



STAFF REPORT

CITY OF GREEN COVE SPRINGS, FLORIDA

TO: City Council Regular Session

MEETING DATE: January 6, 2026

FROM: Mike Null, Interim City Manager

SUBJECT: Approval of engagement letter with the Florida Group for state government relations consulting services for the Calendar Year 2026 in the amount of \$36,000. *Mike Null*

BACKGROUND

The Florida Group (fka The Fiorentino Group) has been providing lobbying services in Tallahassee on behalf of the City since 2014. Over the years, they have been successful in securing funding for the City Pool replacement (\$700,000), Phase I of the city pier extension (\$600,000), the Park St stormwater project (\$318,750), the public safety boat dock (\$300,000), and the Spring Park to Shands Trail (St Johns River Trail) Ph I design (\$475,000). In addition to these awards, they have been successful in getting other awards into the final legislative budget that were later vetoed by the Governor. In addition to funding, the group also keeps us updated on legislation that may affect the City and assists in messaging to our legislators on our behalf.

Their annual fee started at \$20,000 in FY2015 and held the same through FY2022. They have increased the fee slightly each year up to \$24,000 for calendar year 2025. This is in large part due to the fact that Joe Mobley, our lobbyist, lives in Green Cove Springs, and he has a strong desire to see the City succeed. However, as costs have continued to escalate, they are requesting an increase to \$36,000 for calendar year 2026 with a maximum 10% annual increase moving forward. This still places us well below their next lowest-priced city, which is Atlantic Beach at \$45,000.

For the 2026 legislative season, Joe is assisting the City with the following legislative funding requests:

1. St Johns River Trail Planning and Design – Phase II - \$475,000
2. City Pier Extension - \$980,000
3. CCUA Reclaimed Water Interconnect – \$4,445,200
4. Esplanade Stormwater Replacement - \$800,000
5. Reynolds Well Replacement – \$1,250,000

This item is presented to Council for approval as it is above the \$25,000 authorization limit of the City Manager. Staff recommends approval of this engagement letter.

FISCAL IMPACT

Funding will be split equally between the Water, Wastewater, Stormwater and General Funds as we are seeking funding in each of those areas for 2026.

RECOMMENDATION

Approve engagement letter with the Florida Group for state government relations consulting services for the Calendar Year 2026 in the amount of \$36,000, and authorize the City Manager to execute same.