

ii. SCOPE OF WORK

Proposer shall respond comprehensively and clearly to the requirements of Section 3 and 4 and shall include all documents, information, exceptions, clarifications, etc., as requested therein. Number the responses so they are keyed to the paragraph of the RFQ that the response addresses. If the Proposer cross-references supplemental materials as enclosures or appendices or annexes to the proposal, be sure that this information is numbered in the supplemental materials showing exactly what paragraph in the RFQ the supplemental material is addressing.

Section 3. Scope of Work

3.1 Scope of Work

- GrayRobinson will, in accordance with the highest legal, ethical, and professional standards, provide at the direction of the City Manager, lobbying services to the City of Belle Isle. GrayRobinson will assist the City in preparing its annual legislative priorities and plan; advise, counsel, and represent the City in legislative matters; further the City's legislative priorities and may be called upon to pursue funding for municipal projects at the county, state and federal levels of government.
- GrayRobinson will be contracted with on an as needed/as required basis based on this Statement of Work and shall bill and be paid an all-inclusive flat rate by initiative or on an hourly rate in accordance with an agreed upon Pricing Sheet.
- Professional services to be provided by GrayRobinson will include, but not be limited to analysis, advice, advocacy, facilitation, and monitoring as outlined in the following statement of work:

3.1.1 Analysis, Advice and Advocacy

Identify, review, and analyze any and all relevant state legislative bills, resolutions, ballot issues, ballot questions, journals, votes, fiscal notes, and all relevant discourse pertaining to the Legislative Sessions of the Legislature of the State of Florida in a timely manner to assist the City in determining its policy positions. This work effort includes detecting introduction of pertinent legislation and regulations that may affect the City of Belle Isle.

GrayRobinson will work collaboratively at the local government level, the legislative and executive branches, and with the Cabinet in Tallahassee year-round. By leveraging our statewide presence and our decades of experience, GrayRobinson will maintain an ongoing, thorough knowledge of what is happening in the legislative and executive branches of state government at all times.

We will work with City leadership to ensure we understand the immediate and long-term goals vital to advancing the City's strategic plan. The team will schedule a legislative workshop to develop a legislative agenda for the upcoming session. For the City, and for us, the agenda should provide a clear articulation of goals and expectations that will serve as a roadmap in our representation when combined with the City's scope of services. The moment we set these agendas and strategies are set, our team will begin advocating on behalf of the City and developing special or general legislation to support this strategic plan and legislative program.

Regularly communicate with key legislative committee chairs, members, and staff to inform them of Belle Isle's interests and learn about potential legislative developments before they occur.

Throughout this engagement, GrayRobinson will provide direct advocacy efforts in Tallahassee, with a constant presence in the Capitol and Florida's legislative districts. During the months leading up to the legislative session, GrayRobinson team members will engage in regular meetings and work together with the House and Senate leadership to keep issues of importance to the City at the forefront of the upcoming legislative session. This ongoing effort will include regular meetings with the House Speaker and Senate President leadership teams and key House and Senate Committee chairs. Concurrently, the team will work with Florida's Governor and key staff to ensure their understanding and support of the City's legislative agenda and educate the members of the Legislature and key agencies on the City's priorities.

We will secure sponsors as needed and additional support from the appropriate committees to advance the interests identified in the City's legislative agenda. We will amend or oppose identified legislation as required by the City. We will work to achieve early support for any policy or appropriation issues as the Legislature develops them.

Track progress of pertinent legislation that has been introduced. The primary state subject areas include: (1) State financial and budget issues that have a potential impact on City of Belle Isle government operations and finances, (2) planning, zoning and land use issues, (3) State-local taxation issues that could affect the City financially, (4) general government, and (5) City public official responsibilities, powers and duties.

GrayRobinson will obtain and monitor all bills, resolutions, files, journals, histories, etc., that may impact the legislative or regulatory interests of the City. We will continuously monitor all legislative bill filings, appropriations requests, and amendment filings throughout our representation. We subscribe to LobbyTools and use this as our primary bill tracking and monitoring system. LobbyTools enables us to research bills, PCBs, statutes, legislators, committees, calendars for executive agencies and licensing boards, Florida and national news, press releases, and other essential information pertaining to the City. We also monitor agency rulemaking through a state tracking system. Additionally, we enjoy strong relationships with staff and various members of Florida's state agencies. We will utilize these relationships to assist in monitoring all activity relevant to the identified subject areas including, (1) state financial and budget issues that have a potential impact on City of Belle Isle government operations and finances, (2) planning, zoning, and land use issues, (3) state-local taxation issues that could affect the City financially, (4) general government, and (5) City public official responsibilities, powers and duties.

Communicate on a regular basis with the City concerning the status, prospects, movement, opposition, support, etc., of pertinent legislation or proposed regulations. Upon request of the City Manager, coordinate and participate in scheduled conference calls or meetings with officials from the City Manager's Office, Mayor and Council, or the City Attorney to provide updates on contacts and advocacy efforts made on behalf of the City. The successful Lobbyist will be available for such consultation on a regular basis as requested, and in accordance with the ebb and flow of legislative work over the course of the Legislative Sessions.

To help ensure a successful relationship, we propose an approach that includes frequent and ongoing communication with City leadership, including attending all applicable meetings pertaining to the City's legislative agenda.

GrayRobinson is prepared to notify the City immediately of any bills or amendments that are determined to impact the legislative and regulatory interests of the City. We will also modify the LobbyTools system to generate customized reports specific to the City to provide the most targeted, up-to-date information available.

We will provide regular written briefing reports during committee weeks and legislative sessions to the City Manager or designee. We will communicate the status of these reports regularly so the City will know when to expect delivery and will tailor these reports specifically to the City's needs and requests. The team will also provide the City with a Legislative Session Summary Report at the end of session, summarizing legislative activity and the effect that approved legislation will have on the City. The City also will be invited to attend pre- and post- "Session Wrap-Up" events we host across the state.

GrayRobinson will be available to coordinate and participate in scheduled conference calls or meetings with officials from the City Manager's Office, Mayor, Council, or the City Attorney to provide updates on contacts and advocacy efforts made on behalf of the City on a regular basis as requested. Our goal is to provide exemplary legislative and client service. Team lead Chris Dawson will be on call and available for consultation, advice, and other services as requested by leadership and staff.

Provide advice and recommendations and assist with the development of support materials including, but not limited to, correspondence, briefing papers, talking points, written summaries and materials necessary to develop and implement timely and efficient processes to forecast, screen, review, analyze and respond to legislative matters.

GrayRobinson will develop support materials including, but not limited to, correspondence, briefing papers, talking points, written summaries, and materials necessary to develop and implement timely and efficient processes to forecast, screen, review, analyze, and respond to legislative matters.

Our team has the knowledge and long-term experience essential to prepare and introduce legislation, both general bills and amendments, in favor of the City's activities and services through the House, Senate, and Governor's office. Our lobbyists and attorneys draft all manner of legislation ranging from major pieces of legislation to small but important amendments and everything in-between. We approach this task as early as possible to ensure we have time to achieve the desired results. Our team also has tremendous experience preparing, submitting, and securing timely approval of legislative budget requests, grant applications, and reviewing documents related to these funding request applications.

In addition to the various written summary mechanisms described above, GrayRobinson also publishes a weekly newsletter during committee weeks and legislative sessions for all clients, discussing the general political environment and process as a context for passing legislation. This communication product is suitable for forwarding as you see fit, and we are happy to tailor any other specific communication pieces and reports for the City based on identified strategic needs.

Represent and advocate, as designated, the City's position on legislative matters to elected members of the Florida Legislature, state organizations (FDOT, FWC, FDEP, etc.), policymakers, legislative support staff, other lobbyists, the Governor and staff, other municipal leaders, Florida League of Cities (FLC), community groups or any other designated entity engaging in efforts that may impact the operations or success of the City of Belle Isle.

We commit to identifying and coordinating relevant appointments and meetings with key state agencies, officers of the state government, and the Florida Legislature members related to specific funding sources. We will propose and implement lobbying and advocacy strategies for gaining their support for City projects. In addition to the capabilities of a team that collectively has served and advocated under five Governors, we maintain excellent working relationships with all of the agency heads and strong relationships with the Cabinet.

The City’s first priority is for the Lobbyist to assist the City with issues regarding Lake Conway with the FWC.

The City has one of Orange County’s greatest assets in Lake Conway. The water body is a haven for boaters, skiers, and all water enthusiasts. However, as the City knows all too well, this treasure can also come with nuisances like dangerous boaters and litter/debris on its sandbar and shores. Further, there are also concerns with appropriate business interests in and around the lake.

The start and stop with most of these issues lie with the Florida Wildlife Commission (FWC). Members of the GrayRobinson team enjoy a strong relationship with the FWC, including as co-defendant with them on a matter regarding the Land Acquisition Trust Fund. Our firm represents the Florida House and Senate on this matter.

We have also successfully lobbied the FWC on matters such as Florida’s bear hunt laws, anchoring issues for the City of Hollywood, and fishing issues in the City of Key West. As one would expect, the FWC covers the gamut on issues, given the number of water bodies in Florida, and our team have important and lasting relationships with the commissioners, executive director, and general counsel to put the City of Belle Isle in a strong position.

Identify and assist the City in pursuing state and federal programs offering discretionary grant funds.

GrayRobinson is well versed in preparing state and federal grant requests and all necessary forms. As part of our daily engagement and with our key contacts in the administration, we monitor and track state and federal funding opportunities for our governmental clients. We will assist the City in researching grant funding opportunities and work with your team to assess whether or not the City is eligible to apply for the grant. Our assessment will help the City determine the viability of any proposal you consider submitting. We are well equipped to identify agencies or other local governments competing for specific grants or appropriations and will assist in aligning support for City projects. Our relationships are far-reaching, enabling us to work well with other lobbyists whose clients share a common goal.

