

BALLARD | PARTNERS


Proposal for:



RFQ #21-03
Lobbying and Intergovernmental
Consultant Services

February 24, 2021

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PROPOSAL LETTER

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

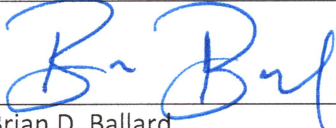
We propose to furnish and deliver any and all of the deliverables and services named in the attached Lobbying and Intergovernmental Consultant Services Request for Qualifications ("RFQ") for the City of Belle Isle ("City") for which prices have been set. The price(s) offered herein shall apply for the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

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

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

PROPOSAL SIGNATURE AND CERTIFICATION

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

Authorized Signature of Proposer	
Print or Type Proposer's Name	Brian D. Ballard
Print or Type Name of Company	Ballard Partners, INC.
Date	2-24-2021

Scope of Work

Qualifications and Expertise (4.2.1.A)

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

About Us

Ballard Partners began operations in 1998 with one office located in the heart of downtown Tallahassee. Over the past 23 years, we have expanded our presence to include the state's major metropolitan areas with offices in West Palm Beach, Miami, Tampa Bay, Orlando and Ft. Lauderdale. Our most recent growth has expanded our reach into Washington, DC and Tel Aviv.

The Firm is comprised of 35 professional, full-time governmental consultants with substantial backgrounds in legislative and administrative issues. The Firm's continued success is the result of our team members' emergence from the senior ranks of both the legislative and executive branches of government.

The success of the Firm and that of our clients relies upon our ability to maintain important relationships within various levels of government, as well as our ability to grasp policies and priorities unique and important to our clients. All of our consultants spend time building working relationships with important legislative members and their staff. Broad relationships from both the legislative and executive branch of government have been cultivated by our staff prior to their joining the Firm, and these relationships allow us consistent interaction with government leaders and key staffers.

As a Firm, we have experienced over two decades of continuous growth and success at the state and local levels of government relations, routinely topping the list of governmental firms in Florida, and are working tirelessly to achieve the same scale of success in the federal arena. With unparalleled experience and knowledge of national and Florida politics, our Firm's proficiency and expertise in navigating the ins-and-outs of Washington and the halls of the Florida Capitol, is a distinct advantage to our clients. We believe it is our combined expertise and relationships at all levels of government that are uniquely beneficial to our clients. Legislative and executive branch advocacy is the cornerstone of our practice.



Our Team

Our distinct advantage comes from our highly-skilled, bipartisan team. Our Partners join our Firm after serving in senior positions at the highest levels of local and state government, business, politics, and media. They are experts in public policy and campaigns who have cultivated lifelong relationships with key leaders and decision makers throughout the state. Every member of our team is a passionate and persuasive advocate.

The key personnel assigned to the City of Belle Isle will be Brian Ballard, President, Chris Dorworth, Partner, and Christy Brodeur, Partner. Beyond the primary contacts, all of the Firm's principals will be utilized when necessary. We believe it is our combined expertise and relationships at all levels of government that will be uniquely beneficial. All representatives of the Firm may be contacted through our Tallahassee office.

Brian D. Ballard, President – Brian has earned a reputation as a tireless, persistent and effective advocate for his clients' interests. He has been recognized in *The Hill: Top Lobbyists / Hire Guns 2020*; *Florida Trend's 2020 Most Influential Business Leaders*; named a member of *Vanity Fair's "New Establishment for 2019"*, and listed among the 18 to watch in 2018 by Politico Playbook Power List. His accomplishments have spanned over 25 years and includes legislative successes on hundreds of policy and funding initiatives in Florida and Washington, DC.

Brian has taken his passion for politics and policy to the national scene, opening up Ballard Partners' Washington, DC office in February 2017. He is spearheading the firm's successful efforts with a first-class bi-partisan government relations team that represents clients across the federal landscape and impacting a myriad of domestic and foreign affairs issues.

As one of the top political insiders in Florida and Washington, Brian's political portfolio includes meaningful roles in several presidential and gubernatorial campaigns. He chaired the Florida Finance Committee of Republican presidential nominees John McCain in 2008, Mitt Romney in 2012 and Donald J. Trump in 2016. Additionally, Brian has served as vice chairman of the Presidential Inaugural Committee and was appointed as a member of the Presidential Transition Finance Committee. Recognizing his formidable fundraising and political skills, the Republican National Committee tapped Brian to serve as the Finance Vice Chairman to help build resources for key national races.

Brian and his wife Kathryn were honored to be selected by three Florida Governors to plan and execute their inaugural ceremony and events, serving as Co-Chairs of the inauguration for Governor Ron DeSantis, Governor Rick Scott and Governor Charlie Crist.

Among his important public service experience, Brian currently serves on the Board of Trustees for the John F. Kennedy Center for the Performing Arts. He previously served on the U.S. and Foreign Commercial Service Advisory Council, after appointment by the U.S.

Secretary of Commerce. He also directed the transition and assisted in the U.S. Senate confirmation of Governor Bob Martinez as the Director of the Office of National Drug Control Policy (Drug Czar) in the Executive Office of the President.

As chief of staff in the Executive Office of the Governor, Brian developed a special interest in environmental issues. Among his accomplishments, he served as chief architect of Preservation 2000, the largest public acquisition program for environmentally sensitive lands in the nation. He also served as Florida's chief negotiator with the U.S. Department of the Interior to end offshore drilling along the state's southeast coastline and the Florida Keys. The American Lawyer magazine rated Brian as one of America's top rated lawyers in the field of Energy, Environmental and Natural Resources law.

Committed to community service, Brian has been a member of the Council of 100, the Collins Center for Public Policy, Florida Governor's Mansion Foundation, and the City of Tallahassee Architectural Review Board. He has received Florida's highest award for historic preservation recognizing his efforts involving preservation of historic buildings. In 2016, Brian and Kathryn were inducted into Florida State University's Francis Eppes Society for their philanthropic support to the University.

Before establishing Ballard Partners, Brian served as managing shareholder for Bryant Miller Olive P.A. He currently serves as counsel to Panza, Maurer & Maynard, P.A. He received both his Bachelor of Science degree in Business Administration and his Juris Doctorate from the University of Florida, where he was later inducted into the University's Hall of Fame.

Chris Dorworth, Partner – Chris was elected to the Florida House of Representatives in a special election in 2007 and was re-elected in 2008 and 2010. His list of legislative accomplishments is extensive, having served as the chairman of the inaugural Rulemaking & Regulation Subcommittee, co-chairman of the once-a-decade Florida House Redistricting Subcommittee and as vice-chairman of the full House Appropriations Committee.

Prior to his election to the Florida Legislature, Chris established a record as a leader in the central Florida. He served twice as chairman of the Seminole State College Board of Trustees, as chairman of the Seminole Soil and Water Conservation District, and as vice-chairman of the Seminole Planning and Zoning Commission. In 2003, Chris served as president of the Seminole County Young Republicans.

Chris has an established record of success in complex land entitlements, deal structuring and finance. He has traveled throughout Europe, Asia and Middle East on behalf of his clients.

He is a graduate of the University of Florida, where he served as Student Body President. At UF, he received many honors; most notably he was named outstanding male leader

graduate of his class, was selected as a member of the University Hall of Fame and was inducted into Florida Blue Key. Chris was a two-term chairman of the Florida Student Association, Inc, the board of directors of all the student body presidents of public universities in Florida. He received his MBA from Duke University.

Christy Brodeur, Partner – Christy Daly Brodeur has two decades of experience working with the Florida Legislature and Executive Branch on public policy for children and families. Most recently she served as Secretary of the Department of Juvenile Justice where she played an integral role in the development and implementation of data-driven reform in the largest, most comprehensive, juvenile justice system in the country. The success of Florida’s reforms is evidenced by the dramatic drop in all major categories of crime during her tenure, leading to the lowest level of juvenile delinquency in more than 40 years. She has also contributed to the national movement of juvenile justice reform and is seen as a national leader in her field.

Christy is a passionate advocate for children and families and a known collaborator. She has successfully partnered with many stakeholder groups, such as law enforcement, the judiciary, and child welfare and is known to manage challenging issues and competing priorities.

Prior to becoming Secretary, Christy held numerous leadership positions at the Florida Department of Juvenile Justice and the Florida Network of Youth and Family Services. She has worked nationally with the Center for Juvenile Justice Reform at Georgetown University, the Annie E. Casey Foundation and the Council of Juvenile Correctional Administrators.

Christy currently serves on the board of directors at Inspire of Central Florida, a non-profit organization that provides employment opportunities and life skills training for adults with developmental disabilities.

Brian Ballard will oversee the Firm’s efforts on behalf of the City. His primary focus will be to advance the City’s agenda with key legislative, local, and state leaders, respective committee chairs, executive agencies and the Executive Office of the Governor.

Christy Brodeur and Chris Dorworth will lead the advocacy efforts for the City, communicating the City's agenda with the Florida Legislature and state government agencies. They will handle the day-to-day responsibilities in advancing the City's legislative agenda in Tallahassee, coordinating and attending meetings with members and staff of the Florida Legislature, respective House and Senate committees and the various state agency officials as well as the Governor's office.

Experience

We are proud of our reputation as the top firm in Florida and our long list of satisfied and successful clients. Whether it's passing industry changing legislation, securing hundreds of millions of dollars in appropriations, or navigating complex advocacy campaigns - our clients consistently achieve their goals.

Local Government

The Firm has long advocated for the needs of local governments and authorities and its professionals have represented dozens of local governments in Florida. Our experience in the municipal arena began in 1998 with the City of Boca Raton and Martin County, which we still represent. Since that time our local government practice has grown to include the Cities of Boynton Beach, Delray Beach, Palm Beach Gardens and the Towns of Palm Beach and Lantana. In addition to Martin County, our county government representation has included Miami-Dade, Charlotte, Osceola, Polk and Alachua counties. Major local government issues worked on by the Firm have included implementation of the Article V Constitutional Amendment; Everglades restoration; property tax reform initiatives; wetlands mitigation; public construction regulations; and beach re-nourishment projects.

We have been privileged to represent numerous local government clients, working in partnership to achieve many successes. We offer the following as a sample of the many accomplishments we have achieved on behalf of some of our local government clients.

Town of Palm Beach

We have represented the Town of Palm Beach for over a decade and have successfully advocated for them on numerous issues from historic preservation grants to dredging issues at the Palm Beach inlet. In 2017, we successfully amended legislation to carve out the Town from legislation that allowed for the co-location of micro wireless transmitters in the utility right of way.

That Session, legislation was passed that stated a municipality may not "prohibit, regulate, or charge for the collocation of small wireless facilities in the public rights-of-way, except as specified in the bill." We discussed the issue with the Town who felt it could interfere with the Town wide burial of utility lines. We drafted an exemption to the bill, determined similar towns that fit the same definition as Palm Beach, and then successfully advocated to the sponsors of the bill and Legislative leaders to amend the bill.

As a result, one of the few but very key exemptions in the statute is for a municipality that:

- Is located on a coastal barrier island as defined in s. 161.053(1)(b)3.;
- Has a land area of less than 5 square miles;
- Has less than 10,000 residents; and
- Has, before July 1, 2017, received referendum approval to issue debt to finance municipal-wide undergrounding of its utilities for electric transmission or distribution.

City of Palm Beach Gardens

We have been successful in multiple years to secure funds for the City of Palm Beach Gardens to reconstruct their stormwater system. Most recently they received an additional \$300,000 which allows them to complete another phase. In 2018, we secured another \$250,000 for phase III to provide stormwater attenuation and water quality treatment for the removal of nutrients prior to discharge into the C-17, C-18 and the Intracoastal drainage basins, which are impaired water bodies pursuant to section 303d of the Clean Water Act and have been verified as impaired water bodies by the Florida Department of Environmental Protection (FDEP). This phase of the project includes repairs and cleaning of existing stormwater pipes, canals, swales and detention/retention areas as needed.

City of Jacksonville

In addition to issues before the Legislature, we have also assisted the City of Jacksonville with unique issues that came before various State agencies. For example, in 2018 we assisted the City at the Department of Children and Families as they explored options to use land the Department has in the City of a possible rowing center and increased recreation options for area residents. We have also assisted with access to top agency staff at the Department of Transportation, Emergency Management and the Executive Office of the Governor when needed for multiple issues since we began our engagement. We have also successfully advocated for multiple appropriation projects each budget year including:

- Jacksonville Journey's Recidivism Reduction Program \$900,000
- Community-Oriented Policing Services (COPS) \$250,000
- Moncrief-Dinsmore Bridge Replacement \$500,000
- Pedestrian Safety Improvement Project \$1,100,000
- JP Small Park Museum Improvements \$500,000
- Crosswalk Countdown Head Improvement Plan \$631,072
- Freedom Park \$521,855

The Firm assisted the City of Jacksonville during the 2019 Session to obtain funding for Freedom Park. Freedom Park will be dedicated to two groups with strong ties to Jacksonville. The park will recognize Veterans with Post Traumatic Stress Disorder (PTSD) and the Gullah Geechee. Additionally, Freedom Park will create an entry feature into the National Heritage Corridor and Fort Caroline National Memorial. These locations are national assets and important to the history and culture of the area. The City received \$521,855 for the project.

Martin County

Martin County is one of the few counties in Florida that does not allow for the mitigation of wetlands, specifically prohibiting the destruction of any wetlands. This local policy is one of the strictest in the State and has come under fire on the legislative front for several years. The 2013 Session was no different. Language that would have preempted Martin County's ordinance was included in several important bills moving through the legislative process. Working with the Martin County delegation, and other concerned interest groups, we were able to have this language removed from all legislative vehicles ensuring defeat of this state pre-emption.

Miami-Dade County

Miami-Dade County sought for two sessions, a change in state law to authorize transfers of right-of-way between local governments by deed. When a new city incorporates or an area is annexed to an existing city, the County transfers neighborhood streets from being county unincorporated ownership and maintenance to city ownership and maintenance. The law at the time required the County to do right-of-way transfer by map, a costly process for local governments (a similar process to an individual surveying a house and property for purchase but on a larger scale). Current law allows the Florida Department of Transportation (DOT) to transfer road right-of-way by deed or map. We were successful in amending the omnibus DOT legislative package (HB 599) during the 2012 Session to include language that would give the County the same option to utilize a Right-of-Way deed transfer in lieu of mapping when transferring county roads to municipalities. This flexibility will result in a substantial cost savings to taxpayers.

City of Delray Beach

We assisted in passing HB 21 by Representative Bill Hager and Senator Jeff Clemens relating to Substance Abuse Services which will address the spread of sober homes in Florida. This issue was a priority for many of clients including the City of Delray Beach. This important bill establishes voluntary certification programs for recovery residence administrators and recovery residences, commonly referred to as Sober Homes.

Sober Homes certified under the new process will be inspected by a credentialing entity prior to the initial certification and during every subsequent renewal. It also requires certified recovery residences to be actively managed by a certified recovery residence administrator. Lastly it requires all owners, directors and chief financial officers of a sober home, as well as, individuals seeking certification as an administrator, to pass a Level 2 background screening.

Additionally, after a year of advocacy, in 2018 we secured \$300,000 for the Atlantic Dunes Park, located on the Coastal Dune in the City. The park area suffers from water quality issues created by hurricane / King Tide induced flooding and a low seawall on the Intracoastal Waterway that allows contaminants from the parking area to flow into the waterway. This project will design and implement solutions to resolve these issues and address invasive exotic plants on the dune.

City of Boca Raton

With around 825 miles of beaches in Florida, funds for beach re-nourishment is a very competitive funding area. In 2015 we were able to help one of the City of Boca Raton's projects stand out from the list of 31 ranked projects. The Central Boca Raton Beach Nourishment project was allocated \$1.7 million from the total \$32 million of beach projects statewide.

City of Boynton Beach

We successfully secured \$250,000 for the City of Boynton Beach for a water project in 2018. It will allow indirect withdrawals and treatment of canal water released from the Everglades Water Conservation Areas (WCAs) to provide additional reclaimed water during the peak irrigation demand while reducing the amount of canal water and nutrients sent to tide and reduce the potential for coastal algae blooms.

The City of Boynton Beach also received \$300,000 for a project that will replace an existing sewer treatment plant with a new energy-efficient advanced treatment sewer plant that will produce reusable water for the City's Beachfront Park. The City owns and maintains a beachfront park that has been closed several times due to high bacterial levels that can be traced to on-site sewage disposal and storm water discharge. The project will also add storm water treatment systems for the parking areas, roofs and sun shades to capture storm water, treat the water and combine with reuse water for on-site irrigation and grey water uses within the buildings.

Budget Appropriations

We have a great deal of experience in identifying and obtaining state financial support for our clients. The appropriations process is one that is constantly changing. Our Firm expends a great deal of effort on understanding this evolving process and developing relationships with the elected officials that oversee Florida's budget. The process of obtaining funding can be a vastly different process from year to year, and our involvement is a continual exercise. Obtaining positive results for our clients requires a constant presence among decision makers and staff members responsible for implementation.

