



PINELLAS COUNTY

25-0758-RFQ

STATE GOVERNMENTAL RELATIONS SERVICES

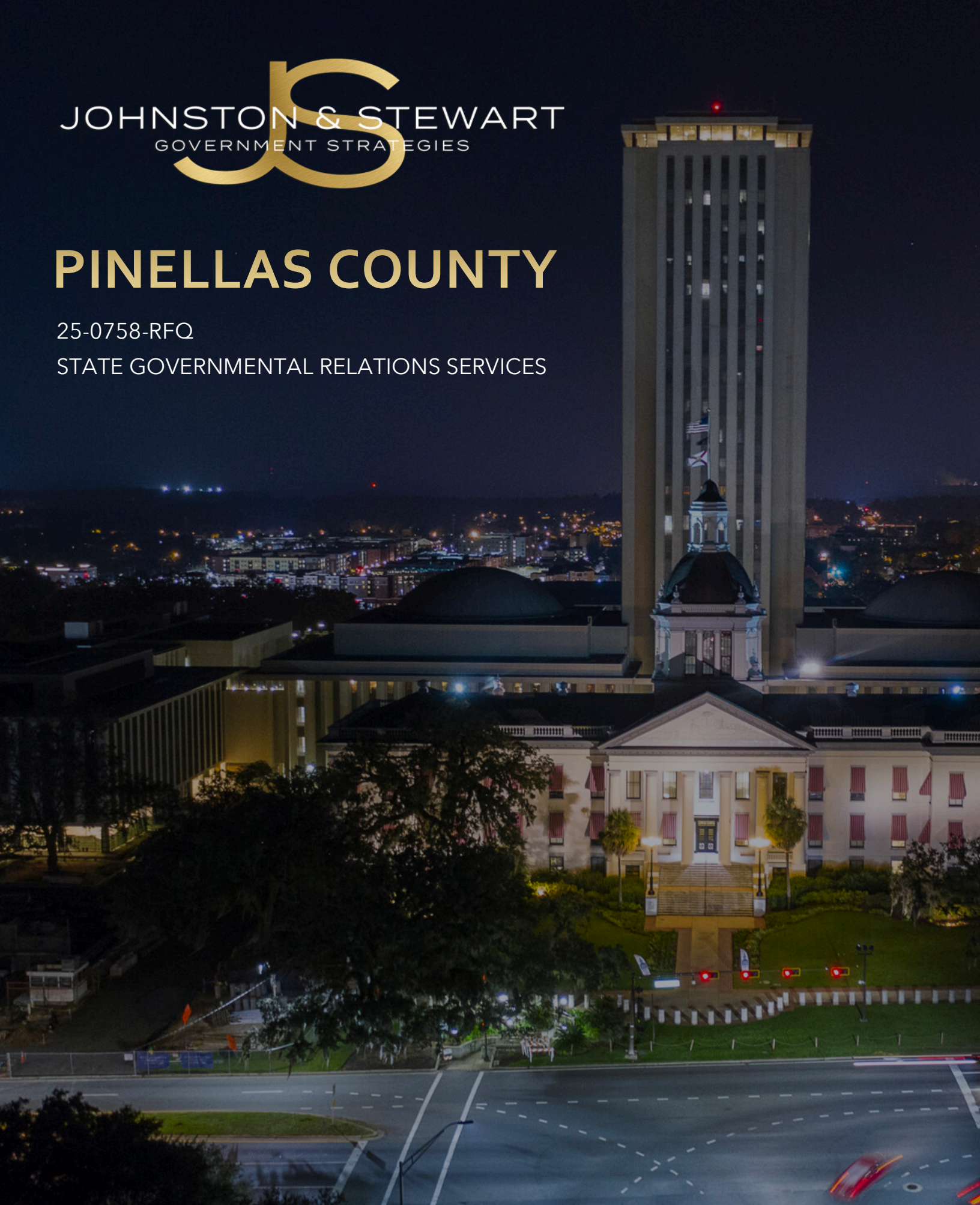


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Introduction.

Johnston & Stewart Government Strategies provides government consulting and lobbying efforts before local governmental entities, the Florida Legislature and Executive Branch and other agencies and departments within the State of Florida. Our services are all-inclusive, stretching to every coast and border of the state, and down to every level of government, including counties, cities, and other regional entities.

Enclosed you will find an overview of the array of services our firm provides. We have the ultimate goal of not only successfully advocating for our clients' legislative priorities, but also raising their profile statewide and helping to grow their business. Based upon our extensive list of past and present clients, we know we have a distinct understanding of the various areas of importance to all the industries that comprise our diverse Florida economy and communities. We were honored to be recognized in 2021 and 2023 as the "Boutique Lobbying Firm of the Year" by *Influence Magazine*.

