly changing. If you have specific questions regarding a particular fact situation, we urge you to consult with legal counsel.

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A. Procurement Documents

The following Procurement Documents are to include the following:

- **Augusta's Attachment "B" Form**
- **Federal Work Authorization Program Contractor and Subcontractor Evidence of Compliance (E-Verify)**

Completed copies of the requested procurement documents, along with supporting documents, from Holland & Knight follow this page.



Attachment B

You Must Complete and Return the 2 pages of Attachment B with Your Submittal. Document Must Be Notarized.

Augusta, Georgia Augusta Procurement Department

ATTN: Procurement Director

535 Telfair Street, Suite 605

Augusta, Georgia 30901

Name of Proponent: Holland & Knight LLP

Street Address: 1180 West Peachtree Street N.W., Suite 1800

City, State, Zip Code: Atlanta, GA 30309

Phone: 404.817.8500

Fax: 404.881.0470

Email: marci.rubensohn@hkllaw.com

Do You Have A Business License? Yes: X No:

Augusta, GA Business License # for your Company (Must Provide): N/A

And/or Your State/Local Business License # for your Company (Must Provide): State Control Number No. K701659

Utility Contractors License # (Must Provide if applicable): N/A MUST BE LISTED ON FRONT OF ENVELOPE

General Contractor License # (Must Provide if applicable): N/A

Additional Specialty License # (Must Provide if applicable): N/A

NOTE: Company must be licensed in the Governmental entity for where they do the majority of their business. If your Governmental entity (State or Local) does not require a business license, please state above (Procurement will verify), your company will be required to obtain a Richmond County business license if awarded a BID. For further information regarding Augusta, GA license requirements, please contact the License and Inspection Department @ 706 312-5050.

List the State, City & County that issued your license:

Acknowledgment of Addenda: (#1) X (#2) (#3) (#4) (#5) (#6) (#7) (#8)

NOTE: CHECK APPROPRIATE BOX (ES) - ADD ADDITIONAL NUMBERS AS APPLICABLE

Statement of Non-Discrimination

The undersigned understands that it is the policy of Augusta, Georgia to promote full and equal business opportunity for all persons doing business with Augusta, Georgia. The undersigned covenants that we have not discriminated, on the basis of race, religion, gender, national origin or ethnicity, with regard to prime contracting, subcontracting or partnering opportunities.

The undersigned covenants and agrees to make good faith efforts to ensure maximum practicable participation of local small businesses on the proposal or contract awarded by Augusta, Georgia. The undersigned further covenants that we have completed truthfully and fully the required forms regarding good faith efforts and local small business subcontractor/supplier utilization.

The undersigned further covenants and agrees not to engage in discriminatory conduct of any type against local small businesses, in conformity with Augusta, Georgia's Local Small Business Opportunity Program. Set forth below is the signature of an officer of the proposer/contracting entity with the authority to bind the entity.

The undersigned acknowledge and warrant that this Company has been made aware of understands and agrees to take affirmative action to provide such companies with the maximum practicable opportunities to do business with this Company;

That this promise of non-discrimination as made and set forth herein shall be continuing in nature and shall remain in full force and effect without interruption;

That the promises of non-discrimination as made and set forth herein shall be and are hereby deemed to be made as part of and incorporated by reference into any contract or portion thereof which this Company may hereafter obtain and;

That the failure of this Company to satisfactorily discharge any of the promises of nondiscrimination as made and set forth herein shall constitute a material breach of contract entitling Augusta, Georgia to declare the contract in default and to exercise any and all applicable rights remedies including but not limited to cancellation of the contract, termination of the contract, suspension and debarment from future contracting opportunities, and withholding and or forfeiture of compensation due and owing on a contract.

Non-Collusion of Prime Proponent

By submission of a proposal, the vendor certifies, under penalty of perjury, that to the best of its knowledge and belief:

(a) The prices in the proposal have been arrived at independently without collusion, consultation, communications, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other vendor or with any competitor.

(b) Unless otherwise required by law, the prices which have been quoted in the proposal have not been knowingly disclosed by the vendor prior to opening, directly or indirectly, to any other vendor or to any competitor.

(c) No attempt has been made, or will be made, by the vendor to induce any other person, partnership, or corporation to submit or not to submit a proposal for the purpose of restricting competition. Collusions and fraud in proposal preparation shall be reported to the State of Georgia Attorney General and the United States Justice Department.

You Must Complete and Return the 2 pages of Attachment B with Your Submittal. Document Must Be Notarized.

Conflict of Interest

By submission of a bid, the responding firm certifies, under penalty of perjury, that to the best of its knowledge and belief:

- 1. No circumstances exist which cause a Conflict of Interest in performing the services required by this BID, and
- 2. That no employee of the County, nor any member thereof, nor any public agency or official affected by this BID, has any pecuniary interest in the business of the responding firm or his sub-consultant(s) has any interest that would conflict in any manner or degree with the performance related to this BID. By submission of a bid, the vendor certifies under penalty of perjury, that to the best of its knowledge and belief:
 - (a) The prices in the bid have been arrived at independently without collusion, consultation, communications, or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other vendor or with any competitor.
 - (b) Unless otherwise required by law, the prices which have been quoted in the bid have not knowingly been disclosed by the vendor prior to opening, directly or indirectly, to any other vendor or competitor.
 - (c) No attempt has been made, or will be made, by the vendor to induce any other person, partnership, or cooperation to submit or not to submit a bid for the purpose of restricting competition. For any breach or violation of this provision, the County shall have the right to terminate any related contract or agreement without liability and at its discretion to deduct from the price, or otherwise recover, the full amount of such fee, commission, percentage, gift, payment, or consideration.

Contractor Affidavit and Agreement: Contractor Affidavit under O.C.G.A. § 13-10-91(b) (I)

GEORGIA E-Verify and Public Contracts: The Georgia E-Verify law requires contractors and all sub-contractors on Georgia public contract (contracts with a government agency) for the physical performance of services **over \$2,499 in value to enroll in E-Verify, regardless of the number of employees.** They may be exempt from this requirement if they have no employees and do not plan to hire employees for the purpose of completing any part of the public contract. Certain professions are also exempt. All requests for proposals issued by a city must include the contractor affidavit as part of the requirement for their bid to be considered.

The undersigned contractor ("Contractor") executes this Affidavit to comply with O.C.G.A § 13-10-91 related to any contract to which Contractor is a party that is subject to O.C.G.A. § 13-10-91 and hereby verifies its compliance with O.C.G.A. § 13-10-91, attesting as follows:

- a) The Contractor has registered with, is authorized to use, and uses the federal work authorization program commonly known as E-Verify, or any subsequent replacement program;
- b) The Contractor will continue to use the federal work authorization program throughout the contract period, including any renewal or extension thereof;
- c) The Contractor will notify the public employer in the event the Contractor ceases to utilize the federal work authorization program during the contract period, including renewals or extensions thereof;
- d) The Contractor understands that ceasing to utilize the federal work authorization program constitutes a material breach of Contract;
- e) The Contractor will contract for the performance of services in satisfaction of such contract only with subcontractors who present an affidavit to the Contractor with the information required by O.C.G.A. § 13-10-91(a), (b), and (c);
- f) The Contractor acknowledges and agrees that this Affidavit shall be incorporated into any contract(s) subject to the provisions of O.C.G.A. § 13-10- 91 for the project listed below to which Contractor is a party after the date hereof without further action or consent by Contractor; and
- g) Contractor acknowledges its responsibility to submit copies of any affidavits, drivers' licenses, and identification cards required pursuant to O.C.G.A. § 13-10-91 to the public employer within five business days of receipt.

Georgia Law requires your company to have an E-Verify*User Identification Number (Company I.D.) on or after July 1, 2009.

For additional information or to enroll your company, visit the State of Georgia website:

<https://e-verify.uscis.gov/enroll/> and/or http://www.dol.state.ga.us/pdf/rules/300_10_1.pdf

Federal Work Authorization User Identification Number: **E-VERIFY REQUIRED FOR ALL CONTRACTS OVER \$2,499.00**

Date of Authorization

**** (E-Verify Number)** 1852393

July 6, 2022

Holland & Knight LLP
Name of Contractor

State Lobbying and Legislative Representation Services RFP Item # 25-300
Name of Project / Bid Number

AUGUSTA, GEORGIA – RICHMOND COUNTY CONSOLIDATED GOVERNMENT

Name of Public Employer

I hereby declare under penalty of perjury that the foregoing is true and correct.

Executed on October 11, 2024 in Atlanta (City), GA (State).