Our team has experience securing timely approval of grant applications and reviewing documents related to these funding request applications. Below are examples of our assistance in the successful application and receipt of funds for our clients:

Year	Entity	Grant Amount	Description
State			
2019	Florida Library Association and Miami-Dade County	\$1,000,000	Worked to secure \$1 million in nonrecurring funds for the Library Construction Grants program in the Department of State.
2019	Florida Library Association	\$4,500,000	Worked to secure a \$4.5 million increase in State Aid to Public Libraries grant program through the Florida Department of State.
2019	Gulf County	\$25,000,000	Worked to secure a \$25 million appropriation to establish the Hurricane Michael Recovery Grants program to assist local governments with infrastructure repairs following the devastating 2018 storm. The grants will be administered through a competitive program administered by DEO and approved by the Legislative Budget Commission.

2018	City of Port St. Lucie	\$600,000	The firm worked to secure Outdoor Legacy Grants (federal funds) by working with Florida Department of Environmental Protection to find alternative sources of funds due to the state's inability to apply for federal grants.
2017/2018	Broward College	\$3,187,500	The firm worked to secure a \$3.18 million Florida Job Growth Workforce Training Grant from the Florida Department of Economic Opportunity.
2017/2018	Canaveral Port Authority	\$50,000,000	The firm successfully worked to have a grant application valued at over \$50 million included in the top three preferred grant recommendations from the Florida Department of Transportation to the United States Department of Transportation, for consideration of an Infrastructure for Rebuilding America ("INFRA") grant.
2017/2018	Canaveral Port Authority	\$8,245,000	The firm worked to secure an \$8.2 million Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.
2017/2018	City of Port St. Lucie	\$3,003,247	The firm worked to secure a \$3 million Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.
2017/2018	Volusia County	\$1,961,564	The firm worked to secure a \$2 million Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.

Federal

- We have worked with USDOT leadership to ensure our client's success; therefore, we understand how important it is to collaborate with Congress and the agencies when pursuing grant funding for viable projects. For example, we have helped clients win Transportation Investment Generating Economic Recovery (TIGER) grants, a competitive and merit-based process to pick projects intended to improve the condition of existing facilities and systems, contribute to economic competitiveness, improve energy efficiency, and enhance public safety.
- Supporting, coordinating, and monitoring any application(s) submitted by St. Lucie County to access resources available under the Port Security Grant Program.
- Our lobbying efforts helped secure Kissimmee Gateway a \$2.6 million USDOT grant to replace their airport lighting vault.
- Successfully worked with Canaveral Port Authority to have a grant application valued at over \$50 million included in the top three preferred grant recommendations from the Florida Department of Transportation to the United States Department of Transportation to consider for an Infrastructure for Rebuilding America ("INFRA") grant.
- Secured \$600,000 in federal Outdoor Legacy Grants for the City of Port St. Lucie by working with the Florida Department of Environmental Protection to find alternative sources of funds due to the inability of the state to apply for federal grants.

3.1.2 Facilitation

As needed, the successful Lobbyist, on behalf of the City, shall arrange meetings and meet with Florida state executive officials, legislative officials, and other parties to convey, advocate for, and engage in lobbying for the interests of the City.

We will provide important advocacy in advising and informing members of the Legislature and their staff of City priorities and objectives. We will focus on the House and Senate leadership, beginning with the Speaker and the President. We will spend considerable time and effort educating each chamber's respective chairs and their staff to ensure they know and fully understand the importance of the City's priorities. Lastly, we will educate the chairs and members of the subcommittees with jurisdiction over specific budget requests.

These steps are essential to achieving success, and GrayRobinson has critical relationships in both the executive and legislative branches of Florida's state government that will benefit the City and its priorities. If it is the City's direction, we will work collaboratively with stakeholder groups to jointly advocate for various objectives. In addition, we will be proactive in identifying funding opportunities throughout session.

When appropriate to advance the City's interests, the Lobbyist shall coordinate the attendance of elected officers, appointed officers, or employees of the City at the meetings at the County and/or State level. Organize and schedule visits and testimony by the City Manager and staff, the Mayor and Council, or City Attorney when in the best interest of Belle Isle.

We commit to identifying and arranging meetings between members of the executive branch, legislators, and legislative staff with the Mayor, City Commissioners, and the City Manager to promote the funding of City projects or discuss legislative issues affecting the City. In addition to the capabilities of a team that collectively has served and advocated under five Governors, we maintain excellent working relationships with all of the agency heads in the DeSantis administration and have strong relationships with members of the Cabinet.

We will notify you and prepare you for when City representatives may be required to be in Tallahassee to address issues of interest. On an as-needed basis and consistent with the City's legislative strategy, GrayRobinson will secure opportunities for City leadership to testify at appropriate committee hearings and briefings before legislative and executive branch leadership on the impacts of its priorities. The timing for these meetings would begin with interim legislative committee meetings and continue through the legislative session.

GrayRobinson will prepare testimony and provide personal counsel to any City representatives who testify before a committee at any point during committee weeks and the legislative session. We will draft key talking points consistent with the City's strategy, discuss the committee's composition, tendencies, and legislative members, and be prepared to personally testify at a hearing as necessary and advisable to advance the City's position.

We will also work with the City to identify opportunities for its leadership to meet with state officials and legislators and speak on matters affecting local government to position City representatives as thought-leaders on issues impacting local governments.

Recommend development of appropriate coalitions and participation in joint association with other cities on common interests and of benefit to the City of Belle Isle. Attend key regional meetings of cities as needed.

GrayRobinson has a long history of working with third-party groups and like-minded coalitions to advocate for or against a legislative agenda to meet the needs of all parties involved. Further, GrayRobinson can bring opposing interests to the table for negotiation. This will include, but not be limited to, representing the City at meetings and conferences and coordinating legislative activities with advocacy groups. As a matter of practice, many of our team members attend the Florida League of Cities quarterly meetings to assist city clients in various policy issues the League addresses.

3.1.3 Monitoring

- **The successful Lobbyist will monitor the status of any pertinent rollover bills and any key studies being conducted by executive officials, legislative officials, or other state employees concerning any proposed action that may impact the City of Belle Isle.**
 - **The Lobbyist shall monitor the progress of the state budget to determine the potential and final fiscal impacts of the state budget on the City.**
 - **The Lobbyist shall monitor gubernatorial vetoes and special sessions of the Florida Legislature to determine their impact on the City.**
-

Throughout our representation, we will monitor all legislative bill filings, appropriations requests, and amendment filings. We subscribe to LobbyTools as our primary bill tracking and monitoring system. LobbyTools enables us to efficiently research bills, PCBs, statutes, legislators, committees, calendars for executive agencies and licensing boards, Florida and national news, press releases, and other essential information pertaining to the City. We modify the system to generate customized reports specific to the City to provide the most targeted, up-to-date information available. We also monitor all agency rulemaking through a state tracking system. Additionally, we enjoy strong relationships with staff and various members of Florida's state agencies, and we will utilize these relationships to assist in monitoring all activity relevant to the City. We will provide regular communication to the City on any relevant actions that may directly or indirectly impact the City.

Section 4. Proposer Qualification/Services

4.2.1 Proposer Qualification & Expertise

- GrayRobinson maintains the demonstrated skills to effectively advocate on behalf of the City as well as a commitment to maintain a reputation that will advance the recognition of the City as a fiscally responsible contemporary city that serves the interest of its residents.
- GrayRobinson has at least five years of recent experience in providing legislative and intergovernmental services before legislative and executive branches of government within the state of Florida.
- GrayRobinson agrees to comply with all applicable Florida Statutes regarding Lobbyist registration, reporting and related activities including but not limited to obtaining any and all required licenses, permits, certificates of registration, or other approvals necessary or required by law or necessary to provide the Services.
- GrayRobinson maintains the staff support and administrative resources to comply with all applicable laws, rules, regulations, ordinances, and policies of the State of Florida and any rules of the Florida Legislature.
- GrayRobinson will submit an annual report of accomplishments to the City Manager for use in determining the cost effectiveness of lobbying efforts.

4.2.1.A. Specific Information

Describe the nature and scope of the Proposer's experience in providing the Services described in Section 3 (Scope of Work).

GrayRobinson is a full-service lobbying and law firm with lobbyists, attorneys, and consultants throughout 15 offices spanning the State of Florida and Washington, D.C. Our lobbyists, attorneys, and consultants provide government affairs and legal services to our clients throughout Florida, our nation's capital, across the country, and all over the world. GrayRobinson provides lobbying and legal services to Fortune 100 companies, emerging businesses, lending institutions, local and state governments, developers, entrepreneurs, and individuals. We offer a broad range of services across numerous industries, and depth and proficiency in each one.

At GrayRobinson, our team is at the forefront of emerging legislative and legal issues, working expeditiously to respond to our client's needs. We help clients accomplish their goals and objectives and conduct post-matter reviews to determine if our team met those objectives. We maintain constant awareness of changes within and affecting our clients' industries and issue timely electronic updates advising of changing regulations and policy, including how changes might affect our clients' companies, industries, or municipalities. We have created a firm that serves our clients and our communities while counting creativity as a hallmark characteristic and insisting on ingenuity and innovation.

GrayRobinson's mission is to apply our lobbying, regulatory, and legal backgrounds and skills in ways that enable our clients to define and achieve their goals while supporting our communities as a matter of mission as well as passion. We do this while honoring and continuing an established tradition of serving our clients and communities through the cultivation of relationships based upon respect, loyalty, and integrity.

Government Affairs and Lobbying Practice

For more than 50 years, GrayRobinson has been heavily engaged in federal, state, and local government affairs consulting. Our dynamic and well-rounded lobbying and legal team has the extensive experience, invaluable relationships, and forward-thinking vision to meet and exceed our clients' legislative and regulatory goals before key stakeholders.

Many of GrayRobinson's consultants and attorneys began their careers or have invested portions of them inside the Florida Legislature, the Governor's Office, and state agencies. The GrayRobinson team includes two former Speakers of the Florida House of Representatives; a former State Senator; former Florida Governor, House, and Senate General Counsel; former Florida Governor Chief of Staff; former counsel to the Speaker of the Florida House; multiple local government finance and policy experts; and former political consultants. This inside experience enables GrayRobinson to provide clients with a unique perspective on the most efficient means of meeting their goals and objectives within the halls of government.

We understand success requires working as a team, providing innovative and creative consulting on a year-round basis, and assessing and adapting strategies throughout the process to deliver results for our clients. At GrayRobinson, we are unrelenting in our commitment to serving our clients' needs, undeterred by the complexity of the issues we face, and unwavering in our support of the communities where we work. As such, we believe GrayRobinson is ideally suited to provide the City with the most diverse legal, policy, budgetary, and political backgrounds and skillsets, working in tandem to meet and exceed your goals in Florida.