We feel well-poised to continue our track record of success in the upcoming years and would feel privileged to have your legislative priorities be part of our accomplishments. Throughout our tenure, we have built significant relationships with the elected officials that propel our state. We take true pride in our relationships with the Legislature, Governor's office, and throughout the Executive branch. Amongst our greatest relationships are the immediate and future leadership teams in both the House of Representatives and Senate. Because of our long tenure in this industry, our statewide relationships have transcended beyond the halls of the Capitol and have spread throughout City Halls and County Commissions as well.

We would be honored to share your story with our state's elected officials, staff, and industry leaders. We are eager to act as your advocates and share our expertise that has been built over decades of work successfully lobbying and promoting organizations in Florida.

**At Johnston &
Stewart
Government
Strategies, we
have mastered
the arena of
Florida politics.
Every single move
we make is
strategic and
backed by
decades of
experience.**

**We take pride in
our ability to
deliver superior
results and lead
our clients'
priorities past the
finish line.**

Letter of Interest.

July 23, 2025

Patricia Cortez, CPPB, NIGP-CPP
Lead Procurement Analyst
Pinellas County
400 South Fort Harrison Ave, 6th Floor
Clearwater, Florida 33756

Dear Ms. Cortez:

We are pleased to provide the following in response to Pinellas County's Request for Qualifications (RFQ) for State Governmental Relations Services (25-0758-RFQ) on behalf of Johnston & Stewart Government Strategies.

We have built our business on a reputation for relentlessly pursuing and achieving our clients' goals. Our deep knowledge of legislative, administrative, regulatory, and intergovernmental processes allows us to navigate Florida politics in an unrivaled manner at the state level. With decades of successful experience not only lobbying in Florida, but effectively advocating for governments and organizations that represent large urban and coastal areas, we can leverage specific insights and understanding of municipalities that will provide Pinellas County (County) with a strategic path forward. We understand the legislative agenda of the County and are committed to applying our expertise and relationships to successfully lobby on your behalf.

We founded Johnston & Stewart Government Strategies in 2019 with the deliberate intention of creating a new type of lobbying firm. We have considerable experience lobbying at the state level in Florida, and have built a strong working knowledge of legislative, administrative, and regulatory processes. We are longstanding veterans of this process with the capabilities and relationships necessary to be successful in the ultra-competitive Florida political arena, and clients and legislators alike have come to know we have a reputation for tirelessly pursuing and attaining our clients' legislative priorities. Every day we garner our extensive knowledge of Florida politics to deliver an unmatched strategy and results for our clients, many of which have chosen to collaborate with us for decades.

Our lobby team is comprised of our two founding partners, Jeff Johnston and Amanda Stewart, as well as additional team members, Anita Berry, Lauren Lange, Sarah Lowry, and Jennifer Kocher. We work uniquely as a single unit, combining our strengths and relationships to meet your legislative goals and exceed your expectations. We make ourselves available to our clients 24/7, 365-days a year, and will always be in regular communication as we progress towards achieving your legislative agenda. For communication purposes related to this RFQ, Jeff Johnston will serve as the main point of contact and may be reached at our office at (813) 345-4104, on his cell phone at (813) 777-9858, or by email at jeff@johnstonstewart.com.

Throughout our work, we have been privileged to build longstanding relationships with leaders across the State of Florida, including but not limited to the Florida Legislature, Executive Branch, and across numerous counties and cities. We are honored to call House Speaker Danny Perez and Senate President Ben Albritton dear friends and can offer the County unprecedented access as they rise to oversee the Florida House of Representatives and Florida Senate, respectively. We were by Representative Perez's side, even before he was elected, and we are fortunate to now call him one of our closest friends in, and outside of, the legislative process.

JOHNSTON & STEWART GOVERNMENT STRATEGIES

As a Tampa Bay based firm, we guarantee unequivocally that no other firm can offer the same relationships with House Budget Chair Lawrence McClure and Senate Appropriations Chair Ed Hooper. Our relationships stretch well beyond incoming leadership to include future House Speakers Sam Garrison, Jennifer Canady, and Mike Redondo, as well as anticipated future Senate Presidents Jim Boyd and Jay Trumbull. We are equally honored to have built significant relationships with the majority of the Bay Area Legislative Delegation (BALD), including but not limited to, Representatives Danny Alvarez, Adam Anderson, Kimberly Berfield, James Buchanan, Linda Chaney, Lindsay Cross, Fentrice Driskell, Karen Gonzalez Pittman, Jeff Holcomb, Berny Jacques, Traci Koster, Fiona McFarland, Michele Rayner, Will Robinson, Kevin Steele, Josie Tomkow, and Brad Yeager, as well as Senators Danny Burgess, Colleen Burton, Jay Collins, Nick DiCeglie, Joe Gruters, and Darryl Rouson.

