



CITY OF BELLE ISLE

Request for Qualifications

Lobbying And Intergovernmental Consultant
Services RFQ#21-03

The Southern Group

TABLE OF CONTENTS

Statement of Interest	02
Proposal Letter	03
Proposer Qualifications and Expertise	04
Engagement Approach/Propose Resources	10
Appendix	19

STATEMENT OF INTEREST

Office of the City Manager:

Please accept this proposal from The Southern Group of Florida, Inc. (The Southern Group) in response to the REQUEST FOR QUALIFICATIONS, LOBBYING AND INTERGOVERNMENTAL CONSULTANT SERVICES (RFQ #21-03) for the City of Belle Isle. The Southern Group offers to provide the highest level of professional services in the advocacy on behalf of the City of Belle Isle, working closely with the City Manager, the Commission and staff in achieving success for the priorities. The Southern Group prepared this response without collusion with any other person or entity submitting a proposal pursuant to this RFQ.

The Southern Group is the one firm in Florida where virtually every lobbyist has held the highest elected and staff positions in the executive and legislative branches of Florida government, who understand how and why decisions are made at every level of Florida government, and who use that knowledge and those relationships to steer the complex governmental machine for the benefit of our clients. With the expertise and depth of our firm's partners, The Southern Group has unmatched qualifications to assist the City in navigating the complexities of securing specific budget priorities, crafting strategies to achieve success in the passage or defeat of critical legislation, and engaging with the executive and regulatory agencies who are vital in the implementation of appropriations or regulatory rule-making.

Specific to your interests, we have assigned two of our lobbyists to serve as the key personnel for the City of Belle Isle. However, all of the partners at The Southern Group will work hard to deliver results for the City. Our team of 30 Florida lobbyists will leverage our experience and relationships, serving as an extension of your team to coordinate and advance the City's priorities with the appropriate government officials. You have our commitment to represent the City of Belle Isle in the most reliable and ethical manner available in the market. We sincerely hope this proposal exceeds your expectations, and we hope to continue our track record of successfully representing local governments before the Executive and Legislative branches of government.

Sincerely,



Oscar Anderson, Partner

The Southern Group of Florida, Inc.

(407) 247-3000



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	Oscar Anderson
Print or Type Name of Company	The Southern Group
Date	2/23/2021

PROPOSER QUALIFICATION AND EXPERTISE

Please accept this proposal from The Southern Group of Florida, Inc. (The Southern Group) in response to the Lobbying and Intergovernmental Consultant Services Request for Qualifications for the City of Belle Isle. The Southern Group offers to provide the highest level of professional services for advocacy on behalf of the City of Belle Isle, working closely with you and your team to accomplish the City's legislative priorities.

Recognized as a bipartisan firm, the partners and personnel of The Southern Group are drawn from both political parties and have among them close working relationships with key legislators and staff on both sides of the aisle. The Southern Group was founded in 1998 and has six regional offices throughout Florida and, as such, is "local" in every major metropolis where legislators are clustered. Because of our local presence all over the state, our lobbyists spend the majority of the year working and socializing with legislators.

The Southern Group's relationships with key officials, in both the legislative and executive branches as well as in both parties, is unrivaled. Our team constantly analyzes its relationships with public officials. As a result, The Southern Group has great statewide working and personal relationships with Members of the Leadership in both Chambers, whose support is critical to implementing the City's legislative agenda in Tallahassee. Perhaps most importantly, many of the partners in the Firm have great and personal relationships with key committee chairmen and ranking members of the Legislature from all over Florida who will be instrumental in achieving the goals of the City, including those legislators that will chair the House and Senate Appropriations Committees and Subcommittees, the Senate Community Affairs Committee, the House Local, State and Federal Affairs Committee, Environmental and Natural Resources Committees as well as the Transportation and Infrastructure Committees in both Chambers. In addition to our relationships with the Legislative Branch leaders and members, The Southern Group also enjoys a strong, personal and supportive relationship with the Executive Branch, from the Governor to his key staff, along with every Agency Head in state government.

As a result of the sheer size of The Southern Group, the number of lobbyists we have throughout Florida and the incredible work ethic of our team, The Southern Group has great relationships with just about every elected official and high-level staffer in Tallahassee and throughout Florida, all of which can be utilized in advocating on behalf of the City's priorities. A good lobbyist can open doors, but a great lobbyist can open doors and intelligently discuss the issues that matter to the client with the right people, complimenting their relationships with subject matter expertise.

Because of the fact that virtually every member of The Southern Group has served in government, our expertise is second to none. Some of our lobbyists served as legislative aides, enabling them to familiarize themselves with the "process" as well as a gambit of issues while others served as agency heads or executive directors giving them subject matter expertise.

Our presence around the state is seen and felt every day by legislators and our clients. We pride ourselves on the fact that we live in the communities where the legislators live and that gives us a deep understanding of their local politics and issues. In Central Florida, we work year round with our Legislative Delegation, giving us deep relationships with them as we work on issues together for our region.

The Southern Group, formerly known as Southern Strategy Group, is a partnership of individuals dedicated to achieving their clients' goals. Oscar Anderson (registered as George Oscar Anderson) and Kate DeLoach (registered as Mary Katherine DeFoor DeLoach) will serve as your primary points of contact.

With over 15 years as a registered lobbyist, Oscar is skilled in cutting government red tape and navigating political trends, achieving impressive results for those he represents. Kate served for six years as a district and legislative aide in the Florida House of Representatives, which gave her invaluable experience navigating the legislative process and addressing policy and appropriations issues across a broad array of topics. Both Oscar and Kate are registered lobbyists with the state of Florida in the Executive and Legislative branches. Oscar and Kate's lobbyist registrations, bios and The Southern Group previous experience can be found in the Appendix.

Oscar and Kate on your team will provide advice and insight into the culture of each targeted priority to create in-depth strategies on how to achieve regulatory, legislative and appropriations goals. The team will be in attendance for all necessary meetings to ensure the City's priorities are communicated to the appropriate legislative members and staff. Oscar and Kate and the entire Southern Group team will leverage their relationships to ensure the City's interests are at the forefront of the issue and provide reports on any potential legislative issues facing the City. We will ensure rapid response to every inquiry or emerging issue and will present a post-session annual report to the City. The Southern Group has staff dedicated to covering legislative and agency meetings and producing a detailed report. An example of a committee report can be found in the Appendix of this proposal.

THE SOUTHERN GROUP TEAM

In our **Orlando** Office:

Oscar Anderson has successfully advocated for hundreds of businesses and organizations at the local and state levels of Florida government, specializing in areas such as budgeting, growth management, and housing.

Kelly Cohen is a lobbyist, strategist, and fundraiser whose work building partnerships between government and industry in Florida has made her a perennial figure on the region's "Most Powerful" lists. Kelly is well known for bringing individuals, governments and businesses together to get results.

In our **Tallahassee** Office:

As the Chairman and Founder of The Southern Group, Paul Bradshaw has dealt with a broad range of major public policy initiatives, including those directed at development, environmental protection, and public education. Paul's involvement in both the mechanics of government and bare-knuckle politics gives him a rare ability to grasp the policy and political implications of lobbying issues.

David Browning joined The Southern Group's Tallahassee office in 2011 after a 12-year career as one of Florida's top political campaign operatives, with particular expertise in the appropriations process.

Brian Bautista combines years of political acumen with legal experience helping start-ups and disruptors to navigate the perils of taking on entrenched industries.

Rachel Cone has extensive knowledge about the transportation industry. In 2017, Rachel served as the interim secretary for the Florida Department of Transportation (FDOT), where she successfully shepherded the department's policy agenda and \$11 billion budget across the finish line of the 2017 legislative session.

Chris Dudley has over 20 years experience lobbying after starting his governmental career as a legislative aide and eventually serving as Deputy Chief of Staff in the Governor's office. Chris was recognized as a Pioneer Advocate for the Florida trucking industry. He has also been recognized as one of the two longest-serving state lobbyists for CVS Health.

Mercer Fearington has expertise in numerous policy areas, including agriculture, appropriations, banking and finance, economic and business development, energy, health care, intellectual property, land use and development, manufacturing, oil and gas, public and private partnerships, public safety, telecommunications, transportation, and water.

Prior to joining The Southern Group, James McFaddin was the legislative affairs director and then later Chief of Staff at the Florida Agency for Health Care Administration. As chief of staff, James was instrumental in the management and operations of the agency, including the Florida Medicaid Program, the regulation of Florida's health care facilities, and oversight of the Agency's \$20+ billion budget.