Local Delegation

With everything, we start local - including when we advocate for client priorities. Your local delegation will be the strongest champions for the City's priorities. Fortunately, GrayRobinson has excellent relationships with Orange County's delegation and the greater Central Florida region. To cite a few examples, our team has been working with **SENATOR LINDA STEWART** since her days on the Orange County Commission, when we collectively lobbied for Sunrail. Members of our team served on **REPRESENTATIVE RENE PLASENCIA**'s first host committee when he ran for the House and have supported him ever since. **REPRESENTATIVE ANNA ESKAMANI** is a representative to many on the team, and we all maintain a strong relationship with her. Whether it is newly elected **REPRESENTATIVES KEITH TRUENOW AND TRAVARIS MCCURDY** or veteran legislators like **SENATOR RANDOLPH BRACY AND REPRESENTATIVE KAMIA BROWN**, our team has been with them since day one and enjoys strong relationships with all.

We look forward to extending the goodwill of those years-formed partnerships to the City to help achieve legislative success.

Nonpartisan Approach

GrayRobinson, as a firm of over 250 professionals, enjoys a diversity of political views and as such seeks to work with all members of the Florida Legislature, regardless of party affiliation. Most firms will claim the same, but our firm can demonstrate this commitment in our legislative successes.

In the 2020 legislative session, on behalf of the Orange County Sheriff's Office, the firm successfully amended Florida's criminal statutes in regards to indecent exposure. In a Republican-led Legislature, the firm sought Democratic sponsors Representative Amy Mercado (now Orange County Property Appraiser,) and Senator Linda Stewart to run the legislation. It is rare for Democratic legislation to reach the finish line in either chamber, due to the nature of politics. However, our team understood the unique offering of having local Democrats run a bill of importance. The ultimate result was a unanimous House vote (117-0) and near unanimous Senate vote (37-2) followed by the Governor's approval. We achieved this result by positioning this bill as bi-partisan.

We champion causes and make relationships on both "sides of the aisle" and believe a diversity of perspectives brings a diversity of thought and approach, resulting in the best outcomes for our clients.

Methodology

To provide representation for the City as detailed in the State Lobbying RFQ, GrayRobinson will engage in a team-oriented, tailored approach to meet the City's specific needs. While there are traditional government affairs strategies that we will practice as a team in general, we know in the world of politics things are always changing and you have to be ready to adapt to that change and overcome it at any moment.

At GrayRobinson, we start by identifying the end goal, analyzing the big picture, and then mapping out the best-laid plan for our client and our team to collectively obtain the desired outcomes. For the City, we foresee that plan to resemble the following: To advocate for or against any position, whether it be something new, a reform, etc., you must first have a deep understanding of the issue, know all the players involved, and hear what has worked and what hasn't worked for that particular entity or initiative in the past. So, we will first sit down with the team and obtain a keen understanding of the City's legislative and financial goals, discuss any opposition or obstacles, and collectively begin to develop a plan.

From there, we will be in constant communication with the City, including through conference calls, virtual meetings, and attendance at appropriate meetings. In order to be the voice of the City, we must remain in frequent communication to stay up-to-speed on current events as they pertain to the agenda. The bottom line is the more information we can exchange, the better communicators we can be on your behalf.

In terms of our communication management systems, the team has all of the latest advancements in e-mail, audio, web, and video conferencing, intranet, and extranet technologies, allowing us to work as one team with instantaneous access to vital data and documents. This same “virtual office” environment will be extended to each applicable member of the City – giving you access to your team and the information you need from any location in the world. If desired, the extranet is also a resource where designated clients can have secure access to documents and the opportunity to communicate and collaborate in a safe environment. It is important to us that our team and our clients have access to critical services by providing a compliant technology infrastructure that is safe, reliable, sustainable, and efficient around the clock.

Overall, it will be our primary focus to keep the identified issues of importance to the City at the forefront of the upcoming legislative session by working together with the House and Senate leadership, including the House Speaker and Senate President leadership teams, and the chairs of key House and Senate Committees. Concurrently, the team will work with Florida’s Governor and key staff to ensure their understanding and support of the City’s legislative agenda and educate the members of the Legislature and key agencies on the City’s priorities.

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

Below, please find the specific services we have preliminarily identified for our team to provide if given the opportunity to represent the City:

FIRST THINGS FIRST: TACKLE THE LAKE CONWAY ISSUES WITH THE FLORIDA WILDLIFE COMMISSION /DEVELOP AN ANNUAL STATE LEGISLATIVE AGENDA

The GrayRobinson team will immediately schedule a workshop to develop a legislative agenda for the upcoming session, primarily taking this time to gain a full understanding of the issues surrounding Lake Conway. Once our team has a better understanding of the issue(s), we will leverage our strong relationships and arrange for the appropriate discussions with the Florida Wildlife Commission (FWC). If necessary and/or appropriate, we will include the assistance of the City’s legislators to encourage favorable results from the FWC.

In addition to the game plan for addressing Lake Conway, out of this workshop we will also develop a legislative agenda to include any additional goals, interests, or specific projects we will address at the state level for the City. This agenda will provide a clear articulation of goals and expectations, which will serve as a roadmap in our representation when combined with the City’s scope of services. We will include agreed-upon strategies for which our team will begin advocating for on behalf of the City and proposed special or general legislation to support the strategic plan.

IDENTIFYING ISSUES AND ADVOCATES

Once the legislative priorities for the year are outlined, the team will diligently monitor and work to identify activities and issues of potential interest to the City. We will work with key legislators and with the City to identify other legislators who may be champions/advocates for your goals, as well as those who may oppose your legislative priorities. We will also identify third parties who may support the City’s agenda and collaborate with them on an as-needed basis.

TRACKING AND ANALYZING STATE LEGISLATION

The GrayRobinson team will continuously monitor all developing, proposing, promulgating, or administering policies, rules, regulations, and laws that impact the City through LobbyTools, our primary bill tracking and monitoring system. LobbyTools enables us to research bills, PCBs, statutes, legislators, committees, calendars, Florida and national news, press releases, and other essential information relating to the City. We will generate customized reports that will include the most targeted, up-to-date information available and provide them regularly to the City. Additionally, we have strong relationships with staff and various members of Florida's state agencies, and we will continue to utilize these relationships to assist in monitoring and reporting all activity relevant to the City.

PERFORMANCE BENCHMARKS AND PLANS

Before and during the legislative session, GrayRobinson will provide legislative drafting, strategy development, one-on-one lobbying, committee presentations, and other services to meet the City's needs. This also includes effectively coordinating with City grassroots organizations and like-minded coalitions and utilizing technology to ensure our advocacy message is resonating among key stakeholders. The team maintains excellent relationships with key legislators and staff that will advocate on behalf of the City on policy issues and established relationships with current and future leadership in the Senate and the House. Throughout the effort, the team will proactively measure the position of the initiative and consult the City on any plans that need to take a different course of action to obtain the overall goal and objective. Once the 60-day session is over, GrayRobinson will work with the City to assess what passed or did not pass and determine if a veto effort is necessary. We will also help guide the City through implementation if necessary and stand ready to assist with any executive agencies throughout the year.

TIMELINE

The team has found a post-engagement timeline of benchmarks helps position the team for legislative success. Below, please find our recommended government affairs strategies for the City:

- With the start of session underway as of March 2, it is imperative that our work on behalf of the City begin in earnest immediately upon our selection. We will want to, as quickly as possible, foster a **real and in-depth understanding** of the City's needs and issues. We will hold meetings with City leadership, the GrayRobinson team, and designated staff to develop strategy, tactics, and messaging during this period. This is especially important as the Legislature, while in session, can prove to be a very strong motivator to state agencies, including the FWC, in changing course on various policy or policing issues.
- Following these meetings, GrayRobinson proposes the **development of a legislative agenda**. Simultaneously, our team will reach out to key legislative committee members and executive branch agency staff.
- **Concurrently we will identify champions and supporters** of each of the City's goals, as well as avenues to enact these changes. Legislative strategy on both budget and policy issues will continue through the end of legislative session.
- After legislative session concludes, we will ensure appropriate **follow-through** on bills impacting the City and strategies/issues for the next legislative session and will remain engaged on agency/regulatory matters as necessary to push the City's agenda forward.

Provide registration, certificates and other information related to adherence with Florida Lobbyist Requirements.

Please find confirmation of registered lobbyists at the state and federal level on the following pages.

REGISTERED LOBBYIST VERIFICATION (FLORIDALOBBYIST.GOV)

02/12/21
06:00:03

2021 LEGISLATIVE LOBBYING FIRMS

GrayRobinson PA (239) 552-4802
301 East Pine Street, Ste 600, Orlando, Florida 32801
Cannon, Roy Dean Jr.
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Carmody, Christopher L.
301 E Pine St, 301 E Pine St Ste 1400, Orlando, FL 32801-2741
Collins, Carlecia
301 South Bronough Street, Suite 600, Tallahassee, FL 32301
Cretul, Larry
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Dawson, Christopher T.
GrayRobinson PA, 301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
Flury, Katie
301 East Pine Street, Suite 1400, Orlando, Florida 32801
Goodson, Allison
301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
Harbison, Rheb
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Harris, John J.
GrayRobinson PA, PO Box 11189, Tallahassee, FL 32302
Huey, J. Michael
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Jackson, D. Ty
301 S Bronough St, Ste 600, Tallahassee, FL 32301

Lenhart, Laura L.
401 East Jackson Street, Suite 2700, Tampa, FL 33602
Levesque, George
301 S Bronough St, 600, Tallahassee, FL 32301
Love, Jessica F.
301 S Bronough St, 301 S Bronough St Ste 600, Tallahassee, FL 32301-1724
Lukis, Ashley Hoffman
GrayRobinson, P.A., 301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
McDougal, Mary Kim
301 S Bronough St, 600, Tallahassee, FL 32301
Pepper, Kirk
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Plotkin, Richard J
301 E. Pine Street, Suite 1400, Orlando, FL 32308-3068
Salzverg, Joseph R.
301 S Bronough St, Suite 600, Tallahassee, FL 32301
Sewell, Suzanne
1113 E TENNESSEE ST., STE 100, TALLAHASSEE, FL 32308
Stuart, Robert F. Jr.
GrayRobinson PA, 301 S Bronough St Ste 600, Tallahassee, FL 32301
Unger, Jason L.
GrayRobinson PA, 301 S Bronough St Ste 600, Tallahassee, FL 32301

