

TAB 1

Qualifications

Capital City Consulting (CCC) is a full-service government relations firm that was founded 21 years ago by partners Nick Iarossi and Ron LaFace. CCC employs 21 full-time lobbyists and 5 full-time administrative staff; combined, our team of consultants has over 200 years of experience in government affairs, which we will continue to put to work on behalf of the County.

CCC's relationships span throughout state government and includes incoming legislative leadership, current legislative leadership, legislative staff, all cabinet members, executive branch officials and their staff. The team at CCC offers a powerful combination of talent and experience with a proven track record before the legislative and executive branches of state government.

While CCC is not a law firm, six of our lobbyists (Nick Iarossi, Ron LaFace, Ashley Kalifeh, Megan Fay, Scott Ross, and Chris Schoonover) are attorneys licensed to practice in the State of Florida.

At CCC, our focus is on helping our clients navigate government in ways that increase business opportunities, protect our clients' core mission, reduce problematic regulations, access funding opportunities, and prevent the passage of disruptive legislation. Jared Rosenstein runs our Local Government Practice and would manage this account working closely with County staff, Commissioners and the Administrator. While Jared serves as day-to-day liaison and primary lobbyist for the County, you can be assured that if selected, *all* CCC lobbyists and staff will be made available to ensure that the County has the best possible chance of achieving its legislative goals.

- i. **Tax status;** Capital City Consulting is a Florida Limited Liability Company.
- ii. **Principals, officers, owners, board of directors and/or board of trustees;** Nick Iarossi and Ron LaFace are the founders of Capital City Consulting; both serve as member-managers.
- iii. **The total current number of employees and the current number of professional employees by classification;** CCC has 21 full-time lobbyists, 5 full-time administrative staff and four Florida office locations in Tallahassee, Miami, Tampa, and Fort Lauderdale.

CCC's Tallahassee office is one block from the Capitol and would be the central location where state government relations efforts are coordinated on behalf of the County.

Capital City Consulting, LLC
124 West Jefferson Street
Tallahassee, FL 32301
Office: 850.222.9075

CCC Miami is a distinct and separate corporate affiliate managed by Rodney Barreto and Brian May. CCC Miami represents clients before local governments in Miami-Dade County:

Capital City Consulting, LLC – Miami
235 Catalonia Avenue
Coral Gables, FL 33134
Office: 305.461.4260

CCC's Tampa office is located downtown and is managed by Justin Day, who represents clients before Florida's state government and local governments in Hillsborough Pasco and Pinellas counties.

Capital City Consulting, LLC
400 North Ashley Drive, Suite 1100
Tampa, FL 33602
Office: 850.544.1932

CCC's Fort Lauderdale office is managed by Jared Rosenstein, who represents clients before Florida's state government and local governments in Miami-Dade, Broward, and Palm Beach Counties.

Capital City Consulting, LLC
401 E. Las Olas Blvd, Suite 130-246
Fort Lauderdale, FL 33301
Office: 786.247.8716

- iv. **Primary markets served;** CCC represents over 300 clients. Our client list includes Fortune 100 companies, non-profits, educational institutions, cities, counties, school boards, sheriff's departments, and hospitals.



Past Performance and Experience

CCC has provided lobbying services for 20 years and represents over 300 clients at any given time. Notably, many CCC lobbyists have previously served in positions within Florida's state government. These positions include Deputy Chiefs-of-Staff to the Governor; Directors of Cabinet Affairs and Policy and Budget for the Governor; Chief Financial Officer; agency Chiefs-of-Staff; agency Chief Information Officers; Secretary of the Department of Transportation; and Directors of Purchasing, Real-Estate, Legislative Affairs, & Legal Counsel.

CCC's team has been at the forefront of some of the largest issues facing Counties; such as hurricane response/recovery, the COVID-19 pandemic, the Marjory Stoneman Douglas High School Public Safety Act, and the Surfside Condo Collapse.

Proudly, many of our firm's members are regularly recognized by top industry trade publications for their tireless work and advocacy in the political arena. Some awards received by our members have included: Lobbying Firm of the Year, Florida Politics 30-Under-30, News Service of Florida Inaugural 40-Under-40, Appropriations Lobbyist of the Year, Healthcare Lobbyist of the Year, Gaming Lobbyist of the Year, and 100 Most Influential People in Florida.

Our highly experienced team has unparalleled knowledge of the legislative, administrative, and regulatory processes at the state level. This wide breadth of experience allows our firm to operate at a high level in every facet relating to government advocacy.

In the transportation arena, CCC has experience in funding major terminal expansions at two of Florida's busiest airports following the legislative rewrite of the Department of Transportation's aviation statutes in 2016. CCC also represented a leading airport concessions firm, securing their return to Orlando International airport. Our team is leading the statewide effort to bring eVTOL vertiports to the state and is working with cities, counties, and the Department of Transportation on promulgating rules for this next generation of transportation.

