

Response to Pinellas County Government's RFQ for State  
Governmental Relations Services, #25-0758-RFQ, by Sunrise  
Consulting Group





July 20<sup>th</sup>, 2025

Patricia Cortez,  
Pinellas County Government  
400 S. Fort Harrison Ave 6th  
Clearwater, FL 33756

**RE: Solicitation #25-0758-RFQ**

Dear Mrs. Cortez and County Administration,

Sunrise Consulting Group ("SCG") is a highly qualified advocacy firm that has successfully provided lobbyist services in the state of Florida for many local governments. We have a *passion* for representing local governments. Throughout our proposal I hope to showcase our expertise and success in helping local governments navigate state government.

SCG has received, has read, and understands all objectives and work requirements associated with the solicitation, and understands that such will be incorporated into the resulting contract. In fact, SCG is very pleased with the requirements the County setting for its lobbyist.

What makes SCG unique isn't just that we have secured over \$550 million in projects; it's our unwavering commitment to the advocacy of our clients' interests beyond just funding projects. After reviewing the County's solicitation, and many of the particulars that the County is looking for, I *know* that our team's political experience, passion for local government, and technical knowledge will make us an incredible partner to the County.

Whether our team is in the Capitol or with legislators in their districts, we are dedicated to educating, informing, and driving meaningful conversations about our clients. SCG is the best choice to showcase the County's needs and priorities in an ever-changing state. We will effectively and passionately convey the County's funding needs and policy priorities, working to secure support for County and its residents.

At SCG, we understand the significance of strong long-term partnerships in navigating the corridors of government power. We would be honored to offer our expertise and well-established relationships to ensure the County has the same stakeholder effectiveness of Florida's largest local governments and many private players.

I appreciate your consideration of our proposal. And should you have any questions or require further information, I can always be reached at the number below.

Sincerely,

A handwritten signature in black ink, appearing to read "Shawn Foster", written in a cursive style.

Shawn Foster, President and Owner  
Sunrise Consulting Group  
5957 Riviera Lane, New Port Richey, FL 34655  
P. 727. 808. 4131- [foster@scgroup.us](mailto:foster@scgroup.us)



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## Table of Contents

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RFP Title Cover Page .....	1
Introductory Letter .....	2
Table of Contents.....	3
Tab 1 .....	4
Qualifications.....	5
Firm Profiles .....	7
Project References.....	10
Tab 2 .....	11
Approach.....	12
Tab 3 .....	14
Statement of Work.....	15
Tab 4 .....	19
Compensation .....	20
Other Required Documents.....	21

## Tab 1



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## Qualifications

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SCG is an established, experienced specialty government relations firm with a strong history of working on issues that impact local governments of all sizes in Florida. We are headquartered in New Port Richey, with offices and staff just a block away from the Florida State Capitol, in Tallahassee. Our culture is dedicated to building strong relationships and driving results for our clients. With over sixty years of combined legislative and executive lobbying, general government affairs, and campaign experience, we bring a unique perspective and deep relationships with the legislature, chamber leadership, and executive agencies such as the renamed Dept. of Commerce. It is our relationships that will provide Pinellas County Government with an invaluable interface for Florida's political process. Florida Politics has previously noted SCG for achieving remarkable results with a lean team. We will assist the County in developing both a short-term, concise legislative agenda and a long-term sustainable intergovernmental agenda that matches the projected priorities of current and future state leadership, extending far beyond the legislature.

SCG has the track record needed to advocate for the County's appropriations requests, having secured over \$550 million for our clients. Our knowledge and experience with the General Appropriations Act of the State of Florida will help the County pursue opportunities for its numerous local projects from both the annual appropriations process and the many available grant opportunities provided by legislation.

Many of our local government clients consider SCG an integral part of their executive team, as we can often assist with various issues year-round. This exposure to both the routine daily workflow processes and critical organization-changing issues our local government clients face enables us to provide unique insights. Our genuine interest in Pinellas County will foster a strong relationship with the County. Our engagement with County staff, in ways other firms may not, yields the most fruitful outcomes. This interest in the County's operations will greatly enhance the consultative value that SCG brings to the County. We view our local government clients as partners in success, and by engaging in continuous consultative dialogue, we gain an intimate understanding of their goals, priorities, and constraints. This interaction enables us to formulate strategies that are not only innovative but also reflect the County's unique ethos and needs. Our approach allows the County to proactively anticipate legislative challenges and opportunities, thereby enabling it to stay one step ahead.