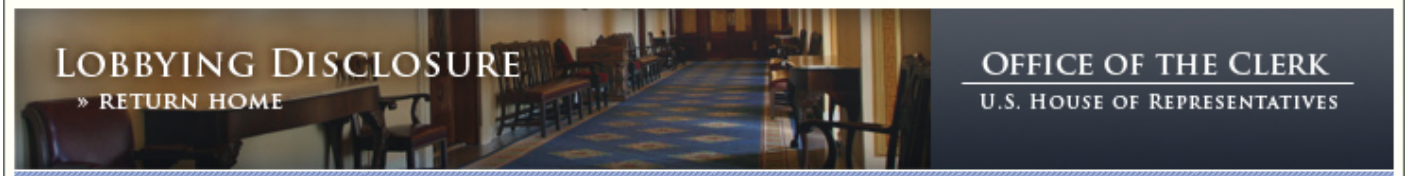
02/12/21
06:00:07

2021 EXECUTIVE LOBBYING FIRMS

GrayRobinson PA (239) 552-4802
301 East Pine Street, Ste 600, Orlando, Florida 32801
Cannon, Roy Dean Jr.
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Carmody, Christopher L.
301 E Pine St, 301 E Pine St Ste 1400, Orlando, FL 32801-2741
Cerio, Timothy M.
GrayRobinson, P.A., 301 S. Bronough Street, Ste. 600, Tallahassee, Florida 32301
Collins, Carlecia
301 South Bronough Street, Suite 600, Tallahassee, FL 32301
Cretul, Larry
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Dawson, Christopher T.
GrayRobinson PA, 301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
Flury, Katie
301 East Pine Street, Suite 1400, Orlando, Florida 32801
Goodson, Allison
301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
Harbison, Rheb
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Harris, John J.
GrayRobinson PA, PO Box 11189, Tallahassee, FL 32302
Huey, J. Michael
301 S Bronough St, Ste 600, Tallahassee, FL 32301

Jackson, D. Ty
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Lenhart, Laura L.
401 East Jackson Street, Suite 2700, Tampa, FL 33602
Levesque, George
301 S Bronough St, 600, Tallahassee, FL 32301
Love, Jessica F.
301 S Bronough St, 301 S Bronough St Ste 600, Tallahassee, FL 32301-1724
Lukis, Ashley Hoffman
GrayRobinson, P.A., 301 S. Bronough Street, Suite 600, Tallahassee, FL 32301
McDougal, Mary Kim
301 S Bronough St, 600, Tallahassee, FL 32301
Pepper, Kirk
301 S Bronough St, Ste 600, Tallahassee, FL 32301
Salzverg, Joseph R.
301 S Bronough St, Suite 600, Tallahassee, FL 32301
Sewell, Suzanne
1113 E TENNESSEE ST., STE 100, TALLAHASSEE, FL 32308
Stuart, Robert F. Jr.
GrayRobinson PA, 301 S Bronough St Ste 600, Tallahassee, FL 32301
Unger, Jason L.
GrayRobinson PA, 301 S Bronough St Ste 600, Tallahassee, FL 32301

REGISTERED FEDERAL LOBBYIST REGISTRATION (LOBBYINGDISCLOSURE.HOUSE.GOV)



Registrant Name	Registrant ID
GrayRobinson PA	42278

Client Name	House ID
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98point6 Inc.	422780049
Angel Capital Association	422780010
Asian American Hotel Owners Association	422780014
Associated Equipment Dealers	422780057
Atlantic Housing Partners LLLP	422780056
Broadmark Capital LLC	422780035
City of Kissimmee FL	422780040
City of St. Cloud FL	422780047
Community Financial Services Association of America	422780011
EJF Capital LLC	422780053
Etihad Airways PJSC	422780004
Federal Home Loan Bank of Atlanta	422780018
Green Dot Corporation	422780019
Institute for Portfolio Alternatives	422780036
Kasasa Ltd.	422780048
Manufactured Housing Institute	422780020
National Association of Federally-Insured Credit Unions	422780051
National Association of Industrial Bankers	422780022
National Association of Truck Stop Operators	422780037
NIKE, Inc.	422780023
Ocwen Financial Corporation	422780043
Omeros Corporation	422780054
PayPal, Inc.	422780024
Rakuten Bank America	422780044
St. Lucie County FL	422780005
Stellar Development Foundation	422780055
The Payroll Group	422780045
U. S. Travel Association	422780031
United Postmasters and Managers of America	422780034
Western Union Company	422780033

FLORIDA SUNBIZ REGISTRATION



Detail by Entity Name

Florida Profit Corporation
GRAYROBINSON, P.A.

Filing Information

Document Number	602357
FEI/EIN Number	59-1300132
Date Filed	08/26/1970
State	FL
Status	ACTIVE
Last Event	NAME CHANGE AMENDMENT
Event Date Filed	11/10/2003
Event Effective Date	NONE

Principal Address

301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

Changed: 01/11/2001

Mailing Address

P.O. BOX 3068
ORLANDO, FL 32802-3068

Changed: 10/13/2016

Registered Agent Name & Address

Cannon, R. DEAN
301 S. BRONOUGH STREET, SUITE 600
TALLAHASSEE, FL 32301

Name Changed: 09/26/2019

Address Changed: 09/26/2019

Officer/Director Detail

Name & Address

Title Director, Chairman

MARSHALL, BYRD F., Jr.
301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

Title Director, Chairman Emeritus

GRAY, J. Charles
301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

Title Director, Treasurer

Neukamm, Michael E.
301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

Title Director, President & CEO

Cannon, R. Dean
301 S. BRONOUGH STREET, SUITE 600
TALLAHASSEE, FL 32301

Title Director, Secretary

SCHELLHASE, MARK D.
225 E. MIZNER BOULEVARD, SUITE 500
BOCA RATON, FL 33432

Title Director, Assistant Treasurer

UNGER, JASON
301 S. BRONOUGH STREET, SUITE 600
TALLAHASSEE, FL 32301

Title Director, Assistant Secretary

OWEN, BORRON
301 E. PINE STREET, SUITE 1400
ORLANDO, FL 32801

FLORIDA & DC BAR MEMBERS IN GOOD STANDING



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Christopher Thomas Dawson

Member in Good Standing

Eligible to Practice Law in Florida

Bar Number: 105841

Mail Address: GrayRobinson, P.A.
301 E Pine St Ste 1400
Orlando, FL 32801-2741
Office: 407-843-8880
Fax: 407-244-5690

Email: chris.dawson@gray-robinson.com

Personal Bar URL: <https://www.floridabar.org/mybarprofile/105841>

vCard:

County: Orange

Circuit: 09

Admitted: 10/01/2013

10-Year Discipline History: None

Law School: University of Alabama School of Law, 2013

Sections: Administrative Law
City, County & Local Govt Law
Environmental & Land Use Law
Government Lawyer
Real Property, Probate & Trust
Young Lawyers

Firm: GrayRobinson, P.A.

Firm Size: >100

Firm Position: Partner/Shareholder

Firm Website: <http://gray-robinson.com>



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Doyle C Bartlett

99 M ST SE Ste 725
Washington DC 20003-3977
UNITED STATES
Email: ✉
Phone: (202)257-6055
Fax: 2025466480

Membership Status: GOOD STANDING
Membership Type: ACTIVE ATTORNEY
Date of Admission: 11/07/1994



R Dean Cannon Jr.

Member in Good Standing

Eligible to Practice Law in Florida



Bar Number: 973149

Mail Address: GrayRobinson, P.A.
301 S Bronough St Ste 600
Tallahassee, FL 32301-1724
Office: **850-577-9090**
Cell: **407-808-1053**
Fax: 850-577-3311

Email: dean.cannon@gray-robinson.com 

Personal Bar URL: <https://www.floridabar.org/mybarprofile/973149>

vCard: 

County: Leon

Circuit: 02

Admitted: 04/22/1993

10-Year Discipline History: None

Law School: University of Florida, Fredric G. Levin College of Law

Sections: City, County & Local Govt Law
Government Lawyer

Firm: GrayRobinson, P.A.

Firm Size: >100

Firm Position: Managing Partner

Firm Website: <http://www.gray-robinson.com> 



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Find a Lawyer

Christopher Lee Carmody Jr.

Member in Good Standing

Eligible to Practice Law in Florida

Bar Number: 21492

Mail Address: Gray Robinson P A
301 E Pine St Ste 1400
Orlando, FL 32801-2741
Office: **407-843-8880**
Fax: 407-244-5690



Email: chris.carmody@gray-robinson.com ✉

Personal Bar URL: <https://www.floridabar.org/mybarprofile/21492>

vCard:

County: Orange

Circuit: 09

Admitted: 04/26/2006

10-Year Discipline History: None

Law School: University of Florida, Fredric G. Levin College of Law, 2005

Sections: Administrative Law
City, County & Local Govt Law
Government Lawyer
Real Property, Probate & Trust

Name and business address of the entity(s) or individual(s) that will be the party to the proposed contract and the Proposer's business telephone number, and e-mail address.

