

Response to Request for Qualifications

25-0758-RFQ STATE GOVERNMENTAL
RELATIONS SERVICES- PINELLAS COUNTY

July 24, 2025

PREPARED FOR:

Pinellas County Board of County
Commissioners (BOCC)
315 Court St # 501, Clearwater, FL
33756

PREPARED BY:

Shumaker Advisors

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Letter of Interest

Letter to the Evaluation Committee

Dear Pinellas County Board of County Commissioners (BOCC),

On behalf of Shumaker Advisors, we are pleased to submit our proposal for State Governmental Relations Services as outlined in RFQ 25-0758-RFQ. With a proven track record of successfully representing Florida's municipalities, counties, and school districts, including entities within Pinellas County, we bring the expertise, relationships, and strategic approach necessary to effectively advance your legislative priorities.

With extensive experience guiding governmental entities through state bureaucracies, Shumaker Advisors is uniquely positioned to advocate for Pinellas County's interests. We maintain offices in Tampa (Headquarters), St. Petersburg, Tallahassee, Dade City, and Sarasota, Florida, with a team of over 20 professionals across those offices. Nationally, Shumaker Advisors operates out of 13 offices and provides access to a network of more than 300 attorneys, advisors, former elected officials, government entities, and industry leaders. Our firm includes seasoned policy consultants with more than 110 years of combined elected experience and strong relationships at all levels of local, state, and federal government.

Our deep understanding of legislative and regulatory processes, along with our ability to navigate key state agencies, the Florida Legislature, and the Executive Branch, enables us to effectively communicate and achieve Pinellas County's priorities. We are committed to facilitating access to key decision-makers and providing timely updates on legislation, appropriations, and regulatory developments affecting the County. Our approach includes developing and implementing strategic legislative plans, assisting staff with the annual legislative agenda, and providing timely legislative analysis. We also excel at securing funding, identifying grant opportunities, and aligning client objectives with state and federal programs. Additionally, we will educate and inform the Pinellas County Legislative Delegation on the County's priorities, project needs, and funding objectives; facilitate meetings with key officials; and work diligently to secure legislative appropriations and grants.

The Shumaker Advisors team members who will work with Pinellas County include:

- **Alan Suskey** - Alan brings extensive experience navigating Florida's legislative process, with a strong track record of securing state funding and advancing infrastructure, public safety, and community initiatives for municipalities and nonprofits. He collaborates directly with state legislators to align local priorities with Florida's budget and policy opportunities. Alan is deeply connected in Pinellas County, having previously served as a military aide to Congressman Bill Young, where he supported key defense and homeland security projects in the region.
- **JD White** - With over 25 years in government relations and policy at all levels, JD served as Chief of Staff for Congressman David Jolly and worked on the House Appropriations Subcommittee on Transportation, Housing, and Urban Development, influencing key funding priorities for Florida.

- **Jim Taylor** - An accomplished government relations officer and lobbyist, Jim is the former Hillsborough County Government Relations Manager/Director. He has secured significant appropriations and specializes in local government, legislative
- **Amy Bisceglia** - With nearly 15 years of experience working with legislators, legislative staff, and the executive branch, Amy has successfully advised clients across a wide range of industries, including health care, education, child welfare, transportation, communications, utilities, retail, animal welfare, consumer finance, and Fortune 50 companies.

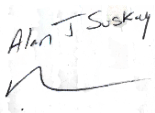
We also intend to leverage the expertise of Timmins Consulting, LLC as a subcontractor. Timmins Consulting, LLC is a boutique lobbying and government affairs firm founded in 2005 by **Margaret "Missy" Timmins**, one of Florida's most respected political advisors. Built on a foundation of strategic, personalized advocacy, the firm leverages decades of experience and strong relationships across state and local governments to deliver results for its clients. Timmins Consulting represents a diverse portfolio, including Tampa Bay Downs, Universal, and several local governments, with specialized expertise in areas such as environment and natural resources, appropriations, and education policy. Under Missy's leadership, the firm has become known for its hands-on approach, trusted guidance, and commitment to advancing client priorities. Key team members from Timmins Consulting LLC include:

- **Lisa Henning**, an experienced industry lobbyist and current Legislative Director for the Florida State Fraternal Order of Police, with over 30 years of lobbying expertise.
- **Brad Ray**, a seasoned nonprofit leader with extensive experience in child advocacy, organizational development, and public service.

Shumaker Advisors values a strong partnership and is confident that our experience, connections, and familiarity with the region's priorities will make us a high-quality, dependable partner for Pinellas County.

Thank you for considering our proposal. Should you have any questions or require further information, please do not hesitate to contact me at **850.510.8314** or asuskey@shumakeradvisors.com. We look forward to a potential partnership and achieving meaningful outcomes for your community.

Sincerely,



Alan J. Suskey, Executive Vice President and Principal State Practice

Tab 1: Qualifications of the Team and Firm

Project References

Each of these projects was supported through state legislative appropriations and shaped by policy council efforts, demonstrating Shumaker Advisors' success in navigating complex funding processes:

Sarasota Bradenton International Airport

Nature of Project: Shumaker Advisors supported Sarasota Bradenton International Airport by monitoring state legislation, engaging key agencies, and positioning the airport for future funding through proactive advocacy and regulatory alignment.

Fredrick Piccolo, A.A.E., President / CEO

Fredrick.piccolo@srq-airport.com

941.915.2058

Terminal Expansion and Baggage Improvements

- In 2022, Shumaker Advisors obtained **\$21.5 million** for the Sarasota Bradenton Airport (SRQ) terminal expansion, which allowed the airport to better serve its steadily growing clientele. The airport plays a vital role in Sarasota's economy, providing 12,000 jobs and more than **\$1.5 billion** in economic benefit to the community. By advocating for and securing millions of dollars in funding for SRQ, Shumaker Advisors demonstrates its commitment to the growth and development of our local communities.
- Advisors Lead: Alan Suskey

City of Oldsmar

Nature of Project: Obtaining funding through the state budget and assisting with funding opportunities from state agencies.

