



PINELLAS COUNTY

STATE GOVERNMENTAL RELATIONS SERVICES 25-0758-RFQ

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August 28, 2025

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THE PINELLAS COUNTY TEAM



THE TEAM

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GrayRobinson uses a team approach designed to maximize communication and responsiveness to the needs of Pinellas County.



Chris Dawson
Team Lead
Shareholder
Tampa/Tallahassee

Chris Carmody
Shareholder
Orlando/Tallahassee

Carlecia Collins
Government Affairs Advisor
Tallahassee

Nikki Day
Shareholder
Tampa

Kristen Gray
Associate
Tampa

Robert Stuart
Senior Government Affairs
Advisor
Orlando/Tallahassee

TEAM LEAD

CHRIS DAWSON

SHAREHOLDER
TAMPA/TALLAHASSEE
CHRIS.DAWSON@GRAY-ROBINSON.COM

EXPERIENCED ADVOCATE
CREATIVE PROBLEM-SOLVER
BORN LEADER
BIPARTISAN INFLUENCER
SKILLED COMMUNICATOR

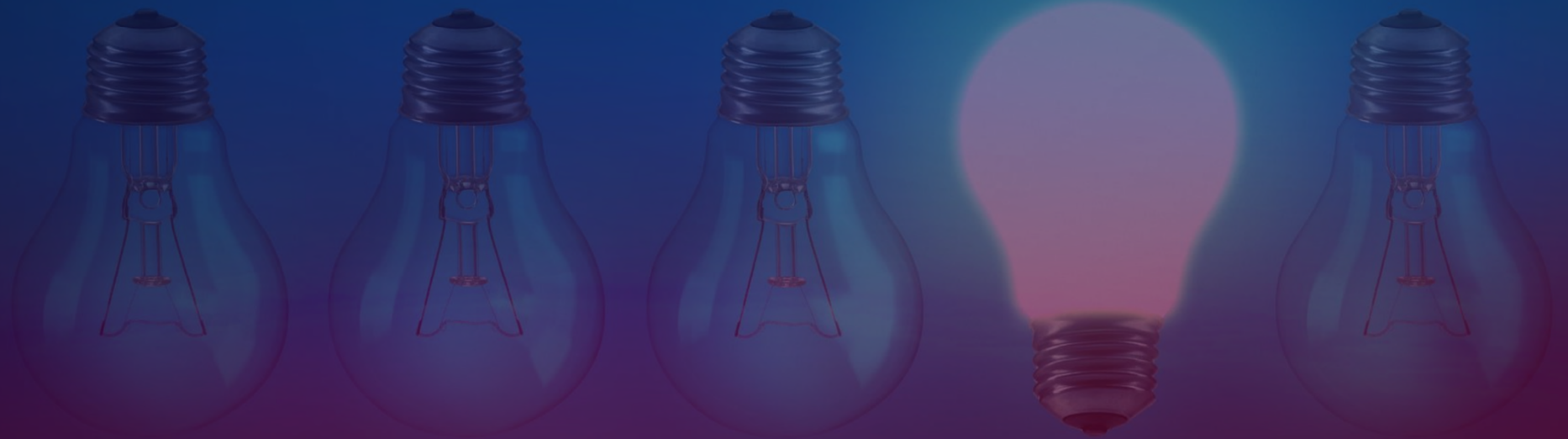


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- Holds two degrees in civil engineering and is licensed to practice law in Florida and Alabama. Draws on technical training to provide unique value and insight for clients in the public sector.
- Proven record of success working with his contacts in the Governor's Office, the Florida Department of Transportation, the Department of Commerce, and district offices of these agencies.
- Locally, provides impact planning and regulatory advisory service, driving change and innovation in building and construction, water quality and treatment, and transportation and mobility.
- Lobbyist for Escambia County, Gulf County, Port Tampa Bay, Hillsborough County Aviation Authority, and Habitat for Humanity of Hillsborough County, among others.