While we strive to keep our proposal concise, we feel it's essential to mention the value of coalition building. At SCG, we recognize that success in policy issues and funding requests is often bolstered by garnering support from the right stakeholders at the right time. We thoughtfully leverage our extensive, wide-ranging network to connect the County with influential allies, both locally, regionally, and statewide, enhancing the County's position and amplifying its voice.

In choosing SCG, Pinellas County will gain a dedicated, responsive partner with the relationships, experience, and strategic insight necessary to navigate Florida's complex legislative and regulatory landscape. We are committed to advancing the County's interests through consistent engagement, clear communication, and results-driven advocacy.



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## Qualifications (cont.)

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### *...why is SCG the best choice for the County?*

Through representing local governments for many years, we have had an opportunity to interact with Pinellas County and its advocacy team.

In considering the circumstances and the scope of this solicitation for a lobbying team, it's clear that Pinellas County needs an experienced, local-government-focused "strategic consultant." To us, "strategic" and "consultative" are not just buzzwords but embody our work ethic.

As the County's lobbying firm, SCG will bring a wealth of experience and qualifications in delivering professional lobbying services tailored to the needs of local governments. Our team has extensive experience representing local governments before state agencies, the legislature, and the executive branch, ensuring that the unique interests of counties like Pinellas County are effectively communicated and advocated for.

Our firm excels in working as part of an organization's overall advocacy team. We understand the importance of seamless collaboration and have a track record of working efficiently alongside other lobbying firms to represent one organization. This will ensure that the County's legislative agenda is pursued cohesively and effectively.

We specialize in representing local governments and have developed significant expertise in environmental, land use, and water-related issues. This specific focus allows us to provide insightful and impactful advocacy on these critical issues.

Beyond monitoring and engaging on legislation, our firm also assists with regulation and executive actions. We recognize that effective lobbying extends beyond legislative halls to include comprehensive engagement with regulatory processes and executive branch activities.

SCG has worked extensively on legislation on transportation-related legislation, including legislation making significant changes to local option taxes. We understand the long-term fiscal planning needs of counties and have successfully worked with legislators and staff to advance solutions that protect local funding streams.

In the area of disaster recovery, our firm has experience advocating for comprehensive recovery packages following major storms. This includes support for programs such as the Hurricane Housing Recovery Program (HHRP), creation and capitalization of revolving loan funds, lost revenue offsets, FEMA cost-share relief, and investments in emergency shelter infrastructure. Our relationships with legislative and executive budget staff allow us to pursue these priorities aggressively and in coordination with broader statewide initiatives.

Coastal resiliency are issues where we have worked on, such as SB 50 in 2025 that incentivizes nature-based coastal protection. Our understanding of the program's mechanics and funding cycles—combined with our experience navigating legislative appropriations processes—ensures that client projects are well-positioned for success.

**Shawn Foster / CEO & President**

*Shawn Foster brought a wealth of political and government experience when starting Sunrise Consulting Group 20 years ago. Having worked inside the state and federal echelons of government for over 26 years, Shawn has built unique relationships and gained powerful knowledge to achieve successes for his clients.*

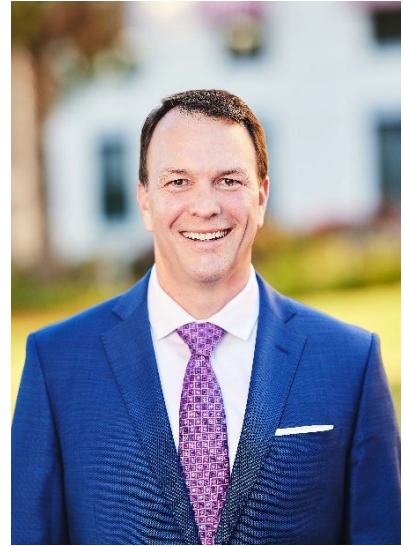
*Shawn began his career in Sarasota and Manatee Counties, where he was the student body President of USF-Sarasota, from which he graduated. After college, Shawn started in the legislative process working for a State Representative.*

