



# City of Eustis

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TO: EUSTIS CITY COMMISSION

FROM: TOM CARRINO, CITY MANAGER

DATE: SEPTEMBER 21, 2023

RE: RESOLUTION NUMBER 23-87: APPROVING A CONTRACT FOR LOBBYIST SERVICES WITH CONTINENTAL STRATEGY

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## **Introduction:**

The City Commission has expressed an interest in securing lobbyist services to support the City's legislative and appropriation priorities. Resolution Number 23-87 approves a contract with Continental Strategy for lobbyist services.

## **Background:**

As part of the FY 2023-2024 budget process, the City Commission expressed an interest in securing lobbyist services to support the City's legislative and appropriation priorities. Further, the City Commission budgeted \$60,000 to support those efforts.

Staff has met with representatives of Continental Strategy. Their experience, connections and understanding of the legislative and executive branches of Florida will give the City of Eustis access to both the people and process of state government. Continental Strategy will help the City of Eustis advance both its legislative and appropriation priorities.

The proposed agreement has several provisions of note. The agreement will be effective October 1, 2023, and will automatically renew on a monthly basis unless either party gives written notice of non-renewal with 30 days-notice. Continental Strategy will consult with the City on priorities and provide professional lobbyist services to advance those priorities. The annual cost for services is \$50,000, which will be billed monthly at \$4,166.67. The City will also pay reasonable costs for travel expenses, however, Continental Strategy will notify the City if those costs are expected to exceed \$1,500 in any given month. The other terms of the agreement include basic contract language.

## **Recommended Action:**

Staff recommends approval of Resolution Number 23-87.

**Community Input:**

There will be an opportunity for community input when Resolution Number 23-87 is considered on September 21<sup>st</sup>, 2023.

**Budget/Staff Impact:**

The contract includes lobbyist services for \$4,166.67 per month (\$50,000 per year) plus expenses. The City Commission budgeted \$60,000 as part of the FY 2023-2024 budget. One service being provided is lobbyist services for appropriation priorities. These lobbyist services improve the potential for significant, project specific state funding. However, specific funding amounts cannot be estimated at this time.

**Prepared By:**

Tom Carrino, City Manager

**Attachment:**

Resolution Number 23-87

Proposed Contract for Lobbyist Services with Continental Strategy

Continental Strategy Team Member Info