Felicia Donnelly, City Manager

FDonnelly@myoldsmar.com

813.749.1102

City of Oldsmar- Douglas Road Improvements

- Douglas Road services the Cypress Lakes Industrial Park, which is the third-largest industrial park in Pinellas County and houses 530 park businesses. These businesses accrue an average of 6,500 daily trips, and improvements to Douglas Road made possible by Shumaker Advisors' acquisition of **\$3 million** in state funding over three legislative sessions will greatly improve mobility, safety, and connectivity for vehicles and pedestrians alike.

- Advisors Lead: Alan Suskey

Jackson County

Nature of Project: Obtaining funding through the state budget and assisting with grant opportunities from state agencies.

Jim Dean, County Administrator

deanj@jacksoncountyfl.gov

850. 482.9633

Jackson County-Workforce Housing and Infrastructure

- Shumaker Advisors played a critical role in helping Jackson County secure **\$4.68 million** through the Florida Job Growth Grant Fund to support workforce housing and infrastructure improvements. By leveraging strong relationships with state leaders and aligning county priorities with state economic goals, we positioned the project as vital for job creation and economic growth. The funding will help build a new 1.3-mile road, create at least 400 jobs, and support 250 new housing units. This award underscores Shumaker Advisors' proven ability to deliver high-impact funding solutions that strengthen local growth objectives.
- Advisors Lead: Alan Suskey

Bay District Schools

Nature of Project: Timmins Consulting secured state funding to expand technical education programs at Tom P. Haney Technical Center by aligning district needs with legislative priorities.

Mark McQueen, Superintendent

mmcqueen@bay.k12.fl.us

850.767.4100

Tom P. Haney Technical Center – “Learning to Earning” Program

- In Fiscal Year 2022–2023, Timmins Consulting secured **\$5.9 million** in state appropriations to expand workforce development programs at the Tom P. Haney Technical Center. This funding supported infrastructure improvements and capacity-building for high-demand programs such as nursing, massage therapy, and computer systems information technology.
- Advisor Lead: Missy Timmins

Bay County Board of County Commissioners

Nature of Project: Timmins Consulting advocated for and secured state appropriations for critical water infrastructure improvements, supporting long-term resilience and utility modernization.

Bob Majka, County Manager

bmajka@baycountyfl.gov

850.248.8140

Bay County – Advanced Wastewater Treatment and Water Reuse Infrastructure

- In Fiscal Year 2022–2023, Timmins Consulting helped secure **\$10 million** for Bay County's Advanced Wastewater Treatment Facility and regional water reuse initiative. This investment strengthens critical infrastructure systems, enhances environmental sustainability, and supports long-term water resource management for the surrounding community.
- Advisor Lead: Missy Timmins

City of Lynn Haven

Nature of Project: Timmins Consulting helped secure state funding to improve the city's emergency response capabilities through critical equipment upgrades.

Vickie L. Gainer, City Manager

vgainer@cityoflynnhaven.com

850.265.2121 ext. 2112

Lynn Haven Fire Department – Pumper Truck Acquisition

- In Fiscal Year 2025–2026, Timmins Consulting secured **\$980,000** for the purchase of a new fire pumper truck to improve emergency response capabilities in the City of Lynn Haven. This investment helps ensure fire safety and operational readiness across the growing municipality.
- Advisor Lead: Missy Timmins

Additional Past Project Experience

State Funding Experience

Jackson County – Road Drainage Mitigation Project

- Through diligent and intentional advocacy efforts throughout the state budgeting process, Shumaker Advisors was able to procure **\$1.5 million** for Jackson County's unique road drainage mitigation projects in 2022. The four funded projects will address public safety issues created by flood events throughout the county, such as traffic impediments, road surface loss, and property damage.

- Advisors Lead: Alan Suskey

Jackson County- Endeavor Conference Center Phase 2

- In 2024, Shumaker Advisors obtained **\$500,000** in state appropriations funding that will contribute to the renovation of Jackson County's Endeavor Convention Center. The county has put funds aside for the past 20 years specifically for this project, and the state funding will remove some of the financial burden for them as they work to create a premier event space in Jackson County. Additionally, the funding will allow the county to preserve the historic gymnasium space in the convention center. To successfully secure this appropriation, Shumaker Advisor Alan Suskey worked closely with Senator Jay Trumbull, Representative Shane Abbott, and Florida Commerce.
- Advisors Lead: Alan Suskey

Jackson County- Conference Center

- In 2023, Shumaker Advisors was successful in obtaining **\$1 million** for Jackson County to renovate an existing building to better serve the needs of the county. Using state funding, Jackson County will establish a state-of-the-art conference center space for organizations and individuals to host various types of events and gatherings. The center will serve to unite the community by bringing people together to work on wider community projects, encourage creativity and culture, share valuable community information, and offer educational activities.
- Advisors Lead: Alan Suskey

Jackson County- Marianna Airport Crosswind Runway Rehabilitation

- Jackson County and the City of Marianna received **\$500,000** in state funds to add a crosswind runway at the Marianna Airport as a result of lobbying efforts by Shumaker Advisors in 2023. The airport improvements will allow for increased airport runway traffic as the airport will not have to divert aircraft in the event of bad weather, promoting economic development, tourism, and commerce.
- Advisors Lead: Alan Suskey

Jackson County – Cultural Facilities & Historic Preservation

- Although not through a specific allocation, in 2022, Shumaker Advisors was able to ensure that Jackson County will receive **\$500,000** through the Department of State's Cultural Facilities Program. These grants are given to entities that promote culture and history and will be awarded to the County as a result of Shumaker's commitment to increasing the total funding toward the programs.
- Advisors Lead: Alan Suskey

Bay County – Sheriff’s Office Helicopter Hangar

- In Fiscal Year 2023–2024, Timmins Consulting secured **\$350,000** for the construction of a new helicopter hangar for the Bay County Sheriff’s Office. This investment enhances law enforcement’s aviation capabilities and supports regional public safety operations.
- Advisor Lead: Missy Timmins