*Shawn served as Congressman Gus Bilirakis' District Director for six years. This experience allowed Shawn to become well acquainted with not only the numerous issues being debated in Washington, but also the opportunity to become ingrained in the issues facing the State of Florida.*

*Before working for Congressman Bilirakis, Shawn served as a Senior Legislative Aide for State Senator Mike Fasano. In addition to his work inside government, Shawn has an astute political background as he has managed and consulted on numerous political campaigns over the past 22 years.*

*Shawn began lobbying in 2006 and was previously the Managing Partner for the Tampa Bay office of the Southern Strategy Group. He is well-versed in the political efforts of both the private and public sectors.*

*Shawn was elected in the August 2020 Primary as the Pasco County State Committeeman and was subsequently elected in 2024. In 2024, he was honored to be chosen to serve as a delegate to the Republican National Convention. He was then appointed to be a member of the Electoral College, casting a vote for Donald Trump and J.D. Vance.*



**Years of Government Experience** 26

**Honors and Awards**

*Philanthropist of the Year, 2017*

*Honorary Governor of West Pasco – West Pasco Chamber of Commerce, 2016*

*Volunteer of the Year- 2015  
Community Service Council*

**Military Service**

*United States Air Force*

**Education**

*B.S. Psychology  
University of South Florida*

**COMMUNITY INVOLVEMENT**

- *United Way of Pasco County, Past Chairman*
  - *United Way of Florida, Past Board of Governors*
  - *Community Service Council of West Pasco, Past President*
  - *Feeding Pasco's Elderly, Founding Board Member*
  - *Lighthouse for the Blind & Visually Impaired, Past Chairman*
  - *Association of Florida Colleges, Member*
  - *Florida Association of Professional Lobbyists, Board Member*
  - *Florida Education Legislative Liaisons, Member*
  - *Florida Association for Intergovernmental Relations*
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**Andrew Kalel / Government Affairs Consultant**

*Andrew brings a unique and deep understanding of the intricacies of local and state government to Sunrise Consulting. Andrew's family has been a part of Florida's legislative and regulatory process for many years and has a firm grasp on the importance of building lasting relationships. He also is a critical thinker, thoughtfully crafting strategy to engage decision makers in a variety of subjects.*

*Andrew started his career in and around state government as an undergraduate in college, holding positions with the Florida Department of Law Enforcement, in the Secretary's office of the Florida Lottery, and as a court-appointed auditor for the Justice Administrative Commission. In these roles, he was exposed to executive decision makers and the workflow process of large state agencies with multi-million-dollar budgets impacting every day Floridians. He interned for the Florida Sheriffs Association, the House of Representatives, and with Security First Insurance Company, one of Florida's top five, Florida-based property insurance companies.*

*After college, Andrew leveraged his knowledge of state government to work in the private sector in a project management position under Jason Gonzalez at Shutts & Bowen. There he supported large government affairs projects for the firm by liaising with the Executive Office of the Governor, as well as assisting with tracking legislation and gathering and analyzing political research.*

*Over his career Andrew obtained both his insurance adjuster, and broker license. He has worked as a catastrophe adjuster after Hurricane Matthew, and as a daily claims adjuster. Andrew continues to stay abreast of insurance public policy, and emerging industry trends.*

*Before joining Sunrise Consulting Group, Andrew was the joint Legislative Affairs Director for the Offices of Criminal Conflict and Civil Regional Counsel (Offices). Andrew was successful in building these agencies' first legislative program and devised a strategy to increase awareness of the agencies' mission, purpose, and policy and budgetary needs. During his tenure, the offices saw an over a 30% increase in funding and passed several pieces of legislation that were critical to agency operations and the clients the offices serve.*



**Years of Government Experience** 12

**Education**

Florida State University  
B.S. Applied Economics  
J.M Risk Mgmt, Contracting  
& Compliance

**Other**

Certified Public  
Manager®

*Influence Magazine*

30 under 30, Rising Stars  
in Florida Politics – 2019



***Dr. Danielle Thomas / Government Affairs Consultant***

Dr. Danielle Thomas brings over 25 years of education, legislative, and public policy experience to Sunrise Consulting Group. Having worked in both the classroom and the Capitol, Dr. Thomas has developed strong relationships and a deep understanding of Florida's education system and legislative process.