Below is the list of appropriations items the Firm successfully secured for our clients during the three most recent legislative sessions:

2020-21 Fiscal Year

Recipient	Issue/Line Item	Funding Amount
Seminole State College	Remodeling of Building L, Sanford/Lake Mary Campus	\$ 2,500,000
Seminole State College	Building G, Sanford/Lake Mary Campus - roof replacement	\$ 1,284,470
Seminole State College	Building V, Sanford/Lake Mary Campus - HVAC	\$ 717,438
Florida Atlantic University	AD Henderson Lab School	\$ 15,000,000
Florida Atlantic University	Jupiter STEM/Life Sciences Building	\$ 11,146,000
WMFE	Replace failing HVAC system	\$ 1,300,000
WMFE	Replace unsafe lighting and electrical panel	\$ 330,000
WMFE	Replace flame retardant curtains in community center	\$ 50,000
Hab Center of Boca Raton	Programmatic instruction, vocational training and other hands-on training for people with disabilities	\$ 200,000
UF Lastinger Center	Early Learning Florida Professional Development Program	\$ 3,000,000
Help Me Grow	Help Me Grow	\$ 1,808,957
UF Lastinger Center	Literacy Matrix (via Just Read Florida)	\$ 1,000,000
FAU	Max Planck Scientific Fellows (Base)	\$ 889,101
FAMU	Crestview Campus - Pharmacy Program	\$ 1,500,000

Council of Florida Medical School Deans	Florida Medical School Quality Network	\$ 2,000,000
DACCO	Graduate Medical Education	\$ 2,200,000
Citrus Health	Psychiatric GME	\$ 525,000
UF College of Dentistry	Supplemental Payments for Faculty Dentists	\$ 12,601,993
Camillus House	Phoenix Human Trafficking Recovery Program	\$ 200,000
Circles of Care	Circles of Care - Baker Act CSU Beds	\$ 700,000
MT. Sinai Medical Center	Brain Bank - Alzheimer's Disease Research	\$ 100,000
Epilepsy Florida	Florida Epilepsy Services Program	\$ 250,000
K-9s for Warriors	K-9s for Warriors	\$ 600,000
Re-Entry Alliance Pensacola	REAP Re-Entry Portal	\$ 300,000
Broward County	Nancy J. Cotterman Crisis Intervention Programs	\$ 175,000
Martin County	Savanna South Water Control Weir	\$ 100,000
City of Winter Haven	Dr. Martin Luther King Jr. Park ADA Improvements	\$ 200,000
WeatherSTEM	FDEM Mesonet - sever weather monitoring stations	\$ 970,000
	Transition Funding to Assist States with Implementation of Family First Prevention Services Act (Federal TF)	\$ 6,840,000
TOTAL		\$ 68,487,959

2019-20 Fiscal Year

Recipient	Issue/Line Item	Funding Amount
FAMU	Center for Access and Student Success (CASS)	\$ 24,845,000
Florida Atlantic University	AD Henderson University Lab School	\$ 11,500,000
University of South Florida	Morsani College of Medicine and Heart Institute final year of funding /USF	\$ 13,400,000
Early Childhood Initiative	Help Me Grow Florida	\$ 1,808,957
FL SouthWestern State College	Operational Funding Increase	\$ 1,000,000
Florida Atlantic University	Max Planck Florida Scientific Fellows Program - NonRecurring	\$ 750,000
Florida Atlantic University	Max Planck Florida Scientific Fellows Program- Recurring	\$ 889,101
Florida Polytechnic University	Advanced Mobility Institute	\$ 500,000
UCF	Advanced Manufacturing Sensor Project	\$ 5,000,000
Florida Medical Schools Quality Network	FMSQN Development of Quality Metrics Contract	\$ 2,000,000

Citrus Health Network	Graduate Medical Education (GME) - Psychiatry	\$ 480,000
AWS	Florida Safe Families Network Cloud Maintenance and Operational Expenses	\$ 2,963,362
Camillus House	Human Trafficking Recovery Program	\$ 250,000
Sailfuture Campus	Specialized mental health, job training and private education campus for foster youth in crisis	\$ 100,000
Citrus Health Network	Safe Haven for Homeless Youth	\$ 140,800
Circles of Care	Harbor Pines and Cedar Village	\$ 500,000
City of Hallandale Beach	Senior Programming at the Hepburn Center	\$ 82,080
Nova Southeastern University	NSU Health: Clinic-based service outreach	\$ 5,000,000
University of Miami	HIV/AIDS Research at CFAR (Centers for AIDS Research)	\$ 850,000
K9s For Warriors	Training and Pairing of Veterans with service dogs	\$ 500,000
REAP	Re-Entry Alliance of Pensacola Re-Entry Portal Program Funding	\$ 200,000
DACCO	DOC Substance Abuse Treatment Beds	\$ 600,000
FJJA	DJJ - Price Level Increase Residential Programs	\$ 750,000
Broward County	Nancy Cotterman Center - Anti-Human Trafficking Coordination / Community Outreach	\$ 100,000
Broward County	Nancy Cotterman Center - State Attorney Liaison Program	\$ 100,000
Orange County	Historic Little Econ Land Preservation	\$ 250,000
Martin County	Palm Beach County Loxahatchee River Preservation Initiative	\$ 270,000
City of Palm Beach Gardens	Stormwater System Reconstruction	\$ 300,000
City of Marathon	Keys Stewardship Funding	\$ 6,000,000
City of Jacksonville	Freedom Park	\$ 521,855
Friends of the Underline	Miami Underline Project	\$ 1,500,000
Mt. Sinai	Road Improvements on Ring Road and Sullivan Drive	\$ 1,000,000
City of St. Cloud	Downtown Revitalization	\$ 300,000
Technology Foundation of the Americas	Emerge Americas Conference	\$ 250,000
WeatherSTEM	FDEM Mesonet - sever weather monitoring stations	\$ 970,000
Charlotte County	Southwest Florida Regional Emergency Shelter (Charlotte County)	\$ 8,000,000
Harris	Outstanding SLERS payment from DMS (\$902,197 for fiscal year 2016-17 and \$454,968 for fiscal year 2015-16)	\$ 1,357,165

City of Delray Beach	Small Matching Historical Preservation Grant - 5 District Historic Resource Survey	\$ 50,000
City of Delray Beach	Small Matching Historical Preservation Grant - Education and Outreach, Digitizing Historical Records	\$ 50,000
Martin County	Special Category Historical Preservation Grant Restoration of Old Martin County Court House	\$ 125,000
Lion's Eye Institute	Special Category Historical Preservation Grant	\$ 500,000
Florida Atlantic University	"FAU 100" recurring base funding increase	\$ 12,000,000
Harris Corp	Support the HSMV LBR to upgrade 40 MFN-2 locations across the state, recurring funding	\$ 670,000
TOTAL		\$ 108,423,320

2018-19 Fiscal Year

Recipient	Issue/Line Item	Funding Amount
Pensacola State College	Baars Building #2 on BOG, will complete project	\$ 3,000,000
Florida SouthWestern College	Lee Campus - HVAC Chiller	\$ 1,000,000
Miami-Dade College	Complete West Campus facility #6 BOG	\$ 1,697,180
University of South Florida	Morsani School of Medicine #5 BOG	\$ 4,500,000
Early Childhood Initiative	Help Me Grow statewide system for developmental and behavioral health services	\$ 2,233,957
Hernando County School Board	Project SeaHORSE "Healing Opportunities and Resources in Secondary Education"	\$ 205,000
Miami-Dade College	Cybersecurity Training Center	\$ 700,000
Max Planck Institute	Florida Atlantic University -- Max Planck Florida Scientific Fellows Program - Recurring	\$ 1,639,101
FAMU	Crestview Education Center	\$ 1,500,000
Council of Florida Medical School Deans	FMSQN Contract with AHCA	\$ 1,000,000
Camillus House	Human Trafficking Recovery Program	\$ 500,000
Citrus Health Network	CHANCE Program - to serve Commercially Sexually Exploited Children	\$ 400,000
Citrus Health Network	Safe Haven for homeless children	\$ 140,800
DACCO	Brandon site	\$ 100,000
Circles of Care	Harbor Pines/Cedar Village	\$ 500,000
Circles of Care	Geropsychiatric Care Center	\$ 900,000
DACCO	Brandon site operations	\$ 200,000

Gateway	Project SAVING LIVES - Opioid overdose crisis treatment for Duval, Clay and Nassau counties	\$ 624,105
Phoenix Affiliates	Family stabilization for opioid addiction treatment patients	\$ 1,200,000
Hallandale Beach	Austin Hepburn Senior Mini Center	\$ 82,080
FAFCC	Free and Faith-based Charitable Clinics base funding	\$ 9,500,000
K9 for Warriors	Train and provide service dogs for veterans with PTSD	\$ 250,000
Re-Entry Alliance Pensacola (REAP)	Program funding for re-entry clients	\$ 200,000
DACCO	Substance abuse treatment/reentry beds	\$ 600,000
Florida Juvenile Justice Association	Staff Retention Plan - Direct Care JJ Professionals	\$ 2,000,000
Broward County	Nancy J. Cotterman Center - Human Trafficking Project	\$ 100,000
Florida Coalition Against Domestic Violence	FCADV Generator Project - State match for federal VOCA grant to install emergency generators in confidentially-located certified domestic violence centers	\$ 1,457,309
Broward County	Nancy J Cotterman Center - State Attorney Liaison Project	\$ 250,000
Boynton Beach	Alternative Reclaimed Water Supply Project	\$ 250,000
Palm Beach Gardens	Stormwater System Reconstruction Project	\$ 250,000
Delray Beach	Atlantic Dunes Park - Dune Restoration	\$ 300,000
City of Jacksonville	Crosswalk Countdown Head Improvement Plan	\$ 631,072
Dacra	Miami Design District - Public Right-of-Way improvements	\$ 500,000
Technology Foundation of the Americas	eMerge Conference	\$ 1,000,000
Seminole State College	Fire Marshal - Fire Safety Training Equipment	\$ 812,000
Seminole State College	Fire Marshal - Infrastructure Improvements	\$ 1,188,000
Harris	Competitive procurement of professional LiDAR mapping services for the production of a complete and accurate 3D map of the entire state	\$ 15,000,000
Harris	SLERS Contract Payment	\$ 20,231,476
FAMU	Operational Support	\$ 7,629,758
Miami-Dade College	Operational Support	\$ 900,000
Aramark	Mental Health Contract Extension	\$ 800,000
Seminole State College	Reappropriation of the lesser of the expended balance or \$1,602,283 for the renovation/remodeling of Building 300 on the Altamonte Springs Campus	\$ 1,602,283
Harris	Budget authority for outstanding SLERS payment from DMS	\$ 1,717,564
University of South Florida	Morsani School of Medicine - FEMA Reimbursement based funding	\$ 2,500,000
TOTAL		\$ 91,791,685

Engagement Approach

It has been our experience over many years of successfully representing our clients that establishing definitive expectations, timelines and work plans at the outset of any engagement is most effective. Upon engagement, the Firm highly encourages an audit of all areas of interest for the City, so that we can work to develop the strategies to achieve expected outcomes. Clearly defined legislative agendas eliminate confusion and redundancy with City legislative staff.

Because of our deep relationships in Tallahassee and our work with other public agencies, we are well acquainted with the importance of observing an established plan of work. Our clients hold us to the highest standards of responsiveness, accountability and excellence – and we hold ourselves to even higher standards.

As priorities and goals are established, we will devise and communicate an approach for accomplishing those legislative and policy needs. We are well versed in bill and amendment drafting, appropriations, and all other components of effective legislative and executive branch representation. The team will immediately begin to implement the strategy by identifying and working with key legislators and legislative committee staff. We will also maintain an active and ongoing engagement with committee chairs, key policymakers and staff of the legislative and executive branches at both the state and regional levels throughout the year. The team will coordinate with and assist the City to arrange legislative and agency meetings and appearances for City personnel, including but not limited to, legislative committee hearings, agency hearings, rule-making hearings and individual member or staff meetings.

We will work with the City staff to tailor suitable reporting styles and schedules for progress reports. Often while working an issue, more informal communication with the team's lead will occur on an as-needed, sometimes daily, basis. Through this constant communication, we will always be conscious of our compliance with the plans and specifications of the City.

Legislative and executive branch advocacy is the cornerstone of our practice. Once retained, our team will work with City staff to identify and review all areas of concern and interest, and establish the goals and priorities of the City. We will then develop an overall strategy, timelines and deliverables to address those issues and compile and produce the necessary supporting information. Beyond a list of identified action items, the team will track, monitor and report on all filed bills that may have an impact on the City. The team will have regular and ongoing communication with appropriate City staff to assure coordination of state, local and intergovernmental interests of the City.

It is critical to involve all members of the Orange Legislative Delegation in the plans, priorities and desired outcomes of each Legislative Session. Our methods will differ with the type of advocacy required, but the basis is the same; optimize the working relationships we have created to communicate the needs of the City. In addition to the Orange Delegation, we can coordinate legislative affairs and advocacy efforts with the League of Cities both locally and statewide, as well as any other appropriate entities while executing the City's legislative programs.

Brian Ballard will oversee the Firm's efforts on behalf of the City. His primary focus will be to advance the City's agenda with key legislative, local, and state leaders, respective committee chairs, executive agencies and the Executive Office of the Governor.

Christy Brodeur and Chris Dorworth will lead the advocacy efforts for the City, communicating the City's agenda with the Florida Legislature and state government agencies. They will handle the day-to-day responsibilities in advancing the City's legislative agenda in Tallahassee, coordinating and attending meetings with members and staff of the Florida Legislature, respective House and Senate committees and the various state agency officials as well as the Governor's office.

The Firm specializes in all aspects of governmental and public affairs, including legislative advocacy and administrative issues affecting agency decisions. Our philosophy is simple: We combine extensive government experience with unwavering advocacy to maximize clients' results. We bring a broad range of governmental and political expertise to meet the needs of its clients. Our lobbying success is grounded in our collective years of experience, a keen understanding of statewide and local politics, and effective representation in a myriad of policy areas, impacting a wide spectrum of state government.

We have diligently reviewed the Scope of Work requested in this RFQ and fully understand the requirements. We are passionate, persuasive advocates who maximize results for the clients we serve. The Firm is engaged at the highest levels of state government and will continue to meaningfully promote the City's legislative, budgetary and policy agenda.

Ballard Partners is confident that we can provide full-scale, comprehensive representation of the City in accordance with the stated requirements while in complete compliance with all applicable federal, state and local laws, statutes, ordinances, rules and regulations.

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Qualifications

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

Lobbyists register as individuals and are required to list their firm on the registration form and maintain a current mailing address and firm at all times. Firms do not register to lobby the Legislative and Executive Branch of Florida government, only individuals. All of the Firm's consultants are registered with the Lobbyist Registration Office on behalf of the clients they represent. The Firm is listed in the directory of Registered Lobbying Firms with the Lobbyist Registration Office.

In **Appendix #1** and **Appendix #2**, please see copies of the Firm's listings in the 2021 Legislative and Executive Lobbying Firms directories from the Florida Office of Lobbyist Registration.

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.

Ballard Partners, INC.
201 E Park Avenue, 5th Floor
Tallahassee, FL 32301
850.577.0444 | Main
850.577.0022 | Fax

Emails:
Brian Ballard | ballard@ballardpartners.com
Chris Dorworth | dorworth@ballardpartners.com
Christy Brodeur | christy@ballardpartners.com

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

Ballard Partners began operations in 1998 with one office located in the heart of downtown Tallahassee. Over the past 23 years, we have expanded our presence to include the state's major metropolitan areas with offices in West Palm Beach, Miami, Tampa Bay, Orlando and Ft. Lauderdale. Our most recent growth has expanded our reach into Washington, DC and Tel Aviv.

Brian Ballard has served as a lobbyist since 1998. Chris Dorworth has served as a lobbyist since 2012. Christy Brodeur has served as a lobbyist since 2007, having served in various leadership roles at Department of Juvenile Justice prior to joining Ballard Partners in 2018.

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

Ballard Partners, Inc. is a Florida Corporation. Please see the certificate of incorporation from the State of Florida in **Appendix #3** on page 33.

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.

Neither the Firm nor any employee thereof is involved in any pending litigation or received notice of any threatened litigation or claim.

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.

Brian Ballard, President, is authorized to sign for Ballard Partners, Inc. Please find the authorized proposer signature on the **Proposal Letter** on page 3.

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.

The Firm does not request any exceptions to this RFQ.

Remainder of page is intentionally blank.

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.

Please see **Appendix #4** and **Appendix #5** for our current clients as reported to Florida's Lobbyist Registration Office in the compensation report. As our client list changes often, it would be impossible to capture it completely accurately. The compensation reports are updated quarterly and provide a good representation of our client base and contract amounts.

General services for our state-level clients include, but are not limited to, the filing of specific legislation, tracking and reporting of general legislation, as well as all issues pertaining to State agencies, departments, and the Executive Office of the Governor. We are very active in obtaining State funding for a variety of projects and clients, as well as in facilitation of the political objectives of our clients.

Below is our firm's conflict of interest policy for all new and existing clients.

Legislative Clients

- Firm President, Brian Ballard personally reviews each new client and risk of a conflict with an existing client.
- Potential risk of conflict is discussed with the existing client prior to retaining the new client.
- In the event existing clients develop conflicting issues, we work with both clients prior to taking any public position on behalf of either client.

Local Government Clients

- From time to time we represent clients before local government entities.
- In all cases where the local government is also a client, we work with the local government to ensure that the representation is lawful and appropriate prior to retaining the local government client.
- Ballard Partners is NOT a law firm and does not provide legal representation for or against our clients.

Expertise & References (4.2.1.B)

4.2.1. B 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:

Per Addendum 1, *Sunshine Laws* and *Election Laws* have been omitted.