Bay County – Jail Bed Expansion Program

- In Fiscal Year 2022–2023, Timmins Consulting secured **\$1.5 million** for the Bay County Jail Bed Expansion project. The funding addressed facility overcrowding and supported improved capacity for inmate housing, contributing to public safety and long-term correctional infrastructure planning.
- Advisor Lead: Missy Timmins

Bay County – Crayfish Habitat Restoration

- In Fiscal Year 2021–2022, Timmins Consulting helped secure **\$4 million** for the restoration and protection of critical crayfish habitats in Bay County. This environmental initiative supported conservation efforts and improved regional biodiversity while advancing compliance with state ecological preservation goals.
- Advisor Lead: Missy Timmins

Bay County – St. Andrews/St. Joe Estuary Program

- In Fiscal Year 2020–2021, Timmins Consulting secured **\$500,000** for the Northwest Florida Estuary Program, specifically supporting the St. Andrews/St. Joe Estuary. This environmental funding helps protect vital water ecosystems, improve water quality, and support habitat restoration.
- Advisor Lead: Missy Timmins

Bay County – Fire and EMS Maintenance Facility

- In Fiscal Year 2022–2023, Timmins Consulting secured **\$2 million** for the construction of a new Fire and Emergency Medical Services Maintenance Facility in Bay County. The project improves operational efficiency and supports emergency preparedness for the growing community.
- Advisor Lead: Missy Timmins

Bay District Schools – Tom P. Haney Technical Center “Make It Happen” Modernization

- In Fiscal Year 2021–2022, Timmins Consulting secured **\$416,130** for the modernization and expansion of the Nursing, CSIT, and Massage Therapy programs at Tom P. Haney Technical Center. This investment supported the purchase of updated equipment and facility enhancements to better prepare students for careers in high-demand technical fields.
- Advisor Lead: Missy Timmins

City of Oldsmar- St. Petersburg Complete Streets Project

- In 2023, Shumaker Advisors secured a **\$1 million** appropriation from the state that will help the City of Oldsmar construct a roundabout at the intersection of St. Petersburg Drive and Bayview Boulevard to calm traffic, increase safety and efficiency, and provide access to the Community Redevelopment Area. The existing intersection was the site of a recent fatal child-pedestrian accident, and replacing it with a roundabout utilizing funds obtained by Shumaker Advisors will make the area safer for all residents including those attending the elementary school two blocks away.

City of Gulfport- Sanitary Sewers Project

- In 2023, Shumaker Advisors was successful in continuing efforts from previous years for the City of Gulfport by obtaining a **\$1 million** appropriation for its Sanitary Sewers Project. The installation reduces inflow and infiltration of groundwater and surface water runoff, improves wastewater collection capacity, and prevents sanitary sewer overflows, thus preventing wet weather events from having adverse effects on residents of Gulfport and increasing the City's overall utility infrastructure efficiency for years to come.
- Advisors Lead: Alan Suskey

City of Madeira Beach- John's Pass Dredging

- In 2022, our team assisted Madeira Beach in securing **\$1,556,000** to complete the dredging of John's Pass, enhancing navigation safety and supporting tourism and economic activity in the region.
- Advisors Lead: Alan Suskey

Town of Redington Beach- Roadway Resurfacing Project

- The Town of Redington Beach has invested significant funds into stormwater management in recent years, leaving their funding depleted and their roadways in need of major repairs. In 2022, working alongside Senator Nick DiCeglie and Representative Linda Chaney, Shumaker Advisors was able to secure **\$750,000** for the Town to complete needed upgrades to its roadways, giving the town a seamless stormwater management system.
- Advisors Lead: Alan Suskey

City of St. Pete Beach – Coastal Resiliency Project

- Shumaker Advisors secured **\$1.65 million** through the 2022 state budgeting process, implementing the first-ever holistic coastal resiliency project in the area. This project addressed rainwater threats, tidal flooding, and sea-level rise.
- Advisors Lead: Alan Suskey

City of St. Pete Beach- Fire Station 22 Project

- After being vetoed for FY 2022-2023, Shumaker Advisors was successful in obtaining **\$2 million** in state funding through the Department of Financial Services for the City of St. Pete Beach's Fire Station 22 for FY 2023-2024. The project will allow the City to perform a complete demolition and reconstruction of Fire Station 22 and the installation of a baby box serving the City of St. Pete's historic Pass-a-Grille beach district and surrounding locations.
- Advisors Lead: Alan Suskey

City of Treasure Island- Master Pump Station Project

- Both serving to strengthen the infrastructure of one of Florida's barrier islands, Shumaker Advisors obtained two sizable allocations within the state budget for the City of Treasure Island amounting to around **\$1,500,000** in funds in 2022. Specifically, the funds will allow the municipality to reconstruct and elevate the City's master wastewater pump station to achieve increased hardening and resiliency for the barrier island's most critical asset and reduce inflow and infiltration into the wastewater collection system via lining.
- Advisors Lead: Alan Suskey

City of Pensacola – Hurricane Sally Recovery

- In 2023, working closely with the City, Shumaker Advisors assisted with the strategy to secure over **\$50,000,000** in Hurricane Sally grants through the Department of Economic Opportunity.
 - **\$39,686,539.86** to facilitate a stormwater infrastructure project at Hollice T. Williams Park to improve water quality and reduce stormwater in the area, to repair infrastructure at the Port of Pensacola, and to repair and improve infrastructure at the Fricker Center.
 - **\$10,000,000** to acquire, prepare, and rehabilitate a targeted property at West Cervantes and North Pace Boulevard and complete a project at Baptist Hospital.
 - **\$5,861,500** from The Rebuild Florida HRRP for Hurricane Sally, which was designed to provide funding for local governments to rebuild, replace or repair homes that were damaged by Hurricane Sally, helping impacted Floridians return to decent, safe, and sanitary homes.