Dr. Thomas began her career as a special education teacher, serving students in both inclusion and self contained settings. She went on to support teachers and administrators as an Instructional Support Teacher and later as an ESE Program Specialist, where she provided curriculum training, instructional coaching, and IEP development support across multiple schools in Volusia County.

She later served as the State Regional Director for YMCA READS!, overseeing 14 program sites across Florida. In that role, she led curriculum implementation, ensured grant compliance, and coordinated with local YMCAs and the Florida Department of Education.

Prior to joining Sunrise Consulting Group, Dr. Thomas served as Director of Advocacy and Legislative Services for the Florida School Boards Association, where she represented the association before the Legislature and advocated for critical issues, including school safety, instructional time, and public education funding.

In addition to her government and education work, Dr. Thomas served over a decade on the Board of Directors for Florida PTA, including as Legislative Chair. She is a contributing author to *The Power of Teacher Leaders*, a national education reform text, and is widely respected for her thoughtful, policy focused approach to advocacy.



***Years of Government & Education Experience***      20+

***Education***

- Ed.D., Educational Leadership, University of Central Florida
- M.S., Reading and Literacy, Walden University
- B.A., *Elementary & Special Education*, Providence College

***Certifications***

- *Florida Professional Educator's Certificate: K-6 Elementary, K-12 ESE, K-12 Reading*

***Community Involvement***

- *Westside Elementary PTA President*
- *National Instructional Materials Access Standard (NIMAS) Team Member*
- *Professional Learning Community Leadership – Volusia County Schools*



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## Project References

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Please see below for a list of organizations/project references that SCG *currently* regularly serves, providing services that closely align with those outlined in Section 5.3 – Scope of Solicitation #25-0758-RFQ for State Governmental Relations Consulting Services.

Pasco County Government

Contact: Commissioner Kathryn Starkey  
(727)505-2424  
kstarkey@pascocountyfl.net

Contact: Judy Titsworth, Mayor

(386) 601-0200 SSimmons@DeBary.org

Hernando County Government

Contact: Jeff Rogers, County Administrator  
(352) 754-4002 jrogers@HernandoCounty.us

The City of High Springs

Contact: Jeremy Marshall, City Manager  
(386) 454-1416 jmarshall@highsprings.gov

The Town of Ponce Inlet

Contact: Lois Paritsky, Mayor  
386-236-2150 lparitsky@ponce-inlet.org

Volusia County Government

Contact: John Booker, Government Affairs  
386-740-5160  
JBooker@volusia.org

The City of Lake City

Contact: Noah Walker, Mayor  
(386) 360-9172 WalkerN@lcfla.com

Orange County Government

Contact: Mark Jeffries, Legislative Administrator  
(407) 836-5909  
Mark.Jeffries@ocfl.net

Bradford School District

Contact: Will Hartley, Superintendent  
(904) 966-6018  
Hartley.Will@mybradford.us

The City of Inverness

Contact: Eric Williams, City Manager  
(352) 726-2611  
ewilliams@inverness.gov

Hernando School District

Contact: Karen Jordan, PIO  
352-797-7009  
jordan\_k@hcsb.k12.fl.us

The City of Palm Bay

Contact: Joan Junkala, deputy city manager  
(321) 952-3414  
Joan.Junkala@palmbayflorida.org

Manatee School District

Contact: Kevin Chapman, Deputy Superintendent  
(941) 708-8770 chapman3k@manateeschools.net