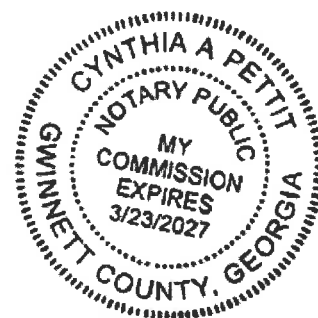

Signature of Authorized Officer or Agent

Marci Rubensohn, Senior Policy Advisor
Printed Name and Title of Authorized Officer or Agent

SUBSCRIBED AND SWORN BEFORE ME ON THIS THE 11 **th** **DAY OF** October, 2024


Notary Public

03/23/27
My Commission Expires:



The undersigned further agrees to submit a notarized copy of Attachment B and any required document Georgia Board of Commissions specifications which govern this process. In addition, the undersigned agr any subcontractor(s) as requested and or required. **I further understand that my submittal will be deem process is violated.**

You Must Complete and Return the 2 pages of Attachment B with Your Submittal. Documei



GEORGIA
CORPORATIONS DIVISION

GEORGIA SECRETARY OF STATE
BRAD RAFFENSPERGER

BUSINESS SEARCH

BUSINESS INFORMATION

Business Name: **HOLLAND & KNIGHT
LLP**

Control Number: **K701659**

Business Type: **Foreign Limited Liability
Partnership**

Business Status: **Active/Compliance**

Business Purpose: **NONE**

Principal Office Address: **524 GRAND REGENCY
BLVD, BRANDON, FL,
33510, USA**

Date of Formation /
Registration Date: **1/1/1997**

Jurisdiction: **Florida**

Last Annual Registration
Year: **2024**

Principal Record Address: **524 GRAND REGENCY
BLVD, BRANDON, FL,
33510, USA**

REGISTERED AGENT INFORMATION

Registered Agent Name: **CORPORATE CREATIONS NETWORK**

Physical Address: **2985 GORDY PARKWAY, 1ST FLOOR, MARIETTA, GA, 30066, USA**

County: **Cobb**

[Filing History](#)

[Name History](#)

State of Florida



Department of State

I certify from the records of this office that HOLLAND & KNIGHT LLP is a Florida Limited Liability Partnership, filed on January 6, 1998.

The document number of this registration is LLP980000003.

I further certify that the status of said limited liability partnership is active.

Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this the
Tenth day of April, 2024



CR2E022 (01-11)

Cord Byrd

Secretary of State



You Must Complete and Return with Your Submittal. Document Must Be Notarized

Systematic Alien Verification for Entitlements (SAVE) Program

Affidavit Verifying Status for Augusta, Georgia Benefit Application By executing this affidavit under oath, as an applicant for an Augusta, Georgia Business License or Occupation Tax Certificate, Alcohol License, Taxi Permit, Contract, or other public benefit as reference in O.C.G.A. Section 50-36-1, I am stating the following with respect to my bid for an Augusta, Georgia contract for

RFP Item #25-300 (State Lobbying and Legislative Representation Services)

[RFP Project Number and Project Name]

Marci Rubensohn

[Print/Type: Name of natural person applying on behalf of individual, business, corporation, partnership, or other private entity]

Holland & Knight LLP

[Print/Type: Name of business, corporation, partnership, or other private entity]

1.) X I am a citizen of the United States.

OR

2.) I am a legal permanent resident 18 years of age or older.

OR

3.) I am an otherwise qualified alien (8 § USC 1641) or nonimmigrant under the Federal Immigration and Nationality Act (8 USC 1101 et seq.) 18 years of age or older and lawfully present in the United States.

In making the above representation under oath, I understand that any person who knowingly and willfully makes a false, fictitious, or fraudulent statement or representation in an affidavit shall be guilty of a violation of Code Section 16-10-20 of the Official Code of Georgia.

Handwritten signature of Marci Rubensohn

Signature of Applicant

Marci Rubensohn

Printed Name

* Alien Registration Number for Non-Citizens

SUBSCRIBED AND SWORN BEFORE ME ON THIS THE 11th DAY OF October, 2024

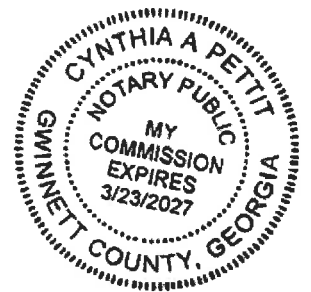
Cynthia A. Pettit

Notary Public

My Commission Expires:

03/23/2027

NOTARY SEAL



Note: THIS FORM MUST BE COMPLETED AND RETURNED WITH YOUR SUBMITTAL

Rev. 2/17/2016

B. Qualifications and Experience of the Firm

Firms are to include the following experience in reference to your company:

(a) Describe your experience, capabilities and other qualifications for this project.

Since opening our doors in 1994, many Georgia government entities as well as private companies have turned to Holland & Knight's Atlanta office because of our strong local, state, regional, national and global capabilities. Holland & Knight has represented Augusta for three years at the State Capitol and we have a track record of success throughout the term of our engagement.

Named "Top Players in the Georgia Legislature" by the *Atlanta Journal-Constitution*, Holland & Knight has provided top-notch service and results for government advocacy clients in the state capital since 1998. As your legislative advocate, we work to identify, pass, amend, or defeat proposals affecting your agenda.

Holland & Knight's Atlanta office is located at 1180 W. Peachtree Street N.W. It is about four miles from the State Capitol building, making it easy for your Holland & Knight team to attend legislative proceedings on a daily basis.

(b) Disclose any relationships that may be considered a conflict of interest or may raise a conflict of interest.

Holland & Knight does not have a conflict of interest representing Augusta.

We say this because we follow the applicable rules of professional conduct. We run all clients through the firm's electronic database, which contains all of our representations to determine if a conflict of interests exists. If one does exist, we attempt to get a waiver of the conflict of interest. If unable to obtain a waiver, we decline the conflicting representation. No file may be opened without this process being followed.

(c) Disclose any relationships that may have an impact upon the services to be provided.

Holland & Knight does not have any relationship that may have an impact upon the services provided.

(d) Describe in detail your demonstrated experience in bi-partisan and coalitions building.

Building legislative coalitions to support mutual goals is a Holland & Knight specialty. Members of our team have worked with – or even for – several statewide local government groups that have common interests with Augusta.

For example, Marci Rubensohn, your proposed Holland & Knight team leader, was the deputy director of government relations at the Georgia Municipal Association for over a decade. During that time, she developed legislative policy positions for the association and cultivated strong relationships with local and state elected officials. She still maintains those ties today – and can use them to benefit Augusta and its citizens. Ms. Rubensohn also:

- Works closely with the Association of County Commissioners of Georgia, and supports the ACCG on legislative matters that are important to Augusta.
- Represents the Georgia Association of Voter Registration and Election Officials to advocate for responsible, efficient and cost-effective administration of elections.

Our lobbying team works closely with the Georgia Chamber of Commerce and other business associations to ensure effective communication during the legislative session and throughout the year.

(e) Demonstrate and document successful state legislative lobbying service experience for an entity comparable to Augusta during the last five (5) years.

Our team has provided legislative services to other municipal clients such as the City of Savannah (pop. 148,000). Our accomplishments with the “Hostess City of the South” include the following:

- Secured legislation that increased the Savannah hotel/motel excise tax to fund infrastructure improvements.
- Secured legislation to amend the Savannah charter.
- Secured legislation to create a community improvement district to create a funding mechanism for riverfront improvements.
- Secured legislation amending the Savannah Development and Renewal Authority.
- Secured an exemption for Savannah's historic district from small-cell technology.
- Secured statutory authority for the City of Savannah to use real estate brokers to sell commercial property.
- Secured statutory authority to authorize the city to enter into long-term property leases.
- Defensive measures to protect the Savannah Airbnb ordinance from state pre-emption.
- Defensive measures to protect a local Savannah shopping cart ordinance from state preemption.
- Defensive measure against the de-annexation of Savannah Memorial Hospital from the city.

(f) Provide a list of legislation or initiatives advanced in the last five (5) years, demonstrating experience in advancing legislation or initiatives; and strategies used therein.

On behalf of Augusta, Holland & Knight successfully lobbied for the passage of the Coliseum Special Purpose Local Option Sales Tax – a priority legislative policy for Augusta. This half-penny sales tax provides a funding mechanism for the new coliseum and was a significant, high-profile victory for Augusta-Richmond.

Additionally, the Holland & Knight team has successfully established an annual commission and local legislative delegation dinner at the start of the legislative session for local and state elected officials to collaborate and thoughtfully engage each other.

The Holland & Knight team works closely with the legislative delegation throughout the legislative session and the year to ensure that the delegation understands Augusta's support and opposition to legislation as it moves through the process. We also host events for local groups when visiting the Capitol.