We have an in-depth understanding of the work you need to have completed in Tallahassee, and substantial knowledge of the issues impacting the County. While not exhaustive, we understand your priorities to include programs that fund and promote access to affordable housing, support for public safety and law enforcement programs, funding for flood mitigation and beach renourishment, efforts to assist infrastructure improvements like transportation and wastewater systems, as well as initiatives to create economic development opportunities within the County. We know you are focused on advocating against local pre-emption issues and unfunded mandates, while also encouraging policies that support County resources and community needs and ensuring any property tax reform is sustainable.

We understand the importance of selecting a lobbying firm that not only understands the legislative priorities of the County, but also offers in-depth familiarity with the legislative goals of local governments. We have been fortunate to represent the City of Miami, Manatee County, and City of Clearwater for years, and Palm Beach County has been a client for decades. We are selective in our work with local governments. State funding resources are ultra-competitive, and we never want one local client to potentially gain at the loss of another. In addition, we are careful not to take on clients that may have conflicts with our existing clients.

Detailed within this proposal you will find more information into our long history of successfully lobbying for our clients in Florida. Our experience has allowed us to gather expertise in almost every area of policy, including economic development, transportation, public safety, sustainability, resiliency, flood mitigation, clean energy, affordable housing, beach preservation, taxation, cybersecurity, local governance, and numerous other areas. With our extensive experience, we know we have a clear strategy for representing the County and we would be committed to achieving your goals at the state level.

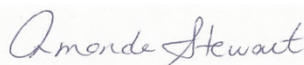
Tampa Bay is our home and while we are truly honored to represent all our clients, we are extraordinarily proud of the opportunities we have had to assist in shaping the future of the incredible region in which we have chosen to live and raise our families. From the world-renowned sugar sand beaches of Clearwater down to Pass-A-Grille, to the excitement of downtowns St. Petersburg and Dunedin, the charm of the quaint streets of Safety Harbor or Tarpon Springs, and everything in between, Pinellas County is a beach paradise combined with unmatched economic opportunity that attracts tourists and businesses alike. We seek to represent Pinellas County so we can tirelessly advocate for the legislative priorities of a region that is not only dear to us, but a gem in a state that is driven by tourism.

We are grateful for the opportunity to respond to the County's RFQ and would be glad to further respond to any questions or provide any additional information which could help in your decision-making process. Thank you in advance for your consideration of our response. We are eager for the chance to discuss working together to benefit Pinellas County.

Sincerely,



Jeff Johnston
President & Partner



Amanda Stewart
Chief Executive Officer & Partner

About Us.

01. You want a firm that will work just as hard as you do and makes your priorities their own.

The legislative process doesn't begin the first day of Session and it doesn't end on Sine Die. It is a 365-day commitment and, by selecting our team as your representation, you have chosen a government relations firm that will represent your interest no matter the time of day, or day of the year. Your business doesn't take a break and neither do we.

02. Relationships are vital.

Our clients need a lobbying firm that offers access to the key decision makers who govern their interest. As a Florida-grown company, we are fortunate to have built an impressive network of relationships with Florida's top elected officials and staff at all levels of government. Whether it is a local, legislative, or executive agency issue, we are incredibly proud of the relationships we can utilize to advance our clients' interests.

We apply the same dedication to our relationships with our clients and are humbled to have a client base that has remained steadfast for years.

03. We are a true team.

Our team- approach ensures that, no matter the issue, you always have the right people on your side. If you need policy and appropriations experts, we've got you. If you want unwavering influence, we can do that. If access is your objective, we can provide that. And if you want a lineup of professionals tirelessly pursuing your legislative goals day-in and day-out, we're the ones for you.

04. We are strategically located.

With offices in Tampa Bay and Tallahassee, we have positioned ourselves to be in the right place, at the right time. When legislators are in our state's Capitol during committee week and Session, we are right there working beside them. During the rest of the year, both offices serve as home-base when we travel throughout the state, cultivating our long-standing relationships and growing new ones. Our work can take us from the coastal towns of the Panhandle to the tropical energy of Miami and every place in between, but our offices remain our homes away from home and are open to our clients for their own use, year-round.