CHRISTOPHER T. DAWSON – TEAM LEAD

Shareholder/Government Consultant
301 East Pine Street, Suite 1400
Orlando, Florida 32801
Phone: 407-244-5682
chris.dawson@gray-robinson.com

DOYLE BARTLETT – TEAM MEMBER

Washington, D.C. Managing Shareholder
99 M St. SE, Suite 725
Washington, DC 20003
Phone: 202-257-6055
doyle.bartlett@gray-robinson.com

DEAN CANNON – TEAM MEMBER

President and CEO, Chair of Government Affairs
301 South Bronough Street, Suite 600
Tallahassee, Florida 32301
Phone: 850-577-5480
dean.cannon@gray-robinson.com

CHRIS CARMODY – TEAM MEMBER

Shareholder/Government Consultant
301 East Pine Street, Suite 1400
Orlando, Florida 32801
Phone: 407-244-5649
chris.carmody@gray-robinson.com

KATHERIN FLURY – TEAM MEMBER

Government Consultant
301 East Pine Street, Suite 1400
Orlando, Florida 32801
Phone: 407-244-5645
katie.flury@gray-robinson.com

ELIZABETH BLAIR HANCOCK – TEAM MEMBER

Federal Legislative Consultant
99 M St. SE, Suite 725
Washington, DC 20003
Phone: 202-730-7929
blair.hancock@gray-robinson.com

LAURA L. LENHART – TEAM MEMBER

Government Consultant
401 East Jackson Street, Suite 2700
Tampa, Florida 33602
Phone: 813-273-5062
laura.lenhart@gray-robinson.com

JASON UNGER – TEAM MEMBER

Tallahassee Managing Shareholder
301 South Bronough Street, Suite 600
Tallahassee, Florida 32301
Phone: 850-577-5489
jason.unger@gray-robinson.com

Number of years that Proposer has served as a lobbyist (please include former firm names and year established, if applicable).

GrayRobinson professionals have provided lobbying services to our clients for more than 30 years. The firm was founded in Orlando and incorporated in the State of Florida in 1970 as Gray, Harris, Adams & Robinson, P.A. In 1981, the name changed to Gray, Harris & Robinson, P.A. and in 2003, it changed to its present name, GrayRobinson, P.A.

Type of ownership (sole proprietorship, partnership, corporation, joint venture, or limited liability company—list state in which incorporated) and parent company, if any.

GrayRobinson, P.A. is a corporation of which all equity shareholders own equal shares yielding less than 1% per equity shareholder.

Disclose whether the proposing entity(s), or any shareholder, member, partner, or officer or employee thereof, is presently a party to any pending litigation or has received notice of any threatened litigation or claim; provided, however, that Proposer need not disclose minor traffic matters.

There will inevitably be an occasional dispute between the firm and a client in any firm with hundreds of clients and more than 260 attorneys and consultants throughout 15 offices. GrayRobinson and its professionals have a few disputes involving matters

that would be entirely irrelevant to the City's operational and legislative needs. GrayRobinson is contesting each of the disputes vigorously and expects to prevail on each or, in the worst case, settle on reasonable terms that will not jeopardize the firm's financial viability. The firm is also fully insured with respect to any pending claims. The GrayRobinson team is proud of its reputation for honest, straightforward, ethical dealings with its respective clients. That is our culture, and we will be pleased to bring that culture to the table in the course of representing the City.

Proposals shall be signed by a person with actual authority to bind the Proposer. If it is made by a partnership, it shall be signed with the partnership name and by a general partner and the full name and address of the general partner shall be given. If it is made by a joint venture or limited liability company, it shall be signed with the full name and address of each member thereof.

Proposed team lead and firm Shareholder Christopher Dawson has signed this proposal and provided his full name and address as requested.

Explanation of any exceptions to this RFQ requested by the Proposer. If exceptions are requested, cite the activity involved, the exception taken, and alternate language. If no exceptions are requested, please state so.

GrayRobinson does not request any exceptions to the RFQ.

While it is understood that the Proposer may represent other entities, provide a copy of Proposer's current client list and a discussion of current or former clients represented by the Proposer whose interests may either coincide or conflict with the interests of the City. All proposers are advised that the City intends that any and all legislative agenda, priorities, actions, and needs of the City shall take precedence over any other obligations (contractual or otherwise, direct or indirect) of the Proposer. The City expects that the successful Proposer shall refrain from undertaking any representation of other parties concerning any legislative matter whose interests are adverse to the interests of the City. The City reserves the right to determine in its sole discretion the existence of a conflict of interest or a potential conflict of interest.

GrayRobinson is not aware of any current potential conflict of interest that might arise from our representation of the City. The firm will take the necessary steps to avoid conflicts of interest in the future. If a potential conflict arises, we will seek a waiver from one or both parties. If we cannot obtain a waiver or agreement for some reason, we will address the issue and withdraw if that is necessary. The honor of representing the City is one that we take seriously. We will do all that is necessary to ensure our concurrent representation of other clients does not malign the City's interests.

Members of the GrayRobinson Government Affairs and Lobbying Group provide **state** legislative and/or executive branch lobbying services to all entities listed below.

- 1245 West Eau Gallie Partners
- 4Tellus, LLC
- AAA Scholarship Foundation
- Access USA Shopping
- Alliance for Safety and Justice, a Project of the Tides Center
- ALS Education
- Aramark Correctional
- Aramark Educational
- Arnold & Winnie Palmer Foundation, Inc.
- Ariss Medical
- AshBritt
- Associated Builders & Contractors of Florida, Inc.
- Atlantic Housing Partners, LLLP
- Automated Health Systems, Inc.
- AVMed, Inc.
- Brown & Brown, Inc.
- Brown and Caldwell

- Camelot Community Care, Inc.
- Canaveral Port Authority
- Career Source Tampa Bay
- Casa Valentina
- Cassidy Holdings, LLC
- Cellebrite Inc.
- Centene Corporation on behalf of its affiliates and subsidiaries
- Central Florida Council, BSA
- Central Florida Hotel & Lodging Association
- Central Florida Regional Workforce Development Board
- Central Florida Zoo & Botanical Gardens
- ChildNet, Inc.
- Citizens for Lower Electric Rates
- City of Clermont
- City of Ft. Myers
- City of Ft. Pierce
- City of Greenacres
- City of Groveland
- City of Hollywood
- City of Key West
- City of Kissimmee
- City of Lakeland
- City of Orlando
- City of Oviedo
- City of Port St. Lucie
- City of St. Cloud
- City of Tallahassee
- City of West Palm Beach
- City of Winter Park
- Clay County Utility Authority
- College of Central Florida Foundation, Inc.
- Conservation Florida
- Contact Network d/b/a InLine
- Coreview
- DDER Holdings, LLC dba Birdsong Housing Partners
- Deloitte Consulting, LLP
- Devereux Foundation, Inc.
- Dewberry Engineers, Inc.
- Diligent Services
- Disasters, Strategies, & Ideas Group, LLC
- Dosal Tobacco Corporation
- Eskimo Hut Worldwide
- Federal Home Loan Bank of Atlanta
- Florida Agencies Serving the Blind
- Florida Association of Counties
- Florida Association of Insurance Agents
- Florida Association of Rehabilitation Facilities, Inc.
- Florida Association of the American Institute of Architects
- Florida League of Cities
- Florida Library Association
- Florida Logos
- Florida Municipal Electric Association
- Florida Municipal Power Agency
- Florida Outdoor Advertising Association
- Florida Roofing & Sheet Metal Association
- Florida School Board Association
- Florida Society of Health-System Pharmacists
- Florida Society of Oral and Maxillofacial Surgeons
- Florida Surety Association
- Florida's Vision Quest
- FMSbonds, Inc.
- Focus School Software, LLC
- Frito-Lay, Inc.
- Frontier
- FRSA-SIF
- Gannett Fleming, Inc.
- Gatorade
- GrayRobinson, P.A.
- Greater Tampa Bay Area Council, BSA
- Gulf Coast Council, BSA
- Gulf County
- Gulf Stream Council, BSA
- Hendry County Board of County Commissioners
- Hendry County Economic Development Council
- Hillsborough County Aviation Authority
- Hillsborough County Public Schools
- IMG
- Interstate Logos
- Islamorada Village of Islands
- JEA
- JPMorgan Chase Holdings, LLC
- Kalera
- Kologik
- Laboratory Corporation of America
- Lake County
- Lake County School Board
- Lake Monroe Waterfront and Downtown Sanford CRA
- LifeLink Foundation, Inc.
- Lockheed Martin Corporation
- MACTown, Inc.
- Management & Training Corp
- Melbourne Airport Authority
- Miami Bridge Youth and Family Services, Inc.
- Miami Dolphins
- Miami Downtown Development Authority
- Miami-Dade County
- Miami-Dade Expressway Authority
- Monroe County
- Murphy USA, Inc.
- National Association of Industrial & Office Properties
- National Lightning Protection Corp.
- New Venture Fund
- Non Profit Insurance Services, Inc.
- Noresco, LLC
- North Florida Council, BSA
- On Street Media Florida, Inc
- OneBlood, Inc.
- Oracle America, Inc.
- Orange County Clerk of Courts
- Orange County Government
- Orange County Library District
- Orange County Sheriff
- Orlando Economic Partnership, Inc.
- Orlando Magic
- Pepsi Bottling Company
- Pepsi Cola North America
- PepsiCo
- Project Opioid
- Public Consulting Group
- Quaker Foods & Beverages
- Rave Mobile Safety
- River Region Human Services
- Rx Development Associates

- Santa Fe College Foundation
- SantaFe Senior Living, Inc.
- Sarasota Memorial Healthcare System
- SAS Institute, Inc.
- School Board of Broward County
- School Board of Levy County
- Seavin, Inc.
- Self Storage Association
- Shands Teaching Hospitals and Clinics Inc.
- Sodexo, Inc.
- South Broward Hospital District
- South Central Florida Express, Inc.
- South Florida Council, BSA
- Southern Gardens Citrus Groves Corporation
- Southern Gardens Citrus Holding Corporation
- Southern Gardens Citrus Nursery Corporation
- Southwest Florida Council, BSA
- St. Augustine Distillery
- St. Lucie County BoCC
- St. Lucie School District
- STEPS, Inc. (Specialized Treatment, Education and Prevention Services, Inc.)
- Study Edge
- Sunshine Fitness Management, LLC
- Suwannee River Area Council, BSA
- Synagro Technologies, Inc.
- Sysco Corporation
- Target Corporation
- The American Law Institute
- Transition House, Inc., The
- Tropicana Products, Inc.
- Twin Creeks Development
- Uber Technologies, Inc. and Affiliates
- United States Sugar Corporation
- University of Central Florida Foundation, Inc.
- University of Central Florida Student Government Association
- Verde Technologies
- Verify4 Inc.
- Village of Indiantown
- Villages, The
- Walt Disney Parks and Resorts, U.S.
- Washington County Board of County Commissioners
- Woodard & Curran, Inc.
- Wyndham Destinations

Members of the GrayRobinson Government Affairs and Lobbying Group provide **federal** lobbying services to all entities listed below.