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UNIQUELY QUALIFIED



DEEP LOCAL ROOTS

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- Part of the Tampa Bay community for 25 years, with a thriving downtown office of 47 attorneys and advisors and a strong track record representing clients in Hillsborough, Pinellas, and Pasco counties.
- Pinellas County lead lobbyist, Chris Dawson, is based out of our Tampa office.
- Firm has been practicing government affairs and lobbying for local governments for 55 years.
- Government Affairs and Lobbying Group includes:
 - Former member of U.S. Congress
 - Three former speakers of the Florida House
 - Former state Senator
 - Former Florida Governor chief of staff
 - Former secretary of the Florida Department of Environmental Protection
 - Former Florida House and Senate general counsel
 - Former counsel to the speaker of the Florida House
 - Multiple local government finance and policy experts
 - Former political consultants

PINELLAS COUNTY

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- GrayRobinson team members with direct Pinellas County ties.
- Nikki Day - Trusted County attorney, providing regular legal work for Pinellas; insightful resource.
- Robert Stuart - State lobbyist for Port Tampa Bay and team lead for Hillsborough County Aviation Authority. Former lead for Pinellas County Transit Authority; regular presence in the region and strong familiarity with Pinellas' priorities and culture.
- Chris Dawson - Tampa-based lead, positioned to bridge Tallahassee strategy with Pinellas' day-to-day needs.

LOCAL KNOWLEDGE + LOCAL PRESENCE + LOCAL COMMITMENT =
IMMEDIATE VALUE FOR PINELLAS.

UNIQUELY QUALIFIED

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Florida Trend
FLORIDA'S BUSINESS AUTHORITY

Legal Elite: Government and
Administrative Law

The Florida 500: Florida's Most
Influential Business Leaders

AN INSIDE VIEW INTO FLORIDA'S NEWS, POLITICS, & CULTURE
INFLUENCE
A FLORIDA TRENDS.COM PUBLICATION

Legal-Lobbying
Firm of the Year

The INFLUENCE 150:
The Most Influential People in
Florida Politics

GRAYROBINSON PA 2026
RECOGNIZED BY
Best Lawyers

Top Tier Government Relations
Practice

Lawyer of the Year:
Government Relations

Ones to Watch

THE HILL

Top Lobbyist

D.C.'s Top Hired Guns

**FLORIDA
POLITICS**

Top 5 Florida Lobbying Firms

Florida Politician of the Decade

Lobbying Industry's Rising Star

**CITY &
STATE**
FLORIDA

The Florida Power 100

LARGE FIRM RESOURCES... CONCIERGE SERVICE



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We are larger than some of our competitors - but our breadth and footprint provide a distinct advantage for our clients:

» We attract top talent and offer the resources necessary to provide unparalleled, tailored service.

» Our clients benefit from the reach and connections of a large firm, coupled with the personalized attention of a boutique experience.

» Each member of the Pinellas County team will personally invest in your goals, take the time to build meaningful relationships with your leadership and staff, and understand the nuances of your objectives and challenges. Our success stems from this dedication and passion.

» We are **driven to win** and will represent the County with the same fervor you bring to your own mission.

» We are committed to ensuring you experience a true sense of partnership and loyalty from the GrayRobinson team.

» Lobbying group operates as its own “firm” within GrayRobinson.

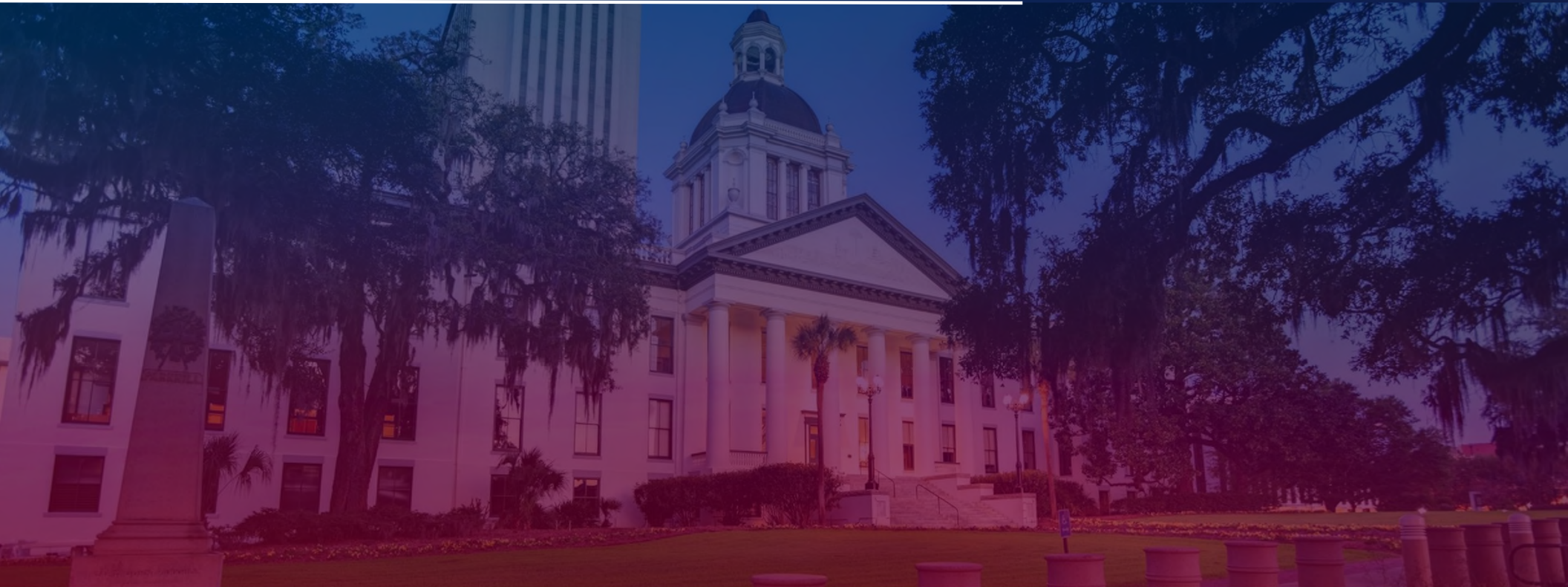
» Access to nearly 300 attorneys and advisors.