CCC successfully drafted and implemented Florida's red light camera program, which involved uniform traffic laws. This program facilitates interaction between local governments and the State for permitting camera poles on state rights-of-way. CCC has influenced state legislation impacting local government ability to keep subcontractor retainage and comply with prompt payment laws, while representing a large construction management firm contracted by public entities. As it relates to city and county revenue, CCC has worked with the State on a local government's ability to charge convenience fees and state money remitter license exemptions.

In the criminal justice arena, CCC represents a large correctional facility operator. Additionally, CCC has experience working collaboratively with the juvenile justice system on behalf of public-school systems and representing the Guardian ad Litem Program. As employees of the Governor's executive



team, members of the Florida House of Representatives, and on behalf of the State's School Superintendents Association, CCC members were heavily involved in drafting of school safety legislation following the tragedy at Marjory Stoneman Douglas High School.

When it comes to knowledge and experience on climate resiliency, water quality, and environmental issues, CCC is the lead firm representing the Everglades Foundation in Tallahassee. CCC also represents other environmental organizations such as Bonefish and Tarpon Trust; Loggerhead Marinelife Center; Enviva Biomass and Yamaha Marine. These entities are dedicated to water quality, mitigation, climate resiliency, fighting sea level rise, and the overall environmental health of our state. In CCC's representation of the Everglades Foundation, we have been successful in advocating for over \$1 billion for the development of the Southern Reservoir and marshes, securing \$250 million to fund "Legacy Florida" restoration efforts. CCC has been successful in implementing the first residential water reuse program in the state; expanding opportunities for local governments to mitigate wetland ecosystem disturbances on state owned lands; and in pursuing water project funding for local government clients. CCC represents local governments in securing water projects, beach restoration, and environmental cleanup projects.

CCC has a large emergency management & disaster mitigation practice, representing a large debris removal prime contractor, FEMA audit firms, and temporary housing and employee staffing providers for traditional disaster response and recovery. During the Covid-19 Pandemic, CCC members guided much of Florida's testing and vaccination efforts, while serving as executive members of Department of Emergency Management, and in representing the State's largest testing and vaccination vendor. CCC also represented CVS Health, which implemented the Federal vaccination program and provided vaccinations in many nursing homes and assisted living facilities.

On behalf of five medium and large Florida public Schools districts, CCC has abundant experience in millage referendums, TRIM notices, local option sales taxes, impact fees, fighting unfunded mandates, and protecting local governments from the State's ever-encroaching effort to curtail Home Rule. CCC has fought against mandates dictating when and how local government referendums can be placed on the ballot, increased authority for allowable expenses of sales tax option proceeds, weakened existing State pre-emption to allow for local regulation of smoking on local government owned property, overridden State sign restrictions to allow for certain signs authorized by local governments that can be viewed from state roads, and opposed efforts to curtail local government ability to collect fees to offset the impact of growth and development.

CCC has an extensive background in economic development. Recently, we assisted clients in acquiring awards from the Governor's Job Growth Grant fund, as well as a \$16.8 million grant award for mitigation infrastructure. Our firm also works closely with Enterprise Florida, providing small, minority, and entrepreneurial companies with training, development, and financing options for their businesses.



Members of our firm helped create the very programs that Florida based businesses tap into every day. This gives CCC a unique ability to provide expertise across multiple state agencies.

Our firm represents the Florida Cultural Alliance, assisting them in securing funding for the State Department Cultural Affairs grant programs. Additionally, we represent Florida's Safety Net Hospitals, assisting them in securing funding for charity and uncompensated care, as well as Medicaid reimbursement shortfalls.

Finally, our firm annually secures more than \$3 billion in state appropriations within the General Appropriations Act. Among the large line items are funding for Everglades Restoration, three public universities, three public colleges, and five public school districts that range from mid-to large sized. Moreover, our firm represents developers and local governments in securing water projects, beach restoration, environmental cleanup, and road projects.



Recent Accomplishments

Over the last 20 years, CCC has accomplished numerous legislative victories, and we especially pride ourselves on being experts on the misunderstood and arcane state appropriations process.

In performing our due diligence, we noticed that the County submitted several appropriations requests in the 2025 Session:

\$15,000,000 - East Lake Road Phase I Improvement Project

\$4,000,000 - Emergency Generators for Special Needs Shelters.

\$750,000 – Pinellas County Traffic Control Flood Mitigation Project (Successfully Funded)

\$350,000 - Pinellas County – Nutrient Reduction for Water Quality Restoration at Lake Seminole (Successfully Funded)

\$1,457,086 - Pinellas County Housing Authority – Oaks at Ridgcrest Community Center (Phase 1) (Vetoed By the Governor)

\$500,000 - Pinellas County Urban League Headquarters (Vetoed By the Governor)

\$750,000 - Affordable Homeownership Opportunities in Pinellas (Vetoed By the Governor)

With the success we have outlined below, we would look forward to working on behalf of Pinellas County to secure funding for these projects in the 2026 Session.