Area of Expertise	Description <i>Provide a brief summary of the work performed and final outcome)</i>	Reference <i>(Include name of entity, contact person’s name, address, phone number and email)</i>
Land Use and Zoning	<p>North Wynwood Re-Zoning</p> <p>The Firm represented out-of-state developer before the City of Miami Commission in the re-zoning of a large block in the North Wynwood community. The change will accommodate additional multi-family residential units and mixed-use commercial development. Our team coordinated all the local stakeholder meetings and received the support of community leaders, local non-profits, and important regional chambers of commerce. Additionally, we spent significant time working with staff and elected officials to accommodate their concerns, which resulted in one of the most significant affordable housing commitments in the history of the neighborhood.</p>	<p>Westdale Wynwood</p> <p>Yoni Bornstein, Founder</p> <p>92 SW 3rd ST 5211 Miami, FL 33130 (305) 432-0097</p> <p>YBinternational@gmail.com</p>
Home Rule Authority	<p>Charter Amendment & Home Rule Authority</p> <p>In 2016 we assisted our client, the City of Delray Beach with passage of a local bill to update a provision in the civil service code of their Charter. The City of Delray Beach was created by a special act of the Legislature in 1949 and the civil service code applied to all regular employees of the city. By removing it from the Charter, but maintaining it in the City’s ordinances, it provides flexibility for the City to make changes pursuant to its home rule authority.</p>	<p>City of Delray Beach</p> <p>Jason King, Intergovernmental Affairs Director</p> <p>100 NW First Avenue Delray Beach, FL 33444 (561) 243-7000</p> <p>king@mydelraybeach.com</p>
Transportation /Transit Initiatives	<p>State Transportation Trust Fund (STTF)</p> <p>Since 2015, on behalf of FTBA, we have continuously worked with all budget staff and legislative leadership to protect the State Transportation Trust Fund (STTF) from and possible sweeps, and to ensure that the STTF is fully funded. During this time, the STTF has remained intact and Florida has enjoyed record level investments in transportation infrastructure.</p>	<p>Florida Transportation Builders Association</p> <p>Ananth Prasad, President</p> <p>1007 E. DeSoto Park Drive Tallahassee, FL 32301 (850) 942-1404</p> <p>aprasad@ftba.com</p>

<p>State Budget/ Appropriations</p>	<p><i>Nancy J. Cotterman Center</i> The Nancy J. Cotterman Center (NJCC) is Broward County’s only Certified Rape Crisis and Accredited Children’s Advocacy Center. The programs at NJCC focus on providing best practice victim-centered, trauma-informed care, and individualized intervention services to victims of human trafficking, sexual assault, abuse, and child abuse. The Firm has successfully secured funding for NJCC by working with budget staff, the Governor’s Office of Policy and Budget, and Legislative leadership. Since 2015, the Firm has secured funding for numerous key projects for NJCC, including:</p> <ul style="list-style-type: none"> • Crisis Intervention Programs \$175,000 (FY 2020-21) • State Attorney Liaison Program \$100,000 (FY 2019-20) • Human Trafficking Outreach & Prevention \$100,000 (FY 2019-20) • State Attorney Liaison Program \$250,000 (FY 2018-19) • Human Trafficking Outreach & Prevention \$100,000 (FY 2018-19) • Rape Crisis Center – Services for Sexual Abuse Victims \$200,000 (FY 2017-18) • Rape Crisis Center \$250,000 (FY 2016-17) • Rape Crisis Center \$100,000 (FY 2015-16) 	<p>Broward County Devon West, Legislative Policy Advisor 100 S. Andrews Avenue Main Library, 8th Floor Fort Lauderdale, FL 33301 (954) 357-7575 DEWEST@broward.org</p>
<p>City Charters</p>	<p><i>Charter Amendment & Home Rule Authority</i> In 2016 we assisted our client, the City of Delray Beach with passage of a local bill to update a provision in the civil service code of their Charter. The City of Delray Beach was created by a special act of the Legislature in 1949 and the civil service code applied to all regular employees of the city. By removing it from the Charter, but maintaining it in the City’s ordinances, it provides flexibility for the City to make changes pursuant to its home rule authority.</p>	<p>City of Delray Beach Jason King, Intergovernmental Affairs Director 100 NW First Avenue Delray Beach, FL 33444 (561) 243-7000 king@mydelraybeach.com</p>
<p>FWC Issues</p>	<p><i>Anchoring and Mooring of Vessels</i> In 2017, HB 7043 implemented the recommendations of the Florida Fish & Wildlife Commission report on the state's Anchoring and Mooring Program. The Firm worked closely with the bill sponsors to successfully resolve the concerns of Marathon relating to new anchoring distance requirements for public mooring fields. The more restrictive provisions would have adversely impacted the City's Boot Key Mooring Field and its boating tenants.</p>	<p>City of Marathon George Garrett, City Manager 9805 Overseas Highway Marathon, FL 33050 (305) 289-4111 garretg@ci.marathon.fl.us</p>

<p>Public Safety</p>	<p><i>Inmate Portal System</i> The Firm helped secure \$500,000 for the Broward Sheriff's Office (BSO) to launch a new Inmate Portal System to reduce the recidivism rate in Broward County. In the fiscal year 2014-15, BSO determined that approximately 2,500 felony inmates would be released from the Florida State Prison system with plans on residing in Broward County. The recidivism rate for this population nationwide is 66% resulting in increased crime and victimization. Over 90% of these inmates do not possess ID cards, Birth Certificates, SS cards or other proper certifications making the reentry process extremely difficult. Most inmates have not been sufficiently linked with social service providers to ease the reentry to community process. Those issues may include: housing, substance abuse treatment, mental health needs and others. The new inmate portal office will help recently released inmates transition back into society, which is not only a public safety benefit, but a benefit for taxpayers as well.</p>	<p>Broward County Sheriff's Office Robin Rorapaugh, Director of Government Affairs 2601 West Broward Boulevard Fort Lauderdale, FL 33312 (954) 831-8290 robin_rorapaugh@sheriff.org</p>
<p>Environmental Initiatives</p>	<p><i>Water Policy Initiative & Environmental Conservation</i> Our Firm's work for Martin County during recent sessions has included a mix of policy and appropriations items. The County's focus included various environmental proposals such as the comprehensive water policy initiative and the Florida Water and Land Conservation Initiative/Amendment 1 implementation. The Firm was successful in helping the County secure funding for key projects including:</p> <ul style="list-style-type: none"> • Beach Renourishment – Bathtub/Sailfish Point: \$2,800,000 • North River Shores Phase 2 Vacuum Sewer System: \$1,500,000 • Leilani Heights Storm Water Improvement: \$50,000 • Coral Reef Monitoring Project: \$1,000,000 <p>In 2017 we were also successful in assisting the County to obtain \$1,000,000 in appropriations for the East Ridge Preserve – Hamm Parcel land acquisitions project. The funding will allow the County to acquire approximately 30 acres of globally impaired sand pine scrub habitat. The habitat will be managed as part of Martin County's environmental lands inventory, and as such would provide public access for passive recreational use including hiking, wildlife viewing and environmental education. The parcel has been part of the County's Land Acquisition Selection Committee's list since 2008.</p>	<p>Martin County Kloe Ciuperger, Legislative Coordinator 2401 SE Monterey Road Stuart, FL 34996 (772) 486-4134 kciuperger@martin.fl.us</p>

<p>Annexation</p>	<p><i>Annexation of Enclaves</i> In addition to successfully advocating for multiple appropriations for the City of Palm Beach Gardens over the years including water projects and park grants, in 2016 we also passed a statutory change that will benefit them and all local governments in Florida. The City was looking at ways to address the 12 enclaves contained in the City. An enclave is any unincorporated improved or developed area that is enclosed within and bounded on all sides by a single municipality. Through the City’s leadership, enclaves that are 110 acres or less may now be annexed to the appropriate municipality by interlocal agreement with the county having jurisdiction of the enclave.</p>	<p>City of Palm Beach Gardens John Boehm, Assistant to the City Manager 10500 N Military Trail Palm Beach Gardens, FL 33410 (561) 799-4100 jboehm@pbgfl.com</p>
<p>Introduction of Legislation</p>	<p><i>Discretionary Sales Tax</i> In 2016 we assisted the City of Jacksonville with the passage of State Legislation to address the City’s pension fund. The City’s three public pension funds were substantially underfunded, and if nothing were done, the City would be forced to contribute over 20% of the city’s operating budget towards pension. The City chose to seek a solution that did not raise taxes and kept the sales tax at 7% and also did not raise the ad valorem tax. Instead, with successful passage of the Legislation the City was able to extend an already existing ½ Penny Surtax to fund pension liability.</p>	<p>City of Jacksonville Jordan Elsbury, Director of Intergovernmental Affairs 117 W. Duval Street Jacksonville, FL 32202 (904) 630-7219 jelsbury@coj.net</p>

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Resources (4.2.2)

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.

At Ballard Partners we have 35 partners with offices in Tallahassee, Miami, Ft. Lauderdale, West Palm Beach, Orlando, Tampa, Washington DC, and Tel Aviv. The team is led by our resident and Founder, Brian Ballard, with over 30 years of experience in Florida Government and real friendships built from years of serving as Chairman for the Finance Committees and Inaugurations for President Trump, Governor DeSantis, Governor Scott, and Governor Crist. Additionally our bipartisan team includes leaders of both parties from every level of Florida Government including Former Congressman Robert Wexler, Former Florida Chief Financial Officer Jeff Atwater, Former Florida Attorney General Pam Bondi, Former Representative Chris Dorworth, Former Representative Jose "Pepi" Diaz, Former Representative Mike Abrams, Former Agency Directors Wansley Walter and Christy Daly Brodeur, Former Democratic Party Leaders Stephanie Grutman Zauder and Ana Cruz, Former Top Democratic Fundraiser Courtney Whitney, and many more. Each of our partners have deep relationships from years of service in their communities and government and work together as a team to leverage each other's relationships to support all of our clients.

Additionally, Ballard Partners has over 200 clients including Fortune 500 companies, public hospitals, universities, state colleges, technology companies, non-profits and dozens of municipalities. Often we can partner clients with similar legislative goals to enhance the results. For example, when the pandemic hit our communities we were able to work with our technology, health care, education, and government clients together to get quick information, expert support, and emergency resources to communities in need.

At Ballard Partners we are more than a government relations firm, we are a family. We live and work in our communities, we are dedicated to public service and we are committed to assisting all of our clients with achieving their goals.

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Acknowledgements

We believe that our capabilities in handling this work are clearly demonstrated in the strength of our team's background, experience and qualifications and the many clients that been with us for over 30 years. We would like to provide testament to those abilities and connections through the following comments and acknowledgements of clients, colleagues and industry insiders:

"Over the years, we have been involved in many complex legislative matters that require solid strategic counsel and knowledge of the issues. Ballard Partners has always been up to the challenge and has never failed to steer us in the right direction."

~ Ember Brillhart, Manager, State Relations, Honda North America, Inc.

"In a world where the size and number of clients matters, Ballard's roster of 108 tops them all: Cities, counties, hospitals, insurers, utilities, developers, drugmakers, parimutuels and pro sports teams..."

~ St. Petersburg Times

"Ballard Partners has been a critical partner in much of the progress we have made in Martin County as it relates to our state initiatives. Their counsel and efforts are second to none."

~ Commissioner Doug Smith, Martin County

"Equally important and less celebrated, is Ballard's talent for helping his clients land lucrative state contracts: \$938 million this year alone."

~The Miami Herald

"Ballard Partners. The powerhouse lobbying firm now has close ties to the governor and the next president. Firm partners Brian Ballard and Wiles were key Trump supporters in Florida."

~Tampa Bay Times, Winners and losers from Florida's 2016 election season

Ballard Partners in the News



8/1/2020

#1 Florida Lobbying Firm



3/2/2020

“Ballard Partners’ growth at the federal level hasn’t been to the detriment of their Florida operation. Newly filed lobbying compensation reports show Ballard Partners was **the top-earning firm** in the state last year...”



4/7/2020

“Ballard Partners, the powerhouse lobbying firm.”



3/31/2020

“Few lobbying shops have as much cache these days as Ballard Partners.”



5/13/2019

“Ballard is considered one of the most powerful lobbyists in the country.”



10/6/2017

“Ballard Partners is a powerhouse lobbying firm in Tallahassee, Miami, and other major Florida cities... Trump Organization's go-to lobbying wing when it needed.”

Fee Proposal (4.2.3)

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.

As instructed, enclosed with this proposal please find our *Fee Proposal* in a separate sealed envelope.

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Appendices

1. [Florida Lobbyist Registration – Legislative \(4.2.1.A\)](#)
2. [Florida Lobbyist Registration – Executive \(4.2.1.A\)](#)
3. [Florida Business Registration – Sunbiz \(4.2.1.A\)](#)
4. [Client List – Florida Lobbyist Compensation Report, Legislative Branch \(4.2.1.A\)](#)
5. [Client List – Florida Lobbyist Compensation Report, Executive Branch \(4.2.1.A\)](#)

In addition to the copies attached, all attachments have also been provided as links above.

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1. Florida Lobbyist Registration – Legislative (4.2.1.A)

02/09/21
06:00:03

2021 LEGISLATIVE LOBBYING FIRMS

A. B. Dudley & Associates Inc	(850) 559-1139	Anna H Upton, PL	(850) 228-6360
PO Box 428, Tallahassee, FL 32302		960 Live Oak Plantation Rd, Tallahassee, FL 32312	
<i>Dudley, Alison B.</i>		<i>Upton, Anna Holt</i>	
Po Box 428, Tallahassee, FL 32302-0428		960 Live Oak Plantation Rd, Tallahassee, FL 32312	
AB Governmental Affairs	(813) 361-4805	Ard Shirley & Rudolph PA	(850) 577-6500
761 Middlebrooks Court, Tallahassee, FL 32312		207 W Park Ave, Ste B, Tallahassee, FL 32301	
<i>Bisceglia, Amy C.</i>		<i>Ard, Samuel J.</i>	
P. O. Box 3237, Tallahassee, Florida 32315		Ard Shirley & Rudolph PA, PO Box 1874, Tallahassee, FL 32302-1874	
Acclaim Strategies Inc	(850) 570-5747	Ashton Advocacy Consulting, LLC.	(941) 773-2112
PO Box 923, Tallahassee, FL 32302-0923		2337 Lobelia Drive, Lake Mary, FL 32746	
<i>Kelly, Natalie</i>		<i>Ashton, Jennifer H</i>	
Po Box 923, Tallahassee, FL 32302-0923		2337 Lobelia Dr, Lake Mary, FL 32746-2679	
Active Policy Solutions, LLC	(202) 540-0623	Baker & Hostetler LLP	(407) 649-4000
2254 Thistle Rd, Glenview, IL 60026-7780		200 S Orange Ave, 200 S Orange Ave, Orlando, FL 32801	
<i>Key, Nicholas</i>		<i>Gruber, Kurt P.</i>	
1008 N Glebe Rd, Apt. 1418, Arlington, VA 22201-5658		SunTrust Center Ste 2300, 200 S Orange Ave, Orlando, FL 32801	
<i>Lakowski, Terri</i>			
2254 Thistle Road, Glenview, IL 60026			
Adams St. Advocates	(850) 445-0107	Baker Donelson	(850) 425-7500
205 S Adams St, Tallahassee, FL 32301		101 N Monroe St , Suite 925, Tallahassee, FL 32301-1549	
<i>Davant, Claudia</i>		<i>DeMeo, Ralph A</i>	
205 S Adams St, Tallahassee, FL 32301		101 N Monroe St , Suite 925, Tallahassee, FL 32301-1549	
<i>Fraser, Amanda</i>			
205 S Adams St, Tallahassee, FL 32301			
ADF Consulting LLC	(786) 586-7001	Ballard Partners	(850) 577-0444
8460 SW 184 St, Miami, FL 33157		201 E Park Ave, 5th Floor, Tallahassee, FL 32301	
<i>Figueroa, Andreina</i>		<i>Abrams, Michael I.</i>	
8460 SW 184th St, Miami, FL 33157		2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134	
Ai Advisory, Inc.	(786) 514-2965	<i>Atwater, Jeffrey</i>	
211 NW 102Nd St, Miami, FL 33150-1448		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
<i>Ibarra, Armando J</i>		<i>Ballard, Brian D.</i>	
211 NW 102nd St, Miami, FL 33150		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
Akerman LLP	(850) 224-9634	<i>Benford, Brady J.</i>	
106 E College Ave, Ste 1200, Tallahassee, FL 32301		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
<i>Hale, Russell B.</i>		<i>Bracy, Carol L.</i>	
Po Box 231, Orlando, FL 32802-0231		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
<i>Pinsky, Richard</i>		<i>Brodeur, Christina Daly</i>	
106 E College Ave, Tallahassee, FL 32301		201 East Park Avenue, 5th FL, Tallahassee, FL 32301	
<i>Tising, Ashlee R.</i>		<i>Burleson, Bradley S.</i>	
201 E. Park Ave., Suite 300, Tallahassee, FL 32301		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
<i>Wozniak, Carrie Ann</i>		<i>Burleson, Robert G.</i>	
420 S Orange Ave, Suite 1200, Orlando, FL 32801		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
All Florida Solutions Inc	(561) 997-9995	<i>Cruz, Ana</i>	
PO Box 81-1433, Boca Raton, FL 33481-1433		1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605	
<i>Handler, Henry B.</i>		<i>Diaz, Jose F.</i>	
PO Box 81-1433, Boca Raton, FL 33481-1433		2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134	
Allegiant Strategies Group	(850) 545-1887	<i>Dorworth, Chris</i>	
3607 N. Monroe Street, Unit 180310, Tallahassee, FL 32318		618 E. South Street, Suite 500, Orlando, FL 32801	
<i>Clark, David A</i>		<i>Forrest, Mathew</i>	
3607 North Monroe Street, Unit 180310, Tallahassee, FL 32318		1400 Centrepark Blvd, Ste 1010, West Palm Beach, FL 33401	
Anfield Consulting	(866) 960-5939	<i>Gorrie, Jan Johnson</i>	
201 W Park Ave, Ste 100, Tallahassee, FL 32301		1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605	
<i>Balido, Albert</i>		<i>Hansen, Christopher K.</i>	
201 W Park Ave, Ste 100, Tallahassee, FL 32301		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
<i>Bernardino, Frank S.</i>		<i>Johnston, John R.</i>	
201 W Park Ave, Ste 100, Tallahassee, FL 32301		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
<i>Fausel, Natalie</i>		<i>Josko, Todd</i>	
201 W Park Avenue, Suite 100, Tallahassee, FL 32301		1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605	
<i>Fernandez, Edgar G.</i>		<i>Payton, Donald J.</i>	
201 W Park Ave, Suite 100, Tallahassee, FL 32301		618 E. South Street, Suite 500, Orlando, FL 32801	
		<i>Rodriguez, Monica L.</i>	
		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
		<i>San Pedro, Katherine</i>	
		2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134	
		<i>Walters, Wansley</i>	
		201 East Park Avenue, 5th Floor, Tallahassee, FL 32301	
		<i>Young, Amy J.</i>	
		1400 Centrepark Blvd, Ste 1010, West Palm Beach, FL 33401	
		<i>Zauder, Stephanie Grutman</i>	