An expert in policy and administration, Paul Mitchell has served on several boards and commissions, including the ERP (Enterprise Resource Planning) Integration Task Force, a statewide effort initiated by the legislature to improve financial management of taxpayer dollars and modernize state personnel systems.

Erin Rock has led the Department of Management Services for the past six years, the final two in the role of agency secretary. Under Erin's leadership, DMS adopted an aggressive agenda on behalf of its one million customers. Erin repeatedly ensured budget and policy victories with the Florida legislature and successfully executed some of the largest projects and procurements in the agency's history. Erin was also credited by the Florida Technology Council in 2018 for her success in strengthening DMS's relationships with Florida's technology industry.

Clark Smith's expertise spans a broad range of policy issues, including appropriations, campaigns, energy, gaming, health care, insurance, land use and development, manufacturing, marine science, outdoor advertising, public safety, technology, telecommunications, transportation, travel and tourism, utilities, and water.

Monte Stevens has developed expertise in numerous policy areas, including banking and finance, economic and business development, insurance, medical marijuana, public and private partnerships, and strategic planning.

Sheela VanHoose is an education advocate who has worked for large public, private and nonprofit entities. She has worked across multiple states and has successfully secured over \$64 million in legislative appropriations for computer science professional development.

In our **Tampa** office:

Laura Boehmer has almost 20 years of experience working with local, state, and federal governments. Having worked as high-level staff inside local government, Laura focuses much of her practice on assisting city and county governments to achieve their goals.

Justin Hollis joined The Southern Group in 2018, bringing with him more than a decade of experience in government and political campaigns. Justin began his political career as deputy director of legislative affairs in the Florida Department of Agriculture and Consumer Services (FDACS). During his tenure, he worked with House and Senate leadership to successfully transfer the more than \$1 billion school nutrition program from the Florida Department of Education to FDACS.

Seth McKeel joined The Southern Group's Tampa office as Managing Partner in 2014 after a long and distinguished career in public service. Seth has developed expertise in numerous areas, including economic and business development, energy, health care, land use and development, marine science, policy, public and private partnerships, telecommunications, transportation, and water.

Sydney Ridley spent six years as the chief legislative aide to House Majority Leader Dana Young, working at the highest level of the Florida House of Representatives and directing all priority policy and budget initiatives. Sydney has cultivated relationships with legislative staff, agency heads, and elected officials.

David Shepp began his Florida political career in 1996 as a legislative assistant, learning the intricacies of the Florida legislature and building relationships Tallahassee. David works closely with central Florida delegations and enjoys strong relationships with leaders at every level of the legislative committee structure, as well as the staff behind the scenes of public policymaking.

In our **Jacksonville** Office:

Matt Brockelman has helped secure millions of dollars in local and state funding for clients in the public and private sector, with expertise in numerous policy areas, including energy, environment, financial services, K-20 education, real estate development, technology, and transportation.

Carlo Fassi's years in politics have helped him establish a deep network of personal relationships and develop expertise in a range of policy areas, including education, energy, and local government.

Nelson Diaz began his political career working for then-State Representative Marco Rubio where he learned the "ins and outs" of the legislative process. He has successfully represented clients for The Southern Group since 2013. He has unmatched experience with the appropriations process and with municipal clients as well as expertise in policy areas including campaigns, economic and business development, family law, gaming, housing, land use and development, transportation, and tourism.

In our **Florida Keys** Office:

Kate DeLoach spent six years working for Representative Holly Raschein (R), the current Chair of the House Appropriations Committee on Agriculture and Natural Resources. She has extensive experience as an advocate for local government policy and appropriation priorities at the state level, particularly in the area of water resources, natural resource protection, transportation and tourism.

OUR APPROACH

THE TAKEAWAY: THE SOUTHERN GROUP HAS THE LONGEST AND BEST TRACK RECORD OF ANY LOBBYING FIRM IN FLORIDA AND WAS FOUNDED ON THE CORE PRINCIPLES OF INSIDER KNOWLEDGE, POWERFUL ADVOCACY, AND CLIENT SERVICE.

Our firm is well positioned to deliver results for the City of Belle Isle on appropriations, policy and regulatory matters. The Southern Group was founded 21 years ago, and in that time has built a team of lobbyists who can confront and overcome the challenges of a huge, complex, and rapidly changing state government. Our approach to lobbying state government has been incredibly successful, and is the same no matter who we are representing. The Southern Group has assembled a large team of seasoned professionals—most of them drawn from the highest ranks of state and local government and politics—who are steeped in a tradition of client service and effective advocacy. The Southern Group was built on the simple, but powerful, concept that clients could be best served by hiring the most accomplished professionals out of government and politics, arming them with advocacy skills, and deploying them as a highly motivated and coordinated team.

Every day, The Southern Group taps our vast network of political contacts to gather valuable and useful information about important developments in the public policy realm. We continuously enhance existing relationships and build new ones with the ever-changing body of state and local leaders and staff who create and implement public policy.

OUR SIZE AND EXPERIENCE—AND THE FACT THAT WE TRULY OPERATE AS A TEAM—ACHIEVES RESULTS FOR OUR CLIENTS.

The Southern Group's lobbyists truly operate as a cohesive and seamless team. Our professionals systematically and methodically evaluate our relationships with all 160 legislators and dozens of key executive branch personnel, and constantly work to improve relationships where needed. This is an ongoing process that allows the team to reach key decision makers anywhere in government and at almost any time. The result is an unprecedented level of access and influence for our clients. The biographies of The Southern Group's 30 lobbyists read like a Who's Who from government and politics. The team's area of expertise extends to legislative appropriations, agriculture, water and natural resources, local government, transportation, land use planning and environmental permitting, rules and appointments, utilities, economic development, energy, technology, telecommunications, public safety and law enforcement, taxation, insurance, and many other substantive specialty areas.

The Southern Group has the most knowledgeable state budget and policy team in the Florida lobby corps which includes former Chiefs of Staff from state agencies and the Governor's office, former House Appropriations Chairman, former Secretary of Department of Transportation, and former Secretary of Management Services. Additionally, we have lobbyists who have served inside local government who have first hand experience working on issues that matter most to counties. Their advice and counsel on appropriations and policy matters will be critical for the County in accomplishing its priorities.

The Southern Group, on a daily basis, interacts with leadership and senior staff of many of the legislative committees as well as top officials at the state's executive branch agencies. We pride ourselves on relationships with decision makers and regularly undergo a quantitative review of every lobbyist's relationships. Our relationships allow us an opportunity to provide input while legislative initiatives and other priorities are in their earliest evolutionary stages.

With offices located throughout Florida—Tallahassee (1999), Jacksonville (2009), Orlando (2005), Tampa Bay (2006), Miami (2009) and Florida Keys (2018)—The Southern Group has a statewide presence that is unmatched. The result is that if a client needs to quickly meet with a local or statewide-elected public official, there is virtually no person in state or local government who cannot be quickly reached by a Southern Group lobbyist. And once reached, The Southern Group lobbying team has the skill and expertise to forcefully and effectively advocate on behalf of clients.

The Southern Group's Tallahassee office is conveniently located to provide ready access to the capitol and other major state government buildings. The Southern Group office building is less than a minute's walk from the Capitol grounds, and with 11,000 square feet of office space is the largest lobbyist-only office building in the state capital and has room for guests and large meetings for our clients.

EVERY SUCCESSFUL LOBBYING CAMPAIGN STARTS WITH A PLAN

Given The Southern Group's long-standing reputation as the top lobbying firm in Florida, record of success and the unique skill sets of the lead lobbyists assigned, The Southern Group is well positioned to be successful for the City. The Southern Group will help the City formulate an informed, realistic agenda with timelines and action items. We work hand-in-hand with our clients to create individualized plans that serve as living documents, with regular updates to track efforts, ensure coordination and develop next steps. The exact strategy implemented for each issue in this plan will depend on several factors, such as the scale of the issue (for example: Is it localized in nature or of statewide impact?) and whether the issue is policy-based or funding-based. We don't offer cookie cutter approaches to government relations. Rather, we collaborate with our clients to build customized strategies based on their unique needs, concerns, strengths and weaknesses. A sound strategy starts with agencies as they begin to put together their budgets and legislative priorities for submittal to the Governor, working with the Office of Policy and Budget, and then finding legislative champions to advocate for those projects and issues during Session.