» Everything under one roof.

» Rather than competing for resources, the size and strength of the firm provides for an abundance of resources.

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EXPERIENCE



TRANSPARENCY

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OUR COMMITMENT TO PINELLAS COUNTY

- **Pinellas as a Priority:** You will be a top-tier client, not one of hundreds. We deliberately limit our client base to ensure the attention and access you expect.
- **Transparency from Day One:** Before session begins, you'll know exactly how your projects are positioned within our appropriations strategy, with clear reasoning grounded in legislative realities.
- **Dedicated Advocacy:** Our team will be fully invested in advancing Pinellas' agenda, leveraging local knowledge with Tallahassee influence.
- **Balanced Representation:** We represent large institutions and mid-sized governments, and our record shows we win some of our most essential and largest appropriations for small and mid-sized communities.
- **No Conflicts, No Back Burner:** We do not allow larger-paying clients to eclipse our other clients. Pinellas' needs will never be set aside in favor of another priority.
- **Around-the-Clock Presence:** Our lobbyists stay in the Capitol until the final budget negotiations are complete. Your projects will be fought for around the clock.
- **Shared Success:** A win for Pinellas is a win for GrayRobinson. We take pride in delivering visible results for local governments that strengthen Florida's communities.

COUNTY ISSUES

Priorities

Coastal Resilience and Beaches

- Renourishment backlog and emergency dunes post-storms; advancing Sand Key/Treasure Island/Upham package and seeking DEP cost-share.
- Priority: Establish a recurring, statewide beach funding stream.

Transit and Mobility

- DOT's stricter BRT/dedicated-lane criteria shape SunRunner expansion and future corridors.
- State funding for East Lake Rd. Phase I safety/capacity (evacuation route).

Housing and Growth

- Live Local Act + 2024 "glitch bill" preemptions (height/FAR) intersect with local planning and CHHA constraints; demand for missing-middle options near transit.

Storm Recovery and Science Capacity

- Ongoing Resilient Florida planning/construction grants; Florida Flood Hub at USF - St. Pete as a regional asset.
- Priorities include disaster recovery (HHRP, FEMA cost-share, shelter hardening) and E-911 fee modernization.

Airports and Economic Development

- PIE terminal/airfield expansion leveraging DOT aviation funds; tourism-driven assets need storm-hardening and reliable state matches.

Community Safety and Local Infrastructure

- Targeted appropriations (e.g., Gulf Blvd signal resiliency, pedestrian safety, pier repairs) remain high-impact; district-visible wins.

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Approach

- **Appropriations:** Advance beach renourishment, PIE, and corridor projects through Ag/Env and Trans/Tourism committees; defend local funding.
- **Policy Fixes:** Advocate recurring beach funding, practical BRT criteria, and E-911 updates; guard home rule and avoid unfunded mandates.
- **Agency Strategy:** Work directly with FDEP, FDOT, and Florida Commerce to align grant timing, match requirements, and permitting.
- **Delegation Coordination:** Equip members with data and ROI (tourism protection, evacuation resilience, housing supply) to sustain support session-to-session.