As stated earlier, clients come to Holland & Knight because of our quality, service and, most importantly, results. In the state capital, recent successes include the following:

- Defensive measures against the secession of the Buckhead neighborhood from the City of Atlanta.
- Successfully represented the Metropolitan Atlanta Rapid Transit Authority (MARTA) in passing legislation granting more flexibility in the negotiation and selection of concession partners at MARTA stations throughout metropolitan Atlanta.
- Successfully passed legislation on behalf of CIM Group, a large national real estate development corporation, which created a \$600 million tax incentive – the largest such incentive in Georgia history.
- On behalf of the Atlanta Hawks basketball team, successfully extended car rental tax collections beyond their 2038 sunset date. This will raise at least \$110 million to fund Philips Arena's renovation.
- Secured legislation that extended the permissible lease term of city facilities.
- Facilitated appointments of city officials to state legislative study committees.
- Enhanced the relationships between members of the local legislative delegation and city officials and staff.
- Defeated legislation that would have criminalized homelessness.
- Led the lobbying team that stopped the state takeover of Hartsfield-Jackson Atlanta International Airport in 2021, 2020, 2019 and 2018.
- At the request of a municipal client, we successfully passed legislation to create a new Community Improvement District within the city to fund streetscape projects.
- Our team successfully negotiated the implementation of a local fire district bill to address funding concerns.

Your proposed state team leader, Senior Policy Advisor Marci Rubensohn, has had extensive experience in representing municipal government, including the City of Savannah and the City of Atlanta, which makes Holland & Knight uniquely qualified to represent Augusta. Her accomplishments include many of the legislative priorities on the Savannah legislative agenda such as:

- The initial creation the IT/Logistics Corridor, followed by legislation to expand the boundaries of the Corridor, and successful procurement of \$400,000 in the state budget for the Corridor.
- An exemption for Savannah's historic district from small-cell technology.

- Defensive measures to protect the Savannah Airbnb ordinance from state pre-emption.
- Defensive measures to protect the Savannah shopping cart ordinance from state preemption.
- Defensive measure against the de-annexation of Savannah Memorial Hospital from the city.
- Statutory authority for the City of Savannah to use real estate brokers to sell commercial property.
- Secured legislation that increased the Savannah hotel/motel excise tax to fund infrastructure improvements.
- Secured legislation to amend the Savannah charter.
- Secured legislation to create a community improvement district to create a funding mechanism for riverfront improvements.
- Secured legislation amending the Savannah Development and Renewal Authority.
- Secured statutory authority to authorize the city to enter into long-term property leases.

Proposed team member Robert Highsmith represents diverse large corporate and governmental clients in contested matters, large transactions and government affairs before myriad Georgia state and local governmental agencies including the Public Service Commission, Department of Community Health, Department of Revenue, the General Assembly and the City of Atlanta. He also advocates before Georgia's congressional delegation. His recent achievements include the following:

- Stopped state takeover of Hartsfield-Jackson Atlanta International Airport in 2018, 2019 and 2020.
- Defensive measures against the secession of the Buckhead neighborhood from the City of Atlanta.
- Successfully represented the Metropolitan Atlanta Rapid Transit Authority (MARTA) in passing legislation granting more flexibility in the negotiation and selection of concession partners at MARTA stations throughout metropolitan Atlanta.

Mr. Highsmith also served as treasurer to the referendum campaign committee, alongside Ambassador Andrew Young as chairman during the approval of Atlanta's Municipal Option Sales Tax (MOST) and subsequent extension.

(g) Provide how many years operated under current company name.

Fifty-six years.

(h) Provide if ever been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any State or Federal department or agency from doing business.

Holland & Knight has never been debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded by any state or federal department or agency from doing business.

(i) Provide a list of previous clients for whom you have performed lobbying services.

Below is a list of government advocacy clients Holland & Knight currently represents in Atlanta. This list is available online from the Georgia Government Transparency and Campaign Finance Commission website:

<ul style="list-style-type: none">• Applied Information• Atlanta Beltline, Inc.• Atlanta Gas Light Company• Atlanta Hawks, LLC• Augusta-Richmond County• Caesar's Enterprise Services, LLC• Centene Corporation• Charter Communications	<ul style="list-style-type: none">• CIM Atlanta Developer, LLC• City of Atlanta• City of Savannah• Classic Center Authority• Emergent Biosolutions• Georgia Association of Voter Registration and Election Officials	<ul style="list-style-type: none">• Grocery Delivery E-Services USA, Inc.• Lockheed Martin Corporation• Pew Charitable Trust• Putnam County• Securitas• Schneider Electric• The Coca-Cola Company• Verified Voting
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(j) Provide a list of current clients for whom you will perform lobbying services during the upcoming legislative session. Do not include contact information for current clients. Include a list of projected legislation to be advanced for each identified client.

Holland & Knight's current clients are listed in the previous question. Their legislative initiatives are still being developed. However, our representation of other local government clients enhances our ability to advance legislation that will benefit Augusta.

(k) Provide information regarding the extent of your relationship with State and Federal agencies.

As stated earlier, Holland & Knight has had a formidable state lobbying practice in Atlanta since 1998. Much of this strength has come from our relationships on both sides of the aisle and with key state officials, including those listed below:

Governor: Holland & Knight has a relationship with Gov. Brian Kemp and with several key members of his policy staff. Our relationship with Governor Kemp goes back to when he was in the state Senate.

Atlanta Partner Robert Highsmith – a proposed team member for Augusta – once served as general counsel to then-Gov. Sonny Perdue. At the time, Mr. Kemp served as Governor Perdue’s floor leader in the Senate. Mr. Highsmith worked with Mr. Kemp regularly to successfully enact the Perdue Administration’s legislative package.

Since then, we have actively supported Governor Kemp’s campaigns in his political career, from agriculture commissioner to secretary of state to governor. Our relationships with his key staff members are strong.

Lieutenant Governor: We have a strong relationship with the lieutenant governor and his staff. We worked closely, and successfully, with his chief of staff and key policy advisors throughout the last legislative session on several matters of high importance to several of our clients.

Attorney General: Our team has worked closely with Attorney General Chris Carr throughout Mr. Carr’s various positions in federal and state government and the private sector. We supported his campaign for attorney general and continue to work with him on a regular basis.

Secretary of State: Holland & Knight has worked closely with the secretary of state, the deputy secretary of state and the agency’s policy and legal staff on important elections issues, including issues facing the election superintendents.

Speaker of the House: We have solid relationships with the Speaker and his staff members. Holland & Knight has previously worked closely with the Speaker’s chief of staff and chief counsel on a number of legislative issues, and we maintain a positive working relationship with the Speaker as well as additional key staff members.

President Pro Tempore of the Senate: Holland & Knight has strong relationships with the senate president pro tempore. We worked directly with him and his staff on several legislative issues.

Majority and Minority Leaders of the House and Senate: Holland & Knight works closely with leadership of both political parties in both legislative chambers. We have strong relationships with the current majority and minority leaders, and are closely watching the minority leadership races that will take place after the November election.

Our team represents diverse large governmental and corporate clients in government affairs before myriad Georgia state and local governmental agencies, including the:

- | | |
|--|---|
| <ul style="list-style-type: none">• Department of Transportation• Department of Community Affairs• Department of Revenue• Public Service Commission• Environmental Protection Division | <ul style="list-style-type: none">• Department of Community Health• Department of Insurance• Department of Economic Development• Environmental Services Authority• Georgia Emergency Management Authority |
|--|---|

Augusta Legislative Delegation: Marci Rubensohn, your proposed Holland & Knight team leader, maintains close relationships with several members of the Augusta delegation, hosting lunches, dinners and checking in regularly on issues that impact Augusta under the Gold Dome.

(I) State your experience with or familiarity with state and federal funding (including, but not limited to transportation funding) provide financial statements for the last three (3) years that evidences the responder's financial capabilities to perform the scope of work. (Audited statements are preferable but at minimum, balance sheet, income statement and cash flow statement may be accepted.)

State Appropriations. Being at the Capitol every legislative day, having strong relationships with the House and Senate appropriations chairs, and having worked on the state budget at the highest levels as governor's counsel means Holland & Knight has the connections to the state agencies and elected officials that Augusta needs to achieve your goals.

Our team has government relations attorneys who engage and are present in Atlanta at the Capitol every day throughout the legislative session. The team works closely with the Governor's Office, legislators and agency staff throughout the year.

We can use our ties to identify appropriations that will contribute to the levels of service and quality of programs provided to the citizens and stakeholders of Augusta.

For example, Holland & Knight successfully lobbied for \$42 million for Walton County to secure funding for a new reservoir, ARPA funding for the Atlanta Beltline, and general appropriations and ARPA funding for the City of Savannah. The team has successfully secured funding from the Department of Community Affairs for low income housing tax credit projects.

Federal Appropriations. The fee for federal lobbying and appropriations is not included in the scope of this engagement. However, Holland & Knight has the experience to actively and aggressively advocate for Augusta to advance its priority issues at the federal level.

These efforts can include lobbying the congressional delegation, key congressional committee and subcommittee leaders, House and Senate leaders, the White House, and federal department/agency officials to achieve your legislative, regulatory, and funding objectives.

Regarding funding, Holland & Knight has also helped our clients achieve their economic development goals through grants and other forms of federal funding. In fact, we have helped deliver over \$1 billion for our clients' large-scale projects from multiple Cabinet-level departments such as Transportation, Energy, and Defense as well as agencies such as the EPA.