Before and throughout Session, The Southern Group will provide verbal and written reports to the City as requested. We provide weekly status reports during Session and committee weeks which track the City's priorities, as well as bills that impact local governments. We create a tracking summary unique to the City of Belle Isle that will include; financial and budget issues that have an impact on the City, land use issues, taxation issues that could impact the City, general government issues, and City public official powers and duties. The City will always have access to our office which is a block from the Capitol for meetings or gatherings. We routinely hold receptions in our office for our clients as well. Post-session months will include Legislative Session wrap-ups and presentations from The Southern Group, in addition to the formulation of future year agendas and appropriations requests.

One thing that sets our firm apart from our competition in our approach is that we are extremely proactive. Because of our statewide relationships, our large network of lobbyists across Florida, and our extensive experience, we are constantly at the forefront of issues affecting local governments. The Southern Group understands the first priority will be the boating issues on Lake Conway and are ready to begin working with the Fish and Wildlife Commission. Our team will also work with the City in pursuit of grant funding such as job growth grant funding through the Department of Economic Opportunity.

Our lobbyists are deeply involved with the Florida League of Cities, Florida Association of Counties, the Florida City and County Manager Association, Florida Association of Intergovernmental Relations and other local government stakeholder groups, enabling us to work closely with them as priorities align. Our extensive relationships with public entities extend to the local level as well. Our team works closely with leadership at cities and counties around the state. These high-level relationships combined with the knowledge of what issues are important to them, is a valuable asset that allows The Southern Group to build potential partnerships. Leading up to session, our lobbyists will work with legislators and staff to advance the City's priorities. Our team will review legislation daily in order to evaluate how these bills affect your legislative priorities and issues. Lobbying doesn't occur just during committee meetings or the 60-day Legislative Session. Strong relationships with key decision-makers from all over the state are paramount to an effective lobbying operation.

The Southern Group pushes to maintain a low client-lobbyist ratio and we have ample capacity to represent the City of Belle Isle. Because we represent other local government clients, the team of key personnel have a deep understanding of the challenges that confront local governments through legislation and have a unique ability to serve as your voice throughout state government.

Our firm represents local governmental entities throughout the state of Florida, and our success rate speaks for itself. In 2019, The Southern Group helped secure over \$200,000,000 in state funding for our clients and passed over 80% of client policy initiatives. Our work for local government includes securing appropriations, drafting and writing legislative policy, getting sponsors for legislation and amendments, and working with state agencies for regulatory changes and grant opportunities. The firm's success, demonstrated year after year, is the result of a large team of lobbyists with exceptional relationships across the legislative and executive branches of government in both parties, coupled with great communication with our clients, and a deep subject matter expertise that crosses over all industries and subject areas.

Our organization makes available unmatched resources to support our efforts on behalf of the City of Belle Isle. Each of our 30 lobbyists in the Florida market will be aware of the status of your issues and will be engaged on an as needed basis. In addition to our team of lobbyists, The Southern Group has a strong business operations team comprised of 12 individuals within the six offices throughout the state who manage all registrations, administrative assistance, and content creation.

CONFLICT STATEMENT

The City of Belle Isle will not find a more ethical firm in the State of Florida. The Southern Group prides ourselves on the quality of our professionals and the way we approach every client issue. We take conflicts of interest seriously and conduct a thorough conflict check within the firm for every new client we have the privilege of representing. We are not aware of any clients that we represent that present any direct conflict of interest with the City of Belle Isle. Should one arise, The Southern Group would notify the City Manager immediately.

Areas of Expertise	Description	Reference
Land Use and Zoning	<p>The Southern Group has represented Seminole County government for over 5 years, working appropriations, policy and agency issues. Some of our successes include funding for environmental and juvenile justice priorities as well as working to protect the county's rural boundary - a key part of their comprehensive plan - from harmful legislative amendments pushed by a developer who wants to break down the rural boundary.</p>	<p>Seminole County</p> <p>Tricia Johnson, Deputy County Administrator</p> <p>1011 East First Street, Sanford, FL 32771 407-655-7224</p> <p>tajohnson@seminolecountyfl.gov</p>
Home Rule Authority	<p>For over a decade, the Southern Group has represented the City of Orlando in Tallahassee. Our successes range from appropriations project funding to legislation to create SunRail to helping amend a tree-trimming ordinance that directly impacted the City's Home Rule Authority. The City's efforts to create a thoughtful tree ordinance was threatened by legislation to pre-empt all tree-trimming activities to state control. After hours of meetings with legislators and staff and working with the Florida League of Cities, compromise language was created to maintain Home Rule Authority through a process of third party validation.</p>	<p>City of Orlando</p> <p>Kyle Shepard, Director of Intergovernmental Relations</p> <p>400 South Orange Avenue, Orlando Florida 32801</p> <p>407-246-3475</p> <p>kyle.shepard@cityoforlando.net</p>

Transportation/ Transit Initiatives	<p>In 2018 The Southern Group competed and was selected to represent Volusia County before both the legislative and executive branches of state government. Since that time, we have secured over \$2 million dollars in funding for two specific transportation appropriations projects.</p>	<p>Volusia County</p> <p>John S. Booker, Government Affairs Director</p> <p>123 W. Indiana Avenue Deland, FL 32720</p> <p>386- 740-5160</p> <p>jbooker@volusia.gov</p>
State Budget/ Appropriations	<p>The Southern Group has worked with Sarasota County since 2014. We have worked with the legislature to secure water project infrastructure funding which included \$1,000,000 in 2019, \$750,000 in 2018, and \$225,000 in 2016 for the Dona Bay water quality project and \$225,000 for the Siesta Key Master Pump Station. Additionally, The Southern Group was asked to work with several state agencies including the Florida Department of Health, the Florida Department of Transportation and the Florida Department of Economic Opportunity in order to advance important policy and appropriation issues with success. Most recently, The Southern Group worked with the County, the Governor's office and the Florida Sports Foundation to secure spring training funding for the Atlanta Braves. In 2017, we secured \$5,950,956 in beach re-nourishment funding and in 2016 we secured \$3,045,000, which was above what was recommended by the Department.</p>	<p>Sarasota County</p> <p>Rob Lewis, Government Affairs Director</p> <p>1660 Ringling Blvd Sarasota, FL 34236</p> <p>(941) 444-9532</p> <p>lewis@scgov.net</p>

City Charters	<p>Working with the City of Orlando, alongside the Florida League of Cities and other municipalities, The Southern Group worked on legislation related to local governmental accountability that would have imposed additional reporting and auditing requirements on municipal charters. The legislation required submission of certain information to the Office of Economic and Demographic Research, as well as clarifying time frames for cities to post certain budget information on their website.</p>	<p>City of Orlando</p> <p>Kyle Shepard, Director of Intergovernmental Relations</p> <p>400 South Orange Avenue, Orlando Florida 32801</p> <p>407-246-3475</p> <p>kyle.shepard@cityoforlando.net</p>
FWC Issues	<p>The Southern Group has represented Mote Marine Laboratory since 2004. During every year of this representation, red tide funding has been a top priority on Mote's legislative agenda. Since the late-1990s, Mote has had a cooperative agreement with the Florida Fish & Wildlife Research Institute to conduct red tide research. This ongoing program receives recurring funding in the State Budget, with amounts fluctuating between \$1.6 million and \$5 million per year. In 2019, The Southern Group introduced, and passed, legislation to create the Red Tide Mitigation & Technology Development Initiative. This initiative, sponsored by Senator Joe Gruters and Representative Michael Grant, is a joint venture between Mote Marine, DEP and FWC, that provides \$3 million per year, for 6 years, to develop new technologies to mitigate the impacts of red tide on coastal waters and communities.</p>	<p>Mote Marine Laboratory</p> <p>Dr. Michael Crosby, PhD, President and CEO</p> <p>1600 Ken Thompson Parkway, Sarasota, FL 34236</p> <p>941-388-4443</p> <p>mcrosby@mote.org</p>