The following is a six-year review of CCC’s successful appropriations project acquisitions, including the 2024 legislative projects pending the Governor’s veto:

2019 Session	
Everglades Restoration for Client Everglades Foundation	\$365m NR
City of Venice Water Discharge Outfall Monitoring Phase 1	\$100,000 NR
Loggerhead Marineline Center: Improving Water Quality and Coastlines	\$250,000 NR
Advanced Transit Technologies Feasibility Study in TBARTA	\$2.5m NR
Palm Beach School District African American History Museum	\$150,000 NR
Innovative Services Development Grant Program for Transportation Services for Persons with Disabilities	\$500,000 NR
44 th Avenue East Extension (Manatee County)	\$10m NR
Community Based Care New Core Funding	\$8m Recurring
Community Based Care Risk Pool Funding	\$8.054m NR
Memorial Healthcare System Medication Assisted Treatment Program	\$1m NR
Florida Healthy Kids Funding to blend full-pay and subsidized pools	\$12m Rec/NR
FAU 100	\$12m Recurring
FAU Jupiter STEM/Life Sciences Building	\$11m NR
FAU A.D. Henderson Lab School	\$11.5m NR
FIU Operational Support	\$15m Recurring
FIU Targeted STEM Initiative	\$2.5m NR
New College of Florida Enrollment Growth Initiative	\$1.64m Recurring
UF Health Program to Cure Dystonia	\$300,000 NR
UF Health Center for Translational Research in Neurodegenerative Disease	\$2m NR
Take Stock in Children Post-Secondary Mentoring	\$850,000 NR



Palm Beach Schools- West Tech Education Center Adult Vocational Training	\$250,000 NR
Brevard Public Schools Construction and Welding Program	\$500,000 NR
Brevard Public Schools Construction Training Program	\$100,000 NR
STEM2HUB: Florida High Demand Career Initiative	\$500,000 NR
Sarasota County Summer Learning Academy	\$100,000 NR
2020 Session	
Everglades Restoration for Client Everglades Foundation	\$333m NR
44 th Avenue East Extension (located in Manatee County)	\$10m NR
Moccasin Wallow Road Extension (located in Manatee County)	\$3.6m NR
Innovative Services Development Grant Program for Transportation Services for Persons with Disabilities	\$1.5m NR*
Brevard Zoo Aquarium	\$500,000 NR*
Homeland Heritage Park Renovation- Polk County	\$250,000 NR*
African American History Museum and Library at Roosevelt High School	\$200,000 NR
Dept of State Cultural and Museum Grants Program	\$13.6m NR
Polk County Rural Areas Fire Suppression Resiliency	\$500,000 NR*
Lee County Citrus Canker Judgement Settlement	\$19.1m NR
City of Venice Booster Station	\$200,000 NR*
Loggerhead Marinelifelife Center: Improving Water Quality and Coastlines	\$250,000 NR
DNA Comprehensive Therapy Model	\$1.667m NR
Sacred Heart Hospital DSH Funding	\$5.1m NR
Memorial Healthcare System Medication Assisted Treatment Program	\$500,000 NR
Memorial Healthcare System Telehealth Program	\$250,000 NR
Community Based Care Core Funding Increase	\$11.9m Recurring
Community Based Care Risk Pool Funding	\$5m NR
FIU Operational Support	\$17m Recurring
FIU Engineering Building	\$8.266m NR
FAU Operational Support	\$2m Recurring
FAU STEM/LIFE Sciences Building	\$11.146m NR
FL Tech Biomedical Aerospace Manufacturing	\$1.5m NR*
St. Pete College Nurse Simulation Expansion	\$725,000 NR*
UF Health Alzheimer's and Dementia Research	\$1.5m NR
Take Stock in Children Mentoring	\$850,000 NR*
Advancement Via Individual Determination	\$500,000 NR*
Junior Achievement Workforce Readiness Program	\$400,000 NR*
Mental Health Assistance for FL Virtual Schools	\$625,000 NR*
Pinellas School District Summer Career Acceleration Program	\$125,000 NR*
Sarasota County Schools Summer Learning Academy	\$800,000 NR*
Brevard Schools/Astronaut High Welding Equipment	\$150,000 NR*
Dedicated STEM Classroom for Marine Science	\$250,000 NR*
*: Included in record setting \$1 Billion in Vetoes made by Governor due to COVID-19 and need to put money in reserves. Vetoes not due to merits of projects.	
2021 Session	
Everglades Restoration for Client Everglades Foundation	\$342m NR
City of Miami- Little Havana Pedestrian Priority Zone	\$3m NR
North Ridge Trail- Polk County	\$9.5m NR
Moccasin Wallow Road Expansion-Phase 2 (located in Manatee County)	\$3.6m NR
Brevard Zoo Aquarium	\$500,000 NR
Polk County Regional Emergency Management Logistics Facility	\$500,000 NR
Sarasota Performing Arts Center	\$284,000 NR
Loggerhead Marinelifelife Center: Improving Water Quality and Coastlines	\$249,771 NR
City of Miami Golden Pines Neighborhood Improvements	\$1.5m NR