Other policy areas in which Holland & Knight clients have enjoyed recent federal funding successes include the following:



Transportation. \$830 million in TIGER, BUILD, and RAISE grants; over \$296 million in INFRA multimodal freight and highway project grants; \$249.5 million in FRA CRISI railroad safety grants; \$353.6 million in Reconnecting Communities grants; \$72 million in Safe Streets and Roads for All grants; \$37.6 million in PROTECT climate change resiliency grants; and millions of dollars in Federal Transit Administration (FTA) Capital Investment Grant agreements.



Water Infrastructure. \$783 million in Environmental Protection Agency (EPA) WIFIA loans for water infrastructure projects.



Public Safety. More than \$200 million in Assistance to Firefighters (AFG) grants and in Staffing for Adequate Fire and Emergency Response (SAFER) grant funding for emergency responses.

Because of our extensive experience working with complex public agencies, Holland & Knight is confident we can identify upcoming federal opportunities for Augusta and advocate on your behalf to secure legislative, regulatory, and funding success. Opportunities could include:

- Funding from the Infrastructure Investment and Jobs Act (IIJA) and Inflation Reduction Act (IRA).
- Surface transportation reauthorization.
- Water Resources Development Act (WRDA).
- Climate change legislation/regulations.
- Digital infrastructure investment.
- Supply chain management and export initiatives.

Annual appropriations is another federal funding avenue Augusta can pursue. Holland & Knight will work with you to advance your priorities through the annual appropriations process, using our strong ties with Senate and House Appropriations Committees. With the return of federal budget earmarks – now called “Community Project Funding” in the House and “Congressionally Directed Spending” in the Senate – there are new opportunities for Augusta to secure funding for its priority projects.

Over the past three years, Holland & Knight ensured that our clients' member-directed spending requests were advanced by their House delegations and senators, helping our clients secure over \$500 million in earmark funding. We helped our clients draft funding requests, met with congressional offices to match projects with their priorities, and helped ensure that offices understood the importance of the projects.

C. Organization and Approach

Holland & Knight team leader Marci Rubensohn will serve as Augusta’s relationship partner. She will be responsible for overseeing the daily operation and effective management of the engagement.

Ms. Rubensohn will ensure the firm addresses Augusta’s priorities and interests in a timely, thorough and cost-effective manner. She will stay in ongoing communication with your staff about Holland & Knight’s activities on your behalf and your evolving needs.

This two-way approach helps to keep the entire Holland & Knight team working in sync with, and accountable to, Augusta. While we believe the role of relationship partners helps to make sure nothing falls through the cracks, it is important to stress that every member of the Holland & Knight team is accessible.

A hallmark of Holland & Knight’s work is that we act as a seamless extension of your team. We will provide timely updates to staff and respond to inquiries related to the advancement of your goals. Every member of our team is available 24/7 to answer any questions.

Below please find a chart that outlines the key leaders for our team.

Holland & Knight Advocate Name and Title	Role and Responsibilities	Time Commitment
Marci Rubensohn Senior Policy Advisor	<ul style="list-style-type: none"> Relationship Partner/ Primary Responsibility Party. Development of legislative package, meetings with local officials, local delegation, legislature and legislative leadership and Governor’s Office. Facilitating legislation through legislative process. Provide reporting and regular updates to Augusta staff and officials. 	135 Hours/Year
Robert Highsmith Partner	<ul style="list-style-type: none"> Meetings with legislative leadership and Governor’s Office. 	24 Hours/Year
Kevin Gooch Partner	<ul style="list-style-type: none"> Meetings with local staff and officials. 	12 Hours/Year

Provide a staffing plan starting with the receipt of the Notice to Proceed and ending with project completion.

Holland & Knight’s proposed timeline, based on the items in Augusta’s Scope of Work, is below. Please note that, given the variations in the legislative and regulatory process, this is only an estimate of what the exact effort would entail.

Date	Action
October, November and December 2024	<ul style="list-style-type: none"> • Holland & Knight provides a pre-legislative session report to the City and develop legislative priorities for the upcoming session. • Meet with delegation members, other state legislators and impacted state agencies to draft legislation.
January 13, 2025	<ul style="list-style-type: none"> • First day of legislative session for the Georgia General Assembly. • Advocate for the passage of the legislation contained in the City’s legislative priorities, and work to defeat legislation adverse to Augusta. • Host dinner for commissioners and senior staff and the legislative delegation in Atlanta. • Provide weekly reports to Augusta on the status of the legislative package and other relevant issues at the Capitol.
March/April 2025	<ul style="list-style-type: none"> • The Georgia General Assembly adjourns. Holland & Knight provides a post-legislative session report to the mayor, commission and staff shortly thereafter.

Date	Action
May – September 2025	<ul style="list-style-type: none">• Attend legislative meetings, conferences and events to maintain relationships with members of the General Assembly and to learn about local government issues that will be relevant in the upcoming legislative session.

Proof of our team's licensing status follows this page.

ATTACHMENT H

Lobbyist State Registration

Lobbyist Registration Application

State Ethics Commission

200 Piedmont Avenue SE, Suite 1416 West Tower | Atlanta, GA 30334

404-463-1980 | www.ethics.ga.gov

Lobbyists must pay a \$20 badge fee and a \$10 supplemental registration fee for each additional group.

Registration Year

2025

Type of Registration

ORIGINAL AMENDMENT RENEWAL

Lobbyist Identification

Name (Last) Rubensohn (First) Marcia (Middle)

First Name for badge: Marcia Rubensohn Email Address: Marci.Rubensohn@hklaw.com

Mailing Address (street) 1180 West Peachtree St, NW (Suite) suite 1800

City Atlanta State GA Zip 30309

Contact Phone (678) 576-4876

Lobbying on Behalf Of

Client # 1:

Name City of Atlanta

Mailing Address (street) 55 Trinity Avenue SW (Suite) Suite 2400

City Atlanta State GA Zip 30303

Phone (470) 409-9931

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**:

0

Client # 2:

Name ATL HAWKS LLC (ATLANTA HAWKS)

Mailing Address (street) 101 MARIETTA ST. NW (Suite) Suite 1900

City Atlanta State GA Zip 30303

Phone (866) 715-1500

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**:

0

Client # 3:

Name Centene Corporation on behalf of its affiliates and subsidiaries

Mailing Address (street) 1150 Connecticut Ave NW (Suite) Suite 1000

City Washington DC State DC Zip 20036

Phone (314) 505-6738

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Healthcare

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 4:

Name The Coca-Cola Company

Mailing Address (street) One Coca-Cola Plaza NW (Suite)

City Atlanta State GA Zip 30313

Phone (404) 789-0425

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Trade (Wholesale/Retail)

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 5:

Name Holland & Knight LLP

Mailing Address (street) 1180 West Peachtree St (Suite) suite 1800
City Atlanta State GA Zip 30309
Phone (404) 817-8552

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 6:

Name Charter Communications Operating, LLC
Mailing Address (street) 1925 Breckinridge Plaza (Suite) STE 100
City Duluth State GA Zip 30093
Phone (678) 226-3602

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Communication

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 7:

Name Caesars Enterprise Services, LLC

Mailing Address (street) 1 Caesars Palace Drive (Suite)

City Las Vegas State NV Zip 89109

Phone (702) 407-6240

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Entertainment

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 8:

Name City of Savannah

Mailing Address (street) 2 East Bay Street (Suite)

City Savannah Georgia State GA Zip 31405

Phone (912) 429-4084

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 9:

Name Verified Voting.Org, Inc.

Mailing Address (street) 1500 Chestnut St (Suite) #2320

City Philadelphia State PA Zip 19102

Phone (760) 804-8683

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 10:

Name Atlanta BeltLine, Inc.

Mailing Address (street) 100 Peachtree Street NW (Suite) Suite 2300
City Atlanta State GA Zip 30303
Phone (404) 477-3003

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Transportation

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 11:

Name The Classic Center Authority
Mailing Address (street) 300 North Thomas Street (Suite)
City Athens, Georgia State GA Zip 30601 -2627
Phone (706) 208-0900

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 12:

Name Putnam County Board of Commissioners

Mailing Address (street) 117 Putnam Dr (Suite) Suite A

City Eatonton State GA Zip 31024

Phone (706) 485-5826

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Utilities

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 13:

Name Augusta, Georgia Consolidated Government

Mailing Address (street) 535 Telfair Street (Suite) Suite 910

City Augusta State GA Zip 30901

Phone (706) 821-2400

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 14:

Name The Pew Charitable Trusts

Mailing Address (street) 901 E Street NW (Suite)

City Washington State DC Zip 20004

Phone (202) 552-2000

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 15:

Name Georgia Association of Voter Registrars and Election Officials

Mailing Address (street) 104 E Telephone St. (Suite)
City Sylvania State GA Zip 30467
Phone (770) 387-6012

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 16:

Name Schneider Electric
Mailing Address (street) 455 Massachusetts Ave NW (Suite)
City Washington State DC Zip 20001
Phone (360) 982-3868

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Manufacturing

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 17:

Name Securitas Security Services USA, Inc.