<p>Public Safety</p>	<p>In our representation of the Florida Sheriff's Association, The Southern Group worked on legislation to redefine "trial court facility" over confusion created in a decision by Florida's Twelfth Judicial Circuit appellate court. The legislation clarified that the sheriff is in charge of court security and that the chief judge has decision-making authority to ensure the protection of due process rights through the scheduling and conduct of trials and other judicial proceedings. We worked with Sheriff's Association, individual Sheriffs and 20 Chief Judges in Florida to create compromise language for "win-win."</p>	<p>Florida Sheriff's Association</p> <p>Matthew Dunagan</p> <p>2617 Mahan Drive, Tallahassee, FL 32308</p> <p>850-877-2165</p> <p>mdunagan@flsheriffs.org</p>
<p>Environmental Initiatives</p>	<p>The Southern Group has represented Seminole County for 5 years, working of appropriations, policy and agency issues. Some of our successes include securing funding for environmental projects through legislative budget negotiations. We were successful in securing legislative funding for Lake Jessup nutrient reduction project as well as for a Lake Monroe Trail Loop. As an example of our regulatory work at state agencies, The Southern Group successfully managed an urban park swap through the Florida Department of Environmental Protection Florida's Communities Trust program.</p>	<p>Seminole County</p> <p>Tricia Johnson, Deputy County Administrator</p> <p>1101. E First Street Sanford, FL 32301</p> <p>(407) 665-7224</p> <p>tajohnson@seminolecountyfl.gov</p>

Annexation	The Southern Group represents the Town of Southwest Ranches and we have worked with the Town to address annexation issues with neighboring communities through legislative amendments. In the end, the legislative effort helped created collaboration between municipalities as it relates to boundaries.	Town of Southwest Ranches Andy Berns, Town Administrator 13400 Griffin Road, Southwest Ranches, FL 33330 954-434-0008 aberns@southwestranches.org
Introduction of Legislation	In 2018 The Southern Group competed and was selected to represent Volusia County before both the legislative and executive branches of state government. While our primary focus has been on appropriations requests and the protection of Home Rule authority, we have also worked on specific legislative initiatives. In 2019, The Southern Group helped research and draft a local bill to celebrate the rich history of car racing in the county. After numerous meetings with staff to clarify the bill language, we helped secure a House sponsor and worked the bill through the legislative process, ending with the Governor signing the bill into law.	Volusia County John S. Booker, Government Affairs Director 123 W. Indiana Avenue Deland, FL 32720 386- 740-5160 jbooker@volusia.gov

FEE PROPOSAL

Per instructions in the RFQ, the proposed rate of compensation is in a separate sealed envelope marked "Fee Proposal."

PENDING LITIGATION

The Southern Group is not subject to any pending litigation and has not received notice of any threatened litigation or claim.

APPENDIX

This appendix contains the following documents:

1. Oscar Anderson Bio
2. Kate DeLoach Bio
3. Legislative Branch Lobbyist Registration from [FloridaLobbyist.gov](https://www.floridalobbyist.gov)
4. Executive Branch Lobbyist Registration from [FloridaLobbyist.gov](https://www.floridalobbyist.gov)
5. Former Government Positions of The Southern Group Team
6. Areas of Expertise List
7. Type of Ownership documentation
8. Weekly Report Example
 - a. These updates are sent regularly (typically on Friday) during committee weeks and legislative session.
 - b. These reports contain:
 - a calendar of the events of interest for our client in the upcoming week,
 - hyperlinks to committee reports generated by The Southern Group's research team for meetings of interest to our client, and
 - A bill tracking report for each piece of legislation we are tracking for this clients
9. List of Southern Group clients as of February 22, 2021.



Oscar Anderson

Oscar Anderson is a respected government relations professional.

With over 25 years of experience in the public and private sectors, Oscar is skilled in cutting government red tape and navigating political trends, achieving impressive results for those he represents. He has successfully advocated for hundreds of entities - from businesses to local governments to non-profits- at the local and state levels of Florida government, specializing in areas such as budgeting, growth management, and housing.


He also holds significant expertise in the areas of economic development, public and private partnerships, strategic planning, transportation, and environmental policy.

Oscar began his accomplished political career as legislative aide to a Florida state representative, working his way through the ranks of local, state and federal government to eventually serve as Deputy Chief of Staff of the U.S. Department of Housing and Urban Development, and then as the Chief of Staff and Assistant Secretary of the Florida Department of Community Affairs. During Oscar's tenure at DCA, he successfully directed passage of the landmark Wekiva Parkway and Protection Act, as well as the first overhaul to the state's growth management laws in over 20 years.

Oscar proudly serves on the Board of Directors of the Florida Wildlife Corridor and also sits on Orange County's Environmental Protection Commission. He has previously served as Chairman of Florida's Affordable Housing Study Commission, as a Board Member of the Orlando Science Center and as a Trustee of the East Winter Garden Community Transformation effort.

Oscar holds a Marketing degree from Stetson University and a Master's degree in Public Affairs from the University of Florida. The grandson of a citrus grower from Lakeland, Florida, Oscar is a proud native Floridian. He lives in Orlando with his beloved wife and their three children, who are his greatest accomplishment.

 anderson@thesoutherngroup.com

 407.650.5052

 [Connect on LinkedIn](#)

Influence creates opportunity. Let us show you how.





Kate DeLoach

Kate DeLoach joined The Southern Group in 2019, opening the firm's sixth regional office in the Florida Keys. An eighth-generation Floridian and Florida Keys native, Kate has a deep understanding of the challenges facing the Florida Keys as an Area of Critical State Concern, including complex issues related to commercial and recreational fishing, economic development, land use and development, marine resources, natural resource protection, property insurance, transportation, and travel and tourism.


Kate served for six years as a district and legislative aide to State Representative Holly Raschein (R-Key Largo), which gave her invaluable experience navigating the legislative process and addressing policy and appropriations issues across a broad array of topics.

Kate's time in government also gave her the opportunity to build strong relationships with individuals and organizations at the local, state, and federal levels, in both South Florida and Tallahassee.

Kate serves on the board of numerous local organizations, including the Florida Keys History & Discovery Foundation, the Florida Keys Hurricane Recovery Foundation, the Good Health Clinic, and the Monroe County Historic Preservation Commission. She is also a graduate of Leadership Monroe County and College Leadership Florida.

Kate earned her BA from Flagler College in St. Augustine and her MA in international affairs from The City College of New York. Kate also earned a graduate certificate in Natural Resource Policy and Administration from the University of Florida. Kate lives in the Florida Keys with her husband, John.

 deloach@thesoutherngroup.com

 305.421.6304

Influence creates opportunity. Let us show you how.



The Labrador Company Inc (850) 702-0143

Po Box 10549, Tallahassee, FL 32302
Heuchan, Brecht W.
Po Box 10549, Tallahassee, FL 32302-2549

The Legis Group (941) 735-4755

1350 Main Street, Suite #1200, Sarasota, Florida 34236
Bell, Patrick E.
Po Box 10242, Tallahassee, FL 32302-2242
Fischer, Michael
201 S. Monroe Street, 5th Floor, Tallahassee, FL 32301
Goldstein, Susan K
201 South Monroe, 5th Floor, Tallahassee, Florida 32301
Holder, Douglas Arlington Jr
133 E College Ave, Suite #308, Tallahassee, FL 32301
Schenck, Robert
201 S Monroe st, Fifth Floor, Tallahassee, FL 32301

The Levy Law Firm (850) 219-0220

1828 Riggins Rd, Tallahassee, FL 32308-4885
Levy, Loren E.
The Levy Law Firm, 1828 Riggins Rd, Tallahassee, FL 32308-4885

The Mallard Group Inc (727) 572-4665

2861 Executive Dr, Ste 100, Clearwater, FL 33762
Hebert, John T.
2655 Ulmerton Road, #276, Clearwater, FL 33762

The Mathis Group (561) 329-3013

1040 W Shore Dr, West Palm Bch, FL 33406-5151
Mathis, Don
1040 W Shore Dr, West Palm Beach, Florida 33406

The Mayernick Group LLC (850) 251-8898

Po Box 10329, Tallahassee, FL 32302
Johnson, Robert H. (Rob)
110 E Jefferson St, Tallahassee, FL 32301
Mayernick, Frank P. Jr.
Po Box 10329, Tallahassee, FL 32302-2329
Mayernick, Tracy Hogan
Po Box 10329, Tallahassee, FL 32302-2329

The P5 Group LLC (772) 485-0693

2835 Sherry Brook Ln, Lutz, FL 33559-9608
Hoza, Meghan A.
2835 Sherry Brook Ln, Lutz, FL 33559-9608
Pruitt, Ken
2835 Sherry Brook Ln, Lutz, FL 33559-9608
Pruitt, Mark Timothy
2835 Sherry Brook Ln, Lutz, FL 33559

The Peeples Group (850) 524-2038

207 W Park Ave, Ste B, Tallahassee, FL 32301
Ard, Samuel J.
Ard Shirley & Rudolph PA, PO Box 1874, Tallahassee, FL 32302-1874
Peeples, Winn F.
207 W Park Ave, Ste B, Tallahassee, FL 32301