The Town of Sneads

Contact: Bill Rentz, Town Manager  
(850)372-0146  
sneadsmgr@sneadsfl.com

Citrus School District

Contact: Scott Hebert, Superintendent  
352-726-1931 herberts@citrussschools.org

The City of Winter Springs

Contact: Kevin McCann, Mayor  
(407) 327  
phursh@winterspringsfl.org

Palm Beach State College

Contact: Dr. Ava Parker, President  
561-868-3140 avaparker@palmbeachstate.edu

The City of Holmes Beach

Pasco County Mosquito Control District

Contact: Adriane Rogers, District Administrator  
727-376-4568 ARogers@pascomosquito.org

## Tab 2



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## Approach

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What sets SCG apart is our commitment to truly understanding the operations, priorities, and long-term vision of Pinellas County. We go beyond traditional lobbying by embedding ourselves in the County's work, learning from staff and commissioners, and tailoring our strategy to reflect not only the County's legislative agenda but also its operational needs. This deep involvement allows us to represent the County with *both* the technical knowledge of our client and the strategic insight of a refined advocacy team.

We work closely with County staff throughout the year—not just during Session—to develop and refine legislative strategies. This includes identifying issues of concern, monitoring legislation and rulemaking, preparing appropriation requests, and coordinating with agency staff and stakeholders. Whether preparing pre-Session reports, convening strategy sessions, or attending interim committee weeks, our firm is proactive, timely, and focused.

Lobbying, in our view, is fundamentally about education. We see our role as not just advocating but also informing stakeholders—including legislative delegation members, agency staff, and executive leadership—about the specific needs and values of Pinellas County. From legislative proposals to funding priorities, we provide nuanced, fact-based messaging that helps decision-makers understand the local impacts of their choices.

Our approach to reporting and communication is just as robust. We provide weekly written updates during Session, detailed post-Session summaries, and annual reports that analyze not just legislative outcomes but also their broader impact on County operations. We are available for regular meetings and briefings and attend local, regional, and statewide events as needed to support the County's visibility and engagement.

We also bring expertise in navigating appropriations and agency funding opportunities. We work alongside County staff to identify project-specific funding pathways, prepare budget requests, identify bill sponsors, and engage the Governor's Office of Policy and Budget. Throughout the appropriations cycle, we monitor committee agendas, attend hearings, and work to protect the County's priorities from line-item vetoes.

What further differentiates SCG is our specialized knowledge in environmental, land use, infrastructure, and utility-related policy. We understand the technical and political nuances of these issues and have a proven track record of advocating effectively for local governments. Our experience aligns particularly well with the County's priorities on beach nourishment, disaster recovery, and sustainable infrastructure.

We are also highly collaborative. We coordinate with the County's primary lobbying firm, regional partners, municipal governments, and associations like the Florida Association of Counties. Our goal is to amplify, not duplicate, efforts—to serve as a trusted extension of the County's internal team.

Conflicts of interest are a serious concern in our industry, and we are proud of our clean, client-focused approach. We do not represent any municipalities within Pinellas County and would not



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## Approach

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take on such work during our engagement. We also avoid clients whose interests may conflict with the County's mission, particularly in areas like unchecked development or environmentally harmful activities. For example, during a recent legislative session, we were selected by a prominent environmental coalition precisely because other firms were conflicted by their representation of builder interests.

As a smaller firm, we offer highly personalized service and transparency. If a potential conflict arises, we act immediately—conducting a thorough review, notifying the client, and working collaboratively toward a resolution. However, our preference is to avoid these situations entirely. We are selective in our client base to ensure alignment in values and mission.

By choosing SCG, Pinellas County will gain a dedicated, experienced, and principled partner. We are ready to serve as your advocate, strategist, and collaborator—committed to ensuring that the County's voice is heard and its priorities are advanced at every level of state government.

## Tab 3



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## Statement of Work

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We have reviewed each item from section 5.3 and provided the following:

**Item A.** SCG will utilize its extensive network of relationships within the Legislature and executive agencies, to monitor and identify potential legislation that may impact Pinellas County. Throughout the year, we will collaborate with County staff to identify legislative “pain points,” review policy trends, and anticipate issues that could require support, opposition, or amendment. Once legislation is identified, we work with the County to determine a course of action and develop a tailored strategy. Where appropriate, we may recommend amending an existing bill by identifying a legislative vehicle rather than filing new legislation, improving efficiency and effectiveness.