Mailing Address (street) 4330 Park Terrace Dr. (Suite)

City Westlake Village State CA Zip 91361

Phone (818) 706-6800

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 18:

Name CIM Atlanta Developer, LLC

Mailing Address (street) 4700 Wilshire BLVD (Suite)

City Los Angeles State CA Zip 90010

Phone (323) 860-4900

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Finance, Insurance, Real Estate

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Lobbyist Verification

State of Georgia, County of Fullerton

Verification of Moral Turpitude*: I, the undersigned lobbyist, verify that I have not been convicted of a felony involving moral turpitude in the courts of Georgia or an offense that, had it occurred in Georgia, would constitute a felony involving moral turpitude under the laws of Georgia.

Verification of Sexual Harassment Policy: I, the undersigned lobbyist, verify that I have received the Georgia General Assembly Employee Sexual Harassment Policy as set forth in the Georgia General Assembly Handbook, have read and understand the policy, and agree to abide by the policy.

Verification of Oath of Affirmation: I, the undersigned lobbyist, do hereby swear or affirm that the information in this application is complete, true, and correct to the best of my knowledge and belief, and that I am in full compliance with the Ethics in Government Act**. I affirm that any lobbyist report I submit electronically in the future shall be complete, true, and correct to the best of my knowledge and belief.

Marci Rubensohn

11/1/2024

Signature of Lobbyist

Date

*If the applicant has been convicted, the application must attach a statement identifying such conviction, the date thereof, a copy of person's sentence, and a statement that more than ten years has elapsed since the completion of the applicant's sentence.

**O.C.G.A. § 21-5-75 (a) Every constitutional officer, every elected state official; the executive head of every state department or agency, whether elected or appointed; each member of the General Assembly; and the executive director of each state board, commission, council, or authority shall be prohibited from registering as a lobbyist or engaging in lobbying under this article for a period of one year after terminating such employment or leaving such office.

Lobbyist Registration Application

State Ethics Commission

200 Piedmont Avenue SE, Suite 1416 West Tower | Atlanta, GA 30334

404-463-1980 | www.ethics.ga.gov

Lobbyists must pay a \$20 badge fee and a \$10 supplemental registration fee for each additional group.

Registration Year <u>2024</u>	Type of Registration <input type="checkbox"/> ORIGINAL <input checked="" type="checkbox"/> AMENDMENT <input type="checkbox"/> RENEWAL
---	---

Lobbyist Identification

Name (Last) Rubensohn	(First) Marcia	(Middle)
First Name for badge: Marcia Rubensohn	Email Address: Marci.Rubensohn@hkllaw.com	
Mailing Address (street) 1180 West Peachtree St, NW	(Suite) suite 1800	
City Atlanta	State GA	Zip 30309
Contact Phone (678) 576-4876		

Lobbying on Behalf Of

Client # 1:		
Name City of Atlanta		
Mailing Address (street) 55 Trinity Avenue SW	(Suite) Suite 2400	
City Atlanta	State GA	Zip 30303
Phone (470) 409-9931		

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
General Business or Purpose of Party Lobbied For: Other	

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**:

0

Client # 2:

Name ATL HAWKS LLC (ATLANTA HAWKS)

Mailing Address (street) 101 MARIETTA ST. NW (Suite) Suite 1900

City Atlanta State GA Zip 30303

Phone (866) 715-1500

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**:

0

Client # 3:

Name Emergent BioSolutions

Mailing Address (street) 1455 Pennsylvania Avenue NW (Suite)

City Washington DC State DC Zip 20004

Phone (561) 602-6785

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Healthcare

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 4:

Name Centene Corporation on behalf of its affiliates and subsidiaries

Mailing Address (street) 1150 Connecticut Ave NW (Suite) Suite 1000

City Washington DC State DC Zip 20036

Phone (314) 505-6738

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Healthcare

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 5:

Name Holland & Knight LLP

Client # 7:

Name Caesars Enterprise Services, LLC

Mailing Address (street) 1 Caesars Palace Drive (Suite)

City Las Vegas State NV Zip 89109

Phone (702) 407-6240

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Entertainment

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 8:

Name Walton County Board of Commissioners

Mailing Address (street) Walton County Historic Courthouse (Suite) 111 South Broad Street

City Monroe State GA Zip 30655

Phone (770) 241-8961

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 9:

Name City of Savannah

Mailing Address (street) 2 East Bay Street (Suite) _____

City Savannah Georgia State GA Zip 31405

Phone (912) 429-4084

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 10:

Name Verified Voting.Org, Inc.

Client # 12:

Name The Classic Center Authority

Mailing Address (street) 300 North Thomas Street (Suite)

City Athens, Georgia State GA Zip 30601 -2627

Phone (706) 208-0900

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

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Client # 13:

Name Putnam County Board of Commissioners

Mailing Address (street) 117 Putnam Dr (Suite) Suite A

City Eatonton State GA Zip 31024

Phone (706) 485-5826

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Utilities

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 14:

Name Augusta, Georgia Consolidated Government
Mailing Address (street) 535 Telfair Street (Suite) Suite 910
City Augusta State GA Zip 30901
Phone (706) 821-2400

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 15:

Name The Pew Charitable Trusts

Mailing Address (street) 901 E Street NW (Suite)
City Washington State DC Zip 20004
Phone (202) 552-2000

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a membership group other than an agency or Corporation state the approximate number of members: 0

Lobbyist Verification

State of Georgia, County of Fullerton

Verification of Moral Turpitude*: I, the undersigned lobbyist, verify that I have not been convicted of a felony involving moral turpitude in the courts of Georgia or an offense that, had it occurred in Georgia, would constitute a felony involving moral turpitude under the laws of Georgia.

Verification of Sexual Harassment Policy: I, the undersigned lobbyist, verify that I have received the Georgia General Assembly Employee Sexual Harassment Policy as set forth in the Georgia General Assembly Handbook, have read and understand the policy, and agree to abide by the policy.

Verification of Oath of Affirmation: I, the undersigned lobbyist, do hereby swear or affirm that the information in this application is complete, true, and correct to the best of my knowledge and belief, and that I am in full compliance with the Ethics in Government Act**. I affirm that any lobbyist report I submit electronically in the future shall be complete, true, and correct to the best of my knowledge and belief.

Marci Rubensohn

1/8/2024

Signature of Lobbyist

Date

*If the applicant has been convicted, the application must attach a statement identifying such conviction, the date thereof, a copy of person's sentence, and a statement that more than ten years has elapsed since the completion of the applicant's sentence.

**O.C.G.A. § 21-5-75 (a) Every constitutional officer, every elected state official; the executive head of every state department or agency, whether elected or appointed; each member of the General Assembly; and the executive director of each state board, commission, council, or authority shall be prohibited from registering as a lobbyist or engaging in lobbying under this article for a period of one year after terminating such employment or leaving such office.

Lobbyist Registration Application

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Lobbyists must pay a \$20 badge fee and a \$10 supplemental registration fee for each additional group.

Registration Year

2024

Type of Registration

ORIGINAL AMENDMENT RENEWAL

Lobbyist Identification

Name (Last) Highsmith (First) Robert (Middle) S.

First Name for badge: Robert S. Highsmith Email Address: robert.highsmith@hklaw.com

Mailing Address (street) 1180 West Peachtree St (Suite) suite 1800

City Atlanta State GA Zip 30309

Contact Phone (404) 898-8012

Lobbying on Behalf Of

Client # 1:

Name City of Atlanta

Mailing Address (street) 55 Trinity Avenue SW (Suite) Suite 2400

City Atlanta State GA Zip 30303

Phone (470) 409-9931

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**:

0

Client # 2:

Name ATL HAWKS LLC (ATLANTA HAWKS)

Mailing Address (street) 101 MARIETTA ST. NW (Suite) Suite 1900

City Atlanta State GA Zip 30303

Phone (866) 715-1500

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**:

0

Client # 3:

Name Centene Corporation on behalf of its affiliates and subsidiaries

Mailing Address (street) 1150 Connecticut Ave NW (Suite) Suite 1000

City Washington DC State DC Zip 20036

Phone (314) 505-6738

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Healthcare

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 4:

Name The Coca-Cola Company

Mailing Address (street) One Coca-Cola Plaza NW (Suite)

City Atlanta State GA Zip 30313

Phone (404) 789-0425

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Trade (Wholesale/Retail)

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 5:

Name Lockheed Martin Corp.