Citrus Canker Eradication Claim - Orange County	\$43.9m NR
Critical Care Fund Maintained for Safety Net Hospitals	No Cuts
DNA Comprehensive Therapy Care Model	\$1.667m NR
Billy Joe Rish Park for Disabled- Repairs	\$2m NR
Medication Assisted Treatment & Telehealth Enhanced Recovery Program	\$500,000 NR
Sacred Heart Hospital (Ascension) GME FY 21-22	\$8.2m NR
City of Miami Badia Senior Center	\$1.7m NR
FSU Interdisciplinary Research Commercialization Building - PECO	\$23.492m NR
FL Tech - Biomedical Aerospace Manufacturing	\$2m NR
St. Pete College Law Enforcement Simulation City	\$510,000 NR
St. Pete College Operational Support	\$5m NR
Take Stock in College	\$500,000 NR
FAU A.D. Henderson University Lab School	\$17.3m NR
Research University Alzheimer's Research Using Exablate Neuro focused Ultrasound	\$4.5m NR
UF Health Alzheimer's and Dementia Research	\$2.5m NR
Mental Health Assistance Allocation for FL Virtual Schools	\$2m Rec
2022 Session	
FL Tech – Biomedical Aerospace Manufacturing (BAM)	\$2m NR
West Technical Education Center	\$397,288 NR
St. Peter College – Public Safety Operational Enhancements	\$955,600 NR
FIUnique	\$3.9m Rec
UF Health Alzheimer’s and Dementia Research	\$3m NR
Research University Alzheimer's Research Using Exablate Neuro Focused Ultrasound	\$5m NR
Take Stock in College	\$500,000 NR
FIU CLIA Laboratory for Functional Drug Testing for Individuals Cancer Treatments	\$2m NR
Loggerhead Marineline Center Educational Material for Underserved Youth	\$250,000 NR
Busch Wildlife Sanctuary Environmental Education Center	\$500,000 NR
College of the Florida Keys – Academy Classroom Facility and EOC	\$3m NR
Pinellas County Schools – Leadership and Professional Development Center	\$5m NR
FIU Engineering Building Phase II	\$33.5m NR
Broward College Deferred Maintenance Needs	\$24,040,225 NR
St. Pete College - Deferred Maintenance Needs	\$47,576,641 NR
St. Pete College – Deferred Maintenance at Tarpon Springs	\$5m NR
DNA Comprehensive Therapy Care Model	\$1.867m NR
Memorial Healthcare System – Medication Assisted Treatment Response Program	\$1m NR
Little Havana Activities and Nutrition Center: Homemaking and Companion Services	\$1m NR
K9s for Warriors Lifetime Care & Mental Health Support	\$750,000 NR
K9s for Warriors Center for K9 Operations and Training	\$2.5m NR
Continuum of Care Program for Enhanced Offender Rehabilitation	\$2,413,930 NR
Polk County Medical Examiner’s Emergency Generator Replacement	\$140,000 NR
Polk Regional Water Cooperative Heartland Headwaters	\$20m NR
Okeechobee County Regional Stormwater Treatment	\$1.8m NR
City of Miami – East Auburndale Drainage & Flooding Mitigation	\$1.5m
City of Miami – East Flagami Flood Mitigation, Stormwater and Drainage	\$3m NR
City of Miami – Kinloch Flooding Mitigation and Road Reconstruction	\$2,269,619 NR
City of Miami – Localized Flooding Improvements	\$1.052m NR
City of Miami – Tidal Valves and Flood Improvements	\$100,000 NR
City of Miami – Pump Stations Upgrade	\$2.5m NR
Bonefish and Tarpon Trust Restoring Coastal Resilience and Water Quality	\$250,000 NR
Loggerhead Marineline Lifesaving Water Treatment System for Sick and Injured Turtles	\$250,000 NR
Rattlesnake Key Recreational Park	\$23m NR