**Item B.** Prior to each Legislative or Special Session, SCG will meet with County staff to assist in developing the annual legislative agenda. We will identify key issues of concern through a review of ongoing County operational matters, recent legislative activity, and emerging policy trends to help shape a focused and responsive agenda.

**Item C.** SCG will provide the Board and County staff with timely updates on the priorities of House and Senate leadership, as well as the Governor’s Office, ahead of each Legislative or Special Session. These insights, derived from our active presence and communication in Tallahassee, help ensure that the County’s legislative strategy is aligned with state leadership priorities and positioned for success.

**Item D.** SCG will attend all relevant local meetings in person, upon request by the County’s Intergovernmental Liaison. Our firm’s local presence in the Tampa Bay area allows for convenient, responsive in-person support—something many firms based solely in Tallahassee cannot offer.

**Items E & U.** SCG will advocate on behalf of Pinellas County throughout the Legislative Session, Special Sessions, Interim Committee weeks, and at Pinellas County Legislative Delegation meetings. Our advocacy extends beyond the Legislature; we actively engage with state agencies, executive staff, and Cabinet members year-round to influence both policy development and implementation. Because we represent many local governments, we are familiar with the jurisdictional authorities and decision-makers relevant to local issues. Our firm is a known and respected presence in these circles, which strengthens the County’s credibility and access.

**Item F.** During Session, we will meet with County staff to review filed and pending legislation. We will help evaluate bills of potential impact and work with the County to determine if engagement is warranted, providing timely analysis and actionable recommendations.





**Item G.** SCG will provide weekly written updates during the Legislative Session, focused on the County's priorities and any bills or developments of relevance. Our weekly reports are specifically designed to be useful and digestible for local government clients.

**Item H.** SCG will work collaboratively with County staff and the Board to determine appropriate positions on legislation. Based on these decisions, we will take action to support, oppose, or amend bills as needed, ensuring the County's voice is heard throughout the process.

**Items I & P.** SCG believes the most effective way to represent a County is to empower its delegation to advocate for it. We proactively engage with the Pinellas County Legislative Delegation, keeping members informed on County priorities and ensuring they have the information needed to effectively represent their constituents in Tallahassee. Likewise, we serve as a two-way conduit—communicating relevant updates from delegation members back to County staff. Our approach fosters a consistent, well-informed partnership throughout the year.

**Item J.** SCG is experienced in developing legislation from concept to passage. We assist in drafting bill language, identifying sponsors and co-sponsors, scheduling committee hearings, and briefing legislators. Our team will also testify and provide supporting materials as needed to advance the County's priorities through the legislative process.

**Item K.** Prior to Session, we will work with the County Administrator's Office to establish a clear timeline and process for appropriation development. We will request that administration consult with department heads to generate a comprehensive list of needs. SCG will then provide input to help prioritize projects that are well-positioned for funding based on political climate, legislative trends, and technical viability.

**Item L.** As part of the appropriations process, SCG will assist in completing all necessary budget request documentation and identify appropriate delegation members in both chambers to sponsor each project. Our relationships with the delegation allow us to strategically match projects with the right advocates.

**Items M–O.** SCG recognizes that critical funding opportunities exist beyond the traditional appropriations process. State agencies regularly receive federal pass-through dollars and legislative funding for competitive grants. Our firm actively monitors these opportunities and, due to our experience with other local governments, we are often aware of funding rounds before they are publicly announced. We also maintain strong working relationships with the technical staff who review applications—giving us insight into selection criteria and strategic positioning. We work closely with the County to identify appropriate funding opportunities and will advocate to support those applications at the agency level.



**Item Q.** We appreciate the County's inclusion of this item in the scope—it reflects strategic awareness of the broader fiscal environment. SCG routinely monitors the work of the Revenue Estimating Conference and reviews presentations and data released by the Office of Economic and Demographic Research (EDR). We will keep the County informed of any significant changes in revenue projections or related developments that could impact the state budget or the County's funding priorities.