401 E. Las Olas Blvd., Suite 1400, Ft. Lauderdale, FL 33301

Barbara A. DeVane & Associates (850) 222-3969
625 E Brevard St, Tallahassee, FL 32308
DeVane, Barbara
625 E Brevard St, Tallahassee, FL 32308

Barlow Consulting Inc (561) 706-5878
Po Box 1498, West Palm Beach, FL 33402-1498
Barlow, Thomas W.
Po Box 1498, West Palm Beach, FL 33402-1498

Barney Bishop Consulting LLC (850) 510-9922
2215 Thomasville Rd, Tallahassee, FL 32308-0737
Bishop, Barney T III
2215 Thomasville Rd, Tallahassee, Florida 32308-0737

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ATTN: Bernie J. Friedman, 1 E Broward Blvd Ste 1800, Ft Lauderdale, FL 33301
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121 Alhambra Plz # 10, 10th Floor, Coral Gables, FL 33134-4540
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1 E Broward Blvd, Ste 1800, Fort Lauderdale, FL 33301
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Fuentes, Jose K.
121 Alhambra Plz Fl 10, 121 Alhambra Plaza 10th Floor, Coral Gables, FL 33134-4540
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1 E Broward Blvd, Ste 1800, Fort Lauderdale, FL 33301
Matthews, Nicholas G.
1 E Broward Blvd., Ste 1800, Fort Lauderdale, FL 33301
Sheals, LaToya
1 E Broward Blvd, Suite 1800, Ft Lauderdale, FL 33301-1876
Silver, Derek Grant
1 E. Broward Blvd., 18th Floor, Fort Lauderdale, Florida 33301

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Po Box 1054, Tallahassee, FL 32302-1054
Gosnell, Beth
Po Box 1054, Tallahassee, FL 32302-1054

BH & Associates Inc (850) 222-0191
PO Box 11094, Tallahassee, FL 32302
Jogerst, Brian B.
Po Box 11094, Tallahassee, FL 32302-3094

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1727 Highland Pl, Tallahassee, FL 32308
Black, Gregory K.
1727 Highland Place, Tallahassee, FL 32308

Boscan & Associates LLC (407) 383-4600
11655 Delwick Dr, Windermere, FL 34786
Boscan, Jose M.
11655 Delwick Dr, Windermere, FL 34786

Brad Ashwell (850) 294-1008
1536 Chuli Nene, Tallahassee, FL 32301
Ashwell, Brad
1536 Chuli Nene, Tallahassee, FL 32301

Bradford Group LLC (813) 833-5931
23200 Gracewood Circle, Land 'O Lakes, FL 34639
Bradford, Gary H.
3974 blue lantana lane, Land O' Lakes, FL 34638

Brandon D Tucker (772) 201-8722
104 NW 7th Avenue, Okeechobee, FL 34972
Tucker, Brandon Dwayne
104 NW 7Th Ave, Okeechobee, FL 34972-4102

Brenda D. Dickinson (850) 264-2184
PO Box 12563, Tallahassee, FL 32317
Dickinson, Brenda D.
Po Box 12563, Tallahassee, FL 32317-2563

Brewton Plante PA (850) 222-7718
215 S Monroe St, Suite 825, Tallahassee, FL 32301-1856
Brewton, Wilbur E.
215 S Monroe St, Suite 825, Tallahassee, FL 32301-1856
Labasky, Ronald A.
215 South Monroe Street, Suite 825, Tallahassee, FL 32301

Bronstein Consulting LLC (856) 720-0747
19 Narwyn Lane, Narberth, PA 19072
Bronstein, Michael
19 Narwyn Ln, Narberth, PA 19072

Buchanan Ingersoll & Rooney PC (850) 681-0411
101 N Monroe St, Ste 1090, Tallahassee, FL 32301
Bacot, Brett R.
Buchanan Ingersoll & Rooney PC, 101 N Monroe St Ste 1090, Tallahassee, FL 32301
George, Marnie L.
101 N Monroe St, Suite 1090, Tallahassee, FL 32301
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101 North Monroe Street, Suite 1090, Tallahassee, Florida 32301
Harrell, Michael P.
101 N Monroe St, Suite 1090, Tallahassee, FL 32301
Kruse, Mark Edwin
101 North Monroe Street, Suite 1090, Tallahassee, Florida 32301
Magill, James P. (Jim)
Buchanan Ingersoll & Rooney PC, 101 N Monroe St Ste 1090, Tallahassee, FL 32301
McGlynn, Kimberly F.
Buchanan Ingersoll & Rooney PC, 101 N Monroe St Ste 1090, Tallahassee, FL 32301

Buigas and Associates (850) 224-7946
713 E Park Ave, Tallahassee, FL 32301
Buigas, Pete J.
713 E Park Ave, Tallahassee, FL 32301

Butler Weihmuller Katz Craig LLP (850) 894-4111
3600 Maclay Boulevard, Suite 101, Tallahassee, Florida 32312
Maus, Kathleen J.
3600 Maclay Boulevard, Suite 101, Tallahassee, Florida 32301
Parker, Julius (Rick)
3600 Maclay Blvd, Suite 101, Tallahassee, FL 32312-1276

Calhoun Management & Consulting, LLC (850) 681-0496
PO Box 11026, Tallahassee, FL 32302
Calhoun, Barry Dale
Po Box 11026, Tallahassee, FL 32302-3026

Capital City Consulting LLC (850) 222-9075
124 W Jefferson St, Tallahassee, FL 32301-1713
Boxold, Jim
124 W. Jefferson St., Tallahassee, Florida 32301
Carvalho, Anthony P.
Po Box 1633, Tallahassee, FL 32302-1633
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701 S Howard Ave, Ste 106-326, Tampa, FL 33606
Fay, Megan
124 W. Jefferson St., Tallahassee, Florida 32301
Granger, Kenneth E.
124 W. Jefferson St., Tallahassee, Florida 32301
Iarossi, Nicholas V.
124 W. Jefferson St., Tallahassee, Florida 32301
Izzo, Dean M.
124 W. Jefferson St., Tallahassee, Florida 32301
Kalifeh, Ashley P.
124 W. Jefferson St., Tallahassee, Florida 32301

2. Florida Lobbyist Registration – Executive (4.2.1.A)

02/09/21
06:00:06

2021 EXECUTIVE LOBBYING FIRMS

A. B. Dudley & Associates Inc (850) 559-1139
PO Box 428, Tallahassee, FL 32302
Dudley, Alison B.
Po Box 428, Tallahassee, FL 32302-0428

AB Governmental Affairs (813) 361-4805
761 Middlebrooks Court, Tallahassee, FL 32312
Bisceglia, Amy C.
P. O. Box 3237, Tallahassee, Florida 32315

Acclaim Strategies Inc (850) 570-5747
PO Box 923, Tallahassee, FL 32302-0923
Kelly, Natalie
Po Box 923, Tallahassee, FL 32302-0923

Adams St. Advocates (850) 445-0107
205 S Adams St, Tallahassee, FL 32301
Davant, Claudia
205 S Adams St, Tallahassee, FL 32301
Fraser, Amanda
205 S Adams St, Tallahassee, FL 32301

ADF Consulting LLC (786) 586-7001
8460 SW 184 St, Miami, FL 33157
Figueroa, Andreina
8460 SW 184th St, Miami, FL 33157

Akerman LLP (850) 224-9634
106 E College Ave, Ste 1200, Tallahassee, FL 32301
Alderman, Silvia M.
201 East Park Ave., Ste 300, Tallahassee, FL 32301
Hale, Russell B.
Po Box 231, Orlando, FL 32802-0231
Pinsky, Richard
106 E College Ave, Tallahassee, FL 32301
Tising, Ashlee R.
201 E. Park Ave., Suite 300, Tallahassee, FL 32301
Wozniak, Carrie Ann
420 S Orange Ave, Suite 1200, Orlando, FL 32801

All Florida Solutions Inc (561) 997-9995
PO Box 81-1433, Boca Raton, FL 33481-1433
Handler, Henry B.
PO Box 81-1433, Boca Raton, FL 33481-1433

Allegiant Strategies Group (850) 545-1887
3607 N. Monroe Street, Unit 180310, Tallahassee, FL 32318
Clark, David A
3607 North Monroe Street, Unit 180310, Tallahassee, FL 32318

Anfield Consulting (866) 960-5939
201 W Park Ave, Ste 100, Tallahassee, FL 32301
Balido, Albert
201 W Park Ave, Ste 100, Tallahassee, FL 32301
Bernardino, Frank S.
201 W Park Ave, Ste 100, Tallahassee, FL 32301
Fausel, Natalie
201 W Park Avenue, Suite 100, Tallahassee, FL 32301
Fernandez, Edgar G.
201 W Park Ave, Suite 100, Tallahassee, FL 32301

Anna H Upton, PL (850) 228-6360
960 Live Oak Plantation Rd, Tallahassee, FL 32312
Upton, Anna Holt
960 Live Oak Plantation Rd, Tallahassee, FL 32312

Ard Shirley & Rudolph PA (850) 577-6500
207 W Park Ave, Ste B, Tallahassee, FL 32301
Ard, Samuel J.
Ard Shirley & Rudolph PA, PO Box 1874, Tallahassee, FL 32302-1874

Automotive Industry Center for Excellence, LLC (727) 623-9075
1497 Main Street, Suite 344, Dunedin, Florida 34698
Monello, Salvatore Allen
1497 Main St, Ste 344, Dunedin, FL 34698

Baker & Hostetler LLP (407) 649-4000
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Gruber, Kurt P.
SunTrust Center Ste 2300, 200 S Orange Ave, Orlando, FL 32801

Baker Donelson (850) 425-7500
101 N Monroe St , Suite 925, Tallahassee, FL 32301-1549
DeMeo, Ralph A
101 N Monroe St , Suite 925, Tallahassee, FL 32301-1549

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Ballard, Brian D.
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201 East Park Avenue, 5th Floor, Tallahassee, FL 32301
Bracy, Carol L.
201 East Park Avenue, 5th Floor, Tallahassee, FL 32301
Brodeur, Christina Daly
201 East Park Avenue, 5th FL, Tallahassee, FL 32301
Burleson, Bradley S.
201 East Park Avenue, 5th Floor, Tallahassee, FL 32301
Burleson, Robert G.
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Diaz, Jose F.
2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134
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618 E. South Street, Suite 500, Orlando, FL 32801
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1400 Centrepark Blvd, Ste 1010, West Palm Beach, FL 33401
Gorrie, Jan Johnson
1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605
Hansen, Christopher K.
201 East Park Avenue, 5th Floor, Tallahassee, FL 32301
Johnston, John R.
201 East Park Avenue, 5th Floor, Tallahassee, FL 32301
Josko, Todd
1726 East 7th Avenue, Suites 13 - 15, Tampa, FL 33605
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618 E. South Street, Suite 500, Orlando, FL 32801
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201 East Park Avenue, 5th Floor, Tallahassee, FL 32301
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2 Alhambra Plaza, Suite 102, Coral Gables, FL 33134
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201 East Park Avenue, 5th Floor, Tallahassee, Florida 32301
Walters, Wansley
201 East Park Avenue, 5th Floor, Tallahassee, FL 32301
Young, Amy J.
1400 Centrepark Blvd, Ste 1010, West Palm Beach, FL 33401
Zauder, Stephanie Grutman
401 E. Las Olas Blvd., Suite 1400, Ft. Lauderdale, FL 33301

Becker & Poliakoff PA (954) 985-4180
ATTN: Bernie J. Friedman, 1 E Broward Blvd Ste 1800, Ft Lauderdale, FL 33301
Alamo, Alex
121 Alhambra Plz # 10, 10th Floor, Coral Gables, FL 33134-4540

3. Florida Business Registration – Sunbiz (4.2.1.A)



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Florida Profit Corporation
BALLARD PARTNERS, INC.

Filing Information

Document Number	P98000025501
FEI/EIN Number	59-3499504
Date Filed	03/18/1998
State	FL
Status	ACTIVE
Last Event	AMENDMENT
Event Date Filed	08/08/2011
Event Effective Date	NONE

Principal Address

201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Changed: 12/11/2017

Mailing Address

201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Changed: 12/11/2017

Registered Agent Name & Address

BALLARD, BRIAN D
201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Name Changed: 05/01/2003

Address Changed: 01/18/2018

Officer/Director Detail

Name & Address

Title President

BALLARD, BRIAN D
201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Title CFO

Green, Amanda
201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Title Executive Secretary

Crawley, Shanna
201 EAST PARK AVENUE,
5TH FLOOR
TALLAHASSEE, FL 32301

Annual Reports

Report Year	Filed Date
2019	01/24/2019
2020	02/26/2020
2021	01/22/2021

Document Images

01/22/2021 -- ANNUAL REPORT	View image in PDF format
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02/27/1999 -- ANNUAL REPORT	View image in PDF format
02/04/1999 -- Amendment and Name Change	View image in PDF format
03/18/1998 -- Domestic Profit	View image in PDF format



Ballard Partners - Firm Detail

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4. Client List – Florida Lobbyist Compensation Report, Legislative Branch (4.2.1.A)

This report was submitted to the Lobbyist Registration Office on 2/12/2021 2:29:37 PM Eastern Time.

Reporting Period

October 01, 2020 - December 31, 2020 Legislative Branch Lobbying

Firm Information

Ballard Partners
201 East Park Avenue
5th Floor
Tallahassee, FL 32301
(850) 577-0444

Firm Lobbyist

Abrams, Michael I.
Atwater, Jeffrey
Ballard, Brian D.
Benford, Brady J.
Bracy, Carol L.
Brodeur, Christina Daly
Burlison, Bradley S.
Burlison, Robert G.
Cruz, Ana
Diaz, Jose F.
Dorworth, Chris
Forrest, Mathew
Gorrie, Jan Johnson
Hansen, Christopher K.
Johnston, John R.
Josko, Todd
Payton, Donald J.
Rodriguez, Monica L.
San Pedro, Katherine
Sayfie, Justin J.
Walters, Wansley
Young, Amy J.
Zauder, Stephanie Grutman

Principals and Compensation

Principal	Information	Compensation
19 Enterprises, LLC	4431 S. Eastern Avenue	\$10,000.00 - \$19,999.00

	Suite2 Las Vegas NV 89119 (702) 860-8671	
3M Company	3M Center Building 0225-04-N-14 St Paul MN 55144-1000 (651) 736-3449	\$1.00 - \$9,999.00
AbbVie Inc.	311 Whitworth Way Nashville TN 37206 (615) 519-1176	\$1.00 - \$9,999.00
Alfred Benesch and Company	35 W. Wacker Drive Chicago IL 60601 (312) 565-0450	\$10,000.00 - \$19,999.00
Amazon.com, Inc.	601 New Jersey Avenue Suite 900 Washington DC 20001 (202) 442-2293	\$20,000.00 - \$29,999.00
American Congress of Obstetricians and Gynecologists, District XII	6816 Southpoint Pky Ste 1000 Jacksonville FL 32216 (904) 998-9738	\$20,000.00 - \$29,999.00
American Hotel and Lodging Association	1250 Eye St NW Suite 1100 Washington DC 20005 (202) 289-3130	\$0.00
American Investment Holdings, LLC	401 East Jackson Street Suite 2525 Tampa FL 33602 (813) 229-0420	\$10,000.00 - \$19,999.00
American Traffic Solutions, Inc	1150 N. Alma School Road Mesa AZ 85201 (480) 443-7000	\$1.00 - \$9,999.00
Animal Defense Coalition, Inc.	2621 NE 10th Street Hallandale Beach FL 33009 (305) 607-5683	\$1.00 - \$9,999.00
AstraZeneca Pharmaceuticals, LP	1800 Concord Pike Wilmington DE 19803 (302) 886-3369	\$0.00
Atlantic Sapphire USA, LLC	31 S.E. 5th Street Suite 214 Miami FL 33131 (786) 300-8991	\$10,000.00 - \$19,999.00
Audacious Inquiry	5523 Research Park Drive Suite 370 Baltimore MD 21228 (703) 625-9825	\$10,000.00 - \$19,999.00
Automated Healthcare Solutions	1401 NW 136th Avenue Suite 400 Sunrise FL 33323 (954) 416-8302	\$56,000
Babcock Property Holdings, LLC	4500 Pga Blvd Suite 400 Palm Beach Gardens FL 33418-3995 (561) 624-4000	\$0.00
Barry University	11300 NE 2nd Ave Miami Shores FL 33161-6695	\$1.00 - \$9,999.00