05. We are dedicated to producing results the right way.

To be successful in Florida politics, it takes a lot of grit, determination, and hard work. We are a full-service government relations firm that doesn't shy away from rolling up our sleeves to take our work above and beyond advocacy. Whether it is business development, campaign strategy, or navigating the most treacherous political waters, in addition to providing unmatched lobbying efforts, our team of influencers have proven themselves time and time again. We are honored to have built a reputation for our hardworking pursuits on behalf of clients, while always adhering to the highest ethical standards and never taking conflicts of interest.

What We Do.

The political and governmental landscape in Florida is incredibly complex. Our expertise spans all facets of government relations. We aren't your traditional lobbyists - we are here to complete your goals, no matter what it takes. Whether it's providing access to Florida's top decision makers or helping to grow your business, below is just a sampling of the services we can provide.

- ✓ State Legislative Advocacy
- ✓ Government Agency & Cabinet Advocacy
- ✓ Local Government Advocacy
- ✓ Political Consulting
- ✓ Policy Expertise
- ✓ Appropriations Expertise
- ✓ Day on the Hill Event Planning
- ✓ Business Development
- ✓ Procurement Strategy
- ✓ Association and Coalition Building
- ✓ Grassroots Organization
- ✓ Meeting Access and Facilitation
- ✓ Bill Tracking, Monitoring and Reporting

TAB 1: Qualifications.

About Us

Created in 2019, Johnston & Stewart Government Strategies has been led for the past 6 years by founding partners who share decades of experience working for the Legislature and with the Legislature. We are a formidable team, with the strengths, abilities, and finesse to go into battle with and against the state's largest firms and emerge as winners. We have meaningful relationships with the leaders of Florida's Legislature, rank-and-file members across the state, and staff within the Executive Agencies, that we can rely on time and time again. Beyond the access we can provide you, we have learned to navigate the political process in a manner that combines strategy and an unrelenting hunger for pursuing our clients' goals.

Jeff Johnston and Amanda Stewart serve as the founding partners of the firm, and lead all strategy and advocacy efforts, whether policy or appropriations focused, for our clients. Along with government consultants, Anita Berry and Lauren Lange, the four make up the lobbying team for the firm. Jennifer Kocher leads the firm's operations and Sarah Lowry provides up-to-the-second updates on legislation of interest to our clients, including when bills are filed, committee references, committee agendas, amendments, and bill votes, with the help of a state-of-the-art legislative tracking system. Our team has a unique ability to be everywhere at any time. We never take a break from walking through the halls of the Capitol, attending committee hearings, meeting with legislators and staff, or communicating with our clients. When others take the summers off, we keep grinding. Florida politics doesn't take a break, so neither do we.

While based out of Tampa Bay with locations in both Tampa and St. Petersburg, the firm additionally has offices in Tallahassee just a stone's throw away from the Capitol. Being headquartered in Tampa allows us to be conveniently located to any other part of the state when the Legislature is not in Session, so we may effectively serve all markets throughout the state. Whether we need to be in Miami, Jacksonville, Orlando, or the Panhandle, we can be there in just a matter of a few hours' drive. When the Legislature is in Session, during committee weeks, or on an ad hoc basis, you can find us in our Tallahassee office. Both offices are available for client use year round, including during Session.

We serve clients in every part of the state, as well as nationwide. Over the years, we have built relationships with legislators and other elected officials that span every corner of Florida. From Pensacola across to St. Augustine, down to the Keys and up to Tampa Bay, we have friends in every part of the state. Our clients have come to rely on those relationships and utilize our access to reach members of their delegation if they are a locally based client or House and Senate leaders to help achieve their state and national agendas. We have built a client expertise that touches almost every industry in our state, including municipal governments, health care, non-profits, environmental protection, technology, transportation, pre-K-12 education, higher education, mental health, insurance, housing, economic development, and business regulation.

Tampa Bay Experts

Our firm is based in Tampa Bay, and as residents not only of this region but also Pinellas County, we feel confident that we can be considered experts in the County's mission and future goals. We understand your commitment to your constituents and focus on promoting policies to support the quality of life of the communities, industries, and people you serve. From road congestion, water quality, tourism, beaches, stormwater infrastructure, affordable housing, access to health care, and everything in between – this is where we are from and what we experience every day.

We understand that local governments and quasi-governmental entities require substantial funding, an offensive and defensive strategy for policy, and that there are numerous individual areas of interest when it comes to the legislative goals for elected officials and staff. And at the end of the day, you have residents who hold you accountable for their standard of living. At the same time, you must look for balanced solutions that weigh the unique needs of the various populations that make-up your County, recognizing that the County's un-incorporated communities all have different needs, whether its stormwater improvements in East Lake, economic development in Lealman, or beach renourishment in Sand Key. Year after year, we will work on your behalf to advocate for your funding agenda, while opposing adverse policies or infringement on your governing authority. Our region continues to rapidly grow, and now more than ever, we must pursue funding and regulatory solutions that ensure continued access to transportation, renourishment of our beaches and maintenance of our stormwater infrastructure.