**Item R.** SCG will attend all relevant appropriations committee and subcommittee meetings throughout the legislative process. Our presence ensures real-time awareness of budget discussions and allows us to advocate on behalf of the County's funding requests during public proceedings.

**Item S.** SCG understands the importance of proactive engagement with the Governor's Office of Policy and Budget (OPB) once the budget is finalized. We will work directly with OPB staff to communicate the value of the County's appropriation requests, ensuring they align with executive priorities and are not vulnerable to veto.

**Items T & X.** SCG excels at coalition-building. Our deep experience representing local governments gives us insight into which partners, associations, and regional stakeholders share common goals with the County. We understand how to bring together school boards, municipalities, regional authorities, and other special districts to align around a common cause. Our firm already maintains strong relationships with many Pinellas County municipalities—giving us a unique advantage in building coordinated efforts to advance shared interests.

**Item V.** SCG understands and values the critical role the Florida Association of Counties (FAC) plays during Session and throughout the year. We already work closely with FAC on a range of local government issues. Hiring our firm will complement and strengthen the County's ability to collaborate with FAC and align with other counties during legislative negotiations and advocacy efforts.

**Item W.** Our firm monitors agency rulemaking activity on a weekly basis. We will advise the County of any developments that are relevant to its operations or legislative priorities, including notices of proposed rules, public hearings, and adopted changes.

**Item Y.** SCG regularly reviews statewide and regional news sources and government bulletins. We will forward the County relevant newspaper articles, policy analyses, and major government announcements that may impact or inform the County's interests.

**Item Z.** SCG will provide written and oral updates throughout the year as needed by County staff. We look forward to delivering an annual legislative overview in person to the Board of County Commissioners and will tailor our presentation to ensure it is clear, actionable, and informative.



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## Statement of Work (Cont.)

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**Item AA.** To maintain ongoing coordination, SCG will schedule monthly calls with the County Administrator or their designee. During these meetings, we will review the status of all active items and receive any updates or background information necessary to refine our approach. We believe that this structure fosters accountability, transparency, and alignment with the County's goals.

## Tab 4



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## Compensation

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The fees shall include ALL costs associated with performance of the contract including travel and out-of-pocket expenses.

SCG proposes a flat fee of **\$7,000 per month**.

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total
1	Year One - Payments will be made quarterly once services have been rendered, invoiced, and confirmed as completed.	4	Quarterly Payment	\$21,000.00	\$84,000.00
2	Year Two - Payments will be made quarterly once services have been rendered, invoiced, and confirmed as completed.	4	Quarterly Payment	\$21,000.00	\$84,000.00
3	Year Three - Payments will be made quarterly once services have been rendered, invoiced, and confirmed as completed.	4	Quarterly Payment	\$21,000.00	\$84,000.00
	Total				\$252,000.00

## VENDOR SUBMITTAL ACKNOWLEDGEMENT FORM

It is the policy of Pinellas County, Board of County Commissioners, to accept the lowest responsive and responsible or highest ranked submittal received meeting specifications. No changes requested by a vendor due to an error in pricing will be considered after the advertised solicitation opening date. By signing this Vendor Submittal Acknowledgment Form, vendors are attesting to their awareness and acceptance of this policy and agreeing to all solicitation of terms and conditions, including any insurance requirements.

Vendor Name (as shown on W-9): Sunrise Consulting Group LLC

Doing Business As (DBA) (if applicable): Sunrise Consulting Group

Mailing Address (as shown on W-9): 5957 Riviera Lane

City, State, Zip (as shown on W-9): New Port Richey, FL 34655

Vendor Email (primary company email): foster@scgroup.us

Remit to address (as shown on vendor invoice): 5957 Riviera Lane, New Port Richey, FL 34655

Federal Tax ID (FEIN) #: 82-2863316

SAM.gov UEID No.:

Dun & Bradstreet D-U-N-S® UEID No. (if applicable):

### Vendor Contact Information

Contact Name: Shawn Foster

Phone Number: 7278084131

Email Address: foster@scgroup.us

**Payment Terms: Net 45 (per Florida Statute F.S. 218.73) 100 % 45 Days**

**Deposit (if required) has been paid in the amount of \$ N/A**

Proper Corporate Identity is needed for a firm registered with the Florida Division of Corporations. Please visit [dos.myflorida.com/sunbiz/](https://dos.myflorida.com/sunbiz/) for this information. It is essential to return a copy of your W-9 with your submittal.