Mailing Address (street) 2121 Crystal Drive (Suite) Ste. 100
City Arlington State VA Zip 22202
Phone (703) 413-6964

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Manufacturing

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 6:

Name Charter Communications
Mailing Address (street) 400 Washington Blvd. (Suite) Unit 8C
City Stamford State CT Zip 06902
Phone (555) 555-5555

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Communication

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 7:

Name Holland & Knight LLP

Mailing Address (street) 1180 West Peachtree St (Suite) suite 1800

City Atlanta State GA Zip 30309

Phone (404) 817-8552

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 8:

Name Caesars Enterprise Services, LLC

Mailing Address (street) 1 Caesars Palace Drive (Suite)

City Las Vegas State NV Zip 89109

Phone (702) 407-6240

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Entertainment

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 9:

Name Walton County Board of Commissioners

Mailing Address (street) Walton County Historic Courthouse (Suite) 111 South Broad Street

City Monroe State GA Zip 30655

Phone (770) 241-8961

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 10:

Name City of Savannah

Mailing Address (street) 2 East Bay Street (Suite)
City Savannah Georgia State GA Zip 31405
Phone (912) 429-4084

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 11:

Name Verified Voting.Org, Inc.
Mailing Address (street) 1500 Chestnut St (Suite) #2320
City Philadelphia State PA Zip 19102
Phone (760) 804-8683

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 12:

Name Atlanta BeltLine, Inc.

Mailing Address (street) 100 Peachtree Street NW (Suite) Suite 2300

City Atlanta State GA Zip 30303

Phone (404) 477-3003

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Transportation

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 13:

Name The Classic Center Authority

Mailing Address (street) 300 North Thomas Street (Suite)

City Athens, Georgia State GA Zip 30601 -2627

Phone (706) 208-0900

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 14:

Name Augusta, Georgia Consolidated Government
Mailing Address (street) 535 Telfair Street (Suite) Suite 910
City Augusta State GA Zip 30901
Phone (706) 821-2400

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 15:

Name The Pew Charitable Trusts

Mailing Address (street) 901 E Street NW (Suite)
City Washington State DC Zip 20004
Phone (202) 552-2000

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Other

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 16:

Name Schneider Electric
Mailing Address (street) 455 Massachusetts Ave NW (Suite)
City Washington State DC Zip 20001
Phone (360) 982-3868

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Manufacturing

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 17:

Name CIM Atlanta Developer, LLC

Mailing Address (street) 4700 Wilshire BLVD (Suite)

City Los Angeles State CA Zip 90010

Phone (323) 860-4900

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Finance, Insurance, Real Estate

Name of state agency or agencies which applicant will lobby:

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Client # 18:

Name Compass Pathways

Mailing Address (street) 44 W 37th Street (Suite) 7th Floor

City New York State NY Zip 10018

Phone (502) 296-1411

Type of Lobbying State State Agency Local (City/County) Vendor State Transportation Board

Has the above individual or entity agreed to pay the Lobbyist an amount exceeding \$10,000.00 in a calendar year for lobbying activities? Yes No

General Business or Purpose of Party Lobbied For: Healthcare

Name of state agency or agencies which applicant will lobby:

Board of Pharmacy

If applicant represents a **membership group** other than an agency or Corporation state the approximate **number of members**: 0

Lobbyist Verification

State of Georgia, County of Fullerton

Verification of Moral Turpitude*: I, the undersigned lobbyist, verify that I have not been convicted of a felony involving moral turpitude in the courts of Georgia or an offense that, had it occurred in Georgia, would constitute a felony involving moral turpitude under the laws of Georgia.

Verification of Sexual Harassment Policy: I, the undersigned lobbyist, verify that I have received the Georgia General Assembly Employee Sexual Harassment Policy as set forth in the Georgia General Assembly Handbook, have read and understand the policy, and agree to abide by the policy.

Verification of Oath of Affirmation: I, the undersigned lobbyist, do hereby swear or affirm that the information in this application is complete, true, and correct to the best of my knowledge and belief, and that I am in full compliance with the Ethics in Government Act**. I affirm that any lobbyist report I submit electronically in the future shall be complete, true, and correct to the best of my knowledge and belief.

Robert S. Highsmith

10/25/2024

Signature of Lobbyist

Date

*If the applicant has been convicted, the application must attach a statement identifying such conviction, the date thereof, a copy of person's sentence, and a statement that more than ten years has elapsed since the completion of the applicant's sentence.

**O.C.G.A. § 21-5-75 (a) Every constitutional officer, every elected state official; the executive head of every state department or agency, whether elected or appointed; each member of the General Assembly; and the executive director of each state board, commission, council, or authority shall be prohibited from registering as a lobbyist or engaging in lobbying under this article for a period of one year after terminating such employment or leaving such office.

Lobbyist Authorization Form

State Ethics Commission

200 Piedmont Avenue SE, Suite 1416 West Tower | Atlanta, GA 30334

404-463-1980 | www.ethics.ga.gov

Registration Year	2024
Robert S. Highsmith	is hereby authorized to lobby on behalf of:
Full name of Lobbyist	
Caesars Enterprise Services, LLC	
Organization	
1 Caesars Palace Drive, Las Vegas, NV 89109	(702) 407-6240
Organization Address	Phone Number
Authorization	
I, Kelley Magdaluyo, do hereby swear (or affirm) that the foregoing information is complete, true, and correct to the best of my knowledge and belief pursuant to O.C.G.A. §§ 21-5-1, et. seq.; and 16-10-20.	
Kelley Magdaluyo	01/12/2024
Person Authorizing Lobbyist	Date

Electronically submitted to State Ethics Commission on 01/12/2024

D. Project Management

Responders are requested to provide the following:

a) describe how the project will be organized and managed;

Each year, Holland & Knight will work with City staff and officials to prepare your annual legislative agenda for Atlanta.

As an extension of your team, we will work closely with you to develop a strategic plan of action to advance each specific project and policy priority to achieve results. In this dynamic political environment, Holland & Knight understands that to be successful, it is essential to use a comprehensive approach that includes message development, coalition building, and communications to complement our advocacy efforts.

We would take the following basic steps to develop and execute a strategy around a specific funding or policy priority:

- Consult with Augusta to gain a full understanding of your specific funding needs and policy priorities. We would want to understand the dynamics around the particular policy/funding priority, the issues/challenges we are trying to address, and successes that we could highlight on the issue. The goal would be to develop the “Augusta story” around the particular issue.
- Create messaging materials and briefing materials to describe Augusta’s initiatives. These materials are “living” documents that will be constantly refined based on new information/feedback we receive as the initiative unfolds.
- We will identify members of the General Assembly who can help us develop achievable legislative goals. Once we identify them, we will continue to meet with staff and members as often as necessary throughout our partnership.
- Develop forums to highlight Augusta’s work by partnering with high-level organizations that support the initiative and that can help garner legislative/media attention.

b) describe progress reporting procedures;

Holland & Knight provides weekly reports and weekly calls during the legislative session to provide updates on the status of the session and Augusta’s legislative priorities. Our reports are timely, useful – and rely on knowledgeable, solid sources. Our reports will include the status of legislative and administration developments; key progress on Augusta’s legislative, regulatory, and program funding priorities; and other developments relevant to achieving your priorities.

c) describe anticipated use of subcontractor and/or partnerships;

Holland & Knight does not plan to use subcontractors and/or partnerships for this assignment. If in the unlikely event we do need one, we will not hire a firm without Augusta’s consent.

d) complete Attachment C Contractors Reference and Release Form,

A completed Attachment C from Holland & Knight is enclosed with this proposal.

e) describe the resources necessary to accomplish the purpose of the project.

Holland & Knight has the resources necessary to accomplish the purpose of this project. They include:

Broad, Deep, Trusted Relationships. At Holland & Knight, we have significant, trusted relationships with members of both the state and federal governments. But it is not just the obvious relationships with committee chairmen/ranking members, the majority and minority leaders, department secretaries, and the agency directors that get things done in Atlanta.

Holland & Knight advocates know better: Although we do have great relationships with the well-known “movers and shakers,” and introduce them to our clients, our advocates also know that many decisions in the General Assembly and agencies are made at the staff level. Our extensive relationships come from the fact that, not only are many of these individuals former colleagues, but also because we know our clients’ issues and understand how to translate them into action. Our contacts rely on us to get them information before they have even asked for it. We are seen as a “go-to” resource for legislative concepts, potential speakers, and roundtable ideas.

But the premium we place on relationships isn’t just about our contacts in Atlanta – or even Washington, D.C. It’s also about our relationships with our clients, many of whom we have served for decades. Our clients know that we work aggressively for them – always thinking about how to position them for new opportunities and working to represent their interests. They know that we will fight for them every day and we value their trust.

Proactive, Strategic Initiatives. At Holland & Knight, we pride ourselves on creating advocacy efforts that are innovative, strategic and creative. We develop strategies that are tailored to the unique needs of our local government client and its team. Equally important, we don’t wait for you to reach out to us – we come to you. We are regularly in touch with information, ideas, and opportunities.

A Record of Results. An effective advocate delivers results for clients. We realize that, as a local government, Augusta’s hiring of a lobbyist is an investment. Holland & Knight believes that you should have a return on that investment, and we are committed to working with you to get results.