City of Pensacola- Pensacola International Airport Passenger Terminal Building Expansion & Renewal

- Funded at **\$5 million** in the FY 2024-2025 state budget, the Pensacola International Airport Terminal Expansion and Renewal project will revitalize the airport and ensure it can properly serve the more than three million passengers that travel through it annually. The City of Pensacola is initiating a **\$225 million** Airport Modernization and Expansion Program aimed at enhancing both capacity and passenger level of service. Central to the program is a **\$90 million** Passenger Terminal Expansion that will add five gates and more than double space for the Security Checkpoint. Funding obtained by Shumaker Advisors from the state will be instrumental in completing this major project.
- Advisors Lead: Alan Suskey

City of Pensacola- Live Local Pensacola Legacy Baptist Campus

- In 2024, Shumaker helped secure **\$7 million** for an innovative workforce housing project that benefits military families, hometown heroes, and the local workforce. This directly addresses the shortage of affordable housing, supporting workforce development and economic sustainability in a growing region. As part of this project, our team supported funding that specifically includes military and workforce housing, ensuring that our military personnel have access to affordable housing and services. This directly supports Florida's military infrastructure and Veteran-related issues, contributing to long-term military readiness and community stability.
- Advisors Lead: Alan Suskey

City of Pensacola- Escambia County Gun Violence Reduction

- Shumaker Advisors worked collaboratively to secure more than **\$1.5 million** in total funding for the City of Pensacola in 2023. **\$850,000** of this funding sought to mitigate gun violence by providing deputies and participating agencies real-time gunfire intelligence data. The goals are to dispatch law enforcement to precise gunfire locations, increase law enforcement response time, and increase law enforcement and public safety.
- Advisors Lead: Alan Suskey

City of Pensacola- Veterans Memorial Park

- Working alongside another firm, in 2023, Shumaker Advisors helped secure **\$750,000** in funding for improvements to the Veterans Memorial Park in Pensacola. Funds supported the construction of a permanent 1,750 square-foot, single-story facility to house restrooms and an education center at Veterans Memorial Park, which directly contribute to the health, wellness, and healing that the park provides by accommodating the on-site needs of visitors.

- Advisors Lead: Alan Suskey

Gracepoint Wellness- Baker Act Bed Funding

- Gracepoint is a private nonprofit behavioral health center providing vital mental health services to the greater Tampa Bay community for over 70 years. As part of its services, Gracepoint is home to the largest crisis stabilization patient unit in the State of Florida. Nonetheless, a critical shortage of psychiatric beds for women in Tampa Bay has led to a significantly underserved patient community. Shumaker Advisors represented Gracepoint to secure a federal appropriation of **\$2 million** for the construction of a twenty-four-bed psychiatric hospital for women, which was constructed on the Gracepoint campus in 2022.
- Advisors Lead: JD White

Hillsborough County- Budget Requests

- Shumaker Advisors successfully secured full funding for Hillsborough County's three budget requests in the 2022 General Appropriations Act (GAA) presented to the Governor, totaling **\$4.2million**.
- Advisors Lead: Jim Taylor

State Policy Experience

The Shumaker Advisors combined team has a variety of experience with the State of Florida legislative process and the leaders who make policy decisions. From drafting and introducing a bill to committee management, floor votes, and signing an act into law, we understand how to best position clients to reach their desired goals.

Sovereign Immunity – HB985/SB974 (2022)

- Shumaker Advisors worked relentlessly to oppose legislative efforts to raise the sovereign immunity caps on county and city governments. The bill did not become law.
- Advisors Lead: Jim Taylor

Local Business Protection Act – SB620 (2022)

- Shumaker Advisors fought against legislative attempts to establish a pathway for businesses to sue local governments, should they believe the government caused monetary damage. The final bill was vetoed by Governor DeSantis.
- Advisors Lead: Jim Taylor

Hillsborough County Public Schools – SB236 (2022)

- The Shumaker Advisors team worked in partnership with Hillsborough County Public Schools (HCPS) to pass SB 236. Our team served as liaisons and policy advisors to Senator Jones and Representative Tant on Florida legislation that included SB 236, which seeks to extend care for students with developmental delays until age nine or grade two. The new law, which brings Florida statute into line with federal law, was included in HCPS' legislative priority list and took effect on July 1, 2022.
- Advisors Lead: JD White

Team Credentials



Alan J. Suskey

EXECUTIVE VICE PRESIDENT
PRINCIPAL STATE PRACTICE

Tallahassee, FL
850.510.8314
asuskey@shumakeradvisors.com

An eighth-generation Floridian, Alan has built an advocacy career representing world- renowned research institutes, technology companies, small businesses, and clients in Tallahassee and Washington, D.C. Alan has also represented complex and extensive client matters in front of local elected officials throughout Florida. He has led his team to many appropriations victories in the Florida Legislature.

Most recently, Alan served as President of a boutique lobbying practice with offices in Tallahassee and St. Petersburg, Florida. The practice was founded with a specific focus on Tampa Bay and the state legislative and executive branches. During his tenure, Alan was responsible for handling policy and appropriations issues for some of the largest corporations and associations in Florida. Additionally, Alan represented nonprofits and municipalities throughout Florida on appropriations issues, which resulted in hundreds of millions of dollars in state funding. Alan previously served on Capitol Hill as the military aide to Congressman Bill Young, former Chairman of the Appropriations Committee and Chairman of the Appropriations Subcommittee on Defense in the United States House of Representatives. Alan's primary focus was on defense, intelligence, and homeland security projects in the Chairman's district of Pinellas County, Florida.

Upon leaving Capitol Hill, Alan took a position as the External Affairs Director of SRI International's St. Petersburg, Florida institute. In that role, he was charged with managing federal, state, and local legislative policy to include research-based appropriations requests in excess of seven-million dollars annually. These requests were specifically in support of SRI's Maritime Security Program at the Department of Homeland Security (DHS) and in coordination with Florida's port leadership and the Florida

Ports Council. This program led to the development of an open architecture port-security pilot project in Tampa Bay. In 2010, Alan joined former Congressman David Jolly in founding Three Bridges Advisors, a boutique federal, state, and local advocacy firm. As a member of Three Bridges, Alan worked with a diverse group of federal and state clients, advancing both funding and policy issues in a variety of sectors. Alan was honored to lead the Tallahassee office for Three Bridges and manage all aspects of the state affairs practice.