The Southern Group (850) 671-4401

P.O. Box 10570, Tallahassee, FL 32302-2570
Anderson, George Oscar
Po Box 10570, Tallahassee, FL 32302-2570
Baker, A John
1220 E Bluebird Ln, Columbia, MO 65201-9347
Bautista, Brian
Po Box 10570, Tallahassee, FL 32302-2570
Boehmer, Laura E.
Po Box 10570, Tallahassee, FL 32302-2570
Bradshaw, Paul R.
Po Box 10570, Tallahassee, FL 32302-2570
Brockelman, Matt
Po Box 10570, Tallahassee, FL 32302-2570

Browning, David
Po Box 10570, Tallahassee, FL 32302-2570

Castro, Edgar O.
Po Box 10570, Tallahassee, FL 32302-2570

Cohen, Kelly
Po Box 10570, Tallahassee, FL 32302-2570

Cone, Rachel D.
Po Box 10570, Tallahassee, FL 32302-2570

DeLoach, Mary Katherine DeFoor
P.O. Box 10570, Tallahassee, FL 32302

Diaz, Nelson D.
Po Box 10570, Tallahassee, FL 32302-2570

Dudley, Christopher F.
Po Box 10570, Tallahassee, FL 32302-2570

Fassi, Carlo
208 N Laura St, Suite 710, Jacksonville, FL 32202-3510

Fearington, Mercer Jr.
Po Box 10570, Tallahassee, FL 32302-2570

Gilmore, James
Po Box 10570, Tallahassee, FL 32302-2570

Graganella Kelly, Nicole
P.O. Box 10570, Tallahassee, FL 32302

Grimsley, Michelle
2212 19Th St E, Bradenton, FL 34208-7739

Hagan, David Christopher
208 N. Laura Street, Suite 710, Jacksonville, FL 32202

Hollis, Justin Mercer
Po Box 10570, Tallahassee, FL 32302-2570

Lockhart, Karis Beach
123 S. Adams Street, Tallahassee, FL 32302

McFaddin, James H. III
Po Box 10570, Tallahassee, FL 32302-2570

McKeel, Seth D. Jr.
Po Box 10570, Tallahassee, FL 32302-2570

Mejia, Taylor
208 N Laura St, 710, Jacksonville, Florida 32202

Mitchell, R. Paul
Po Box 10570, Tallahassee, FL 32302-2570

Ridley, Sydney P.
Po Box 10570, Tallahassee, FL 32302-2570

Rock, Erin
The Southern Group, 123 S. Adams Street, Tallahassee, FL 32301

Shepp, David A.
Po Box 10570, Tallahassee, FL 32302-2570

Smith, James C. (Clark)
Po Box 10570, Tallahassee, FL 32302-2570

Stevens, Frank L. (Monte) III
Po Box 10570, Tallahassee, FL 32302-2570

VanHoose, Sheela
Po Box 10570, Tallahassee, FL 32302-2570

The Spritz Group (954) 612-2185

433 Plaza Real, Suite 275, Boca Raton, FL 33432
Spritz, Matt
433 Plaza Real, Suite 275, Boca Raton, FL 33432

The Walden Group (352) 377-8342

1710 SW 35th Place, C, Gainesville, FL 32608
Richards, William S.
1710 SW 35Th Pl, 1710 SW 35th Place Unit C, Gainesville, FL 32608-3534

The WREN Group (866) 500-9736

201 W Park Ave, Ste 100, Tallahassee, FL 32301
Bernardino, Frank S.
201 W Park Ave, Ste 100, Tallahassee, FL 32301

**The Advocacy Group at Cardenas Partners (850) 222-8900
LLC**

204 South Monroe Street, Tallahassee, FL 32301
Bayliss, Slater W.
204 S Monroe St, Tallahassee, FL 32301
Cardenas, Alberto R.
204 S Monroe St, Tallahassee, FL 32301
Chaney, Christopher J.
204 S Monroe St, Tallahassee, FL 32301
Schale, Steven P.
1221 Sandler Ridge Rd, Tallahassee, FL 32317
Shiver, Stephen W.
204 S Monroe St, Tallahassee, FL 32301
Suskey, Sarah Busk
204 S Monroe St, Tallahassee, FL 32301
Woodburn, Jeffrey
204 South Monroe St, Tallahassee, Florida 32301

The Aleksander Group (866) 330-1355

PO Box 1800, West Palm Beach, FL 33402
Aleksander, Sebastian
Po Box 1800, West Palm Beach, FL 33402-1800

The Arnold Law Firm (904) 731-3800

6279 Dupont Station Ct, Jacksonville, FL 32217
Gross-Arnold, Melissa M. Esq.
6279 Dupont Station Ct, Jacksonville, FL 32217

The Commerce Group (850) 425-1344

104 S Monroe St, Tallahassee, FL 32301
Fort, Pamela Burch
104 S Monroe St, Tallahassee, FL 32301

The Fiorentino Group (904) 358-2757

1301 Riverplace Blvd. , Suite 1300, Jacksonville, FL 32207
Bean, Davis
1301 Riverplace Blvd, Suite 1300, Jacksonville, FL 32207-9027
Delaney, John A.
1301 Riverplace Blvd. , Suite 1300, Jacksonville, FL 32207
Fiorentino, T. Martin Jr.
1301 Riverplace Blvd, Suite 1300, Jacksonville, FL 32207
Mobley, Joseph G.
1301 Riverplace Blvd, Suite 1300, Jacksonville, FL 32207
Pinto, Mark
1301 Riverplace Blvd, Suite 1300, Jacksonville, FL 32207-9027
Schuessler, Shannan Dunaway
200 W. College Ave, Suite 310, Tallahassee , FL 32301

The Gaboton Group (321) 214-4544

941 W Morse Blvd, Suite 100, Winter Park, FL 32789
Lyman, Lawrence
941 W Morse Blvd, Suite 100, Winter Park, FL 32789-3781

The Labrador Company Inc (850) 702-0143

PO Box 10549, Tallahassee, FL 32302
Heuchan, Brecht W.
Po Box 10549, Tallahassee, FL 32302-2549

The Legis Group (941) 735-4755

1350 Main Street, Suite #1200, Sarasota , Florida 34236
Goldstein, Susan K
201 South Monroe, 5th Floor, Tallahassee, Florida 32301
Holder, Douglas Arlington Jr
133 E College Ave, Suite #308, Tallahassee, FL 32301
Schenck, Robert
201 S Monroe st, Fifth Floor, Tallahassee, FL 32301

The Levy Law Firm (850) 219-0220

1828 Riggins Rd, Tallahassee, FL 32308-4885
Levy, Loren E.
The Levy Law Firm, 1828 Riggins Rd, Tallahassee, FL 32308-4885

The Mallard Group Inc (727) 572-4665

2861 Executive Dr, Ste 100, Clearwater, FL 33762
Hebert, John T.
2655 Ulmertown Road, #276, Clearwater, FL 33762

The Mayernick Group LLC (850) 251-8898

PO Box 10329, Tallahassee, FL 32302
Johnson, Robert H. (Rob)
110 E Jefferson St, Tallahassee, FL 32301
Mayernick, Frank P. Jr.
Po Box 10329, Tallahassee, FL 32302-2329
Mayernick, Tracy Hogan
Po Box 10329, Tallahassee, FL 32302-2329

The P5 Group LLC (772) 485-0693

2835 Sherry Brook Ln, Lutz, FL 33559-9608
Hoza, Meghan A.
2835 Sherry Brook Ln, Lutz, FL 33559-9608
Pruitt, Ken
2835 Sherry Brook Ln, Lutz, FL 33559-9608
Pruitt, Mark Timothy
2835 Sherry Brook Ln, Lutz, FL 33559

The Peoples Group (850) 524-2038

207 W Park Ave, Ste B, Tallahassee, FL 32301
Peeples, Winn F.
207 W Park Ave, Ste B, Tallahassee, FL 32301

The Southern Group (850) 671-4401

P.O. Box 10570, Tallahassee, FL 32302-2570
Anderson, George Oscar
Po Box 10570, Tallahassee, FL 32302-2570
Baker, A John
1220 E Bluebird Ln, Columbia, MO 65201-9347
Bautista, Brian
Po Box 10570, Tallahassee, FL 32302-2570
Boehmer, Laura E.
Po Box 10570, Tallahassee, FL 32302-2570
Bradshaw, Paul R.
Po Box 10570, Tallahassee, FL 32302-2570
Brockelman, Matt
Po Box 10570, Tallahassee, FL 32302-2570
Browning, David
Po Box 10570, Tallahassee, FL 32302-2570
Castro, Edgar O.
Po Box 10570, Tallahassee, FL 32302-2570
Cohen, Kelly
Po Box 10570, Tallahassee, FL 32302-2570
Cone, Rachel D.
Po Box 10570, Tallahassee, FL 32302-2570
DeLoach, Mary Katherine DeFoor
P.O. Box 10570, Tallahassee, FL 32302