	(305) 899-3050	
Basketball Properties, LTD	American Airlines Arena 601 Biscayne Blvd Miami FL 33132 (786) 777-4306	\$10,000.00 - \$19,999.00
Bayer U.S. LLC	100 Bayer Boulevard Whippany NJ 07981 (862) 404-5037	\$1.00 - \$9,999.00
Bellini Better World Foundation	802 Taray de Avila Suite 300 Tampa FL 33613 (813) 251-0257	\$10,000.00 - \$19,999.00
bestbet	201 Monument Road Jacksonville FL 32225 (904) 646-0001 x4400	\$0.00
BetMGM, LLC	501 C Street NE Washington DC 20002 (202) 849-9002	\$10,000.00 - \$19,999.00
Big Bend Community Based Care	525 N. Martin Luther King Jr. Blvd. Tallahassee FL 32301 (850) 443-4460	\$10,000.00 - \$19,999.00
BioSpine Institute	4211 W Boy Scout Blvd. Suite 400 Tampa FL 33607 (813) 443-2108	\$1.00 - \$9,999.00
Bird Rides, Inc.	406 Broadway #369 Santa Monica CA 90401 (866) 205-2442	\$0.00
Blackstone Administrative Services Partnership L.P.	345 Park Avenue 10th Floor New York NY 10154 (646) 482-8953	\$20,000.00 - \$29,999.00
Blue Origin Florida, LLC	8910 Astronaut Blvd. Suite 206 Cape Canaveral FL 32920 (407) 453-4660	\$1.00 - \$9,999.00
BMG Money, Inc	1221 Brickell Ave Ste 1170 Miami FL 33131 (305) 851-6134	\$10,000.00 - \$19,999.00
Broward County	115 S Andrews Ave Suite 426 Fort Lauderdale FL 33301 (954) 357-7135	\$1.00 - \$9,999.00
Broward County Public Schools	600 SE Third Avenue Fort Lauderdale FL 33301 (754) 321-2608	\$1.00 - \$9,999.00
Broward County Sheriff's Office	2601 W Broward Blvd Ft Lauderdale FL 33312 (954) 831-8290	\$10,000.00 - \$19,999.00
Calder Casino	700 Central Avenue Louisville KY 40208-1212 (502) 432-8258	\$0.00

Camilius House, Inc	336 NW Fifth St Miami FL 33128 (305) 374-1065 x.308	\$1.00 - \$9,999.00
CARCO Group, Inc	5000 Corporate Ct #203 Holtsville NY 11742 (631) 862-9300	\$1.00 - \$9,999.00
Churchill Downs, Inc	700 Central Ave Louisville KY 40208-1212 (502) 432-8258	\$30,000.00 - \$39,999.00
Circles of Care, Inc.	400 E. Sherian Road Melbourne FL 32901-3184 (321) 722-5200	\$1.00 - \$9,999.00
Citrus Health Network, Inc	4175 W 20th Ave Hialeah FL 33012 (305) 424-3100	\$20,000.00 - \$29,999.00
City of Boca Raton	201 W Palmetto Park Rd Boca Raton FL 33432 (561) 393-7700	\$1.00 - \$9,999.00
City of Boynton Beach	100 E Boynton Beach Blvd Boynton Beach FL 33435 (561) 742-6010	\$1.00 - \$9,999.00
City of Delray Beach	100 NW 1st Ave Delray Beach FL 33444 (561) 243-7144	\$1.00 - \$9,999.00
City of Hallandale Beach	400 S Federal Hwy Hallandale Beach FL 33009 (954) 457-1300	\$1.00 - \$9,999.00
City of Jacksonville	117 W Duval St Ste 400 Jacksonville FL 32202-3700 (904) 630-1825	\$10,000.00 - \$19,999.00
City of Marathon	9805 Overseas Hwy Marathon FL 33050 (305) 289-4130	\$10,000.00 - \$19,999.00
City of Palm Beach Gardens	10500 N Military Tr Palm Beach Gardens FL 33410 (561) 799-4112	\$10,000.00 - \$19,999.00
City of Pembroke Pines	10100 Pines Blvd Pembroke Pnes FL 33026-6037 (954) 450-1040	\$10,000.00 - \$19,999.00
City of Pensacola, Florida	222 West Main Street Pensacola FL 32502 (850) 435-1625	\$1.00 - \$9,999.00
City of Winter Haven	451 3rd Street NW Winter Haven FL 33881 (863) 291-5600	\$1.00 - \$9,999.00
CJS & Family, LLC	16500 Gulf Blvd. Unit 653 North Redington Beach FL 32798 (630) 664-8797	\$0.00
Clear Ballot Group, Inc.	2 Oliver Street Boston MA 02109 (857) 250-4961	\$1.00 - \$9,999.00
Colonial Management Group, LP	8529 Southpark Cir	\$10,000.00 - \$19,999.00

	Ste 270 Orlando FL 32819-9017 (407) 351-7080 x103	
Colson Hicks Eidson P.A.	255 Alhambra Circle Penthouse Coral Gables FL 33134-7414 (305) 989-4125	\$0.00
Community Communications, Inc. d/b/a/ WMFE	11510 East Colonial Drive Orlando FL 32817 (407) 273-2300 x134	\$0.00
Consumer Healthcare Products Association (CHPA)	1625 Eye Street NW Suite 600 Washington DC 20006 (202) 429-3540	\$1.00 - \$9,999.00
Continental Heavy Civil Corp	13131 WW 132nd Street Suite 102 Miami FL 33186 (786) 250-5851	\$0.00
Cornerstone Group Partners, LLC	2100 Hollywood Blvd. Hollywood FL 33020 (786) 709-2231	\$0.00
Council of Florida Medical School Deans	1115 W Call St Tallahassee FL 32304-3556 (850) 644-1346	\$0.00
Crown Castle and its Affiliates	1220 Augusta Dr Suite 600 Houston TX 77057-6801 (713) 570-3000	\$10,000.00 - \$19,999.00
Cruise Lines International Association	1201 F Street NW Suite 250 Washington DC 20004 (202) 759-6762	\$10,000.00 - \$19,999.00
Curative, Inc.	430 South Cataract Avenue San Dimass CA 91773 (888) 702-9042	\$100,000
DACCO	4422 E Columbus Dr Tampa FL 33605 (813) 384-4200	\$1.00 - \$9,999.00
DACRA	3841 NE 2nd Ave Ste 400 Miami FL 33137 (786) 871-4802	\$0.00
DDA Development, LLC	1215 N. Franklin Street Tampa FL 33602 (813) 223-1307	\$1.00 - \$9,999.00
Dealer Services Network, LLC	3155 SW 10Th St Suite D Deerfield Bch FL 33442-5948 (708) 878-6875	\$10,000.00 - \$19,999.00
Delaware North Companies Gaming & Entertainment, Inc	250 Delaware Avenue Buffalo NY 14202 (716) 858-5289	\$10,000.00 - \$19,999.00
Destinations Florida	1400 Village Square Blvd. Suite 3-250 Tallahassee FL 32312 (850) 222-6000	\$1.00 - \$9,999.00

DISH Network LLC	1110 Vermont Ave NW Ste 750 Washington DC 20005-6322 (303) 723-2293	\$10,000.00 - \$19,999.00
DLRdmv, LLC	17060 Dallas Parkwasy Suite 105 Dallas TX 75248 (561) 309-2760	\$1.00 - \$9,999.00
DMF Employment Opportunities, Inc.	13131 SW 132nd Street Suite 101 Miami FL 33186 (305) 667-9112	\$0.00
Domain Homes, Inc.	5701 S MacDill Avenue Tampa FL 33611 (813) 309-4773	\$0.00
DraftKings, Inc.	222 Berkeley Street 5th Floor Boston MA 02116 (301) 980-2133	\$1.00 - \$9,999.00
Early Childhood Initiative Foundation, Inc, The	The Children's Movement of Florida 3250 SW 3rd Ave Miami FL 33129 (305) 646-7134	\$0.00
Edward Mansouri	3019 Shannon Lakes Drive N Suite 203 Tallahassee FL 32309 (850) 297-1800 x706	\$0.00
Eisai, Inc	100 Tice Blvd Woodcliff Lake NJ 07677 (201) 692-1100	\$1.00 - \$9,999.00
Electronic Transaction Consultants Corporation	1600 North Collins Blvd. Suite 4000 Richardson TX 75080 (214) 615-2002	\$0.00
Emerald Coast Striping LLC	1901 N. East Avenue Panama City FL 32405 (850) 215-4875	\$0.00
eMerge Americas, LLC	2333 Ponce de Leon Blvd. #900 Coral Gables FL 33134 (305) 340-2356	\$0.00
Environmental Conservation Solutions, LLC	PO Box 607356 Orlando FL 32860 (407) 298-5121	\$1.00 - \$9,999.00
Environmental Defense Fund	1875 Connecticut Ave NW Ste 600 Washington DC 20009 (321) 695-1223	\$10,000.00 - \$19,999.00
Envision Healthcare	7700 W. Sunrise Blvd. Plantation FL 33322 (303) 495-1245	\$10,000.00 - \$19,999.00
Epilepsy Florida	7300 N. Kendall Drive Suite 760 Miami FL 33156 (305) 670-4949	\$1.00 - \$9,999.00

FanDuel, Inc.	300 Park Ave S 14th Fl New York NY 10010-5349 (202) 849-9002	\$1.00 - \$9,999.00
FarmaceuticalRX LLC	1368 Lake Baldwin Lane Unit B Orlando FL 32814 (407) 256-5307	\$20,000.00 - \$29,999.00
Florida A & M University Foundation	625 E. Tennessee Street Suite 100 Tallahassee FL 32308-4933 (850) 599-3225	\$1.00 - \$9,999.00
Florida Association of Cosmetology & Technical Schools (FACTS)	2550 S Ridgewood Ave South Daytona FL 32119 (386) 405-2711	\$1.00 - \$9,999.00
Florida Association of Free and Charitable Clinics, Inc.	8095 NW 12 Street Suite 300 Doral FL 33126 (786) 520-6938	\$1.00 - \$9,999.00
Florida Atlantic University Foundation, Inc	777 Glades Rd ADM 295 Boca Raton FL 33431 (561) 297-2583	\$10,000.00 - \$19,999.00
Florida Businesses for a Competitive Workforce d/b/a Florida Competes	200 W. College Avenue Suite 210 Tallahassee FL 32301 (850) 391-5040	\$0.00
Florida Children's Services Council, Inc	1126 Lee Avenue Tallahassee FL 32303 (850) 577-3199 x102	\$1.00 - \$9,999.00
Florida Coalition for Modern Laws, Inc.	1200 South Pine Island Road Plantation FL 33324 (212) 474-1000	\$1.00 - \$9,999.00
Florida Family Fairness, Inc.	1103 Hays St Tallahassee FL 32301-2631 (813) 228-6688	\$0.00
Florida Health Club Association	14499 N Dale Mabry Ste 135 Tampa FL 33618 (352) 538-2889	\$0.00
Florida Network of Youth and Family Services, Inc	2850 Pablo Ave Tallahassee FL 32308-4211 (850) 922-4324	\$1.00 - \$9,999.00
Florida Peninsula Insurance Company	903 NW 65th St Suite 200 Boca Raton FL 33487 (561) 210-0377	\$10,000.00 - \$19,999.00
Florida Podiatric Medical Association	410 N Gadsden Tallahassee FL 32301-1242 (850) 224-4085	\$1.00 - \$9,999.00
Florida Police Benevolent Association, Inc	300 E Brevard St Tallahassee FL 32301-1226 (850) 222-3329	\$10,000.00 - \$19,999.00
Florida Polytechnic University Foundation, Inc	4700 Research Way Lakeland FL 33805-8531	\$1.00 - \$9,999.00

	(863) 874-8612	
Florida Power & Light Company	134 W Jefferson St Tallahassee FL 32301-1713 (850) 521-3928	\$10,000.00 - \$19,999.00
Florida Rural Water Association	2970 Wellington Cir Tallahassee FL 32309 (850) 668-2746	\$1.00 - \$9,999.00
Florida Society of Ophthalmology	6816 Southpoint Pky Ste 1000 Jacksonville FL 32216 (904) 998-0819	\$10,000.00 - \$19,999.00
Florida Society of Pathologists	2563 Capital Medical Blvd Tallahassee FL 32308 (904) 998-0819	\$20,000.00 - \$29,999.00
Florida Transportation Builders Association, Inc	1007 Desoto Park Dr Tallahassee FL 32301-4555 (850) 942-1405	\$10,000.00 - \$19,999.00
Foster Care Review, Inc	4500 Biscayne Blvd Ste 100 Miami FL 33137 (305) 679-2746	\$1.00 - \$9,999.00
Foundation for Seminole State College of Florida, Inc	1055 AAA Drive Heathrow FL 32746 (407) 708-2030	\$10,000.00 - \$19,999.00
Friends of Miami Dade College	1450 Brickell Avenue 18th Floor Miami FL 33131-3444 (305) 237-7563	\$10,000.00 - \$19,999.00
Friends of the Underline, Inc.	1172 South Dixie Highway PO Box 559 Coral Gables FL 33146 (305) 439-1199	\$0.00
G4S Secure Solutions (USA) Inc.	1395 University Blvd. Jupiter FL 33458 (561) 691-6434	\$1.00 - \$9,999.00
GCOM Software LLC	24 Madison Avenue Extension Albany NY 12203-5396 (518) 869-1671 x2369	\$0.00
Generational Capital Partners	777 Woodward Avenue Suite 300 Detroit MI 48226 (313) 220-6839	\$0.00
GEO Care, Inc./The Geo Group, Inc.	621 NW 53rd Street, One Park Place Suite 700 Boca Raton FL 33487 (561) 999-7308	\$10,000.00 - \$19,999.00
Getaround Inc.	1177 Harrison St San Francisco CA 94103-4508 (202) 417-3525	\$0.00
Give America Hope, Inc.	8923 Fingerboard Road Suite A Frederick MD 21704 (301) 606-6217	\$0.00
Glam Squad	54 West 21st Street Suite 204	\$0.00

	Suite 301 New York NY 10010 (646) 795-6470	
Global Tel*Link Corporation	3120 Fairview Park Drive Suite 300 Falls Church VA 22042 (615) 440-3080	\$1.00 - \$9,999.00
Google LLC and its Affiliates	28 Liberty Ship Way Suite 2815, c/o Politicom Law LLP Sausalito CA 94965-3321 (415) 903-2800	\$10,000.00 - \$19,999.00
Greyhound Lines, Inc	PO Box 660362 Dallas TX 75266-0362 (651) 338-0847	\$0.00
Habilitation Center for the Handicapped, Inc.	22313 Boca Rio Road Boca Raton FL 33433 (561) 483-4200	\$10,000.00 - \$19,999.00
Halifax Health	PO Box 2830 303 N Clyde Morris Blvd Daytona Beach FL 32120 (386) 322-4771	\$0.00
HCR-Manor Care	333 N Summit St Toledo OH 43604 (419) 252-5515	\$20,000.00 - \$29,999.00
Health Care District of Palm Beach County	1515 N. Flagler Drive Suite 100 West Palm Beach FL 33401-3429 (561) 804-5865	\$1.00 - \$9,999.00
Healthcare Distribution Alliance	901 North Glebe Road Suite 1000 Arlington VA 22203 (703) 885-0214	\$0.00
Hillsborough County Board of County Commissioners	601 E Kennedy Blvd PO Box 1110 Tampa FL 33602-4156 (813) 276-2640	\$0.00
HNTB Corporation	201 N. Franklin Street Suite 1200 Tampa FL 33602 (813) 402-4150	\$20,000.00 - \$29,999.00
Hope Statistics, LLC	8923 Fingerboard Road Suite A Frederick MD 21704 (301) 606-6217	\$0.00
Housing Trust Group, LLC	3225 Aviation Avenue #602 Miami FL 33133 (305) 790-4466	\$20,000.00 - \$29,999.00
IGT and its Affiliates	10 Memorial Blvd Providence RI 02903 (401) 392-7387	\$10,000.00 - \$19,999.00
International Atlantic, LLC	One Meadowlands Plaza 3rd Floor East Rutherford NJ 07073 (305) 428-4536	\$10,000.00 - \$19,999.00
International Health, Racquet, and Sportsclub Association	263 Summer St	\$10,000.00 - \$19,999.00