Prior to serving on Capitol Hill, Alan served honorably in the United States Army. During his eight years of service, he held multiple leadership posts, including leading our brave men and women during Operation Iraqi Freedom. He was a member of the initial invasion force in Iraq and subsequently served two year-long tours of duty in Baghdad, Iraq. As a military police non-commissioned officer, he served in several leadership roles training various first responders throughout his career. The recipient of multiple awards for service to our country, including eight Army Commendation Medals and the Valorous Unit Award, Alan was honored as the United States Army Europe "Soldier of the Year" in 2002. Alan and his wife Sarah reside in Tallahassee, Florida.

Professional Registrations

Registered to Lobby the Executive Branch of Florida

Registered to Lobby Legislative Branch of Florida

Experience

Executive Vice President and Principal State Practice | Shumaker Advisors Florida, LLC, *2021-Present*
Tallahassee, Florida

President | Suskey Consulting, *2014-2021*
Tallahassee, Florida

Lobbyist | Capitol Insight, *2012-2014*
Tallahassee, Florida, United States

Vice President | Three Bridges Advisors, Inc., *2010-2013*
Tallahassee, Florida, United States

Staff Sergeant | US Army, *1999-2008*

Military Fellow | U.S. House of Representatives, *2006-2008*

Education

American Military University

- Bachelor's Degree, Political Science



Jim C. Taylor

VICE PRESIDENT

Tampa, FL
813.676.7252
jctaylor@shumakeradvisors.com

Jim assists in the development of policy recommendations and goals to help meet client needs by crafting communication strategies and appropriations considerations while helping them navigate the local, state, and federal levels of government. He works to foster and strengthen established relationships with local and surrounding governments, as well as profit and nonprofit organizations.

Jim draws on his many pre-established connections to serve clients. After earning his degree in political science, he started his career as a lobbyist and campaign coordinator before joining the staff of the Hillsborough County Commission, where he worked as the Government Relations Director and the Intergovernmental Affairs Manager.

Jim is a member of the Florida Association of Professional Lobbyists and is an audit committee member for the Florida West Coast Credit Union.

Experience

Vice President | Shumaker Advisors Florida, LLC, 2022- Present

Government Relations Division Director | Hillsborough County, 2018–2022

Intergovernmental Affairs Manager | Hillsborough County, 2015-2018

Legislative Assistant | Hillsborough Board of County Commissioners, 2013 - 2015
Office of Ken Hagan, District 5

Legislative Assistant | Florida House of Representatives, 2010-2013
Office of State Representative James W. Grant

Campaign Coordinator | James W. Grant for State House of Representatives, 2010-2010
Assistant Director of Admissions | Argosy University, 2008–2010

Education

Florida State University

- Bachelor's Degree, Political Science



John David "JD" White

PRINCIPAL

Tallahassee, FL

813.229.7600

jwhite@shumakeradvisors.com

JD has more than 20 years of public policy expertise at the federal, state, and local levels of government. He brings extensive experience assisting elected officials and advising clients on government relations, strategic communications, grassroots organizing, and politics. Prior to joining the Shumaker Advisors team, JD served as the Senior Vice President at Mercury Public Affairs and previously served as the Director of Government Affairs for WellCare. During his role as Director of Government Affairs, JD managed lobbying teams in multiple states to advance the company's public policy interests through legislative, regulatory, and community engagement and directed the company's political contribution strategy to national and state elected officials of both political parties. JD has served in three congressional offices in Washington, D.C., including service as a Chief of Staff and in the Legislative Affairs Office of the Florida Department of Environmental Protection in Tallahassee.

In addition, JD served at Premier Healthcare Alliance in Washington, D.C., where he advised its 2,000-member hospitals and health systems in advancing public policy and corporate priorities with Congress and the Administration. He implemented Premier's federal political action campaign (PAC) and tripled its size in two years. A Florida native, JD earned a B.A. in Political Science and an M.P.A. in Public Administration from Florida State University.

JD served as Chief of Staff for Congressman David Jolly during his tenure in the U.S. House of Representatives. Congressman Jolly was a member of the House Appropriations Subcommittee on Transportation, Housing, and Urban Development (THUD). This subcommittee is one of the most critical panels in Congress, as it oversees federal funding and policy decisions related to transportation, housing, and urban development across the nation.

Experience

Principal | Shumaker Advisors Florida, LLC, *2021-Present*

Principal | Catalyst Consulting, *2020-2023*

Senior Vice President | Mercury, *2017-2020*

Chief of Staff | Congressman David Jolly, *2014-2017*

Director of Government Affairs | WellCare, *2009-2014*

Education

Florida State University

- M.P.A
- Bachelor of Arts Degree, Political Science and Government



Amy C. Bisceglia

PRINCIPAL
SHUMAKER ADVISORS FLORIDA

Tallahassee, FL

813.361.4805

abisceglia@shumakeradvisors.com

Amy represents clients before the Florida legislature, the Florida executive branch, and state agencies. She has extensive experience advocating for various clients in diverse industries, including regulated industries, health care, education, child welfare, transportation, communications, utilities, retail, animal welfare, consumer finance, and Fortune 50 companies.

In her 15-year career, Amy has:

- Worked as a governmental and business consultant in legislative, budgetary, and procurement initiatives
- Began her career as a legislative aide in the Florida Senate President's office and went on to accept a position in Governor Rick Scott's administration
- Served as a public affairs specialist in the communications department at the Florida Lottery
- Formerly served as a Guardian Ad Litem in the Big Bend Area and is a board member for Voices for Children

Experience

Principal | Shumaker Advisors Florida, *2023-Present*

Manager | AB Governmental Affairs, *2020-2023*

Government Consultant | The Rubin Group, *2016-2020*

Government Affairs Consultant | Tsamoutales Strategies, *2014-2015*

Public Affairs Specialist | The Florida Lottery, *2012-2014*

Florida Senate President's Office, *2010-2011*

Executive Assistant, *2011*

Legislative Aide, *2010-2011*

Education

Florida State University

- B.S., Public Relations, Advertising, and Applied Communication



Margaret Timmins

GOVERNMENTAL CONSULTANT
TIMMINS CONSULTING, LLC

Tallahassee, FL

850.668.8000

missy@timminsconsulting.com

- Masters, Political Science and Government

Experience

Governmental Consultant | Timmins Consulting, *2005-Present*

Campaign Manager, State Senate District 16 | Jack Latvala for State Senate, *2010*