**I hereby agree to abide by all terms and conditions of this solicitation, including all insurance requirements, and certify that I am authorized to sign this solicitation for the vendor.**

Authorized Signature:



Print Name: Shawn Foster

Title: President

**THIS FORM MUST BE RETURNED WITH YOUR RESPONSE**

## Foreign Country of Concern Affidavit

I hereby certify that Sunrise Consulting Group ( the “Contractor”) is not an entity owned by the government of a Foreign Country of Concern; the government of a Foreign Country of Concern does not have a Controlling Interest in the entity; nor is the entity organized under the laws of or has its principal place of business in a Foreign Country of Concern, and is otherwise in full compliance with Section §287.138, Florida Statutes.

This Affidavit must be completed by an authorized representative of the Contractor submitting a bid, proposal, reply to, or entering into, renewing, or extending, a contract with the County, which would grant the entity access to an individual’s Personal Identifying Information.

For purposes of this Affidavit:

“Foreign Country of Concern” means the People’s Republic of China, the Russian Federation, the Islamic Republic of Iran, the Democratic People’s Republic of Korea, the Republic of Cuba, the Venezuelan regime of Nicolás Maduro, or the Syrian Arab Republic, including any agency of or any other entity of significant control of such foreign country of concern.

“Controlling Interest” means possession of the power to direct or cause the direction of the management or policies of a company, whether through ownership of securities, by contract, or otherwise. A person or entity that directly or indirectly has the right to vote 25 percent or more of the voting interests of the company or is entitled to 25 percent or more of its profits is presumed to possess a controlling interest.

Under penalties of perjury, I declare that I have read the foregoing affidavit and that the facts stated in it are true.

Signature: \_\_\_\_\_



Print Name: \_\_\_\_\_

Shawn Foster

Date: \_\_\_\_\_

07/19/2025

Federal Work Authorization User Identification No.: \_\_\_\_\_

Name of Pinellas County Contract and Contract No.: Governmental Relations 25-0758-RFQ

STATE OF FLORIDA COUNTY OF Pasco

The foregoing instrument was acknowledged before me by means of 1) physical presence ☒ or 2) online notarization ☐, this 19th day of July, 2025 (date) by Shawn Foster of Sunrise Consulting Group, a Limited Liability corporation, on behalf of the corporation.

He/she is personally known to me or has produced \_\_\_\_\_ as identification.

[Notary Seal]



Notary Public: \_\_\_\_\_

HH 162268

Name typed, printed, or stamped: \_\_\_\_\_

Andrew Kalel

My Commission Expires: \_\_\_\_\_

08/05/2025



## HUMAN TRAFFICKING AFFIDAVIT

In accordance with section 787.06 (13), Florida Statutes, the undersigned, on behalf of Sunrise Consulting Group LLC (the "Contractor"), hereby attests that the Contractor does not use coercion for labor or services as defined in Section 787.06, Florida Statutes.

The undersigned must be an authorized representative of the Contractor who can execute this affidavit on the Contractor's behalf.

Under penalties of perjury, I Shawn Foster, declare that I have read the foregoing affidavit and that the facts stated in it are true.

Signature: \_\_\_\_\_



Print Name: Shawn Foster

Date: 07/19/2025

Federal Work Authorization User Identification No.: \_\_\_\_\_

Name of Pinellas County Contract and Contract No.: 25-0758-RFQ

STATE OF FLORIDA COUNTY OF Pasco

The foregoing instrument was acknowledged before me by means of 1) physical presence ☒ or 2) online notarization ☐, this 07/19/2025 (date) by

Shawn Foster of Sunrise Consulting Group, a  
Florida Limited Liability Company corporation, on behalf of the corporation.

He/she is personally known to me or has produced \_\_\_\_\_ as  
identification.

[Notary Seal]



Notary Public: HH 162268

Name typed, printed, or stamped: Andrew Kael

My Commission Expires: 08/05/2025