

## I. PROPOSAL LETTER

Proposer's authorized representative(s) shall complete and sign the Proposal Letter on page 3 of this RFQ and return it with the proposal.

**FAILURE TO INCLUDE THIS SIGNED PROPOSAL LETTER AND PROPOSAL CERTIFICATION MAY RESULT IN THE REJECTION OF YOUR PROPOSAL.**


We propose to furnish and deliver any and all of the deliverables and services named in the attached Lobbying and Intergovernmental Consultant Services Request for Qualifications ("RFQ") for the City of Belle Isle ("City") for which prices have been set. The price(s) offered herein shall apply for the period of time stated in the RFQ.

It is understood and agreed that this proposal constitutes a good faith offer. As such, if it is accepted in writing by the City Council of Belle Isle, then a contract will be negotiated by the two parties in accordance with the terms and conditions outlined in the proposal.

It is understood and agreed that we have read the City's specifications shown or referenced in the RFQ and that this proposal is made in accordance with the provisions of such specifications. By our written signature on this proposal, we guarantee and certify that all items included in this proposal meet or exceed any and all such City specifications described in this RFQ. We further agree, if awarded a contract, to deliver goods and services which meet or exceed the specifications. The City reserves the right to reject any or all proposals, waive technicalities, and informalities, and to make an award in the best interest of the City.

### PROPOSAL SIGNATURE AND CERTIFICATION

I certify that this proposal is made without prior understanding, agreement, or connection with any corporation, firm, or person submitting a proposal ("Proposer") for the same materials, supplies, equipment, or services and is in all respects fair and without collusion or fraud. I understand collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards. I agree to abide by all conditions of the proposal and certify that I am authorized to sign this proposal for the Proposer.

<b>Authorized Signature of Proposer</b>	
<b>Print or Type Proposer's Name</b>	Christopher T. Dawson
<b>Print or Type Name of Company</b>	GrayRobinson, P.A.
<b>Date</b>	February 24, 2021

City of Belle Isle  
Bob Francis, City Manager  
1600 Nela Avenue  
Belle Isle, FL 32809

February 24, 2021

Dear Mr. Francis,

On behalf of GrayRobinson, P.A. (the "Firm"), we are pleased to offer this proposal to provide lobbying and intergovernmental consulting services for the City of Belle Isle (the "City"). We present the enclosed qualifications, which outline in detail the firm's professional experience, accomplishments, and capabilities that make us uniquely qualified and prepared to provide these services.

Throughout the last several decades, GrayRobinson has served as counsel to the State of Florida, the House of Representatives, governors, legislators, cities, and counties. Due to our excellent relationships with elected and appointed officials at the local, state, and federal levels, we have successfully represented public sector clients before governmental entities on everything from legislative appropriations to procurement and land use matters.

Our state lobbying experience advocating for (and sometimes against) substantive legislation, pursuing worthy regulatory reforms, advocating within and successfully working the amendatory and appropriations processes, and our general understanding of legislative and executive lobbying makes GrayRobinson ideally suited to serve the City in this capacity. Our team of professionals provides a combination of specialized experience with local, state, and federal government issues, exclusive access to leaders in the legislative and executive branch, and deep-rooted connections throughout Florida.

At GrayRobinson, our professional and political acumen extends beyond Florida's capital. With 14 offices located across the State of Florida, we provide our clients with a local connection no matter where you are in the state. In our Washington, D.C. office, GrayRobinson's federal lobbying team includes experienced insiders who have served as senior staff to Members of the United States Congress. We put the relationships we have developed and the proficiencies we have gained throughout more than 50 years of federal representation to work on behalf of our clients' federal legislative agendas. We have established direct relationships with key federal agency officials in positions to guide funding levels, program decisions, advisory board appointments, and award processes.

Our team's strategic mindset to help navigate our clients to victory is evident by the recognition of GrayRobinson as the 2019 "Legal-Lobbying Firm of the Year" by *INFLUENCE Magazine*. Two of our federal lobbyists were named "Top Lobbyists of 2020" by *The Hill*; those who "stand out for delivering results for their clients in the halls of Congress and in the administration," and *Florida Politics* named GrayRobinson one of Florida's top-earning lobbying firms.

As the owner of a home on the beautiful shores of Lake Conway, the current and future prosperity of the City is extremely important to me. I am even more motivated to achieve success on behalf of the City, and I am confident the GrayRobinson team is ideally suited to collaborate with you to execute the scope of services as laid out in the City of Belle Isle RFQ.

I hope you will recognize the exclusive and beneficial assets of GrayRobinson's professionals and favorably consider this proposal. We look forward to hearing from you.

Regards,



Chris Dawson, Shareholder and Government Consultant  
GrayRobinson, P.A.