Lobbyist Consultant | McLeod and Associates, *2001-2005*

Legislative Aide | Office of Florida State Senator Jack Latvala, *1995-2001*

Campaign Fundraiser | Jack Latvala Campaign for State Senate, *1996*

Information Specialist | Department of Labor and Employment Security, *1993-1994*

Education

University of Alabama

- B.S. in Commerce and Business Administration



Lisa Henning

GOVERNMENTAL CONSULTANT
TIMMINS CONSULTING, LLC

Tallahassee, FL

lisa@timminsconsulting.com

Experience

Governmental Consultant | Timmins Consulting, *2018-Present*

Legislative Director & Senior Lobbyist | Fraternal Order of Police – Florida State Lodge, *1994-Present*

Executive Appointments & Policy Staff | Office of Governor Bob Martinez, *1990-1992*

Contract Lobbyist & Government Affairs Consultant | Various Clients, *1992-Present*

Expertise

- Legislative Strategy & Policy Development
- Public Safety & Criminal Justice Reform
- Pension & Contract Negotiations
- Local Government Advocacy
- Intergovernmental Affairs
- Regulatory & Industry Representation
- Public Speaking & Testimony
- Coalition Building & Stakeholder Engagement



Brad Ray

DEPUTY CHIEF MARKETING AND
NATIONAL PARTNERSHIPS OFFICER
NATIONAL CASA/GAL ASSOC. FOR CHILDREN

Tallahassee, FL
850.830.0204
brad@dogoodforlife.com

Experience

National CASA/GAL Association for Children, *2015-Present*

Deputy Chief Marketing and National Partnerships Officer, *2022-Present*

Senior Performance Measurement, Research and Evaluation Officer, *2019-2022*

Senior National Program Development Officer, *2018-2019*

National Training and Development Officer, *2017-2018*

Deputy Chief Marketing and Strategic Partnerships Officer, *2015-2017*

Executive Director/CEO | Southwest Georgia Children's Alliance, *2006-2015*

Co-Owner/Editorial Advisor | FSView & Flambeau, *1999-2004*

CEO/Owner | The Placement Place, Inc./CreRaytive, LLC, *1996-2006*

Coordinator | Florida Press Service (Association), *1992-1996*

Bureau Reporter/Journalist | News Herald/Freedom Newspapers, Inc., *1988-1992*

Education

Gulf Coast Community College

- A.A

Florida State University

- B.S., Political Science/English

Valdosta State University

- Masters of Public Administration

Tab 2: Strategic Approach

Shumaker Advisors, in partnership with Timmins Consulting, brings a proactive, results-driven, and collaborative approach to advancing Pinellas County's legislative and budgetary goals in Tallahassee. With a proven record of securing appropriations and shaping policy across sectors such as infrastructure, transportation, coastal resilience, housing, and economic development, we are well-positioned to deliver tangible results for the County.

Strategic Planning and Legislative Alignment

- Facilitate annual strategic planning sessions with the Pinellas County Board of County Commissioners (BOCC), the County Administrator, department directors, and relevant staff to:
 - Define and refine legislative and funding priorities across all functional areas of county government.
 - Ensure alignment with both the County's Legislative Program and Capital Improvement Plan (CIP).
 - Incorporate input from agency-level program managers to identify project-specific needs, timelines, and potential funding opportunities.
- Translate approved priorities into advocacy-ready initiatives by:
 - Developing concise project narratives and supporting documentation for use in state appropriations and policy discussions.
 - Incorporating economic impact data, cost estimates, and shovel-readiness indicators to demonstrate project value, community benefit, and urgency.
 - Aligning project goals with broader state-level strategies such as:
 - The Florida Department of Environmental Protection's Resilient Florida Program (DEP – Resilient Florida), which supports coastal resilience, stormwater improvements, and climate adaptation.
 - The Florida Department of Transportation's Strategic Intermodal System Plan (FDOT – SIS), which prioritizes critical regional and statewide transportation and mobility investments.
 - The funding frameworks of the Florida Department of Children and Families (DCF) and the Agency for Health Care Administration (AHCA), which support behavioral health, crisis services, and community-based health initiatives.
- Provide ongoing policy intelligence and strategic guidance to inform real-time adjustments by:
 - Monitoring changes in state legislative leadership, committee structures, budget priorities, and agency leadership appointments.
 - Delivering regular briefings to County leadership on state budget forecasts, statutory amendments, and emerging state funding opportunities.

- Advising on the optimal timing, messaging, and documentation required to advance County priorities before key legislative and executive decision-makers.
- Match each initiative to the most appropriate and attainable state funding source, including:
 - General Revenue (GR) line-item appropriations through the Florida Legislature.
 - Allocations from constitutionally or statutorily created state trust funds.
 - The Florida Department of Economic Opportunity's Local Support Grant Program (DEO – LSGP).
- Monitor competitive grant opportunities administered by state agencies, including:
 - Florida Department of Environmental Protection (DEP)
 - Florida Department of Transportation (FDOT)
 - Florida Department of Financial Services (DFS)
 - Florida Department of Health (DOH)
 - Agency for Health Care Administration (AHCA)
 - Florida Fish and Wildlife Conservation Commission (FWC)
- Frame each initiative to reflect themes commonly cited in the Governor's proposed budget, legislative work plans, and agency budget requests, including:
 - Infrastructure modernization and transportation connectivity.
 - Flood mitigation and coastal protection.
 - Public safety innovation and upgrades to emergency response systems.
 - Behavioral health expansion, including mobile response teams and crisis stabilization units.
 - Affordable and workforce housing development tied to economic growth.

Pinellas/Hillsborough- Tampa Bay Area Key Legislative Members

Shumaker Advisors and Timmins Consulting maintain trusted relationships with key legislators whose roles and committee assignments directly align with Pinellas County's funding and policy goals:

Please note: The committee assignments listed reflect current roles and are subject to change ahead of the 2026 Legislative Session.