E. Scope of Services

Assisting the Commission and Senior Staff in the formation of Augusta, GA's State funding and annual legislative policy agenda. This includes identifying creative funding solutions in the form of demonstration projects, special projects, earmarks, and other-directed funding for Augusta's priority areas and providing guidance and talking points for advocacy.

As stated previously, Holland & Knight would take the following basic steps to develop and execute a strategy around a specific funding or policy priority:

- Consult with Augusta to understand your specific funding needs and policy priorities. We would want to know the dynamics of the particular policy/funding priority, the issues and challenges we face, and the successes that we could highlight on the issue. The goal would be to develop the "Augusta story" around an issue.
- Create messaging materials and briefing materials to describe Augusta's initiatives. These materials will be refined based on new information we receive as the initiative unfolds.
- We will identify members of the General Assembly who can help us develop achievable legislative goals. Once we identify them, we will continue to meet with assembly staff and members as often as is necessary throughout our partnership.
- Develop forums to highlight Augusta's work by partnering with high-level organizations that support the initiative and that can help garner legislative or media attention.

Areas of interest include economic and community development, brownfield redevelopment, transportation & infrastructure (including smart technology) public safety, workforce development, energy and water.

Holland & Knight advocates are well versed in these policy areas, and can help Augusta achieve its goals in them. We have strong relationships with the Department of Community Affairs and have successfully worked with the Department of Community Affairs on low-income housing tax credit regulations and funding. We work closely to the Georgia Environmental Protection Division to assist with permitting issues and questions. We have successfully worked with the Department of Transportation on local project permitting and funding.

Explaining and promoting Augusta's legislative agenda to elected officials, agency heads, and relevant decision makers, including the Augusta Delegation.

Holland & Knight will actively and aggressively advocate for Augusta to advance its priority issues. As part of this advocacy, we will engage with elected officials, agency heads, and decision makers to discuss your priorities, respond in a timely basis to inquiries and concerns, and gather behind the scenes information and intelligence on challenges and opportunities.

Attendance as requested by Commission via the County Administrator at select Commission meetings, boards, public hearings, and/or other committees that do not conflict with legislative sessions.

We recognize the importance of attending, presenting and participating in meetings and discussions in Augusta, and have been – and will continue to be – available to participate in meetings in Augusta. Many of our local government clients prefer that our team is **not** based locally because it ensures that our team does not engage in the local politics. Instead, we focus on the state legislative priorities that have been established by the local government and communicated to our team.

In-person presence at the State Capitol during Georgia General Assembly’s active sessions.

Holland & Knight advocates are at the State Capitol every day during the legislative session, both when the General Assembly is convened and on committee meeting days. We routinely cover both the House and Senate committees. The following chart illustrates Holland & Knight’s relationships with committees in the General Assembly:

<p>Georgia House Committees</p>	<p>Appropriations; Budget and Fiscal Affairs Oversight; Economic Development and Tourism; Energy, Utilities and Telecommunications; Governmental Affairs; Health and Humans Services; Insurance; Intragovernmental Coordination; Judiciary; Judiciary Non-Civil; MARTOC; Regulated Industries; Rules; Transportation; Ways & Means.</p>
<p>Georgia Senate Committees</p>	<p>Administrative Affairs; Appropriations; Assignments; Economic Development; Finance; Government Oversight; Health and Human Services; Insurance and Labor; Judiciary; MARTOC; Natural Resources and the Environment; Regulated Industries and Utilities; Rules; State and Local Government Operations; Transportation.</p>

We attend relevant study committee meetings in the interim. We also engage with the state agencies (such as the Department of Transportation, the Department of Community Affairs the Department of Revenue) on local government policy issues.

Attendance and oral or written representation for relevant legislative sessions, committee meetings and working groups.

To ensure that we function as a seamless part of Augusta’s team, Holland & Knight will continue to be available to provide information about relevant legislative sessions, committee meetings and working groups. We also will continue to provide weekly legislative reports throughout the legislative session so that ongoing communication, information flow, and accountability are maintained.

Assist the county in the drafting of legislation, amendments, correspondence, exhibits, and testimony, as necessary. Monitoring bills on a real-time basis, submitting reports to inform Augusta of developments coming from the State Government that impact Augusta-Richmond County at the frequency of:

- **Weekly during any state legislative sessions**
- **Monthly outside of state legislative sessions**
- **As necessary for time sensitive information**

Holland & Knight can help Augusta on technical matters. We will draft legislative language, reports, and other written materials to advance your legislative program. We will assist you in advancing your priorities to ensure that legislative proposals and technical documents are crafted to take in account issues from both sides of the aisle.

Marci Rubensohn, your proposed Holland & Knight team leader, has extensive experience reviewing and monitoring legislation that would affect a government such as Augusta. She will monitor legislation daily to ensure that City officials are aware of bills that would impact government operations.

Holland & Knight can provide insightful and complete legislative analyses for Augusta. Throughout the legislative session, we will prepare a weekly written report of all relevant legislation to keep officials informed of our progress.

In November and December, we will provide a pre-legislative session report to Augusta. In April, we provide a post-legislative session report to the mayor, commission and staff.

Holland & Knight also provides other ways to communicate our progress with Augusta's agenda. Throughout the legislative session, we communicate more frequently through calls and emails. This approach allows us to understand your evolving needs and priorities, making us more effective in representing you.

If selected, Holland & Knight can tailor these updates to meet your schedule and needs. We offer this because close communication among our team members and our clients is a hallmark of Holland & Knight's work.

In fact, we encourage you to reach out to us beyond scheduled calls because we know that important issues arise beyond the normal workday. This way, you feel a part of our day-to-day advocacy efforts and are always up to speed on our activities and progress.

Informing Augusta representatives of pending legislation that will have positive or negative consequences for Augusta.

Holland & Knight monitors all legislative and regulatory activity that affects our clients at both the federal and state level – and acts accordingly if there is an opportunity or threat from it.

At the state level, Holland & Knight advocates are at the Capitol every day during the legislative session. We are there both when the General Assembly is convened and on committee meeting days. We routinely cover both the House and Senate committees that hear legislation pertinent to local government. We attend relevant study committee meetings in the interim and engage with the state agencies (e.g., the Department of Community Affairs and the Department of Revenue) on local government policy issues.

We maintain a similar watch at the federal level. In addition to using standard databases, such as Bloomberg Government (BGov), Politico Pro, and *National Journal*, we often get our best information through discussions with members of Congress and staff, key committee members and staff, House and Senate leadership, and administration officials.

At both levels, Holland & Knight clients receive timely reports that include notes from our conversations and/or the hearings, hearing transcripts and relevant media stories.

Our team checks in with the members of the Augusta legislative delegation regularly during the legislative session to share our positions on pending legislation.

Maintaining close contact with the Augusta Board of Commissioners, the Augusta Delegation, other State legislators, agencies, and officials concerning Augusta's legislative interests.

If selected, you will receive information from your Holland & Knight team as quickly and thoroughly as you would from a member of the City's staff. Marci Rubensohn, your proposed Holland & Knight team leader, tracks legislation on a daily basis, and promptly shares relevant information with the representative identified as her point-of-contact with Augusta. While Augusta's designee will serve as the regular point-of-contact and the person who provides formal direction to the lobbying team, Ms. Rubensohn will discuss legislative issues or priorities with all members of the commission.

Lobbying the Governor's staff, legislative leaders, and state agencies on a year-round basis.

As noted previously, being at the Capitol every legislative day, having strong relationships with the House and Senate appropriations chairs, and having worked on the state budget at the highest levels as governor's counsel, Holland & Knight has the connections to the state agencies and elected officials that Augusta needs to achieve your goals.

Our Holland & Knight team is comprised of government relations attorneys who engage and are present in Atlanta at the Capitol every day throughout the legislative session. The team works closely with the Governor's Office, legislators and agency staff throughout the year. We are based in Atlanta, but we travel throughout the state and even around the country when the General Assembly is not in session to meet with lawmakers and attend relevant study committee meetings and legislative conferences.

We have a long-term relationship with Governor Brian Kemp and with several key members of his policy staff. Robert Highsmith, a proposed member of your Holland & Knight team, served as general counsel to then-Gov. Sonny Perdue.

F. Financial Stability

Holland & Knight is a limited liability partnership (LLP). As such, our firm financials are proprietary and confidential.