	Boston MA 02210 (617) 951-0055	
Inventure Holdings, LLC	1989 SW 19th Avenue Miami FL 33145 (305) 975-7794	\$1.00 - \$9,999.00
Investment Corporation of Palm Beach	1111 N Congress Ave West Palm Beach FL 33409 561-683-2222	\$30,000.00 - \$39,999.00
Jacksonville Greyhound Racing, Inc	PO Box 959 Orange Park FL 32067 (904) 646-0001	\$0.00
Jacksonville Port Authority	2831 Talleyrand Avenue Suite 200 Jacksonville FL 32202 (904) 357-3045	\$10,000.00 - \$19,999.00
K9s for Warriors	114 Camp K9 Road Ponte Vedra Beach FL 32082 (904) 686-7956	\$0.00
Kitson Evergreen LLC d/b/a Kitson & Partners	4500 PGA Blvd Ste 400 Palm Beach Gardens FL 33410 (561) 624-4000	\$1.00 - \$9,999.00
Kitson-Babcock, LLC	4500 PGA Blvd. Suite 400 Palm Beach Gardens FL 33418 (561) 624-4000	\$0.00
Kyra Solutions, Inc.	4454 Florida National Dr Lakeland FL 33813-1515 (863) 686-2271 x100	\$1.00 - \$9,999.00
L3Harris Technologies, Inc.	1025 W. Nasa Blvd. Melbourne FL 32919-0001 (202) 729-3709	\$20,000.00 - \$29,999.00
Lee County Sheriff's Office	14750 Six Mile Cypress Parkway Ft. Myers FL 33912 (239) 477-1000	\$10,000.00 - \$19,999.00
Liberty Dental Plan	340 Commerce Ste 100 Irvine CA 92602-1358 (949) 223-8928	\$1.00 - \$9,999.00
Lion Park West, LLC	301 West 41st Street Suite 406 Miami Beach FL 33140 (305) 803-9884	\$10,000.00 - \$19,999.00
Lions Eye Institute for Transplant and Research, Inc.	1410 North 21st Street Tampa FL 33605 (813) 289-1200	\$1.00 - \$9,999.00
Major League Baseball	245 Park Ave New York NY 10167-0002 (202) 861-1551	\$10,000.00 - \$19,999.00
Marine Towing of Tampa, LLC	908 S 20th St Tampa FL 33605 (813) 242-6500	\$1.00 - \$9,999.00
Martin County Board of County Commissioners	2401 SE Monterey Rd Stuart FL 34996 (772) 320-3095	\$1.00 - \$9,999.00

Max Planck Florida Foundation, Inc	1 Max Planck Way Jupiter FL 33458 (561) 729-9023	\$10,000.00 - \$19,999.00
Maxim Healthcare Services, Inc	7227 Lee Deforest Dr Columbia MD 21046-3236 (410) 910-1500	\$1.00 - \$9,999.00
MCI, LC	2937 Sierra Court SW Iowa City IA 52240 (256) 783-3525	\$10,000.00 - \$19,999.00
Metropolitan Charities, Inc.	3251 3rd Avenue North St. Petersburg FL 33713 (727) 321-3854	\$1.00 - \$9,999.00
Miami Design District Associates, LLC	3841 NE 2nd Ave Ste 400 Miami FL 33137 (786) 871-4802	\$10,000.00 - \$19,999.00
Miami Lighthouse for the Blind and Visually Impaired, Inc	601 SW 8th Ave Miami FL 33130 (305) 856-4176	\$1.00 - \$9,999.00
Mosaic Fertilizer, LLC	215 South Monroe Street Suite 730 Tallahassee FL 32301-1804 (850) 205-3185	\$10,000.00 - \$19,999.00
Mount Sinai Medical Center	4300 Alton Rd Miami Beach FL 33140 (305) 302-4862	\$30,000.00 - \$39,999.00
NAIOP Tampa Bay	4205 W Bay Ave Tampa FL 33611 (813) 362-8202	\$1.00 - \$9,999.00
Nanobiosym Diagnostics, Inc.	245 First Street 18th Floor Cambridge MA 02142 (617) 669-0359	\$1.00 - \$9,999.00
National Basketball Association	645 5th Avenue New York NY 10022 (202) 849-9002	\$10,000.00 - \$19,999.00
Nationwide Retirement Solutions, Inc	PO Box 182797 Columbus OH 43218 (800) 432-0822	\$10,000.00 - \$19,999.00
Network of Florida Otolaryngologists	1601 Clint Moore Road Suite 170 Boca Raton FL 33487 (561) 939-0900	\$0.00
New York Yankees	One Steinbrenner Dr Tampa FL 33614 (813) 673-3016	\$1.00 - \$9,999.00
North Broward Hospital District (d/b/a Broward Health)	1800 NW 49Th St Ft Lauderdale FL 33309-3092 (954) 473-7274	\$10,000.00 - \$19,999.00
North Carolina Outward Bound School	2582 Riceville Road Asheville NC 28805 (828) 239-2120	\$0.00
North Springs Improvement District	9700 NW 52nd Street North Springs FL 33067	\$1.00 - \$9,999.00

	Pompano Beach FL 33076 (954) 796-6603	
Northport Health Services of Florida, L.L.C.	931 Fairfax Park Tuscaloosa AL 35406 (205) 343-7310	\$20,000.00 - \$29,999.00
Northwest Florida Partnership for Better Communities	525 N. Martin Luther King Jr. Blvd. Tallahassee FL 32301 (850) 408-4583	\$0.00
Nova Southeastern University	3301 College Ave Ft Lauderdale FL 33314-7796 (954) 262-1508	\$30,000.00 - \$39,999.00
NTT Data, Inc.	1660 International Drive Suite 300 McLean VA 22102 (850) 766-6007	\$1.00 - \$9,999.00
Open Road Responders LLC	3681 West Oakland Park Blvd. Lauderdale Lakes FL 33311 (954) 684-4858	\$1.00 - \$9,999.00
Orange County Property Appraiser	200 South Orange Avenue Suite 1700 Orlando FL 32801 (407) 836-5021	\$10,000.00 - \$19,999.00
Orange County Tax Collector	200 S Orange Ave Ste 1500 Orlando FL 32801-3438 (407) 836-2705	\$0.00
Osceola Legislative Effort	1425 E Vine St Kissimmee FL 34744 (407) 847-4535	\$0.00
Palm Beach Aggregates, LLC	20125 Southern Blvd Loxahatchee FL 33470 (561) 795-6550	\$1.00 - \$9,999.00
Palm Beach County Sheriffs Office	3228 Gun Club Rd West Palm Bch FL 33406-3001 (561) 688-3027	\$0.00
Pensacola State College Foundation, Inc.	1000 College Blvd. Pensacola FL 32504 (850) 572-3279	\$10,000.00 - \$19,999.00
PGA TOUR, Inc.	1 PGA TOUR Blvd. Ponte Vedra Beach FL 32082 (202) 849-9002	\$1.00 - \$9,999.00
Phoenix Affiliates	3519 N. Ottawa Street Arlington VA 22213 (843) 343-8747	\$10,000.00 - \$19,999.00
Polk County Board of County Commissioners	330 W Church St Bartow FL 33830 863-534-6000	\$0.00
Prescient Medicine	1330 W. Fulton Market Suite 800 Chicago IL 60607 (717) 974-4444	\$1.00 - \$9,999.00
Public Health Trust	1611 NW 12th Ave W Wing 117 Miami FL 33172 (850) 766-0793	\$30,000.00 - \$39,999.00

Pure Storage, Inc.	650 Castro Street Mt. View CA 94041 (850) 228-0756	\$1.00 - \$9,999.00
RADISE INTERNATIONAL LC	4152 W. Blue Heron Blvd. Suite 228 Riviera Beach FL 33404 (561) 841-0103	\$0.00
RAI Services Company	401 N Main St Winston-Salem NC 27101 (336) 741-0083	\$30,000.00 - \$39,999.00
Red Metrics LLC	8375 Dominion Parkway Plano TX 75024 (964) 325-2514	\$0.00
Re-Entry Alliance Pensacola, Inc.	220 West Garden Street SunTrust Tower, Suite 302B Pensacola FL 32502 (850) 516-7890	\$0.00
Renew Financial Group LLC	1221 Broadway # 4 4th FL Oakland CA 94612-1837 (510) 350-3778	\$10,000.00 - \$19,999.00
Rubenstein Law	9130 S Dadeland Blvd. Penthouse Suite Miami FL 33156 (305) 661-6000	\$0.00
SaferWatch, LLC	2200 NW Corporate Blvd Ste 412 Suite 412 Boca Raton FL 33431-7387 (561) 400-0907	\$1.00 - \$9,999.00
Safety Net Hospital Alliance of Florida	125 S Gadsden St Suite 300 Tallahassee FL 32301-1589 (850) 201-2096	\$10,000.00 - \$19,999.00
Saint Leo University	Post Office Box 6665 University Campus - MC2187 St. Leo FL 33574-6665 (352) 588-8242	\$0.00
SAS Institute, Inc	100 Sas Campus Dr Cary NC 27513-2414 (850) 510-9371	\$1.00 - \$9,999.00
Searcy, Denney, Scarola, Barnhart and Shipley, P.A.	2139 Palm Beach Lakes Blvd. West Palm Bch FL 33409 (561) 686-6300	\$10,000.00 - \$19,999.00
Secure Democracy	611 Pennsylvania Avenue, SE #143 Washington DC 20003 (612) 220-2070	\$1.00 - \$9,999.00
Sentry Data Systems	800 Fairway Drive Suite 400 Deerfield Beach FL 33441 (800) 411-4566	\$10,000.00 - \$19,999.00
Shands Teaching Hospital and Clinics, Inc.	P.O. Box 100326 Gainesville FL 32610-0326 (850) 264-5579	\$82,000
Shonning Center Management d/b/a Turnberry Associates	19501 Biscayne Blvd	\$10,000.00 - \$19,999.00

Company Name	Address	Phone Number	Value Range
	Suite 400 Aventura FL 33180 (305) 933-5583		
Solar Sportsystems, Inc	438 Main St Buffalo NY 14202 (716) 858-5207		\$10,000.00 - \$19,999.00
SOMA Global	203 N. Marion Street Tampa FL 33602 (727) 225-6591		\$0.00
South Central Florida Express, Inc	900 S W C Owen Ave Clewiston FL 33440-4901 (863) 902-2103		\$0.00
Southeast Highway, Guardrails & Attenuators	7760 Hooper Road West Palm Beach FL 33411 (561) 792-0040		\$0.00
Southern Glazers Wine and Spirits, LLC.	1600 NW 163rd Street Miami FL 33169 (305) 627-1102		\$30,000.00 - \$39,999.00
Space Coast Town Centre I, LLC	7485 Fairway Drive Suite 430 Miami Lakes FL 33014 (305) 556-4739		\$0.00
Spring Oaks Greenhouses, Inc.	17323 Lake Street Umatilla FL 32784 (850) 727-5009		\$0.00
Star Farms Corporation	5600 Kenilworth Blvd., Sebring FL 33870 (305) 775-9293		\$0.00
Sunfest Herbs LLC	2665 S Bayshore Dr Suite 605B Miami FL 33133-5401 (305) 859-4900		\$0.00
Talk of the Town, Inc.	1260 Central FL Parkway Orlando FL 32837 (863) 602-9639		\$0.00
Tampa Bay Lightning	401 Channelside Dr Tampa FL 33602 (813) 301-6561		\$0.00
Tampa Bay Sports & Entertainment, LLC	401 Channelside Dr Tampa FL 33602 (813) 301-6561		\$0.00
Tampa General Hospital	Po Box 1289 Tampa FL 33601-1289 (813) 844-7662		\$30,000.00 - \$39,999.00
Teach Florida	450 N Park Rd Suite 710 Hollywood FL 33021-6920 (954) 406-6336		\$1.00 - \$9,999.00
Technology Foundation of the Americas	2333 Ponce de Leon Blvd. #900 Coral Gables FL 33134 (305) 407-8568		\$0.00
The Faith Group	2627 NE 203rd Street Suite #202 Tampa FL 33602		\$10,000.00 - \$19,999.00

	Aventura FL 3318U (305) 682-4991	
The Mega Company	2415 Foxhall Road, N.W. Washington DC 20007 (202) 679-2112	\$10,000.00 - \$19,999.00
The Presbytery of Tropical Florida, Inc.	1919 SE 5th Street Deerfield Beach FL 33441 (305) 815-2123	\$10,000.00 - \$19,999.00
Town of Palm Beach	Po Box 2029 Palm Beach FL 33480-2029 (561) 838-5410	\$1.00 - \$9,999.00
TRC Companies, Inc.	16350 Park Ten Plaza Suite 101 Houston TX 77084 (908) 988-1688	\$1.00 - \$9,999.00
TruGreen	860 Ridge Lake Blvd Memphis TN 38120 (901) 251-4242	\$20,000.00 - \$29,999.00
Trulieve, Inc.	6749 Ben Bostic Road Quincy FL 32351 (850) 508-0261	\$10,000.00 - \$19,999.00
Ultimate Health Plans, Inc.	12900 Cortez Blvd Ste 204 Brooksville FL 34613 (352) 835-7151	\$1.00 - \$9,999.00
Union Supply Company, Inc	2301 E Pacifica Pl Rancho Dominguez CA 90220-6210 (310) 604-4642	\$10,000.00 - \$19,999.00
United States Sugar Corporation	111 Ponce De Leon Ave Clewiston FL 33440-3032 (863) 902-2461	\$40,000.00 - \$49,999.00
University of Florida Foundation, Inc.	P.O. Box 113157 University of Florida Gainesville FL 32611-3175 (352) 392-4574	\$1.00 - \$9,999.00
University of Miami	PO Box 248006 Coral Gables FL 33124 (305) 284-2684	\$1.00 - \$9,999.00
Vinik Family Office LLC	401 East Jackson Street Suite 2525 Tampa FL 33602 (813) 229-0420	\$0.00
VitalMD Group Holding, LLC	PO Box 43-2040 Miami FL 33243-2040 (305) 273-4641 Ext. 9-114	\$10,000.00 - \$19,999.00
Voices for Children Foundation, Inc	1500 NW 12th Ave Ste 1117 Miami FL 33136 (305) 324-5687	\$1.00 - \$9,999.00
Walgreen Company	108 Wilmot Road MS# 1844 Deerfield IL 60015 (847) 858-2291	\$10,000.00 - \$19,999.00
WeatherSTEM	3019 Shannon Lakes Dr N Suite 203	\$10,000.00 - \$19,999.00

	Tallahassee FL 32309 (850) 297-1800 x706	
Wendover Housing Partners, LLC	1105 Kensington Park Drive Suite 200 Altamonte Springs FL 32714 (407) 333-3233	\$0.00
Wesley Financial Group LLC	9009 Carothers Pkwy Ste B3 Suite B3 Franklin TN 37067-1704 (615) 265-0844	\$10,000.00 - \$19,999.00
Windstorm Mitigation, Inc	916 N. Monroe Street Tallahassee FL 32302 (850) 576-5113	\$10,000.00 - \$19,999.00
Women's Care Florida	5002 W Lemon St Tampa FL 33609 (813) 286-0033 x2043	\$10,000.00 - \$19,999.00
Worldwide Interactive Network, Inc. d/b/a WIN Learning	1000 Waterford Place Kingston TN 37763-2673 (865) 717-9461	\$1.00 - \$9,999.00
Youth Opportunity Investments	9800 4th Street North Suite 101 St. Petersburg FL 33702 (727) 800-3511 x1002	\$10,000.00 - \$19,999.00

Prime Contractor Firms

Prime Contractor Firm	Firm Information	Operating Principal	Principal Information
Goren, Cherof, Doody & Exrol, P.A.	3099 East Commercial Blvd. Suite 200 Ft. Lauderdale FL 33308 (954) 771-4500 x5002	City of Pembroke Pines	10100 Pines Blvd Pembroke Pines FL 33026-6037 (954) 450-1040

Total Compensation

Total Compensation: \$1,000,000.00

Certification

I hereby certify to the veracity and completeness of the information herein; that no reportable compensation has been omitted; and that no officer or employee of this lobbying firm has made an expenditure in violation of Section 11.045, F.S.

Senior Partner Brian D. Ballard, Senior Partner

[Back to list](#)



Ballard Partners - Firm Detail

[Back to list](#)

5. Client List – Florida Lobbyist Compensation Report, Executive Branch (4.2.1.A)

This report was submitted to the Lobbyist Registration Office on 2/12/2021 2:31:38 PM Eastern Time.