Diaz, Nelson D.
Po Box 10570, Tallahassee, FL 32302-2570
Dudley, Christopher F.
Po Box 10570, Tallahassee, FL 32302-2570
Fassi, Carlo
208 N Laura St, Suite 710, Jacksonville, FL 32202-3510
Fearington, Mercer Jr.
Po Box 10570, Tallahassee, FL 32302-2570
Gilmore, James
Po Box 10570, Tallahassee, FL 32302-2570
Grimley, Michelle
2212 19Th St E, Bradenton, FL 34208-7739
Hagan, David Christopher
208 N. Laura Street, Suite 710, Jacksonville, FL 32202
Hollis, Justin Mercer
Po Box 10570, Tallahassee, FL 32302-2570
Lockhart, Karis Beach

FORMER GOVERNMENT POSITIONS

TALLAHASSEE	<p>Director of Public Affairs, US Consumer Product Safety Commission Attorney General Secretary of State State Budget Director Assistant General Counsel to the Governor Chief of Staff for the Governor Deputy Chief of Staff for the Governor (2)</p> <p>Agency Directors:</p> <ul style="list-style-type: none"> - Office of Policy and Budget - Department of Community Affairs <p>Chiefs of Staff:</p> <ul style="list-style-type: none"> - Department of Education - Department of Financial Services - Agency for Health Care Administration - Department of Insurance Regulation (+Deputy Chief) <p>Department of Transportation Secretary of Finance & Administration</p>
ORLANDO	<p>Deputy Chief of Staff at US Department of Housing & Urban Development Chief of Staff at Department of Community Affairs Senior Advisor to Mayor of City of Orlando Chief Lobbyist for Orange County Chairman</p>
TAMPA BAY	<p>State Representative Appropriations Chair Chief State and Federal Lobbyist for the City of St. Petersburg Chief Legislative Aide</p>
JACKSONVILLE	<p>Florida Liaison to the White House Gubernatorial Appointee to Florida Greenways and Trails Council Planning Commissioner for City of Jacksonville University of North Florida Trustee Waterways Commissioner for City of Jacksonville</p>
MIAMI	<p>Legislative Aide, Florida House of Representatives (2) Miami-Dade County Community Council State Senator and Democratic Leader Miami-Dade Republican Party Chairman</p>
KEYS	<p>Legislative Aide, Florida House of Representatives</p>



LOCAL



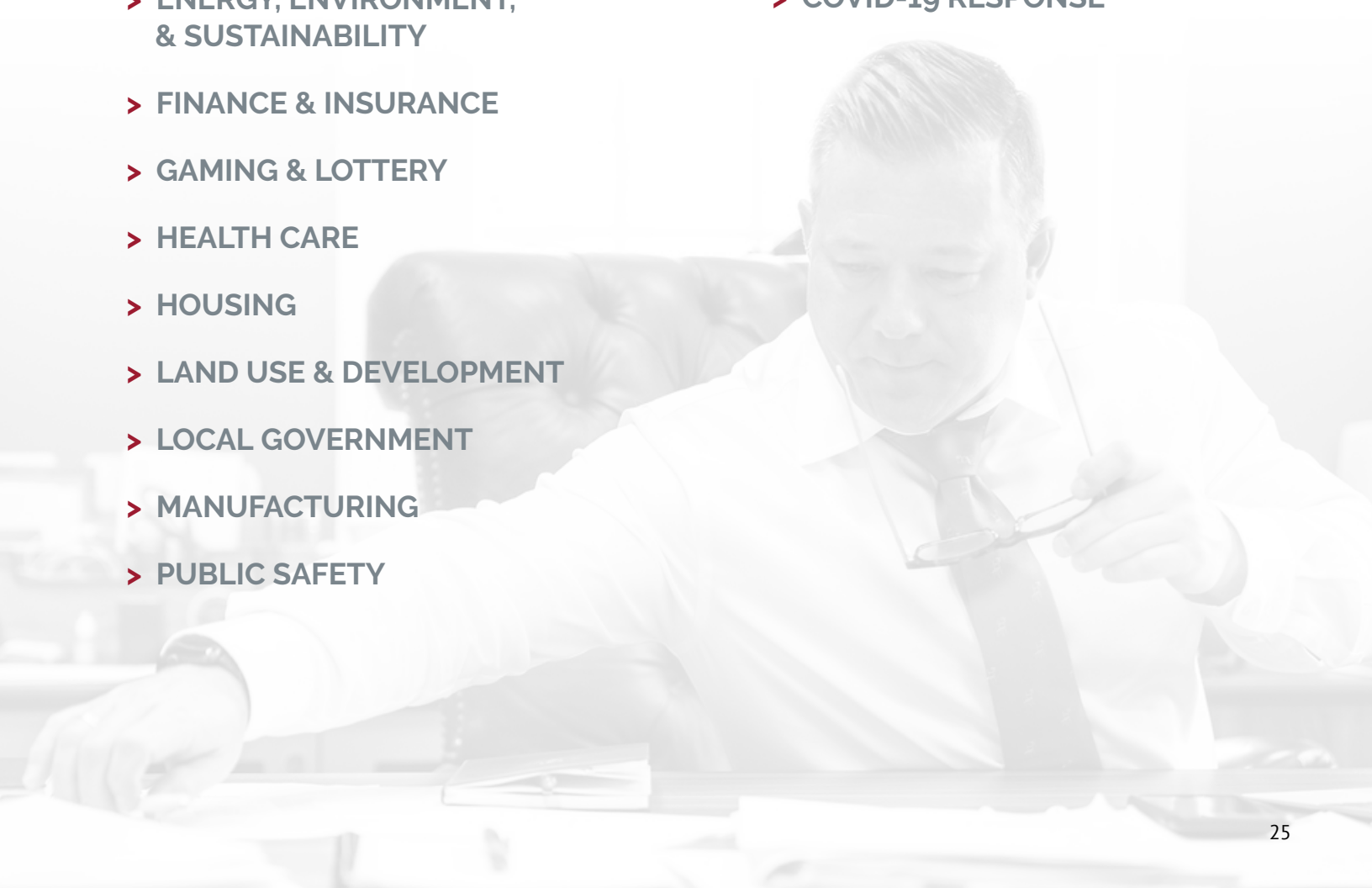
STATE



FEDERAL

AREAS OF EXPERTISE AND STRATEGIC EXPERIENCE

- > AGRICULTURE
- > BUDGET & APPROPRIATIONS
- > BUSINESS DEVELOPMENT
- > CANNABIS
- > CAMPAIGNS
- > ECONOMIC DEVELOPMENT & INCENTIVES
- > EDUCATION
- > ENERGY, ENVIRONMENT, & SUSTAINABILITY
- > FINANCE & INSURANCE
- > GAMING & LOTTERY
- > HEALTH CARE
- > HOUSING
- > LAND USE & DEVELOPMENT
- > LOCAL GOVERNMENT
- > MANUFACTURING
- > PUBLIC SAFETY
- > REGULATORY
- > TAX POLICY
- > TECHNOLOGY & TELECOMMUNICATIONS
- > TOURISM
- > TRANSPORTATION
- > UTILITIES
- > WATER
- > COVID-19 RESPONSE



State of Florida

Department of State

I certify from the records of this office that THE SOUTHERN GROUP OF FLORIDA, INC is a corporation organized under the laws of the State of Florida, filed on June 21, 1999.

The document number of this corporation is P99000055999.