Sarasota County – Fruitville Road	\$4m NR
Manatee County – Moccasin Wallow	\$7.5m NR
Polk County – North Ridge Trail	\$5m NR
Polk County – Thomson Nursey Road Design	\$5m NR
Brevard Zoo Aquarium	\$950,000 NR
Sarasota Performing Arts Center	\$990,000 NR
2023 Session	
Research University Alzheimer's Research Using Exablate Neuro Focused Ultrasound	\$5m NR
FL Tech - Biomedical Aerospace Manufacturing (BAM)	\$2m NR
FL Tech- Aerospace Cybersecurity Engineering Development	\$5m NR
Palm Beach Atlantic University Center for Financial Literacy	\$2m NR
St. Pete College - Applied Mental Health Certificate	\$386,940 NR
Northwest Florida State College - Health Sciences & First Responder Support	\$990,000 NR
University of Central Florida - Individualized Readability Research Pilot Project	\$1m NR
UF Health Alzheimer's and Dementia Research	\$3.5m NR
UCF College of Medicine - Immunotherapy to Prevent & Improve Muscle & Bone Waste	\$500,000 NR
Take Stock in College	\$850,000 NR
Broward College STEM Center Remodel-Phase 1	\$15m NR
Northwest Florida State College - Remodel of First Responder & Public Safety Building	\$8.2m NR
Gulf Coast State College STEM Building	\$3,999,972 NR
FIU Herbert Wertheim College of Medicine Academic Health Sciences/ Clinical Facility	\$5m NR
FIU Engineering Building	\$15m NR
FIU Honors College	\$11m NR
STEM, Computer Science and CTE Career Awareness for Middle School	\$1.9m NR
Busch Wildlife Sanctuary Environmental Education Center	\$500,000 NR
DNA Comprehensive Therapy Model	\$1.9m NR
Joe DiMaggio Children's Hospital - Solutions for Behavioral Health for At-risk Youth	\$500,000 NR
Memorial Healthcare-Medication Assisted Treatment for Zero Overdoses	\$1m NR
Project LIFT- Mental Health Treatment & Workforce Development	\$742,700 NR
Sacred Heart Bay Medical Trauma Center	\$1m NR
Little Havana Activities and Nutrition Centers Elderly Personal Care, Referral, and Information Services	\$500,000 NR
K9s for Warriors Lifetime Care & Mental Health Support for Veterans and Caregivers	\$1m NR
Sacred Heart Bay Medical Hospital Charity Care Underpayment	\$4m NR
Caloosahatchee River Valued Ecosystem Component Restoration Phase 6	\$2m NR
Indian River Lagoon Restoration – Aquaculture - Cocoa Beach Jr/Sr	\$850,000 NR
City of Venice - Water Main Replacement Program Phase 8	\$850,000 NR
St. Lucie Village - Residential Potable Water Service	\$83,780 NR
City of Boca Raton- NW 35th St. Drainage Improvement Project	\$300,000 NR
City of Boca Raton – Drinking Water Transmission and Distribution Improvements	\$1.4m NR
City of Coral Gables – Force Main Replacement Program	\$700,000 NR
City of Miami Drainage Improvements SW 27th Street from 27th Ave to SW 30th Ave	\$1.604m NR
City of South Miami Septic to Sewer Project	\$1.8m NR
Miami-Dade County – Sewer Connection Assistance – Schenley Park Neighborhood**	\$2m NR
Broward County – NW 23rd Avenue Environmental Restoration	\$435,885 NR
Loggerhead Marinlife Center Improving Water Quality and Coastline Cleanliness	\$250,000 NR
St. Andrews Bay Seagrass Restoration Project	\$999,496 NR



Loggerhead Marinelife Center Lifesaving Water Treatment System for Sick or Injured Sea Turtles	\$250,000 NR
Continuum of Care for Enhanced Offender Rehabilitation	\$2.4m NR
Monique Burr Foundation Child Safety Matters Prevention Education Program	\$1.6 R
Sarasota County - Laurel Road Capacity and Mobility Improvement Project	\$8m NR
Manatee County- Moccasin Wallow Road Expansion Segment #3	\$8m NR
Polk County - Powerline Road South Extension Project	\$10m NR
City of Boca Raton- NW/SW 4th Avenue Widening	\$1m NR
Fort Lauderdale- Galt Mile Street Safety Improvements	\$500,000 NR
City of Miami - Tamiami Boulevard Roadway Reconstruction & Drainage Improvements	\$1m NR
Franklin County - Emergency Operations Center	\$2.6m NR
Polk County - Utilities Administration Building Emergency Generator Replacement	\$220,000 NR
City of Miami Fire - Rescue Training Center Renovation	\$1.6m NR
<i>**: Project on behalf of Miami-Dade County</i>	
2024 Session*	
University of Miami Gordon Center - Medical Training and Simulation Laboratory	\$3.5m Rec/\$2.5m NR
Florida Institute of Technology Aerospace Cybersecurity Engineering Development	\$5m NR
Palm Beach Atlantic University LeMieux Center for Public Policy	\$3m NR
Take Stock in College	\$850,000 NR
ReUp College & Credential to Workforce Initiative	\$1m NR
FSU Institute for Pediatric Rare Diseases	\$5m NR
University of Central Florida - Individualized Readability Research Pilot Project	\$1m NR
University of Florida Water Institute- Science and Economic Report	\$500,000 NR
UCF College of Medicine - Immunotherapy to Prevent & Improve Muscle & Bone Waste	\$500,000 NR
Collier County Public Schools Pilot Program for P-12 Education	\$2m NR
Technical Agriculture Operations Program at Astronaut High School	\$2.5m NR
STEM, Computer Science and CTE Career Awareness for Middle Schools	\$950,000 NR
Busch Wildlife Sanctuary Environmental Education Center	\$500,000 NR
ARK Innovation Center at Pinellas Schools	\$1m NR
USF East Campus Infrastructure & Safety Improvements	\$31m NR
Gulf Coast State College - Construct Multi-Purpose Classroom and Community Emergency Shelter Space	\$5,897,637 NR
Northwest Florida State College- Remodel Building 510- First Responder & Public Safety Training Center- Niceville	\$8,570,517 NR
FSU/FAMU College of Engineering - Building C	\$5m NR
FSU Academic Support Building	\$10m NR
FSU Center for Energy Independence	\$3m NR
FSU College of Nursing Remodeling	\$2m NR
FSU Dittmer Building Remodeling	\$55.4m NR
FSU Veterans Legacy Complex	\$7.5m NR
Brevard Adult & Community Education Career Technical Center Expansion	\$2.625m NR
Sacred Heart Nursing Residency	\$578,688 NR
DNA Comprehensive Therapy Model	\$1.967m NR
Kristi House-Renovations to Main Building for UM Child Protection Team	\$1m NR
Opioid and Substance Abuse Treatment Using neuromodulating low-intensity focused ultrasound (LIFU) technology	\$3m NR
Joe DiMaggio Children's Hospital - New Solutions Intensive Outpatient Programs of Health (MAT-SDOH) Integration	\$500,000 NR
Medication Assisted Treatment with Social Determinants of Health (MAT-SDOH) Integration	\$1m NR