Senator Ed Hooper

- Chair, Appropriations

Senator Nick DiCeglie

- Appropriations
- Chair, Appropriations Committee on Transportation, Tourism, and Economic Development (TED)
- Commerce and Tourism
- Environment and Natural Resources

Senator Jay Collins

- Chair, Transportation
- Appropriations
- Appropriations Committee on (TED)
- Appropriations Committee on Agriculture, Environment, and General Government

Senator Darryl Rouson

- Vice Chair, Appropriations
- Agriculture

Senator Danny Burgess

- Appropriations
- Appropriations Committee on Higher Education

Senator Jim Boyd

- Agriculture

Representative Adam Anderson

- Chair, Health Care Facilities & Systems Subcommittee

Representative Kimberly Berfield

- TED Budget Subcommittee
- Economic Infrastructure Subcommittee

Representative Linda Chaney

- Chair, Government Operations Subcommittee
- Vice Chair, State Administration Budget Subcommittee

Representative Berny Jacques

- Chair, Careers & Workforce Subcommittee

Representative Lawrence McClure

- Chair, Budget Committee

Representative Susan Valdes

- Vice Chair, Budget Committee

Representative Lindsay Cross

- TED Budget Subcommittee
- Housing, Agriculture, and Tourism Subcommittee

Representative Dianne Hart

- TED Budget Subcommittee

Representative Michele Rayner

- Natural Resources and Disasters Subcommittee

Representative Fentrice Driskell

- Budget Committee

Representative Karen Gonzalez Pittman

- Budget Committee

These members represent critical access points to funding, policy advancement, and appropriations decision-making, particularly across infrastructure, coastal resilience, affordable housing, and transportation issues.

Regional and Statewide Advocacy Alignment

To amplify impact and improve competitive positioning, we actively partner with regional and statewide organizations whose agendas align with Pinellas County's goals. This broader coordination strengthens the County's voice and helps reinforce priorities as part of larger regional or statewide movements.

- Coordinate with entities such as Forward Pinellas, TBARTA, PSTA, and the Tampa Bay Estuary Program to promote complementary initiatives related to transportation, mobility, environmental restoration, and economic development.
- Leverage participation in statewide coalitions such as the Florida Association of Counties, the Urban Counties Caucus, and the Suncoast Transportation Planning Alliance to support shared legislative platforms focused on resiliency, affordable housing, and infrastructure modernization.
- Work to ensure Pinellas County's interests are reflected in multi-jurisdictional plans, regional grant submissions, and agency-prepared legislative budget requests, positioning the County as a collaborative and strategic partner in solving Florida's most pressing policy challenges.

Transparency, Accessibility, and Responsiveness

We will prioritize consistent, clear, and proactive communication with County leadership throughout the entire legislative cycle, including but not limited to the following elements:

- Providing real-time legislative monitoring, bill tracking, and appropriations alerts specific to Pinellas County's agenda, complemented by tailored recommendations and next steps.
- Offering weekly strategic updates during Committee Weeks and Session, along with post-meeting memos, budget analysis, and voting outcome summaries.
- Ensuring County staff and elected officials have direct access to our senior advisors to support engagement with legislators, respond to urgent developments, and adjust messaging or strategy when needed.
- Delivering post-session reports and veto impact summaries to inform year-round planning and the next appropriations cycle.

Our approach will center on collaboration, preparation, and long-term relationship-building, with a commitment to positioning Pinellas County as a leading voice in shaping Florida's policy and budget outcomes.

Tab 3: Statement of Work

Shumaker Advisors and Timmins Consulting will implement a comprehensive, year-round governmental relations program focused on legislative advocacy, appropriations, and strategic support for Pinellas County.

Legislative Strategy and Agenda Development

- Conduct annual strategy workshops with County leadership to develop and refine the legislative agenda.
- Analyze emerging policy and fiscal trends to anticipate challenges and position the County advantageously.

Policy and Appropriations Advocacy

- Maintain a full-time presence in Tallahassee during Session and interim committee weeks to represent the County in meetings, hearings, and negotiations.
- Advocate for priority capital and programmatic projects identified by County staff, ensuring strategic sponsor engagement and strong legislative alignment.
- Coordinate with agencies and the Governor's Office to facilitate the release of appropriated funds and avoid administrative or veto-related delays.

Legislative Monitoring and Analysis

- Track legislation, amendments, and budget items affecting Pinellas County, providing timely analysis and actionable recommendations.
- Monitor budget conferences and revenue estimating conferences for financial impacts to the County.

Stakeholder and Coalition Engagement

- Work with local municipalities, the Pinellas County School Board, and regional partners to create a unified advocacy voice.
- Build and leverage coalitions around shared interests to enhance impact.

Communication and Reporting

- Deliver weekly legislative reports during Session detailing bill progress, appropriations status, and recommended next steps.
- Provide real-time alerts on urgent developments.

- Prepare a comprehensive post-session report summarizing outcomes, funding secured, and future recommendations.
- Maintain regular off-session updates and check-ins to ensure alignment and continuity.

Timeline and Implementation Plan

Within 60 Days of Contract Execution:

- Conduct onboarding, review current issues, and begin stakeholder engagement.

Within 90 Days of Contract Execution:

- Finalize and present a legislative agenda to the BOCC for approval.

Post-BOCC Approval:

- Develop advocacy materials, including policy briefs and talking points.

Q4 2025 and Ongoing:

- Engage with the legislative delegation and begin appropriations outreach.
- File requests and secure sponsorship.

Year-Round:

- Provide representation in Tallahassee, monitor policy, and support County participation in advocacy efforts.
- Deliver regular reporting and strategic guidance.

Tab 4 - Compensation

Shumaker Advisors Florida, LLC, in partnership with Timmins Consulting, proposes to provide comprehensive state governmental relations services to Pinellas County at a flat monthly fee of \$7,500, billed quarterly.