I further certify that said corporation has paid all fees due this office through December 31, 2020, that its most recent annual report/uniform business report was filed on March 13, 2020, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Thirteenth day of March, 2020*



Laundrea
Secretary of State

Tracking Number: 4569128641CC

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

THE SOUTHERN GROUP

FLORIDA LEGISLATIVE SESSION UPDATE

Local Government Edition

January 24, 2020



CONTENT

Week 2 Recap
Page 1

Upcoming Legislative
Calendar
Pages 2 & 3

News & Committee Reports
Page 4

Bill Tracking
See Attachment

[Bill Tracking](#)

PREVIOUSLY IN THE FLORIDA CAPITOL

Legislative Session Week 2: This Week in Local Government

Week two of the Florida legislative session was a busy one with the Appropriations Chairman and staff preparing the state budget with plans to release their initial proposals next week. In addition to the budget preparation, it was an active week for bills going through the committee process that affect local governments. On Wednesday, the full Senate took up SB 172, which preempts local governments from imposing bans on certain sunscreens. HB 441 passed its final committee this week. It increases the maximum limit for continuing contracts under CCNA, saving money for both small businesses and local governments. Finally, SB 712, the Governor's priority water quality bill, cleared its second committee and is a step closer to the full Senate. The bill contains recommendations and includes the creation of a wastewater treatment grant program to assist local governments in converting septic to sewer and improving their wastewater treatment facilities. Detailed committee reports are below and our entire bill tracking list will follow.

First Lady DeSantis

First Lady Casey DeSantis announced today that an additional \$690,000 from FEMA was secured by FDEM and will be focusing on extending Hurricane Micheal counseling services in select counties. This extension will span 90 days and will also cover through the end of the school year. For more information the full press release is linked here.

[First Lady Press Release](#)

UPCOMING COMMITTEE CALENDAR: SENATE

CALENDAR KEY

H: House
S: Senate
J: Joint



Monday, January 27

- 1:30 p.m. S Education
- 1:30 p.m. S Governmental Oversight & Accountability
- 1:30 p.m. S Innovation, Industry, & Technology
- 4:00 p.m. S Community Affairs
- 4:00 p.m. S Environment & Natural Resources
- 4:00 p.m. S Ethics & Elections
- 4:00 p.m. Infrastructure & Security
 - 15 Minutes after completion of Group IV- Until completion
 - Special Order Calendar Group

Tuesday, January 28

- 8:30 a.m. S Agriculture, Environment, & General Government Appropriations Subcommittee
- 8:30 a.m. S Criminal & Civil Justice Appropriations Subcommittee
- 8:30 a.m. S Education Appropriations Subcommittee
- 11:00 a.m. S Finance & Tax
- 11:00 a.m. S Health Human Services Appropriations Subcommittee
- 11:00 a.m. S Transportation, Tourism, & Economic Development Appropriations Subcommittee
- 1:30 p.m. S Agriculture
- 1:30 p.m. S Commerce & Tourism
- 1:30 p.m. S Criminal Justice
- 1:30 p.m. S Health Policy
- 4:00 p.m. S Banking & Insurance
- 4:00 p.m. S Children, Families & Elder Affairs
- 4:00 p.m. S Judiciary

Wednesday, January 29

- 9:00 a.m. S Agriculture, Environment, & General Government Appropriations Subcommittee
- 9:00 a.m. S Criminal & Civil Justice Appropriations Subcommittee
- 9:00 a.m. S Education Appropriations Subcommittee
- 11:00 a.m. S Health & Human Services Appropriations Subcommittee
- 11:00 a.m. S Transportation, Tourism, & Economic Development Appropriations Subcommittee
- 1:30 p.m. S Military & Veterans Affairs & Space
- 1:30 p.m. S Rules
- 4:00 p.m. S SITTING
 - 15 Minutes after completion of Sitting- until completion
 - Special Order Calendar Group

Thursday, January 30

No Committee Meetings

Friday, January 31

No Committee Meetings

AS OF TODAY

3,430

BILLS FILED

UPCOMING COMMITTEE CALENDAR: HOUSE

Monday, January 27**1:00 p.m.** H Gaming Control Subcommittee**3:30 p.m.** H Ways & Means Committee

CALENDAR KEY

H: House

S: Senate

J: Joint

**Tuesday, January 28****8:00 a.m.** H Agriculture & Natural Resources Appropriations Subcommittee**8:00 a.m.** H Criminal Justice Subcommittee**8:00 a.m.** H Energy & Utilities Subcommittee**8:00 a.m.** H Health Quality Subcommittee**8:00 a.m.** H Local, Federal, & Veterans Affairs Subcommittee**8:00 a.m.** H Transportation & Tourism Appropriations Subcommittee**Noon** H Agriculture & Natural Resources Subcommittee**Noon** H Business & Professions Subcommittee**Noon** H Government Operations & Technology Appropriations Subcommittee**Noon** H Health Care Appropriations Subcommittee**Noon** H Government Operations & Technology Appropriations Subcommittee**Noon** H Health Care Appropriations Subcommittee**Noon** H Transportation & Infrastructure Subcommittee**3:30 p.m.** H Health Market Reform Subcommittee**3:30 p.m.** H Higher Education Appropriations Subcommittee**3:30 p.m.** H Insurance & Banking Subcommittee**3:30 p.m.** H Justice Appropriations Subcommittee**3:30 p.m.** H PreK-12 Innovation Subcommittee**3:30 p.m.** H Workforce Development & Tourism Subcommittee**Wednesday, January 29****8:00 a.m.** H Children, Families & Seniors Subcommittee**8:00 a.m.** H Civil Justice Subcommittee**8:00 a.m.** H Higher Education & Career Readiness Subcommittee**8:00 a.m.** H Local Administration Subcommittee**8:00 a.m.** H Oversight, Transparency & Public Management Subcommittee**8:00 a.m.** H PreK-12 Appropriations Subcommittee**12:30 p.m.** H Appropriations Committee**3:30 p.m.** H Session

- Until Completion
- **15 Minutes** upon adjournment of Session- To last for 1.5 hours
- Select Committee on the Integrity of Research Institutions

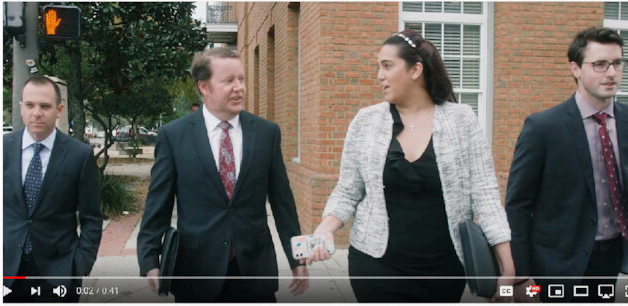
Thursday, January 30**8:00 a.m.** H Judiciary Committee**9:00 a.m.** H Education Committee**9:00 a.m.** H Health & Human Services Committee**11:30 a.m.** H Commerce Committee**11:30 a.m.** H Public Integrity & Ethics Committee**11:30 a.m.** H State Affairs Committee**3:00 p.m.** H SESSION- Until completion

- **15 Minutes** upon adjournment of Session- Until Completion
- Rules Committee

Friday, January 31

No Meetings

ITEMS OF NOTE



Are Southern || Southern Group

VIDEO: The Southern Group: We Are Southern

The team discusses their commitment and unity as a workforce in advocating the right and best policy for their clients.



ela Vanhooze || Southern Group

Video: The Southern Group: Sheela Vanhooze

Introducing The Southern Group's very own Sheela Vanhooze, our resident expert on education.

WHAT WE ARE READING



Fox News: Over 30 Florida Local Governments Sue State, Seek Ability to Regulate Firearms

WFSU News: As Senate Moves Forward With Sunscreen Preemption, Counties Ask State Lawmakers To Honor Home Rule

Click Orlando: Osceola County buys \$8.9 Million Land for Affordable Housing

Tampa Bay Times: Florida Cities Sues Opiod Makers. Now Lawmakers Might Go After the Cities

COMMITTEE REPORTS



House: Local, Federal & Veterans Affairs Subcommittee

January 21 - Highlighting the authorization of local governments being able to create 4 types of NIDs and the Local Government Fiscal Transparency Act.



House: Energy & Utilities Subcommittee

January 21- Highlighting the Underground Facility Damage Prevention and Safety Act and also the exemption certain records pertaining to the physical security of various structures.



Senate: Infrastructure & Security

January 21 - Highlighting the new requirement that counties and municipalities must report certain incidents to the State Watch Office.



House: Judiciary Committee

January 23 - Highlighting PCB JDC 20-02 regarding Contingency Fees for Local Governments.

CLIENTS

Over the years, our great success in advocacy has helped grow our list of amazing clients. While this is a large list of clients, we have an equally large team to serve them. Throughout the growth of our firm, we have continually represented many of these clients for decades. That is because we take great pride in providing every client on this list with the same level of attention, support, and ultimately – success.