Project LIFT- Mental Health Treatment & Workforce Development	\$742,700 NR
Brain Bus	\$491,614 NR
Little Havana Activities and Nutrition Centers Elderly Personal Care, Referral, and Information Services	\$500,000 NR
City of Miami - Badia Center Facility at Flagami Park	\$1.75m NR
Ascension St Vincent's Nursing Residency	\$578,688 NR
Ed and Ethel Moore Alzheimer's Disease Research Program	\$1.5m NR
Franklin County - St James/Lanark - EMS Substation Project	\$1.967m NR
K9s For Warriors - Pairing Veterans with Service Dogs	\$2m NR
Inmate Career Readiness Assessments	\$600,000 NR
City of South Miami - Police Department Radio Upgrade	\$500,000 NR
Polk County Sheriff's Office - County Jail Improvements	\$2.050m
Polk County - Firefighter/EMS Rehab Apparatus/Unit	\$562,500 NR
Caloosahatchee River Valued Ecosystem Component Restoration Phases 6-7	\$3.5m NR
City of Boca Raton - Drinking Water Transmission and Distribution Improvements	\$750,000 NR
City of Boca Raton - Jeffrey Street Seawall Replacement	\$300,000 NR
City of Panama City - Hentz Stormwater Park Repetitive Loss Project	\$950,000 NR
City of Venice - Intracoastal Force Main Replacement	\$750,000 NR
Coral Gables - Golden Gate Stormwater Improvement Project	\$350,000 NR
Highland Beach - State Road A1A Gravity Sanitary Sewer Rehabilitation	\$875,000 NR
Highland Beach Clean Water Project - Lift Station Rehabilitation	\$250,000 NR
Hillsboro Beach - Water Treatment Plant Improvement Project	\$375,000 NR
Miami-Dade County - Midway Pump Station Improvement Project - NW 7th st & SR 826**	\$1.052m NR
City of Miami - South Golden Pines Street Improvements	\$2.5m NR
City of South Miami - Septic to Sewer Conversion Sub Area K	\$1.5m NR
St. Lucie Village - Septic to Sewer - Phase 3 Design	\$293,670 NR
City of Miami - Riverside Park Renovations	\$450,000 NR
City of Miami - Roberto Clemente Park Drainage and Baseball Field Improvements	\$1.2m NR
Bonefish and Tarpon Trust Restoring Coastal Resilience and Water Quality Phase 2	\$250,000 NR
St. Andrews Bay Seagrass Restoration Project	\$999,999 NR
Franklin County - Bear Resistant Residential Refuse Containers	\$683,500 NR
Loggerhead Marinelifelife Center Improving Water Quality and Coastline Cleanliness	\$250,000 NR
Loggerhead Marinelifelife Center Lifesaving Water Treatment System for Sick or Injured Sea Turtles	\$250,000 NR
City of Boca Raton - Spanish River Underpass	\$500,000 NR
City of Fort Lauderdale - Breakers Avenue Resiliency and Pedestrian Traffic Improvements	\$3m NR
City of Panama City - Tarpon Dock Bridge Refurbishment	\$400,000 NR
Kenneth City - Multi-Use Emergency Operations & Community Policing Complex	\$373,500 NR
Manatee County - State Road 64 PD&E Study - Lorraine Road to Verna Bethany Road	\$1.2m NR
Intersection and Beach Walk Comprehensive Upgrade and Safety Improvements (in partnership with the City of Miami Beach)	\$4.850m NR
Manatee County - Moccasin Wallow Road Expansion Segment#5	\$6m NR
Polk County - North Ridge Trail	\$2.5m NR
City of Miami - NW/NE 71st Street Roadway Improvements	\$750,000 NR
Boys & Girls Clubs of Tampa Bay: Workforce Readiness Program	\$400,000 NR
Habitat Acres - A Habitat Miami Community	\$500,000 NR
Polk County - Portable Generator Replacement	\$240,000 NR
St. Pete Palladium Theater Phase 2	\$1m NR



**: Pending budget approval and Governor's veto*

*** : Project on behalf of Miami-Dade County*



Comparable Contracts

Polk County

CCC has represented Polk County since 2019 and has successfully worked with the County on both securing legislative appropriations as well as facilitating agency issues before the Florida Department of Transportation and Florida Department of Environmental Protection.