Reporting Period

October 01, 2020 - December 31, 2020 Executive Branch Lobbying

Firm Information

Ballard Partners
201 East Park Avenue
5th Floor
Tallahassee, FL 32301
(850) 577-0444

Firm Lobbyist

Abrams, Michael I.
Atwater, Jeffrey
Ballard, Brian D.
Benford, Brady J.
Bracy, Carol L.
Brodeur, Christina Daly
Burlison, Bradley S.
Burlison, Robert G.
Cruz, Ana
Diaz, Jose F.
Dorworth, Chris
Forrest, Mathew
Gorrie, Jan Johnson
Hansen, Christopher K.
Johnston, John R.
Josko, Todd
Payton, Donald J.
Rodriguez, Monica L.
San Pedro, Katherine
Sayfie, Justin J.
Vail, Abigail London
Walters, Wansley
Young, Amy J.
Zauder, Stephanie Grutman

Principals and Compensation

Principal

Information

Compensation

19 Enterprises, LLC	4431 S. Eastern Avenue Suite2 Las Vegas NV 89119 (702) 860-8671	\$10,000.00 - \$19,999.00
3M Company	3M Center Building 0225-04-N-14 St Paul MN 55144-1000 (651) 736-3449	\$1.00 - \$9,999.00
AbbVie Inc.	311 Whitworth Way Nashville TN 37206 (615) 519-1176	\$1.00 - \$9,999.00
ActivStyle, Inc.	1701 Broadway Street Northeast Minneapolis MN 55413 (612) 638-0330	\$0.00
Alfred Benesch and Company	35 W. Wacker Drive Chicago IL 60601 (312) 565-0450	\$10,000.00 - \$19,999.00
Amazon.com, Inc.	601 New Jersey Avenue Suite 900 Washington DC 20001 (202) 442-2293	\$10,000.00 - \$19,999.00
American Congress of Obstetricians and Gynecologists District XII	6816 Southpoint Pkwy Ste 1000 Jacksonville FL 32216 904-998-9738	\$0.00
American Hotel and Lodging Association	1250 Eye St NW Suite 1100 Washington DC 20005 (202) 289-3130	\$0.00
American Investment Holdings, LLC	401 East Jackson Street Suite 2525 Tampa FL 33602 (813) 229-0420	\$10,000.00 - \$19,999.00
American Traffic Solutions	1150 N. Alma School Road Mesa AZ 85201 (480) 443-7000	\$1.00 - \$9,999.00
Animal Defense Coalition, Inc.	2621 NE 10th Street Hallandale Beach FL 33009 (305) 607-5683	\$1.00 - \$9,999.00
Archer Western - de Moya Joint Venture	14600 SW 136th Street Miami FL 33186-6762 (305) 255-5713	\$20,000.00 - \$29,999.00
AstraZeneca Pharmaceuticals, LP	801 Pennsylvania Ave NW Ste 830 Suite 830 Washington DC 20004-2615 (302) 886-3369	\$0.00
Atlantic Sapphire USA, LLC	31 S.E. 5th Street Suite 214 Miami FL 33131 (786) 300-8991	\$10,000.00 - \$19,999.00
Audacious Inquiry	5523 Research Park Drive Suite 370 Baltimore MD 21228 (703) 625-9825	\$10,000.00 - \$19,999.00
Automated Healthcare Solutions	1401 NW 136th Avenue Suite 400	\$56,000

	Sunrise FL 33323 (954) 416-8302	
Babcock Property Holdings, LLC	4500 Pga Blvd Suite 400 Palm Bch Gdns FL 33418-3995 (561) 624-4000	\$0.00
Barry University	11300 NE 2Nd Ave Miami Shores FL 33161-6695 (305) 899-3050	\$1.00 - \$9,999.00
Basketball Properties, LTD	American Airlines Arena 601 Biscayne Blvd Miami FL 33132 (786) 777-4306	\$1.00 - \$9,999.00
Bayer U.S. LLC	100 Bayer Boulevard Whippany NJ 07981 (862) 404-5037	\$1.00 - \$9,999.00
Bellini Better World Foundation	802 Taray de Avila Suite 300 Tampa FL 33613 (813) 251-0257	\$10,000.00 - \$19,999.00
bestbet	201 Monument Road Jacksonville FL 32225 (904) 646-0001 x4400	\$0.00
BetMGM, LLC	Harborside Plaza 3, 210 Hudson St. Suite 602 Jersey City New Jersey 07311 (202) 849-9002	\$10,000.00 - \$19,999.00
Big Bend Community Based Care	525 N. Martin Luther King Jr. Blvd. Tallahassee FL 32301 (850) 443-4460	\$10,000.00 - \$19,999.00
BioSpine Institute	4211 W Boy Scout Blvd. Suite 400 Tampa FL 33607 (813) 443-2108	\$1.00 - \$9,999.00
Bird Rides, Inc.	406 Broadway #369 Santa Monica CA 90401 (866) 205-2442	\$0.00
Blackstone Administrative Services Partnership L.P.	345 Park Avenue 10th Floor New York NY 10154 (646) 482-8953	\$20,000.00 - \$29,999.00
Blue Origin Florida, LLC	8910 Astronaut Blvd. Suite 206 Cape Canaveral FL 32920 (407) 453-4660	\$1.00 - \$9,999.00
BMG Money, Inc	1221 Brickell Ave Ste 1170 Miami FL 33131 (305) 851-6134	\$10,000.00 - \$19,999.00
BrandsMart USA	3200 SW 42nd Street Fort Lauderdale FL 33312 (954) 249-5050	\$10,000.00 - \$19,999.00
Broward County	115 S Andrews Ave Suite 426	\$1.00 - \$9,999.00

	Fort Lauderdale FL 33301 (954) 357-7135	
Broward County Public Schools	600 SE 3rd Ave Ft Lauderdale FL 33301-3125 (754) 321-2608	\$1.00 - \$9,999.00
Broward County Sheriff's Office	2601 W Broward Blvd Ft Lauderdale FL 33312-1308 (954) 831-8290	\$1.00 - \$9,999.00
Calder Casino	700 Central Avenue Louisville KY 40208-1212 (502) 432-8258	\$0.00
Camillus House, Inc	336 NW Fifth St Miami FL 33128 (305) 374-1065 x308	\$0.00
Carco Group, Inc	5000 Corporate Ct #203 Holtsville NY 11742 (631) 862-9300	\$1.00 - \$9,999.00
Churchill Downs, Inc	700 Central Ave Louisville KY 40208-1212 (502) 432-8258	\$0.00
Circles of Care, Inc.	400 E. Sherian Road Melbourne FL 32901-3184 (321) 722-5200	\$1.00 - \$9,999.00
Citrus Health Network, Inc	4175 W 20th ave Hialeah FL 33012 (305) 424-3100	\$1.00 - \$9,999.00
City of Boca Raton	201 W Palmetto Park Rd Boca Raton FL 33432 (561) 393-7700	\$1.00 - \$9,999.00
City of Boynton Beach	100 E Boynton Beach Blvd PO Box 310 Boynton Beach FL 33435 (561) 742-6010	\$1.00 - \$9,999.00
City of Delray Beach	100 NW 1st Ave Delray Beach FL 33444 (561) 243-7144	\$1.00 - \$9,999.00
City of Hallandale Beach	400 S Federal Hwy Hallandale Beach FL 33009 (954) 457-1300	\$1.00 - \$9,999.00
City of Jacksonville	117 W Duval St Ste 400 Jacksonville FL 32202-3700 (904) 630-1825	\$10,000.00 - \$19,999.00
City of Marathon	11090 Overseas Hwy Marathon FL 33050 (305) 289-4130	\$1.00 - \$9,999.00
City of Palm Beach Gardens	10500 N Military Trail Palm Beach Gardens FL 33410 (561) 799-4112	\$1.00 - \$9,999.00
City of Pembroke Pines	10100 Pines Blvd Pembroke Pines FL 33026 (954) 431-4884	\$1.00 - \$9,999.00
City of Pensacola, Florida	222 West Main Street Pensacola FL 32502	\$1.00 - \$9,999.00

	(850) 435-1625	
City of Winter Haven	451 3rd Street NW Winter Haven FL 33881 (863) 291-5600	\$1.00 - \$9,999.00
CJS & Family, LLC	16500 Gulf Blvd. Unit 653 North Redington Beach FL 32798 (630) 664-8797	\$0.00
Clear Ballot Group, Inc.	2 Oliver Street Boston MA 02109 (857) 250-4961	\$1.00 - \$9,999.00
Colonial Management Group, LP	8529 Southpark Cir Ste 270 Orlando FL 32819-9017 (407) 351-7080 x103	\$10,000.00 - \$19,999.00
Colson Hicks Eidson P.A.	255 Alhambra Circle Penthouse Coral Gables FL 33134-7414 (305) 989-4125	\$0.00
Community Communications, Inc. d/b/a/ WMFE	11510 East Colonial Drive Orlando FL 32817 (407) 273-2300 x134	\$0.00
Consumer Healthcare Products Association (CHPA)	1625 Eye Street NW Suite 600 Washington DC 20006 (202) 429-3540	\$1.00 - \$9,999.00
Continental Heavy Civil Corp	13131 WW 132nd Street Suite 102 Miami FL 33186 (786) 250-5851	\$0.00
Cornerstone Group Partners, LLC	2100 Hollywood Blvd. Hollywood FL 33020 (786) 709-2231	\$0.00
Council of Florida Medical School Deans	1115 W Call St Tallahassee FL 32306 (850) 644-1346	\$0.00
Crown Castle and its Affiliates	1220 Augusta Dr Suite 600 Houston TX 77057-6801 (713) 570-3000	\$10,000.00 - \$19,999.00
Cruise Lines International Association	1201 F Street NW Suite 250 Washington DC 20004 (202) 759-6762	\$1.00 - \$9,999.00
Curative, Inc.	430 South Cataract Avenue San Dimass CA 91773 (888) 702-9042	\$100,000
DACCO	4422 E Columbus Dr Tampa FL 33605 (813) 384-4200	\$1.00 - \$9,999.00
DACRA	3841 NE 2nd Ave Ste 400 Miami FL 33137 (786) 871-4802	\$0.00
DNA Development LLC	1215 N Franklin Street	\$1.00 - \$9,999.00

Dev Development, LLC	1210 N. Franklin Street Tampa FL 33602 (813) 223-1307	\$1.00 - \$9,999.00
Dealer Services Network, LLC	3155 SW 10Th St Suite D Deerfield Bch FL 33442-5948 (708) 878-6875	\$10,000.00 - \$19,999.00
Delaware North Companies Gaming & Entertainment, Inc	40 Fountain Plaza Buffalo NY 14202-2285 (716) 858-5207	\$10,000.00 - \$19,999.00
Destinations Florida	1400 Village Square Blvd. Suite 3-250 Tallahassee FL 32312 (850) 222-6000	\$1.00 - \$9,999.00
DISH Network LLC	1110 Vermont Ave NW Ste 750 Washington DC 20005-6322 (303) 723-2293	\$10,000.00 - \$19,999.00
DLRdmv, LLC	17060 Dallas Parkway Suite 105 Dallas TX 75248 (561) 309-2760	\$1.00 - \$9,999.00
DMF Employment Opportunities, Inc.	13131 SW 132nd Street Suite 101 Miami FL 33186 (305) 667-9112	\$0.00
Domain Homes, Inc.	5701 S MacDill Avenue Tampa FL 33611 (813) 309-4773	\$0.00
DraftKings, Inc.	222 Berkeley Street 5th Floor Boston MA 02116 (301) 980-2133	\$1.00 - \$9,999.00
Early Childhood Initiative Foundation, Inc, The	3250 SW 3rd Ave Miami FL 33129 (305) 646-7134	\$0.00
Edward Mansouri	3019 Shannon Lakes Drive N Suite 203 Tallahassee FL 32309 (850) 297-1800 x706	\$0.00
Eisai, Inc	100 Tice Blvd Woodcliff Lake NJ 07677 (201) 692-1100	\$1.00 - \$9,999.00
Electronic Transaction Consultants Corporation	1600 North Collins Blvd. Suite 4000 Richardson TX 75080 (214) 615-2002	\$0.00
Emerald Coast Striping LLC	1901 N. East Avenue Panama City FL 32405 (850) 215-4875	\$20,000.00 - \$29,999.00
eMerge Americas, LLC	2333 Ponce de Leon Blvd. #900 Coral Gables FL 33134 (305) 340-2356	\$0.00
Environmental Conservation Solutions, LLC	PO Box 607356 Orlando FL 32860	\$1.00 - \$9,999.00

	(407) 298-5121	
Environmental Defense Fund	1875 Connecticut Ave NW Ste 600 Washington DC 20009 (321) 695-1223	\$10,000.00 - \$19,999.00
Envision Healthcare	7700 W. Sunrise Blvd. Plantation FL 33322 (303) 495-1245	\$10,000.00 - \$19,999.00
Epilepsy Florida	7300 N. Kendall Drive Suite 760 Miami FL 33156 (305) 670-4949	\$1.00 - \$9,999.00
FanDuel, Inc.	300 Park Ave S 14th Fl New York NY 10010-5349 (202) 417-3525	\$1.00 - \$9,999.00
FarmaceuticalRX LLC	1368 Lake Baldwin Lane Unit B Orlando FL 32814 (407) 256-5307	\$20,000.00 - \$29,999.00
Florida A & M University Foundation	625 E. Tennessee Street Suite 100 Tallahassee FL 32308-4933 (850) 599-3225	\$1.00 - \$9,999.00
Florida Association of Cosmetology & Technical Schools (FACTS)	2550 S Ridgewood Ave South Daytona FL 32119 (386) 405-2711	\$0.00
Florida Association of Free and Charitable Clinics, Inc.	8095 NW 12 Street Suite 300 Doral FL 33126 (786) 520-6938	\$1.00 - \$9,999.00
Florida Atlantic University Foundation, Inc	777 Glades Rd ADM 295 Boca Raton FL 33431 (561) 297-2583	\$10,000.00 - \$19,999.00
Florida Businesses for a Competitive Workforce d/b/a Florida Competes	200 W. College Avenue Suite 210 Tallahassee FL 32301 (850) 391-5040	\$0.00
Florida Children's Services Council, Inc	1126 Lee Avenue Tallahassee FL 32301 (850) 577-9199 x102	\$1.00 - \$9,999.00
Florida Coalition for Modern Laws, Inc.	1200 South Pine Island Road Plantation FL 33324 (212) 474-1000	\$1.00 - \$9,999.00
Florida Family Fairness, Inc.	1103 Hays St Tallahassee FL 32301-2631 (813) 228-6688	\$0.00
Florida Network of Youth and Family Services, Inc	2850 Pablo Ave Tallahassee FL 32308-4211 (850) 922-4324	\$1.00 - \$9,999.00
Florida Peninsula Insurance Company	903 NW 65th St Suite 200 Boca Raton FL 33487 (561) 210-0377	\$10,000.00 - \$19,999.00

Florida Podiatric Medical Association	410 N Gadsden St Tallahassee FL 32301-1242 (850) 224-4085	\$1.00 - \$9,999.00
Florida Police Benevolent Association, Inc	300 E Brevard St Tallahassee FL 32301-1226 (850) 222-3329	\$10,000.00 - \$19,999.00
Florida Polytechnic University Foundation, Inc	4700 Research Way Lakeland FL 33805-8531 (863) 874-8612	\$1.00 - \$9,999.00
Florida Power & Light Company	134 W Jefferson St Tallahassee FL 32301-1713 (850) 521-3934	\$10,000.00 - \$19,999.00
Florida Rural Water Association	2970 Wellington Cir Tallahassee FL 32309 (850) 668-2746	\$1.00 - \$9,999.00
Florida Society of Ophthalmology	6816 Southpoint Pkwy Ste 1000 Jacksonville FL 32216 (904) 998-0819	\$10,000.00 - \$19,999.00
Florida Society of Pathologists	2563 Capital Medical Blvd Tallahassee FL 32308 (904) 998-0819	\$0.00
Florida Transportation Builders Association, Inc	1007 DeSota Park Dr Ste 200 Tallahassee FL 32301 (850) 942-1405	\$10,000.00 - \$19,999.00
Foster Care Review, Inc	155 NW 3rd Street Suite 4338 Miami FL 33128 (305) 679-2746	\$0.00
Foundation for Seminole State College of Florida, Inc.	1055 AAA Drive Heathrow FL 32746 (407) 708-2030	\$10,000.00 - \$19,999.00
Friends of Miami Dade College	1450 Brickell Avenue 18th Floor Miami FL 33131-3444 (305) 237-7563	\$10,000.00 - \$19,999.00
Friends of the Underline, Inc.	1172 South Dixie Highway PO Box 559 Coral Gables FL 33146 (305) 439-1199	\$0.00
G4S Secure Solutions (USA) Inc.	1395 University Blvd. Jupiter FL 33458 (561) 691-6434	\$1.00 - \$9,999.00
GCOM Software LLC	24 Madison Avenue Extension Albany NY 12203-5396 (518) 869-1671 x2369	\$0.00
Generational Capital Partners	777 Woodward Avenue Suite 300 Detroit MI 48226 (313) 220-6839	\$0.00
GEO Care, Inc./The Geo Group, Inc.	621 NW 53rd Street, One Park Place Suite 700 Boca Raton FL 33487 (561) 999-7308	\$10,000.00 - \$19,999.00

Getaround Inc.	1177 Harrison St San Francisco CA 94103-4508 (202) 417-3525	\$0.00
Give America Hope, Inc.	8923 Fingerboard Road Suite A Frederick MD 21704 (301) 606-6217	\$0.00
Glam Squad	54 West 21st Street Suite 301 New York NY 10010 (646) 795-6470	\$0.00
Global Tel*Link Corporation	3120 Fairview Park Drive Suite 300 Falls Church VA 22042 (615) 440-3080	\$1.00 - \$9,999.00
Google LLC and its Affiliates	28 Liberty Ship Way Suite 2815, c/o Politicom Law LLP Sausalito CA 94965-3321 (415) 903-2800	\$10,000.00 - \$19,999.00
Greyhound Lines, Inc	PO Box 660362 Dallas TX 75266-0362 (651) 338-0847	\$0.00
Habilitation Center for the Handicapped, Inc.	22313 Boca Rio Road Boca Raton FL 33433 (561) 483-4200	\$10,000.00 - \$19,999.00
Halifax Health	303 N Clyde Morris Blvd Daytona Beach FL 32114 (386) 425-4771	\$0.00
Hardee County Industrial Development Authority	107 East Main Street PO Box 458 Wauchula FL 33873 (863) 773-3030	\$1.00 - \$9,999.00
HCR-Manor Care	333 N Summit St Toledo OH 43604 (419) 252-5515	\$10,000.00 - \$19,999.00
Health Care District of Palm Beach County	1515 N. Flagler Drive Suite 100 West Palm Beach FL 33401-3429 (561) 804-5865	\$1.00 - \$9,999.00
Healthcare Distribution Alliance	901 North Glebe Road Suite 1000 Arlington VA 22203 (703) 885-0214	\$0.00
Hillsborough County Board of County Commissioners	601 E Kennedy Blvd PO Box 1110 Tampa FL 33602-4156 (813) 276-2640	\$0.00
HNTB Corporation	300 Primera Blvd Ste 200 Lake Mary FL 32746 (813) 402-4150	\$20,000.00 - \$29,999.00
Hope Statistics, LLC	8923 Fingerboard Road Suite A Frederick MD 21704 (301) 606-6217	\$0.00