- 911 Cellular Alert Systems
- Advanced Concept Innovation LLC
- AF Group Insurance
- AFIMAC
- AirBnb
- Ajax Building Corporation
- All About Character, Inc.
- Altria Client Services, Inc.
- AMBAR3, LLC
- Ambrosia Treatment Centers
- American Property and Casualty and Insurance Association
- AmFed National Insurance Company
- Anderson Columbia Co., Inc.
- Aon Benfield, Inc.
- Apple Computer
- Appriss Insights
- Appriss, Inc.
- Archis Technologies
- Ashbritt
- Aspire Communications
- Association of Florida Colleges, Inc.
- Atkins
- Aurora Diagnostics
- Autism Speaks
- Auto Club Group
- Axon Enterprise
- B2G Advisors- AFIMAC
- Bags, Inc.
- Baker Barrios
- Basik Trading, Inc.
- Bay County Board of County Commissioners
- Beer Industry of Florida
- Beep, Inc.
- Bellini Better World Foundation
- Bluefield Ranch Mitigation Bank
- BlueRock Commercial Development
- Bonnet Springs Park
- Breakthru Beverage Florida
- Broward College- Willis Holcombe Center
- Broward County
- BSA Claims Services
- Caesars Enterprise Services
- Calibrate Health, Inc.
- Capital Health Plan
- Capital Trust Agency
- Carahsoft Technology Corporation
- Cengage
- Central Florida Development Council
- Central Florida Sports Commission
- CGL Companies
- Charley Toppino and Sons, Inc.
- Charlotte's Webb
- Charter Communications
- Chastain Skillman
- ChenMed, LLC
- Cigna Company
- City of Coral Gables
- City of Crystal River
- City of Jacksonville Beach
- City of Lake Worth Beach
- City of Lakeland
- City of Marathon
- City of Miami Beach
- City of Orlando
- City of Palm Coast
- City of Panama City
- City of Plant City
- City of Sanford
- City of Sarasota
- College Board, The
- Comtech Communications of Georgia, Inc.
- Copart Inc.
- CVS Caremark
- D.A.B. Constructors
- Danis Construction, LLC
- Darden, Inc.
- Daytona State College Foundation
- Designa Access Corporation
- Desoto County
- DEX Imaging, Inc.
- Disaster Management Group, LLC
- Divine Savior Ministries
- Dolphin Towing and Recovery
- Downtown Vision Alliance
- DSM Technology Consultants
- Eagle LNG Partners LLC
- Early Learning Coalition of Palm Beach County
- EBAA Iron Sales, Inc.
- Education Partners International
- Elliott Management
- Embrace Families
- Embry-Riddle Aeronautical University
- Encompass Health
- Ernst & Young
- Everglades Protection Alliance

- FAHRO
- Fairness in Taxation Political Committee
- Federal Engineering
- FedEx Corporation
- Fidelity Investments
- Fidelity National Financials, Inc.
- Ferber Company, The
- Fidelity Investments
- Fidelity National Financial, Inc.
- Finrock
- First Data
- Flagler College
- Florida Cattlemen's Association
- Florida Court Clerks and Comptrollers
- Florida Family Fairness
- Florida Golf Course Superintendents Association
- Florida Insurance Council
- Florida Internet & Television
- Florida Keys Aqueduct Authority
- Florida Petroleum Marketers Association
- Florida Polytechnic University
- Florida Power and Light
- Florida Prepaid College Foundations, Inc.
- Florida Pulp & Paper Association
- Florida Realtors
- Florida Senior Living Association
- Florida Sheriff's Association
- Florida State Alliance YMCA
- Florida State College at Jacksonville Foundation
- Florida Theatre Performing Arts Center, Inc.
- Florida Trucking Association
- Florida Turfgrass Association
- Full Potential Management, LLC (dba Acorn Health)
- G.L. Homes, Inc.
- G4S Secure Solutions
- Gasparilla Island Conservation & Improvement Assn.
- Goldman Sachs & Co. LLC
- Grain Management, LLC
- GuideWell Group, Inc.
- Gulfstream Natural Gas System
- Habitat for Humanity of the Upper Keys, Inc.
- Halifax Insurance Partners
- Harrell's, LLC
- Haskell Company, The
- Hernando County Government
- Hillsborough Community College Foundation
- Hillwood Investment Properties
- Historic Tours of America, Inc.
- HNTB Corporation
- IFM360
- Independent Electrical Contractors, Inc.
- Ingenious Personalized Medicine
- InnovaCare Health, Inc.
- International Business Machines Corporation
- International Insulation Products, LLC
- International Paper
- IOA Re
- Jackson County School Board
- Jacksonville Aviation Authority
- Jacksonville Jaguars, LLC
- Jacksonville Port Authority/Right Coast Strategies
- Jacksonville Transportation Authority (Capital Works)
- Jacksonville Transportation Authority (Government Relations)
- Jacksonville University
- Jacksonville Zoo and Gardens
- JAX Chamber
- JWB Real Estate Companies
- Keeton Corrections Corporation
- Key West Harry S. Truman Foundation, Inc., The
- Koch Companies Public Sector, LLC
- Lake Nona Property Holdings, LLC
- Lakeland Regional Health Systems
- LNL Law Group PLLC
- LUBA Casualty Insurance Company
- Marathon Health/CPS
- Marine Resources Development Foundation, Inc.
- Mark43, Inc.
- Marwood Group Advisory, LLC
- Master Concession Air
- MAXIMUS
- McKesson Corporation
- McLane Company, Inc.
- MCNA Dental Plans
- Meridian Waste Florida, LLC
- Metropolitan Ministries
- Miami Dade Clerk of Court
- Miami Dade County
- Miami Shores Village
- Michael Development Corp
- Mid-Bay Bridge Authority
- Miller Electric
- Miranda Contracting, LLC
- Moffitt Cancer Center
- Mote Marine Laboratory
- MotionPoint Corporation
- Museum of Science and History
- NASCAR, LLC
- NGA Human Resources, Inc.
- NICA
- Nord Anglia Education
- Northwest Jax CDC
- Nucor Corporation
- Ocean Reef Club
- One Call Medical, Inc.
- One Homecare Solutions LLC
- oneclick Education
- Oracle America, Inc.
- Orlando City Soccer Club
- Orlando Regional Realtors Association
- Orlando Science Center
- Osceola County
- Palm Beach State College Foundation, Inc.
- Pearl Holding Group
- Pediatric Health Choice
- Phillips & Jordan, Inc.
- Pinellas County Board of County Commissioners
- Polaris, Inc.

- Polk County Clerk of Court
- Polk County Sheriff's Office
- Prominence Health Plan
- Prudential Financial, Inc.
- Pruthvi Patel
- PSA Constructors, Inc.
- Public Consulting Group
- Public Trust Advisors, LLC
- PuppySpot Group, LLC
- Putnam County
- Rayonier, Inc.
- R'Club Child Care Inc.
- Recording Industry Assn. of America, Inc.
- Redesign Health
- RedSpeed USA
- RideSolution, Inc.
- RobertW. Baird & Co.
- Root Insurance
- RSM US LLP
- Sabal Trail Transmission, LLC
- Salesforce.com, Inc.
- Sanford Airport Authority
- Sarasota County
- SCI Funeral Services of Florida, Inc.
- Sea and Shoreline, LLC
- Seminole County
- Shipwreck Park Pompano
- Shores Liquor Stores, Inc.
- Sleiman Enterprises, Inc.
- SouthEast Development Group
- Southeastern University
- Southern Regional Education Board
- Steelhomes Modular
- Step Up for Students
- StreetLight Data, Inc.
- Sunshine Gasoline Distributors, Inc.
- Sunz Insurance Company
- Tall Timbers Research, Inc.
- Tallahassee Community College Foundation
- Tax Collector's Office for Polk County
- TECO
- Tenet HealthSystem Medical, Inc.
- The Ferber Company
- The Florida House Experience
- The Gasparilla Inn & Club
- Town of Medley
- Town of Miami Lakes
- Town of Southwest Ranches
- U.S. Hemp Roundtable, Inc.
- U.S. Sugar Corporation
- United Insurance Holdings Group
- University of Florida Foundation, Inc.
- University of South Florida Foundation
- Verra Mobility
- Vestcor Companies, The
- Video Communications
- VillageMD
- Volusia County
- Vortex Companies
- VyStar Credit Union
- Walmart
- Walt Disney World
- Washington Center for Internships and Academic Seminars
- Wells Fargo
- Wheels Labs, Inc.



Influence creates opportunity.
Let us show you how.

For questions about this proposal, please contact:

Oscar Anderson, anderson@thesoutherngroup.com

Kate DeLoach, deloach@thesoutherngroup.com

TheSouthernGroup.com