Contract Value: \$7,500 per month

Contact: Bill Beasley; billbeasley@polk-county.net

Contract Status: Subcontractor

Contract Term: Evergreen

City of Venice

CCC has represented the City of Venice since 2015. During that time, CCC has secured millions in legislative funding relating to water quality and transportation repair/upgrades.

Contract Value: \$5,000 per month

Contact: Ed Lavalley, elavalee@venicegov.com

Contract Status: Prime

Contract Term: Evergreen

Broward County

CCC has represented Broward County since 2021. The CCC team was brought on to facilitate the passage of CS/HB 513 - Comprehensive Review Study of the Central and Southern Florida Project which passed the Florida House of Representatives (113 Yeas / 0 Nays) in 2022. HB 513 bill contained a \$2,000,000 appropriation linked to its passage in supplemental funding. The CCC team has continued to work with Broward County on issues relating to Executive Branch agencies and legislative appropriations.

Contract Value: \$5,000 per month

Contact: Marty Cassini, MCASSINI@broward.org

Contract Status: Prime

Contract Term: October 1st, 2023 – September 30th, 2024

City of Fort Lauderdale

CCC has represented the City of Fort Lauderdale since 2021. CCC successfully secured millions in critical waterway, transportation, and grant funding. Additionally, CCC served as a critical advisor and point of contact in coordinating the State response to the historic 2023 floods that destroyed Fort Lauderdale City Hall.

Contract Value: \$50,000 per year

Contact: Daphnee Sainvil, dsainvil@fortlauderdale.gov

Contract Status: Prime

Contract Term: October 1, 2021 – September 30th, 2024



City of Miami

CCC has represented the City of Miami since 2021 for executive branch lobbying. Our team assists the City in the legislative veto process as well as representation before Executive branch agencies.

Contract Value: \$50,000 per year

Contact: Francisco J. Petirena, fpetirena@miamigov.com

Contract Status: Prime

Contract Term: March 1st, 2021 – February 28th, 2025

City of Boca Raton

CCC has represented the City of Boca Raton since 2021. CCC has worked with the city in both acquiring legislative appropriations as well as Executive Branch representation including managing grants and water/transportation projects.

Contract Value: \$50,000 per year

Contact: Chrissy Gibson, cgibson@ci.boca-raton.fl.us

Contract Status: Prime

Contract Term: December 30th, 2023 – December 29th, 2024

City of Coral Gables

CCC has represented the City of Coral Gables since 2022. CCC has successfully secured critical water, sewer and transportation infrastructure funding for the City. Additionally, CCC has worked with the City on pending Hurricane Irma reimbursements with both FEMA and the Florida Division of Emergency Management.

Contract Value: \$5,500 per month

Contact: Fernando Weiner, fweiner@coralgables.com

Contract Status: Prime

Contract Term: November 23rd, 2022 – November 22nd, 2025

Town of Highland Beach

CCC has represented the Town of Highland Beach since 2022. Highland Beach has many critical water and transportation infrastructure needs that CCC has successfully funded via legislative appropriations as well as Executive Agency grant funding. Additionally, CCC assisted the Town before the Joint Legislative Audit Committee (JLAC) during recent audit proceedings.

Contract Value: \$25,000 per year

Contact: Manager Marshall Labadie, mlabadie@highlandbeach.us

Contract Status: Prime

Contract Term: April 10th, 2024 – April 10th, 2025 (Yearly renewal)



Key Personnel Organizational Chart

Pinellas County

Lead Team Member

Nick Iarossi | Owner

Legislative and Executive Branch Advocacy; Client Communications;
Strategic Planning

Jared Rosenstein
Partner | Lead
Lobbyist
Legislative and
Executive Branch
Advocacy; Client
Reporting

Chris Schoonover
Partner
Legislative and
Executive Branch
Advocacy; State
Appropriations

Caroline Frasier
Partner
Legislative and
Executive Branch
Advocacy; Client
Communications

Kaley Flynn
Partner
Legislative and
Executive Branch
Advocacy; Policy
Advisor

Justin Day
Partner
Legislative Branch
Advocacy



Key Personnel Experience and Qualifications (11)

Nick Iarossi

As a co-founding member of Capital City Consulting, Nick Iarossi has worked on local, state, and federal government policy issues for over 20 years. Recently named by Influence Magazine as one of the 100 Most Influential People in Florida, Nick is considered the best in his field representing a diverse client base before Florida's government including: financial services, insurance, environmental, gaming, retail, education, alcohol, information technology, tobacco, and procurement. Over the years, Nick lobbied to pass countless pieces of legislation on behalf of his clients and secured over a billion dollars in legislative appropriations. Nick is often relied on by clients to assist on various public affairs aspects such as crisis management, message development, and political branding.