- 98point6 Inc.
- Angel Capital Association
- Asian American Hotel Owners Association
- Associated Equipment Dealers
- Atlantic Housing Partners LLLP
- Broadmark Capital LLC
- City of Kissimmee FL
- City of St. Cloud FL
- Community Financial Services Association of America
- EJF Capital LLC
- Etihad Airways PJSC
- Federal Home Loan Bank of Atlanta
- Institute for Portfolio Alternatives
- Kasasa Ltd.
- LifeLink Foundation
- Manufactured Housing Institute
- National Association of Federally-Insured Credit Unions
- National Association of Industrial Bankers
- National Association of Truck Stop Operators
- NIKE, Inc.
- Ocwen Financial Corporation
- Omeros Corporation
- PayPal, Inc.
- Rakuten Bank America
- St. Cloud, FL
- St. Lucie County, FL
- Stellar Development Foundation
- The Payroll Group
- U. S. Travel Association
- United Postmasters and Managers of America
- Western Union Company

4.2.1.B. Expertise Summary

Complete in the following outline format a summary of Proposer’s expertise. The same reference may be listed for more than one area of expertise, if applicable. The format that must be used is shown below.

The following descriptions and references are representative of the services and successes the GrayRobinson team regularly delivers for our clients. Below the formatted table, we have provided additional exemplary successes the team has achieved for public sector clients.

AREA OF EXPERTISE	DESCRIPTION brief summary of the work performed and final outcome	REFERENCE name of entity, contact person’s name, address, phone number, and email
Land Use and Zoning	GrayRobinson provides state lobbying and government affairs services for the City of Oviedo. A land use and zoning success we achieved on behalf of the City was the 2018 defeat of legislation aimed at reclassifying rural settlement districts located within three miles of State University System Institutions. This legislation would have greatly undercut the City’s local control of land use classifications and regulations.	City of Oviedo Bryan Cobb, City Manager 400 Alexandria Boulevard Oviedo, FL 32765 407-971-5555 bcobb@cityofoviedo.net
Land Use and Zoning	GrayRobinson provides state lobbying and government affairs services for Islamorada, Village of Islands. A land use and zoning success we achieved on behalf of Islamorada was the 2019 successful exemption for the Florida Keys Area of Critical State Concern from legislation that would have preempted the affordable housing efforts in the Florida Keys and handicapped their planning, zoning, and building departments.	Islamorada, Village of Islands Roget Bryan, Village Attorney 86800 Overseas Highway Islamorada, FL 33036 305-664-6418 roget.bryan@islamorada.fl.us
Home Rule Authority	GrayRobinson provides state and federal lobbying and government affairs services for the City of St. Cloud. A home rule authority success we achieved on behalf of the City was the 2019 passage of a local alcohol licensing bill to allow restaurants in the City’s downtown entertainment district to provide liquor service without having to obtain a full liquor license.	City of St. Cloud Bill Sturgeon, City Manager 1300 9th Street St. Cloud, FL 34769 407-957-7301 wsturgeon@stcloud.org
Home Rule Authority	GrayRobinson provides state lobbying and government affairs services for Orange County. A home rule authority success we achieved on behalf of the County was the 2019 defeat of an effort to require a two-thirds vote to pass all future county surtax referendums during final negotiations between the House and Senate. The bill’s final version instead requires that any county referendums happen on the general election date, but passage only requires a simple majority.	Orange County Kelley Teague, Government Affairs Director 201 S Rosalind Ave., 3rd Floor Orlando, FL 32801 407-836-5423 kelley.teague@ocfl.net

<p>Transportation/Transit Initiatives</p>	<p>GrayRobinson provides state lobbying and government affairs services for Canaveral Port Authority. A transportation /transit initiative success we achieved was the \$1.5 million appropriation we secured for the Port in the FY 2019-2020 budget for a new fire suppression boat for Canaveral Fire Rescue that, because of existing guidelines in the industry, is a requirement for the Port to welcome new cruise ships powered by Liquid Natural Gas (LNG). These LNG ships require a higher capability of fire suppression in the event of an accident making the fire boat a critical factor in continuing to lead the world in cruise.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>Transportation/Transit Initiatives</p>	<p>GrayRobinson provides state lobbying and government affairs services for Canaveral Port Authority. An additional example of successful transportation/transit initiatives we have achieved on behalf of the Port was the 2019 full funding of seaport infrastructure grants through the Florida Department of Transportation and the Florida Seaport Transportation Economic Development Grant (FSTED) Program. GrayRobinson achieved this success in partnership with the Florida Ports Council.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>Transportation/Transit Initiatives</p>	<p>GrayRobinson provides state lobbying and government affairs services for Canaveral Port Authority. An additional example of successful transportation/transit initiatives we have achieved on behalf of the Port includes our successful work with the Florida Legislature, the Executive Office of the Governor, and the Florida Department of Transportation to insert a multi-million dollar full PD&E study for the SR 401 Bridge into the Department's 5-year work plan for FY 2019-2020.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>State Budget/Appropriations</p>	<p>GrayRobinson provides state lobbying and government affairs services for the City of Ft. Myers. A state budget/appropriations success we achieved on behalf of the City was the \$1.5 million appropriation we secured for the Fort Myers/Cape Coral Reclaimed Water Project. This critical infrastructure project benefited both cities and was the result of years of negotiation to redirect Fort Myers reclaimed water away from the Caloosahatchee River to supplement Cape Coral's irrigation needs. The success was a "win-win" for local governments and the environment.</p>	<p>City of Fort Myers Saeed Kazemi, City Manager 2200 Second Street Fort Myers, FL 33901 239-321-7022 skazemi@cityftmyers.com</p>
<p>State Budget/Appropriations</p>	<p>GrayRobinson provides state lobbying and government affairs services for the City of Oviedo. A state budget/appropriations success we achieved on behalf of the City was the \$500,000 appropriation we secured for a regional stormwater pond that both alleviates flooding issues within the City as well as assists in the reduction of total maximum daily load (TMDL) deposit into Lake Jessup.</p>	<p>City of Oviedo Bryan Cobb, City Manager 400 Alexandria Boulevard Oviedo, FL 32765 407-971-5555 bcobb@cityofoviedo.net</p>

<p>State Budget/Appropriations</p>	<p>GrayRobinson provides state and federal lobbying and government affairs services for the City of St. Cloud. A state budget/appropriations success we achieved on behalf of the City was the \$300,000 appropriation we secured for the Downtown Revitalization Project to support streetscape improvements and a much-needed upgrade of the pipe infrastructure for the City's downtown district.</p>	<p>City of St. Cloud Bill Sturgeon, City Manager 1300 9th Street St. Cloud, FL 34769 407-957-7301 wsturgeon@stcloud.org</p>
<p>City Charters</p>	<p>Starting with the GrayRobinson's founding partner Charlie Gray, who served as solicitor for the City of Orlando and later as the Orange County Attorney, the firm's deep bench of municipal government attorneys give us great knowledge in both the legal ups and downs of city charter reviews and annexations. This experience covers several successful city incorporations, including the recent legislative incorporation of the Village of Estero in southwest Florida. The firm assisted in the legislative bill that ultimately approved this incorporation and still acts as the Village's legal counsel.</p> <p>Whether the City of Belle Isle is seeking to amend its charter, pursuant to section 166.031, Florida Statutes, or to annex around Lake Conway and other areas, pursuant to Chapter 177, Florida Statutes, GrayRobinson can provide you with the right guidance and support.</p> <p>A specific example of lobbying efforts that successfully supported charter revision is our state lobbying and government affairs services for Canaveral Port Authority. An example of successful charter initiatives we have achieved on behalf of the Port includes the passage of legislation that revised and updated the Port's charter.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>Public Safety</p>	<p>GrayRobinson provides state lobbying and government affairs services for the City of Orlando. A public safety success we achieved on behalf of the City was the \$100,000 we secured for a Rapid DNA project. This appropriation provided the Orlando Police Department and surrounding jurisdictions with the means to test rape kits quickly, addressing both the backlog of untested kits and expediting future investigations.</p>	<p>City of Orlando Kyle Shephard, Director of Intergovernmental Relations 400 South Orange Avenue Orlando, FL 32801 407-246-3475 kyle.shephard@orlando.gov</p>
<p>Public Safety</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Orange County Sheriff's Office. A public safety success we achieved on behalf of the Sheriff's office was the 2019 passage of legislation that added a misdemeanor exception to the street racing statute, which created an additional tool for law enforcement to curb the growing crime of street racing.</p>	<p>Orange County Sheriff's Office Matt Butler, Captain 2500 West Colonial Drive Orlando, Florida 32804 321-229-9064 matt.butler@ocfl.net</p>

<p>Public Safety</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Orange County Sheriff’s Office. As an additional example of public safety successes achieved on behalf of the Sheriff’s office, our team successfully inserted favorable "hands free" language into the texting while driving legislation (when driving through school or work zones) that passed during the 2019 legislative session.</p>	<p>Orange County Sheriff’s Office Matt Butler, Captain 2500 West Colonial Drive Orlando, Florida 32804 321-229-9064 matt.butler@ocfl.net</p>
<p>Environmental Initiatives</p>	<p>GrayRobinson provides state lobbying and government affairs services for Islamorada, Village of Islands. An environmental initiative we achieved on behalf of Islamorada was securing \$6 million in Florida Keys Stewardship Act funding for water quality improvements and \$33 million in Florida Forever funding for Areas of Critical State Concern. All local governments within Monroe County received their portion of funding via inter-local agreements with the County.</p>	<p>Islamorada, Village of Islands Roget Bryan, Village Attorney 86800 Overseas Highway Islamorada, FL 33036 305-664-6418 roget.bryan@islamorada.fl.us</p>
<p>Environmental Initiatives</p>	<p>GrayRobinson provides state and federal lobbying and government affairs services for the City of Port St. Lucie. An environmental initiative we achieved on behalf of the City was the \$180,000 appropriation we secured from the Florida Jobs Growth Grant Fund for the design of the McCarty Ranch phase 3 water reservoir. Coupled with previous legislative successes the team had on behalf of the city, this brought the total funding secured for this reservoir project to relieve nutrient flow in the C-23 Canal to over \$3 million.</p>	<p>City of Port St. Lucie Ella Gilbert, Deputy City Attorney 121 S.W. Port St. Lucie Blvd. Port St. Lucie, FL 34984 772-871-5294 egilbert@cityofpsl.com</p>
<p>Annexation</p>	<p>Starting with the GrayRobinson’s founding partner Charlie Gray, who served as solicitor for the City of Orlando and later as the Orange County Attorney, the firm’s deep bench of municipal government attorneys give us great knowledge in both the legal ups and downs of city charter reviews and annexations. This experience covers several successful city incorporations, including the recent legislative incorporation of the Village of Estero in southwest Florida. The firm assisted in the legislative bill that ultimately approved this incorporation and still acts as the Village’s legal counsel.</p> <p>Whether the City of Belle Isle is seeking to amend its charter, pursuant to section 166.031, Florida Statutes, or to annex around Lake Conway and other areas, pursuant to Chapter 177, Florida Statutes, GrayRobinson can provide you with the right guidance and support.</p>	<p>Village of Estero Nick Batos, Councilman 9401 Corkscrew Palms Circle Estero, FL 33928 239-287-4708 batos@estero-fl.gov</p>