Housing Trust Group, LLC	3225 Aviation Avenue #602 Miami FL 33133 (305) 790-4466	\$20,000.00 - \$29,999.00
IGT and its Affiliates	10 Memorial Blvd Providence RI 02903 (401) 392-7387	\$10,000.00 - \$19,999.00
International Atlantic, LLC	One Meadowlands Plaza 3rd Floor East Rutherford NJ 07073 (305) 428-4536	\$10,000.00 - \$19,999.00
International Health, Racquet & Sportsclub Assn	263 Summer St Boston MA 02210 (617) 951-0055	\$0.00
Inventure Holdings, LLC	1989 SW 19th Avenue Miami FL 33145 (305) 975-7794	\$1.00 - \$9,999.00
Investment Corporation of Palm Beach	1111 N Congress Ave West Palm Beach FL 33409 (561) 683-2222 x142	\$30,000.00 - \$39,999.00
Jacksonville Greyhound Racing, Inc	PO Box 959 Orange Park FL 32067 (904) 646-0001	\$0.00
Jacksonville Port Authority	2831 Talleyrand Avenue Suite 200 Jacksonville FL 32202 904-357-3045	\$1.00 - \$9,999.00
K9s for Warriors	114 Camp K9 Road Ponte Vedra Beach FL 32082 (904) 686-7956	\$0.00
Kitson Evergreen LLC d/b/a Kitson & Partners	4500 PGA Blvd Ste 400 Palm Beach Gardens FL 33410 (561) 624-4000	\$1.00 - \$9,999.00
Kitson-Babcock, LLC	4500 PGA Blvd. Suite 400 Palm Beach Gardens FL 33418 (561) 624-4000	\$0.00
KPMG LLP	345 Park Ave New York NY 10154-0004 (212) 872-6448	\$10,000.00 - \$19,999.00
Kyra Solutions, Inc.	4454 Florida National Dr Lakeland FL 33813-1515 (863) 686-2271 x100	\$1.00 - \$9,999.00
L3Harris Technologies, Inc.	1025 W. Nasa Blvd. Melbourne FL 32919-0001 (202) 729-3709	\$10,000.00 - \$19,999.00
Lee County Sheriff's Office	14750 Six Mile Cypress Parkway Ft. Myers FL 33912 (239) 477-1000	\$10,000.00 - \$19,999.00
Liberty Dental Plan	340 Commerce Ste 200 Irvine CA 92602 (949) 223-8928	\$1.00 - \$9,999.00
Linn Park West LLC	301 West 41st Street	\$10,000.00 - \$19,999.00

Eastman Tech, LLC	501 West 7th Street Suite 406 Miami Beach FL 33140 (305) 803-9884	\$10,000.00 - \$19,999.00
Lions Eye Institute for Transplant and Research, Inc.	1410 North 21st Street Tampa FL 33605 (813) 289-1200	\$1.00 - \$9,999.00
Major League Baseball	245 Park Ave New York NY 10167-0002 (202) 861-1551	\$10,000.00 - \$19,999.00
Marine Towing of Tampa, LLC	908 S 20th St Tampa FL 33605 (813) 242-6500	\$1.00 - \$9,999.00
Martin County Board of County Commissioners	2401 SE Monterey Rd Stuart FL 34996-3322 (772) 320-3095	\$1.00 - \$9,999.00
Max Planck Florida Foundation, Inc	1 Max Planck Way Jupiter FL 33458 (561) 729-9023	\$1.00 - \$9,999.00
Maxim Healthcare Services, Inc	7227 Lee Deforest Dr Columbia MD 21046 (410) 910-1500	\$1.00 - \$9,999.00
MCI, LC	2937 Sierra Court SW Iowa City IA 52240 (256) 783-3525	\$10,000.00 - \$19,999.00
Mental Health Care, Inc. d/b/a Gracepoint Wellness	5707 N 22Nd St Tampa FL 33610-4350 (813) 239-8023	\$1.00 - \$9,999.00
Metropolitan Charities, Inc.	3251 3rd Avenue North St. Petersburg FL 33713 (727) 321-3854	\$1.00 - \$9,999.00
Miami Design District Associates, LLC	3841 NE 2nd Ave Ste 400 Miami FL 33137 (786) 871-4802	\$1.00 - \$9,999.00
Miami Lighthouse for the Blind and Visually Impaired, Inc	601 SW 8th Ave Miami FL 33130 (305) 856-4176	\$1.00 - \$9,999.00
Mosaic Fertilizer, LLC	215 South Monroe Street Suite 730 Tallahassee FL 32301-1804 (850) 205-3185	\$10,000.00 - \$19,999.00
Mount Sinai Medical Center	4300 Alton Rd Miami Beach FL 33140 (305) 302-4862	\$10,000.00 - \$19,999.00
NAIOP Tampa Bay	4205 W Bay Ave Tampa FL 33611 (813) 362-8202	\$1.00 - \$9,999.00
Nanobiosym Diagnostics, Inc.	245 First Street 18th Floor Cambridge MA 02142 (617) 669-0359	\$1.00 - \$9,999.00
National Basketball Association	645 5th Avenue New York NY 10022 (202) 417-3525	\$10,000.00 - \$19,999.00

Nationwide Retirement Solutions, Inc	PO Box 182797 Columbus OH 43218 (800) 432-0822	\$10,000.00 - \$19,999.00
Network of Florida Otolaryngologists	1601 Clint Moore Road Suite 170 Boca Raton FL 33487 (561) 939-0900	\$0.00
New York Yankees	1 Steinbrenner Dr Tampa FL 33614 (813) 673-3016	\$1.00 - \$9,999.00
North Broward Hospital District (d/b/a Broward Health)	1800 NW 49Th St Ft Lauderdale FL 33309-3092 (954) 473-7024	\$10,000.00 - \$19,999.00
North Carolina Outward Bound School	2582 Riceville Road Asheville NC 28805 (828) 239-2120	\$0.00
North Springs Improvement District	9700 NW 52nd Street Pompano Beach FL 33076 (954) 796-6603	\$1.00 - \$9,999.00
Northport Health Services of Florida, L.L.C.	931 Fairfax Park Tuscaloosa AL 35406 (205) 343-7310	\$20,000.00 - \$29,999.00
Northwest Florida Partnership for Better Communities	525 N. Martin Luther King Jr. Blvd. Tallahassee FL 32301 (850) 408-4583	\$0.00
Nova Southeastern University	3301 College Ave Fort Lauderdale FL 33314-7796 (954) 262-1508	\$10,000.00 - \$19,999.00
NTT Data, Inc.	1660 International Drive Suite 300 McLean VA 22102 (850) 766-6007	\$1.00 - \$9,999.00
Open Road Responders LLC	3681 West Oakland Park Blvd. Lauderdale Lakes FL 33311 (954) 684-4858	\$1.00 - \$9,999.00
Orange County Property Appraiser	200 South Orange Avenue Suite 1700 Orlando FL 32801 (407) 836-5021	\$10,000.00 - \$19,999.00
Orange County Tax Collector	200 S Orange Ave Ste 1500 Orlando FL 32801-3438 (407) 863-2705	\$0.00
Osceola Legislative Effort	1425 E Vine St Kissimmee FL 34744 (407) 847-3174	\$0.00
Palm Beach Aggregates, LLC	20125 Southern Blvd Loxahatchee FL 33470 (561) 795-6550	\$1.00 - \$9,999.00
Palm Beach County Sheriff's Office	3228 Gun Club Rd West Palm Bch FL 33406-3001 (561) 688-3027	\$0.00
Pensacola State College Foundation, Inc.	1000 College Blvd. Pensacola FL 32504	\$10,000.00 - \$19,999.00

	(850) 572-3279	
PGA TOUR, Inc.	1 PGA TOUR Blvd. Ponte Vedra Beach FL 32082 (202) 849-9002	\$1.00 - \$9,999.00
Phoenix Affiliates	3519 N. Ottawa Street Arlington VA 22213 (843) 343-8747	\$10,000.00 - \$19,999.00
Polk County Board of County Commissioners	330 W Church St Bartow FL 33830 (863) 534-6000	\$0.00
Prescient Medicine	1330 W. Fulton Market Suite 800 Chicago IL 60607 (717) 974-4444	\$1.00 - \$9,999.00
Public Health Trust	1611 NW 12th Ave W Wing 117 Miami FL 33172 (850) 766-0793	\$10,000.00 - \$19,999.00
Pure Storage, Inc.	650 Castro Street Mt. View CA 94041 (850) 228-0756	\$1.00 - \$9,999.00
RADISE INTERNATIONAL LC	4152 W. Blue Heron Blvd. Suite 228 Riviera Beach FL 33404 (561) 841-0103	\$0.00
RAI Services Company	401 N Main St Winston-Salem NC 27101 (336) 741-0083	\$30,000.00 - \$39,999.00
Red Metrics LLC	8375 Dominion Parkway Plano TX 75024 (964) 325-2514	\$0.00
Re-Entry Alliance Pensacola, Inc.	220 West Garden Street SunTrust Tower, Suite 302B Pensacola FL 32502 (850) 516-7890	\$0.00
Renew Financial Group LLC	1221 Broadway # 4 4th FL Oakland CA 94612-1837 (510) 350-3778	\$10,000.00 - \$19,999.00
Rubenstein Law	9130 S Dadeland Blvd. Penthouse Suite Miami FL 33156 (305) 661-6000	\$0.00
Sacyr Construccion S.A. Inc.	3191 Coral Way Suite 510 Miami FL 33145 (786) 857-6450	\$20,000.00 - \$29,999.00
Sacyr Construction USA LLC	3191 Coral Way Suite 510 Miami FL 33145 (786) 857-6450	\$0.00
SaferWatch, LLC	2200 NW Corporate Blvd Ste 412 Suite 412 Boca Raton FL 33431-7387 (561) 400-0907	\$1.00 - \$9,999.00

Safety Net Hospital Alliance of Florida	101 N Gadsden St Tallahassee FL 32301 850-201-2096	\$10,000.00 - \$19,999.00
Saint Leo University	Post Office Box 6665 University Campus - MC2187 St. Leo FL 33574-6665 (352) 588-8242	\$0.00
SAS Institute, Inc	100 Sas Campus Dr Cary NC 27513-2414 (850) 510-9371	\$1.00 - \$9,999.00
Searcy, Denney, Scarola, Barnhart and Shipley, P.A.	2139 Palm Beach Lakes Blvd. West Palm Bch FL 33409 (561) 686-6300	\$10,000.00 - \$19,999.00
Secure Democracy	611 Pennsylvania Avenue, SE #143 Washington DC 20003 (612) 220-2070	\$1.00 - \$9,999.00
Sentry Data Systems	800 Fairway Drive Suite 400 Deerfield Beach FL 33441 (800) 411-4566	\$10,000.00 - \$19,999.00
Shands Teaching Hospital and Clinics, Inc.	P.O. Box 100326 Gainesville FL 32610-0326 (850) 264-5579	\$0.00
Shopping Center Management d/b/a Turnberry Associates	19501 Biscayne Blvd. Suite 400 Aventura FL 33180 (305) 933-5583	\$10,000.00 - \$19,999.00
Solar Sportsystems, Inc	438 Main St Buffalo NY 14202 (716) 858-5207	\$10,000.00 - \$19,999.00
SOMA Global	203 N. Marion Street Tampa FL 33602 (727) 225-6591	\$0.00
South Central Florida Express, Inc.	900 S W C Owen Ave Clewiston FL 33440 (863) 902-2103	\$0.00
Southeast Highway, Guardrails & Attenuators	7760 Hooper Road West Palm Beach FL 33411 (561) 792-0040	\$0.00
Southern Glazers Wine and Spirits, LLC.	1600 NW 163rd Street Miami FL 33169 (305) 627-1102	\$0.00
Space Coast Town Centre I, LLC	7485 Fairway Drive Suite 430 Miami Lakes FL 33014 (305) 556-4739	\$0.00
Spring Oaks Greenhouses, Inc.	17323 Lake Street Umatilla FL 32784 (850) 727-5009	\$0.00
Star Farms Corporation	5600 Kenilworth Blvd., Sebring FL 33870 (305) 775-9293	\$0.00
Sunfest Herbs LLC	2665 S Bayshore Dr Sarasota FL 34236 (941) 552-1111	\$0.00

	SUITE 600B Miami FL 33133-5401 (305) 859-4900	
Swire Properties, Inc.	Three Brickell City Centre 98 SW 7 Street, Ste. 500 Miami FL 33131 (305) 371-9223	\$20,000.00 - \$29,999.00
Talk of the Town, Inc.	1260 Central FL Parkway Orlando FL 32837 (863) 602-9639	\$0.00
Tampa Bay Lightning	401 Channelside Dr Tampa FL 33602 (813) 301-6561	\$0.00
Tampa Bay Sports & Entertainment, LLC	401 Channelside Dr Tampa FL 33602 (813) 301-6561	\$0.00
Tampa General Hospital	PO Box 1289 Tampa FL 33601 (813) 844-7662	\$10,000.00 - \$19,999.00
Teach Florida	450 N Park Rd Suite 710 Hollywood FL 33021-6920 (954) 406-6336	\$1.00 - \$9,999.00
Technology Foundation of the Americas	501 Brickell Key Dr Ste 200 Courvoisier Centre 1 Miami FL 33131 (305) 340-2356	\$0.00
The Faith Group	2627 NE 203rd Street Suite #202 Aventura FL 33180 (305) 682-4991	\$10,000.00 - \$19,999.00
The Mega Company	2415 Foxhall Road, N.W. Washington DC 20007 (202) 679-2112	\$10,000.00 - \$19,999.00
The Presbytery of Tropical Florida, Inc.	1919 SE 5th Street Deerfield Beach FL 33441 (305) 815-2123	\$10,000.00 - \$19,999.00
Town of Palm Beach	PO Box 2029 Palm Beach FL 33480 (561) 838-5410	\$1.00 - \$9,999.00
TRC Companies, Inc.	16350 Park Ten Plaza Suite 101 Houston TX 77084 (908) 988-1688	\$1.00 - \$9,999.00
TruGreen	860 Ridge Lake Blvd Memphis TN 38120 (901) 251-4242	\$20,000.00 - \$29,999.00
Trulieve, Inc.	6749 Ben Bostic Road Quincy FL 32351 (850) 508-0261	\$10,000.00 - \$19,999.00
Ultimate Health Plans, Inc.	12900 Cortez Blvd Ste 204 Brooksville FL 34613 (352) 835-7151	\$1.00 - \$9,999.00
Union Supply Company, Inc	2301 E Pacifica Pl	\$10,000.00 - \$19,999.00

	Rancho Dominguez CA 90220-6210 (310) 604-4642	
United States Sugar Corporation	111 Ponce De Leon Ave Clewiston FL 33440 (863) 902-2461	\$40,000.00 - \$49,999.00
University of Florida Foundation, Inc.	P.O. Box 113157 University of Florida Gainesville FL 32611-3175 (352) 273-4103	\$1.00 - \$9,999.00
University of Miami	6200 San Amaro Dr Suite 330 Coral Gables FL 33146-2401 (305) 284-2684	\$1.00 - \$9,999.00
Vinik Family Office LLC	401 East Jackson Street Suite 2525 Tampa FL 33602 (813) 229-0420	\$0.00
Voices for Children Foundation, Inc	1500 NW 12th Ave Ste 1117 Miami FL 33136 (305) 324-5687	\$0.00
Walgreen Company	108 Wilmot Road MS# 1844 Deerfield IL 60015 (847) 858-2291	\$10,000.00 - \$19,999.00
WeatherSTEM	3019 Shannon Lakes Dr N Suite 203 Tallahassee FL 32309 (850) 297-1800 x706	\$10,000.00 - \$19,999.00
Wendover Housing Partners, LLC	1105 Kensington Park Drive Suite 200 Altamonte Springs FL 32714 (407) 333-3233	\$0.00
Wesley Financial Group LLC	9009 Carothers Pkwy Ste B3 Suite B3 Franklin TN 37067-1704 (615) 265-0844	\$10,000.00 - \$19,999.00
Windstorm Mitigation, Inc	916 N. Monroe Street Tallahassee FL 32302 (850) 576-5113	\$10,000.00 - \$19,999.00
Worldwide Interactive Network, Inc. d/b/a WIN Learning	1000 Waterford Place Kingston TN 37763-2673 (865) 717-9461	\$1.00 - \$9,999.00
Youth Opportunity Investments	9800 4th Street North Suite 101 St. Petersburg FL 33702 (727) 800-3511 x1002	\$10,000.00 - \$19,999.00

Prime Contractor Firms

Prime Contractor Firm	Firm Information	Operating Principal	Principal Information
Goren, Cherof, Doody & Exrol, P.A.	3099 East Commercial Blvd. Suite 600	City of Pembroke Pines	10100 Pines Blvd Pembroke Pines FL 33026

Suite 200
Ft. Lauderdale FL 33308
(954) 771-4500 x5002

PENROCK PINES FL 33026
(954) 431-4884

Total Compensation

Total Compensation: \$1,000,000.00

Certification

I hereby certify to the veracity and completeness of the information herein; that no reportable compensation has been omitted; and that no officer or employee of this lobbying firm has made an expenditure in violation of Section 112.3215, F.S.

Senior Partner Brian D. Ballard, Senior Partner

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Contact Us

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help@floridalobbyist.gov

Related Websites

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- flsenate.gov
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- [Public Service Commission Nominating Council \(PSCNC\)](#)

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