In general, we can disclose that as one of the largest law firms in the United States, Holland & Knight has the staffing, stability and resources to complete this engagement effectively and efficiently. The following figures for Holland & Knight have been published in *The American Lawyer* magazine:

Year	Gross Revenue	Revenue per Lawyer	Net Operating Income	Profits per Partner
2023	\$1.849 billion	\$1.081 million	\$627.01 million	\$1.182 million
2022	\$1.54 billion	\$1.065 million	\$568.7 million	\$1.163 million
2021	\$1.4025 billion	\$1.007 million	\$467.5 million	\$1.102 million

Representative Experience

Local Government Procurement

- Assisted a global electric company to procure energy performance contracts for several cities in Georgia
- Assisted a Kentucky-based housing development company to obtain approval for affordable housing projects in Georgia
- Assisted with the creation of a new tax district to authorize the collection of \$100 million in revenue

Georgia General Assembly

- Represented a large metropolitan city to successfully extend the term of the city's infrastructure sales tax and create a new sales tax economic development tool
- Represented a large, consolidated government to create a new sales tax to fund the construction of a new arena
- Successfully represented an aerospace aircraft manufacturer to create a new income tax credit
- Represented a coastal city to successfully create and procure funds for the city's information technology and logistics corridor
- Represented a growing county to procure funding for a reservoir project
- Represented a coastal city to successfully increase its hotel/motel tax rate
- Updated the Land Bank Authority Act to provide greater authority and flexibility for local land banks
- Successfully passed legislation granting operating and management authority to a local utility authority

Recent Honors & Awards

- Top 25 Lobbyist, *James Magazine*
- Top 10 Female Lobbyists, *James Magazine*

Education

- Emory University School of Law, J.D.
- Emory University, B.A., Political Science and Spanish

Bar Admissions/Licenses

- Georgia

Robert S. Highsmith Jr.



Partner

Atlanta

+1.404.898.8012

robert.highsmith@hklaw.com

Practices

Public Policy & Regulation | Energy | Federal Budget and Appropriations | Communications | Public-Private Partnerships | State Capitals | Government Representation | Political Law | Tax-Advantaged Project Finance | Alcohol Beverage | Risk and Crisis Management | Federal and State Energy Regulation | Solar Energy | Midstream

Robert S. Highsmith Jr. practices regulatory and administrative law, public policy litigation, government contracting, and government relations.

Mr. Highsmith represents diverse large corporate and governmental clients in contested matters, large transactions, and government affairs before myriad Georgia state and local governmental agencies, including the Public Service Commission, Department of Community Health, Department of Insurance, Department of Revenue, the General Assembly, and the City of Atlanta. He also advocates before Georgia's congressional delegation.

Mr. Highsmith has extensive experience advocating client regulatory and policy interests across a wide range of substantive areas, including:

- natural gas and energy
- healthcare
- government procurement
- tax incentives and economic development
- government investigations
- transportation
- insurance
- alcohol beverage regulation
- federal and state appropriations

He routinely handles a wide range of matters, including:

- administrative litigation
- regulatory policy
- bid protest and procurement litigation
- internal investigations
- State Attorney General investigations
- taxation
- tax incentives for economic development
- legislative lobbying
- campaign finance and election law compliance

Mr. Highsmith also has an active public policy litigation practice, with a focus on state constitutional issues, regulatory appeals, and election law. His recent matters include:

- representing a large natural gas utility in multiple contested matters before the Georgia Public Service Commission
- leading negotiations on behalf of a major Atlanta sports franchise for the renovation of the team's home arena
- leading a multidisciplinary team designing and implementing the largest economic development incentive transaction in Georgia history, more than \$1 billion, on behalf of a national real estate developer for a \$5 billion mixed-use project. Mr. Highsmith conceived, wrote, and lobbied for the passage of the enabling state statute, advocated during contested and heavily politicized proceedings before the Atlanta City Council, and appeared as lead developer counsel in judicial bond validation proceedings
- serving as lead litigation counsel to one of Georgia's largest hospital systems opposing efforts to subject the system to asymmetric and anticompetitive disclosure regulation
- leading the lobbying team that stopped a state takeover of Hartsfield-Jackson Atlanta International Airport in 2018 and 2019
- leading the legal team negotiating with the State of Georgia on behalf of a Class 1 railroad for the lease of a major state-owned rail line
- successfully defending two large governmental authorities against alleged violations of government transparency laws
- several State Attorney General investigations
- serving as outside General Counsel to the Metropolitan Atlanta Rapid Transit Authority (MARTA)

Mr. Highsmith served as an executive counsel to Sonny Perdue when Perdue was Georgia's governor. As Perdue's lead legislative lawyer, Mr. Highsmith drafted and lobbied for Perdue's legislative package each year. He also advised Perdue on the full gamut of executive legal matters, including the state budget process, government procurement, transportation funding, water resource planning, and redistricting litigation. Mr. Highsmith serves on Gov. Brian Kemp's Judicial Nominating Commission (JNC), which recommends judicial appointments statewide to the governor. He is the only member to have also served on the JNC under former Govs. Nathan Deal and Sonny Perdue.

Having also served as outside counsel for two Georgia governors and several other Georgia elected officials, Mr. Highsmith is among Georgia's foremost authorities on governmental ethics, open records and transparency, campaign finance, and election law. He formerly served on the State Ethics Commission, a quasi-judicial body with statewide jurisdiction over ethics issues involving public officials, lobbyists, and state vendors, as an appointee of former Gov. Roy Barnes.

Mr. Highsmith previously served as assistant general counsel to the Georgia Republican Party, chief of staff to the Republican Caucus of the Georgia House of Representatives, and policy director to the 1998 Republican nominee for governor of Georgia.

Recent Honors & Awards

- *The Best Lawyers in America* guide, Atlanta Government Relations Lawyer of the Year, 2016, 2018, 2020
- *The Best Lawyers in America* guide, Government Relations Practice, 2008-2020
- Martindale-Hubbell AV Preeminent Peer Review Rated

Memberships

- Governor's Judicial Nominating Commission, consisting of judges and lawyers who recommend judicial appointments statewide to the Governor, 2006-Present
- Atlanta Housing Authority, Commissioner, 2017-Present
- Lawyers Club of Atlanta
- State Bar of Georgia

Education

- University of Georgia School of Law, J.D.
- Yale College, B.A., English

Bar Admissions/Licenses

- Georgia

Court Admissions

- U.S. Court of Appeals for the Eleventh Circuit
- U.S. District Court for the Northern District of Georgia
- U.S. District Court for the Middle District of Georgia
- All State Courts in Georgia

Kevin A. Gooch



Partner

Atlanta

+1.404.817.8473

Kevin.Gooch@hklaw.com

Practices

Financial Services | Financial Services Regulations | Private Equity | Emerging Companies | Entertainment Law | Private Credit

Kevin A. Gooch focuses his practice on representing financial institutions, non-bank lenders, corporate borrowers and private equity funds in complex finance and restructuring transactions. These include syndicated credit facilities, bilateral loan transactions, acquisition financings, asset-based financings and notes offerings. In connection with these transactions, he drafts and negotiates loan documentation, including credit agreements, security agreements, pledge agreements, promissory notes, resolutions and legal opinions.

Mr. Gooch has represented various clients in more than \$20 billion of financing and restructuring transactions. In addition, he has significant experience advising publicly traded borrowers and healthcare clients on credit facilities and secured loans.

In addition to his work on finance and restructuring transactions, Mr. Gooch has extensive experience working with entrepreneurs and emerging growth companies in all phases of their business life cycles. These range from company formation to helping his clients raise capital through initial seed funding, later stage rounds and managing other legal risks.

Before joining Holland & Knight in 2020, Mr. Gooch was a transactional attorney for a multinational law firm in its Atlanta office. He focused on finance transactions and other corporate matters.

In addition, Mr. Gooch serves as a guest lecturer in “Deal Skills” at the University of Georgia School of Law on an annual basis. Mr. Gooch also is the moderator and host of “Let’s Talk Leadership” series for the 100 Black Men of Atlanta Inc., where he interviews C-suite executives about their leadership journey.

Representative Experience

Financial Services Matters

- Advise clients on strategic alternatives and the impact of such alternatives on their outstanding debt obligations
- Represented clients in nearly \$1 billion of lending transactions
- Represented one of the largest franchisees of a fitness company in obtaining and maintaining a credit facility in excess of \$100 million

Business Operations Transactions

- Represented a medical devices company in all aspects of legal representation relating to its business operations, including corporate governance matters, separation of one of the former C-suite executives and acquisition of a competitor
- Represented a materials company in all aspects of legal representation relating to its business operations, including overseeing employment matters, equity issuances and a variety of other matters
- Represented a food logistics company in all aspects of legal representation relating to its business operations, including equity issuances, litigation management and contract drafting and analysis

Recent Honors & Awards

- *The Best Lawyers in America* guide, Banking and Finance Law, 2025; Commercial Finance Law, 2025
- Georgia 500, Professional Services, *Georgia Trend*, 2022
- Atlanta 500 Most Powerful Leaders: Professionals, *Atlanta Magazine*, 2021-2023

Current Memberships

- State Bar of Georgia
- University of Georgia Alumni Association, Board of Directors, 2019-Present
- Emory Center for Ethics, Emory University, 2020-Present

Education

- University of Georgia School of Law, J.D., *cum laude*
- Emory University, B.A., Philosophy and Political Science

Bar Admissions/Licenses

- Georgia