Pricing Structure

- Year One:
 - Total annual cost: \$90,000
 - Four quarterly payments of \$22,500 each
- Year Two:
 - Total annual cost: \$90,000
 - Four quarterly payments of \$22,500 each
- Year Three:
 - Total annual cost: \$90,000
 - Four quarterly payments of \$22,500 each

The proposed unit prices (quarterly fees) are firm and will remain unchanged for the entire initial 36-month agreement term, as well as any approved extensions.

Unit Prices

- Quarterly Unit Cost: \$22,500
- Annual Total Cost: \$90,000

Payment Terms

- Payments will be made in advance on a quarterly basis upon receipt of an invoice from the Contractor and in accordance with County payment policies.

Expenditure Cap

We understand and agree that County expenditures under this agreement will not exceed the specified Not-to-Exceed (NTE) Approval Amount for any given period without a written amendment. Annual expenditures will not exceed the specified dollar amount within any County fiscal year without an approved amendment.

Required Forms & Affidavits

HUMAN TRAFFICKING AFFIDAVIT

In accordance with section 787.06 (13), Florida Statutes, the undersigned, on behalf of Shumaker Advisors Florida, 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 Celeste Schettino, declare that I have read the foregoing affidavit and that the facts stated in it are true.

Signature: Schettino, Celeste A. Digitally signed by Celeste A. Schettino
DN: cn = Celeste A. Schettino, email =
cschettino@shumakeradvisors.com, o = SLK, USA, Tampa
Date: 2025.07.23 17:48:16 -0500

Print Name: Celeste Schettino

Date: 7/23/2025

Federal Work Authorization User Identification No.: _____

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

STATE OF FLORIDA COUNTY OF Hillsborough/Pinellas

The foregoing instrument was acknowledged before me by means of 1) physical presence ☒ or 2) online notarization ☐ this 7/23/2025 (date) by

CELESTE SCHETTINO of SHUMAKER ADVISORS FLORIDA, LLC, a
FLORIDA corporation, on behalf of the corporation.

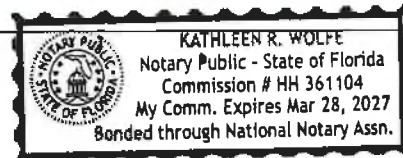
He/she is personally known to me or has produced _____ as identification.

[Notary Seal]

Notary Public: Kathleen R. Wolfe

Name typed, printed, or stamped: KATHLEEN R. WOLFE

My Commission Expires: _____



Foreign Country of Concern Affidavit

I hereby certify that Shumaker Advisors Florida, LLC (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: Schettino, Celeste A.

Print Name: Celeste Schettino

Date: 7/23/2025

Federal Work Authorization User Identification No.: _____

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

STATE OF FLORIDA COUNTY OF Hillsborough/Pinellas

The foregoing instrument was acknowledged before me by means of 1) physical presence ☒ or 2) online notarization ☐, this JULY 23, 2025 (date) by CELESTE SCHETTINO of SHUMAKER ADVISORS FLORIDA, LLC, a FLORIDA corporation, on behalf of the corporation.

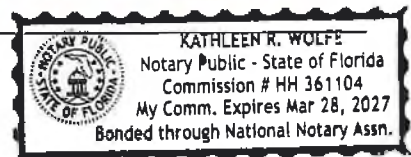
He she is personally known to me or has produced _____ as identification.

[Notary Seal]

Notary Public: Kathleen R. Wolfe

Name typed, printed, or stamped: KATHLEEN R. WOLFE

My Commission Expires: _____





[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

Detail by Entity Name

Florida Limited Liability Company
SHUMAKER ADVISORS FLORIDA, LLC

Filing Information

Document Number	L17000023752
FEI/EIN Number	81-5481028
Date Filed	01/31/2017
State	FL
Status	ACTIVE

Principal Address

101 EAST KENNEDY BLVD SUITE 2800
TAMPA, FL 33602

Mailing Address

101 EAST KENNEDY BLVD SUITE 2800
TAMPA, FL 33602

Registered Agent Name & Address

SHUMAKER, LOOP & KENDRICK, LLP
101 E KENNEDY BLVD SUITE 2800
TAMPA, FL 33602

Authorized Person(s) Detail

Name & Address

Title MGR

SHUMAKER, LOOP & KENDRICK, LLP
101 EAST KENNEDY BLVD SUITE 2800
TAMPA, FL 33602

Annual Reports

Report Year	Filed Date
2023	04/14/2023
2024	02/05/2024
2025	03/13/2025

Document Images

[03/13/2025 -- ANNUAL REPORT](#)

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2025 FLORIDA LIMITED LIABILITY COMPANY ANNUAL REPORT

DOCUMENT# L17000023752

Entity Name: SHUMAKER ADVISORS FLORIDA, LLC

Current Principal Place of Business:

101 EAST KENNEDY BLVD SUITE 2800
TAMPA, FL 33602

Current Mailing Address:

101 EAST KENNEDY BLVD SUITE 2800
TAMPA, FL 33602 US

FEI Number: 81-5481028

Certificate of Status Desired: No

Name and Address of Current Registered Agent:

SHUMAKER,LOOP & KENDRICK, LLP
101 E KENNEDY BLVD SUITE 2800
TAMPA, FL 33602 US

The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.

SIGNATURE:

Electronic Signature of Registered Agent

Date

Authorized Person(s) Detail :

Title MGR
Name SHUMAKER,LOOP & KENDRICK, LLP
Address 101 EAST KENNEDY BLVD SUITE 2800

City-State-Zip: TAMPA FL 33602

I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 605, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.

SIGNATURE: SHUMAKER,LOOP & KENDRICK, LLP

MANAGER

03/13/2025

Electronic Signature of Signing Authorized Person(s) Detail

Date

Additional Materials

Review of Contract Provisions

The sample contract has been reviewed, and we would like to highlight Section 3.10 – Contract Terms & Conditions, where it states that the awarded contract will be subject to the County's Standard Terms and Conditions and references the document. That document, in Section 5 – Cooperative Use of Contract by Other Government Agencies, provides that the contractor agrees to make available to any Florida government agency the pricing and terms of this Agreement. We confirm that we accept the terms in Section 5 at our discretion.