EXPERIENCE

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BEACH RENOURISHMENT

- **Hollywood:** Successfully advocated for extension of the authorization to use Tourist Development Taxes (TDTs) on beach nourishment and expanding the use of TDTs to include the development and operation of capital improvements to public facilities (such as transportation and water projects).
- Successfully worked with **Broward County and other stakeholders** to advocate for over \$50 million for the traditional beach management program and over \$11 million for post-Hurricane Irma damage recovery for Florida's beaches and shorelines.

ROAD APPROPRIATIONS

- **Fort Myers:** Helped secure \$5 million for the Frontage Acquisition Project to help fund the expansion of an essential corridor located downtown.
- **Escambia County:** Helped secure \$2 million for the Beulah Pedestrian Bridge Project.
- **West Palm Beach:** Helped secure \$3 million for the Fern Street Crossing Project to help fund the construction of a new railroad crossing on the South Florida Railroad Corridor/CSX tracks at Fern Street.
- **Oviedo:** Helped secure \$1.5 million for the West Mitchell Hammock Road Corridor Safety Improvements.

RESILIENT FLORIDA

- **Escambia County:** Helped secure \$15.9 million, consisting of six resilience grants through the Resilient Florida Grant Program.
- **Gulf County:** Helped secure more than \$10 million through the Resilient Florida Grant Program.
- **Hollywood:** Helped secure \$16 million in Resilient Florida Grant funding from FDEP.
- **Clay County Utility Authority:** Successfully lobbied for the inclusion of special districts' operating potable and wastewater systems as eligible entities for grant funding under the Resilient Florida Grant Program.
- **Escambia County:** Helped secure more than \$10 million through the Resilient Florida Grant Program.
- **Islamorada:** Helped secure \$19.4 million through the Resilient Florida Grant Program.
- **Miami-Dade County:** Helped secure \$77.9 million through the Resilient Florida Grant Program.
- **Monroe County:** Helped secure \$3 million through the Resilient Florida Grant Program.
- **Belle Isle:** Helped secure \$10 million through the Resilient Florida Grant Program.

DISASTER RECOVERY

- **Escambia County:** Helped secure \$95 million in recovery funding from the Rebuild Florida program.
- **Dewberry Engineers and Gulf County:** Helped secure a \$25 million appropriation to establish the Hurricane Michael Recovery Grants program to assist local governments with infrastructure repairs following the 2018 storm.
- **Gulf County:** Worked with like-minded municipalities to help secure more than \$111 million through the DEO Rebuild Florida General Infrastructure Repair Program for communities impacted by Hurricane Michael. Also, waived the original requirement that benefitting communities match dollars provided through the program.
- **Gulf County:** helped secure \$115 million from the Sadowski Affordable Housing Trust Fund for the creation of a Hurricane Michael Affordable Housing Recovery Program to assist local governments and private investors in creating affordable housing solutions in the wake of the storm.
- **Hillsborough County Clerk:** Helped secure \$1.5 million for a Records Center Design Project to fund planning and permitting of a new Records Center rated for a category 5 hurricane. Will provide protection for irreplaceable court records, computer systems, and records that service court functions.

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RELATIONSHIPS



RELATIONSHIPS

With 15 offices throughout the State of Florida and an office in Washington, we get to know legislators, agency heads, key staff, and other elected officials in their hometowns. We support their causes, are involved in the same civic organizations - we are their neighbors and friends.

Given our size and scope, along with our growth strategy over the years, rarely does a local leader ascend to a role in state or federal government without significant familiarity with GrayRobinson as a highly influential firm in the political space, or a direct relationship with one or more of our professionals throughout the state.

FUTURE LEADERS

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Sam Garrison

FLORIDA HOUSE
SPEAKER-DESIGNATE
2026-2028



Jennifer Canady

FLORIDA HOUSE
SPEAKER-DESIGNATE
2028-2030



Mike Redondo

FLORIDA HOUSE
PRESIDENT-DESIGNATE
2030-2032



Jim Boyd

FLORIDA SENATE
PRESIDENT-DESIGNATE
2026-2028



Jay Trumbull

FLORIDA SENATE
PRESIDENT-DESIGNATE
2028-2030

FLORIDA HOUSE

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Adam Anderson
DISTRICT 57



Kim Berfield
DISTRICT 58



Berny Jacques
DISTRICT 59



Lindsay Cross
DISTRICT 60



Linda Chaney
DISTRICT 61



Michele Rayner
DISTRICT 62

FLORIDA SENATE

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Nick DiCeglie
DISTRICT 18



Ed Hooper
DISTRICT 21



Darryl Rouson
DISTRICT 16

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QUESTIONS?

THANK YOU

We look forward to partnering with Pinellas County.

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