<p>Introduction of Legislation</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Canaveral Port Authority. An example of introduction of legislation we achieved on behalf of the Port was the language we successfully added into legislation preempting local regulations of autonomous vehicle technology. The added language allowed airports and seaports to charge reasonable fees for facility usage.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>
<p>Introduction of Legislation</p>	<p>GrayRobinson provides state lobbying and government affairs services for Orange County. An example of the successful introduction of legislation we achieved on behalf of the County was the passage of the 2019 legislation introducing cell phones (or other electronic communication devices) as contraband in county jails. This legislation solved an ongoing safety and security issue within the jail system.</p>	<p>Orange County Kelley Teague, Government Affairs Director 201 S Rosalind Ave., 3rd Floor Orlando, FL 32801 407-836-5423 kelley.teague@ocfl.net</p>
<p>Introduction of Legislation</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Orange County Sheriff's Office. An example of the successful introduction of legislation we have achieved on behalf of the Sheriff's Office was the passage of legislation providing guaranteed death benefits to the surviving families of first responders killed in the line of duty regardless of the retirement plan they selected at the time of employment. The "Scott Pine Bill" is a critically important piece of legislation for Florida's law enforcement and first responders. We also successfully lobbied for and amended a bill related to civil asset forfeiture in a way that was more favorable to law enforcement than as originally drafted. The changes we were able to make to the bill maintain important tools used by law enforcement during investigations.</p>	<p>Orange County Sheriff's Office Matt Butler, Captain 2500 West Colonial Drive Orlando, Florida 32804 321-229-9064 matt.butler@ocfl.net</p>
<p>Introduction of Legislation</p>	<p>GrayRobinson provides state lobbying and government affairs services for the Canaveral Port Authority. An example of the successful introduction of legislation we have achieved on behalf of the Port was the passage of legislation that softened unnecessary regulations on Florida's deep-water ports and created a pool of \$10 million to help all of Florida's ports prepare for the imminent completion of the Panama Canal expansion.</p>	<p>Canaveral Port Authority Diane Luensmann, Vice President, Government and Strategic Communications 445 Challenger Rd., Ste. 301 Cape Canaveral, FL 32920 321-394-3420 dluensmann@portcanaveral.com</p>

Additional Client Successes

CANAVERAL PORT AUTHORITY

- Secured a personal visit including a tour of the Port by new Visit Florida CEO Dana Young. (2019)
- Successfully amended HB 221, Relating to Transportation Network Companies, to include an exemption for Florida's seaports from an otherwise state preemption of local regulations of Transnational Corporations (TNCs). (2017)
- Successfully advocated for nearly \$25 million in expedited state funding for Port Canaveral's critical channel widening and dredging project, jumpstarting major statewide and regional economic development priorities. (2017)

- Passed the Freight Logistics Zones legislation giving Florida seaports further flexibility in establishing zones for economic development and regional/statewide impact. (2017)

CITY OF AOPKA

- Secured \$1 million from the Legislature in capital funds for the extension of Harmon Road in the City of Apopka. (2018)

CITY OF CLERMONT

- Secured \$450,000 to equip the City's world-famous bike trail network with Wi-Fi coverage to enhance public safety and tourism marketability. (2018)

CITY OF FORT MYERS

- Secured \$750,000 for the Fort Myers Reentry Initiative, a job training initiative of the City focused on recently released former inmates who have settled in the City. The program works to transition recovering offenders into full-time employment either with the City or with other private employer partners following the development of necessary skills. (2019)
- Secured \$1 million for rehabilitation and replacement of playground equipment at Centennial Park, Fort Myers' premier public space. The funding allows for an expansion of the play area as well as creating an accessible space for children with special needs in accordance with the Park's master plan. (2019)
- Secured \$1 million for STARS Complex Expansion Phase 1. (2018)
- Secured \$500,000 for Billy's Creek Restoration. (2018)

CITY OF GREENACRES

- Successfully amended childcare licensing legislation that would have cost the City over \$450,000 in current childcare funding. (2020)

CITY OF GROVELAND

- Successfully elevated SR 50 project to the top of the local Metropolitan Planning Organization list for funding in 2020 and beyond. The team coordinated this effort with legislative support, local industry champions (primarily trucking association), and high-level Florida Department of Transportation (FDOT) support, including the Secretary. (2019)

CITY OF HOLLYWOOD

- Successfully worked to defeat the vacation rental preemption bill after proponents refused to add "party house" language, which was vital to the interests of the City. (2018)
- Successfully defeated two harmful amendments that would have preempted the sale of domestic animals. (2018)
- Successfully lobbied the Constitutional Revision Commission to defeat Proposal 95 preemption on the local regulation of commerce, trade, and labor. (2018)
- Successfully advocated for the extension of the current authorization to use TDTs on beach nourishment and expanded the use of TDTs to include the development and operation of capital improvements to public facilities (such as transportation and water projects). (2018)
- Successfully worked with Broward County and other stakeholders to secure more than \$50 million for the traditional beach management program and more than \$11 million for post-Hurricane Irma damage recovery for Florida's beaches and shorelines. (2018)

- Successfully worked with the Florida Department of Highway Safety and Motor Vehicles on the renaming of City streets resulting in revisions of resident documents. (2018)

CITY OF KEY WEST

- Secured two-hour meeting with Division of Emergency Management Director Moskowitz and senior staff to rectify Keys Electric reimbursement issues stemming from Hurricane Irma. (2019)
- Successfully lobbied the Governor's office to help secure a veto of House Bill 771, which among other provisions, would have preempted a local government's authority to prohibit the use of single-use plastic straws. (2019)
- Successfully lobbied to defeat a Senate proposal that would have barred Visit Florida from promoting communities that have banned certain sunscreens, such as the City of Key West. (2019)
- Secured \$6 million in Florida Keys Stewardship Act funding for water quality improvements and \$33 million in Florida Forever funding for Areas of Critical State Concern. All local governments within Monroe County received their portion of funding via inter-local agreements with the County. (2019)
- Successfully secured exemption for the Florida Keys Area of Critical State Concern from legislation that would have preempted the affordable housing efforts in the Florida Keys and handicapped their planning, zoning, and building departments. (2019)
- Successfully amended the tree trimming preemption bill to exempt the delegated authority for mangrove protection and worked to defeat the bill after the Senate would not concur with the House language. (2018)
- Successfully lobbied the Constitutional Revision Commission to defeat Proposal 95 (preemption on the local regulation of commerce, trade, and labor). (2018)
- Successfully helped defeat Senate Bill 1828, which would have handicapped the City's emergency operations and increased liability to the City and Keys Electric. (2018)
- Secured \$277,650 for a Reef Pumpout Program. (2018)
- Secured \$5 million in Florida Forever funding for Areas of Critical State Concern. (2018)
- Successfully argued that based on geography and other unique factors, the Legislature should disregard the Supreme Court in a recommendation that the Legislature decertify a Monroe County Judge. Doing so would have left one of Monroe County's courthouses with no county judge since the two outside Key West only have one county judge each. The impact on the Key West courthouse dockets and additional travel in and out of the City was a huge concern. The decertification was eliminated in both the House and Senate Bills. (2018)

CITY OF KISSIMMEE

- Secured \$965,000 for a Public Safety Training Facility named after two officers killed in the line of duty. (2019)
- Helped secure passage of a local alcohol licensing bill that loosened the traditional requirements on liquor licenses in restaurants. This change in law will allow restaurants in the City's downtown entertainment district to provide liquor service without having to obtain a full liquor license. (2019)

CITY OF NEPTUNE BEACH

- Worked successfully with FDOT to line up funding for the City's priority stormwater project through a five-year workplan. (2019)

CITY OF ORLANDO

- Secured \$650,000 for 4Roots Urban Farm. This project, pioneered by the 4Rivers restaurant group, will redevelop a portion of Orlando's packing district to serve as an urban farm to educate and train future farmers from the area and provide a sustainable food source for the Pine Hills community of Orlando. (2019)
- Defeated legislation aimed at restructuring Metropolitan Planning Organizations and legislation targeting the structure, allowable expenditures, reporting requirements, and length of existence of Community Redevelopment Agencies. (2018)

CITY OF PORT ST. LUCIE

- Secured \$987,000 for Hegener Road Extension. This economic development project will serve as a catalyst to continued development of the City's Tradition Center for Commerce. (2019)

CITY OF WEST PALM BEACH

- Successfully amended a claim bill to rewrite the entire whereas clauses section to comply with the City's settlement agreement. (2019)
- Successfully passed a local bill pertaining to the City's firefighter pension program included securing \$150,000 for a Command Incident Vehicle. (2019)
- Secured a \$300,000 appropriation for enhancements to the City's critical incident response, including emergency vehicles and a police patrol boat. (2019)
- Successfully worked to pass a local bill relating to the City's police pension fund. (2019)
- Successfully lobbied Constitutional Revision Commission commissioners to defeat Proposal 95 (preemption on the local regulation of commerce, trade, and labor). (2019)
- Secured a \$400,000 appropriation for road improvements to the Rosemary Corridor. (2018)

HILLSBOROUGH COUNTY AVIATION AUTHORITY

- Secured a visit to Tampa International Airport by Governor Ron DeSantis that included a press conference on the economic impact of international flights at TPA and the importance of Visit Florida funding and investment. The event also included a small roundtable discussion with the Governor and key airport stakeholders, staff, and board members. (2019)
- Successfully fought for the reauthorization of Visit Florida for one additional year and for \$50 million in funding. This effort included direct lobbying of the Governor, Senate, and House, as well as many stakeholders engaged in Florida's tourism industry. (2019)
- Successfully inserted language into legislation preempting local regulations of Autonomous Vehicle Technology allowing airports and seaports to charge reasonable fees for facility usage. (2019)

4.2.2 Resources

Describe the resources you will bring to this project. Include: A description of strategic relationships with other organizations (e.g., Florida League of Cities, etc.); a description of specific relationships with state elected officials demonstrating bipartisanship; and, other special, relevant resources.