Before starting our firm, Nick practiced law and government affairs at a prominent Florida law firm after working in the Senate Majority Office and Office of Insurance Regulation as a law clerk. Nick graduated from Florida State University with honors, where he served as student body president and received his JD from Florida State University Law School.



Jared Rosenstein

Jared Rosenstein began his career in the Florida Senate while attending Florida State University. After graduating from Florida State University with a degree in political science, Rosenstein worked for several members of the Florida House of Representatives while attending law school at Nova Southeastern University's School of Law. As a legislative staffer in both chambers, he provided policy analysis on gaming, animal welfare, and natural disaster issues; additionally, during the 2018 legislative session, he helped craft the Marjory Stoneman Douglas School Safety Act.

In addition to his legislative experience, Rosenstein was the legislative affairs Director at the Florida Division of Emergency Management (FDEM) under Governor Ron DeSantis and Director Jared Moskowitz. Rosenstein was the primary point of contact for federal, state, and local elected officials during the COVID-19 pandemic. CCC's municipal practice is led by Rosenstein, who is an advisor to multiple cities and counties statewide.

Rosenstein splits his time between Fort Lauderdale and Tallahassee and is an ardent supporter of Jewish causes, animal rescue organizations, and cancer research initiatives.



Caroline Frasier

A double Florida State University graduate, Caroline has degrees in communications and digital media studies, as well as a Juris Master with an emphasis on healthcare regulation.

Before her journey into Florida politics, Caroline was a first-grade teacher and Miss Florida USA. She went on to become a finalist at Miss USA, and worked closely with SmileTrain, Best Buddies, and Make-a-Wish during her reign.

Caroline also served as a key staffer in the Florida Senate, advising on policy and budget matters, as well as handling constituent services in the Tampa Bay area. As Senior Legislative Aide to the Senate Budget Chairman, she played a key role in shaping the state budget, gaining invaluable experience with the appropriations process.

Caroline resides with her husband in Tampa and serves clients in that region and in Tallahassee with legislative, local government, and communications needs.



Kaley Flynn

Kaley Flynn joined Capital City Consulting in 2023 after spending thirteen years in state government. Most recently, Kaley served as a Policy Chief for Governor DeSantis in the Office of Policy and Budget. In this role, she worked on a wide range of issues including education, tax reform, local-government initiatives, immigration policy, national security, and foreign policy. While working for the Governor, Kaley also served as the Director of the Governor's Office of Fiscal Accountability and Regulatory Reform where she oversaw executive agency rulemaking.

Prior to joining the Governor's Office, Kaley served as an appropriations staff member where she worked on the state's higher education and fixed capital outlay budget. Kaley also served as an education committee staffer in the Florida House of Representatives where she focused on K-12 and higher education policy. In addition to her legislative experience, Kaley also worked in the Attorney General's Office under Bill McCollum and Pam Bondi.

Kaley is a proud graduate of Florida State University and lives in Tallahassee with her daughter, Cayden, and their golden retriever, Lincoln.



Chris Schoonover

Chris Schoonover's career began in the Florida House of Representatives after graduating from Florida State University, where he was elected Student Body President and received his law degree. As a legislative staffer in the areas of health care, rules, and family services, he provided legal and policy analysis to elected House members. In addition to his legislative experience, Chris worked at the Department of Business and Professional Regulation and in the Governor's Office under Jeb Bush. Chris currently focuses his practice on appropriations, education, health care, and gaming, and was recently named Top Education Lobbyist by Influence Magazine. Chris served as a member of the Florida Board of Governors and the FSU Board of Trustees.

Chris' experience began 12 years ago while working for the Healthcare Committee in the FL House of Representatives. He also spent time working as a legislative analyst for the powerful Rules & Calendar Committee under Speaker Marco Rubio. And following law school, Chris was a staff attorney for the House Health & Human Services Committee, where he worked on numerous health care issues including: the Low-Income Pool program, Medicaid, child welfare, and elderly care.



Justin Day

Justin Day is the Managing Partner of Capital City Consulting's Tampa Bay office, where he brings over fifteen years of experience in the political and governmental fields to the firm. Mr. Day provides guidance to clients that perform business with state, county, and municipal governments, as well as public-private partnerships, school districts, public transit, airports, and seaports. He assists clients in all aspects of government affairs and business development including: procurement, regulations, legislation, solicitations, negotiations, teaming, and strategic planning. Mr. Day's clients have interests in the areas of transportation, construction, education, public works, technology, consulting, affordable housing, and the environment.

Prior to joining CCC, Mr. Day managed the Tampa office of a statewide lobbying firm. Additionally, he has worked in senior finance roles on various political campaigns in Florida including; U.S. Senate, Governor, Attorney General, and various local campaigns. Mr. Day has raised over \$13 million dollars for local, state, and federal candidates.