Strategic Relationships with Organizations

As GrayRobinson is the state lobbying firm for the Florida League of Cities, we will work in conjunction with the League and the City to support mutually beneficial budget appropriations, legislation, and agency rules or regulations. In addition, GrayRobinson's Tallahassee office is in the same building as the League, so our Tallahassee lobbyists have direct access for in-person communication at any time and regularly interact with League officers, directors, and staff.

In addition, GrayRobinson is a founding member of Floridians for Better Transportation and has a long-held gubernatorial-appointed seat on the board of Enterprise Florida, Inc. (the state's public-private-partnership economic development arm). The firm represents and is very active with the Florida Association of Counties and partners and obtains an active membership with the Florida Airports Council.

GrayRobinson also represents several Florida associations in their lobbying efforts that may help serve the City's interests. These include Associated Builders and Contractors of Florida, Central Florida Hotel and Lodging Association, Florida Association of Agencies Serving the Blind, Florida Association of American Institute of Architects, Florida Association of Blood Banks, Florida Association of Counties, Florida Association of Insurance Agents, Florida Craft Distillers Guild, Florida League of Cities, Florida Library Association, Florida Municipal Electrical Association, Florida Rural Water Association, Florida Solar Energy Industries Association, and NAIOP.

Specific Relationships with State Elected Officials

GrayRobinson is well known and respected in the legislative and executive branches, including state agencies, and has a broad network of personal and professional relationships with key decision-makers and their staff. With 14 offices throughout the state of Florida and an office in Washington, D.C., we get to know legislators, agency heads, key staff, and other elected officials in their hometowns. We support their causes, are involved in the same civic organizations, and we are their neighbors and friends. Given our size, scope, and growth strategy over the years, rarely does a local leader ascend to a state government role without some significant familiarity with GrayRobinson as a firm or a direct relationship with one or more of our professionals throughout the state. One cannot effectively advocate without the ability to interact and work with legislators, members of the governor's staff, and the heads of Florida's many agencies in many different venues and circumstances.

GrayRobinson is prepared to utilize these relationships built on trust and honest and forthright interactions over several years on behalf of the City and its priorities. GrayRobinson has decades of experience in lobbying the Florida Legislature, both offensively and defensively, on behalf of private and public entities. Many of our attorneys and consultants began their careers as staff to the Florida Legislature, Governor's Office, and state agencies, providing our clients with a unique perspective on the most efficient means of meeting their legislative goals.

In addition, we have decades of experience successfully representing our clients before the regulatory agencies of Florida, including but not limited to: the Department of Financial Services; the Office of Insurance Regulation; the Attorney General; the Department of Transportation; the Department of Environmental Protection; the Department of Business and Professional Regulation; the Agency for Health Care Administration; the Department of Health; and the Department of Economic

Opportunity. Firm members are active in the political process and maintain close relationships with legislators and influential statewide and local political leaders.

Our relationships with legislative leaders will be vital to the success of the City's efforts. The GrayRobinson Government Affairs and Lobbying Group includes two former speakers of the Florida House, the immediate past chief of staff and the immediate past general counsel to the governor, former state representatives, and members that act as policy advisors, strategic consultants, and advocates for multiple public and commercial entities and related statewide associations. Through these experiences, the team has developed close relationships with legislative leadership, influential committee chairs, and their staff.

In addition to our legislative branch capabilities, with members that have collectively served and advocated under five governors, our team maintains excellent working relationships with all of the agency heads in the current DeSantis administration and Cabinet. Our team will advise the City on the political outlook of the Governor and Legislators as well as the impacts of key policies and programs within Florida as they apply to you.

Below you will find descriptions of some of GrayRobinson's specific relationships. We will use all of these relationships to gain support for the City's priorities. We will utilize our experience and inside knowledge and relationships to guide us in drafting appropriate correspondence and scheduling briefings and meetings as needed to further garner support.

Our team has strong working relationship with the minority leadership teams including House Minority Leader **BOBBY B. DUBOSE** and Senate Minority Leader **GARY M. FARMER, JR.** Members of our team were early supporters of House Speaker **CHRIS SPROWLS**, and we have been working closely with Senate President **WILTON SIMPSON** since well before he was appointed by his class to lead his chamber. We know their priorities and leadership styles, and our team has developed and sustained excellent relationships with leadership teams and their top lieutenants on both sides of the aisle. We have worked diligently to forge these relationships based on common interests, trust, and reliability.

Perhaps the best way to better establish the trust and confidence we are asking the City to place in the GrayRobinson team is to point to times when others, similarly situated, put their trust and confidence in us. What follows is a snapshot of the experience and expertise that our firm brings to the table for our clients:

GRAYROBINSON PRESIDENT AND CEO AND CHAIR OF GOVERNMENT AFFAIRS DEAN CANNON served in the Florida House of Representatives from 2004 until 2012. He served as chair and member of the Transportation and Economic Development Appropriations Committee from 2006 to 2008 and chaired the influential Economic Expansion and Infrastructure Committee from 2008 to 2010. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term. Through his public service, he formed valued relationships throughout Tallahassee and across the state. These relationships continue to this day with the current legislative leadership, legislators, executive branch agency heads and their staff, cabinet members, and other elected officials.

GRAYROBINSON SHAREHOLDER ANDY BARDOS served as special counsel to the president of the Florida Senate, assisting in the development of legislation, and served as policy coordinator to the Judiciary Committee, the Health Regulation Committee, and the Ethics and Elections Subcommittee.

GRAYROBINSON OF COUNSEL ATTORNEY TIM CERIO served as General Counsel to Florida Governor Rick Scott. As General Counsel, Tim was the chief legal advisor to the Governor and the Executive Office of the Governor's legal liaison to all state and local agencies. Tim previously served as general counsel and subsequently Chief of Staff of the Florida Department of Health.

GRAYROBINSON SENIOR GOVERNMENT AFFAIRS CONSULTANT LARRY CRETUL served on the Marion County Commission from 1994 to 2002, including two years as Chairman. In 2002, he was elected to the Florida House of Representatives and was selected by his peers in 2009 to serve as Speaker of the House from 2009 to 2010.

GRAYROBINSON SHAREHOLDER GEORGE LEVESQUE served as Special Counsel and policy advisor to the Florida Speaker of the House, General Counsel to the Florida House of Representatives, and most recently, as General Counsel to the Florida Senate.

GRAYROBINSON SENIOR GOVERNMENT AFFAIRS CONSULTANT KIM MCDUGAL, PH.D. served as Chief of Staff to Florida Governor Rick Scott, where she was responsible for directly serving and advising the Governor on issues pertaining to more than 100,000 executive branch employees and administered an \$83 billion state budget. Kim also worked for Governor Bush in several roles within the Executive Office of the Governor, including as the policy coordinator for education in the Office of Planning and Budget.

GRAYROBINSON OF COUNSEL ATTORNEY BURT SAUNDERS served as a Florida Senator for District 37 from 1998 to 2008; a Florida Representative from 1994 to 1998; a Collier County Commissioner from 1986 to 1994; and as Collier County Attorney from 1982 to 1986. Burt is currently serving as a Collier County Commissioner.

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

As evidenced throughout this response, central to our growth throughout the last 50 years is GrayRobinson's civic, community, and political activism culture. Our significant lobbying practice, combined with this culture of activism, has resulted in strong relationships across the state with members and professional staff of Florida's Congressional Delegation. Moreover, in this age of state term-limits, inevitably state and local elected officials with whom we work on a daily basis become members of Congress, and our relationships and connectivity to these leaders continue. All told, we are confident that the GrayRobinson relationships with and connectivity to the Florida Congressional Delegation are unsurpassed amongst Florida law and lobbying firms.

The City of Belle Isle Team

GrayRobinson will utilize a team approach designed to maximize communication and responsiveness to the City's needs. The team lead for all work done on behalf of the City will be Chris Dawson. Chris will direct the efforts of the group and be accountable for all work executed. In addition to Chris, Doyle Bartlett (federal), Dean Cannon, Chris Carmody, Katie Flury, Blair Hancock (federal), Laura Lenhart, and Jason Unger will serve as the primary team for the City's representation.

GrayRobinson is distinctive among lobbying firms in its approach to client service and staffing. Team members work together in a fully integrated dynamic to achieve a client's goals. This maximizes individual team member strengths, provides effective organizational communication, and amplifies our effectiveness on behalf of our clients. For that reason, with the City's approval, any member of our Government Affairs and Lobbying Group may be utilized as situations dictate. However, oversight of and accountability for the City's matters will rest with Chris.

Please see Section 3. Appendix for complete biographies for all team members.

4.2.3 Fee Proposal

The Proposer shall provide a proposed rate of compensation, marked as “Fee Proposal”, detailing a comprehensive fee schedule that designates the total flat rate of compensation for a twelve-month term that includes compensation for any and all reasonable out-of-pocket costs and expenses, including but not limited to copying, messenger services, telephone and cell phone charges, postage, food, parking, and mileage expenses. If the City determines it to be advantageous, it may extend the term of the contract for up to four (4) one-year periods. It is expressly understood and agreed that the obligation of the City to make payments to the successful Proposer shall only extend to monies appropriated annually by the Council and encumbered for the purposes of this Agreement.

Please see the corresponding document, City of Belle Isle RFQ #21-03 - Fee Proposal, submitted in a separate sealed envelope marked “Fee Proposal.”