Tampa Bay, and Pinellas County specifically, continues to grow. With that growth has come significant challenges that need to be tackled regionally to maintain the economic prosperity of our community and reach the County's future goals. We are accustomed to working in partnership with local government leaders throughout the region on joint solutions. As locals ourselves, we are proud of the longstanding relationships we offer throughout the County buildings and City halls of the region's governments, with administrators and elected officials alike, as well as with other community partners like the local chambers of commerce, economic development corporations, tourist development councils, and quasi-governmental entities like the Southwest Florida Water Management District, Tampa Bay Water, Visit St. Pete-Clearwater, and Forward Pinellas. Often, regional solutions must be sought with the assistance from State executive agencies. We are in regular communication with executive agencies such as the Department of Environmental Protection, Department of Transportation, and Division of Emergency Management. This is in addition to members of the Governor's Office, such as his Chief of Staff Jason Weida, Director of Policy and Budget Leda Kelly, and Deputy Chiefs of Staff Cody Farrill, Brock Juarez, Jared Ochs, and Katie Strickland. We would be glad to extend these relationships to Pinellas County, as well.

Relationships

Our relationships are your relationships. It really is that simple. We never take a break from traveling the state to create and foster relationships with elected officials. From small and large businesses, local government leaders, members of the Legislature, key staff in the Governor's Office and Executive Branch, and of course, current, and future leaders at each level of government, we have every part of the state covered.

We have decades of hands-on experience in state legislative, administrative, and regulatory processes. Our work has taken us to every Cabinet member and legislator's office, to dozens of legislative staff desks, and every state agency in the State of Florida. This effort is one that has provided us the opportunity to make numerous connections. In this industry, one rarely meets a stranger, and while individuals may move between elected offices and workplaces, the relationships remain. Staff is often overlooked or disregarded by the lobby corps but, as some of us are former staff ourselves, we know firsthand how crucial those relationships are. We have known many of the people who are behind-the-scenes for years and feel strongly this has been imperative to our success.

If you want the best access to the key leaders making decisions for the future of our state, then you must keep working. Our state is large and diverse, and it is no insignificant feat to construct a network of key contacts. We build relationships from the ground level, getting to know potential candidates before they even officially file to run, and taking the time to foster meaningful rapport with influential business leaders. Because we have been in the game for so long, many of our contacts have transitioned from staff to local government, to the State Legislature, or to decision-makers within state agencies and quasi-governmental organizations. We knew them from the beginning, and that tenured bond is priceless for our clients.

Every day we provide unmatched access to elected officials for our clients. Whether that's for a meeting in a City Hall or Capitol office, a tour of a client facility, or a Zoom, we help to facilitate meaningful statewide connections for clients.

Access is key in this process, and the ability to get in the door for a conversation is half the battle. Execution of successful government relations strategies hinge on the ability of our clients to meet with the decision makers that govern their interests, and we are unequivocally able to provide the access our clients need to accomplish their objectives.

We have been privileged to build longstanding relationships with leaders across the State of Florida, including but not limited to the Florida Legislature, Executive Branch, and across numerous counties and cities. We are honored to call House Speaker Danny Perez and Senate President Ben Albritton dear friends, as well as future Speakers Sam Garrison, Jennifer Canady, and Mike Redondo, and future Presidents Jim Boyd and Jay Trumbull. As a Tampa Bay-based firm, we guarantee unequivocally that no other firm can offer the same relationships with House and Senate Appropriations Chairs, Representative Lawrence McClure and Senator Ed Hooper, and the anticipated appropriations chairs to follow them in coming years.

Our relationships with members of the leadership teams in the House and Senate run deep, many of whom we knew long before they decided to run for their current office. We would be honored to extend the County our relationships and access with Senate President Pro Tempore and Appropriations Committee on Agriculture, Environment, and General Government Chair Jason Brodeur, Senate Commerce and Tourism Chair Alexis Calatayud, Senate Community Affairs Chair Stan McClain, Senate Environment and Natural Resources Chair Ana Maria Rodriguez, Senate Fiscal Policy and Senate Banking and Insurance Chair Joe Gruters, Senate Finance and Tax Chair Bryan Avila, Senate Judiciary Chair Clay Yarborough, Senate Rules Chair Kathleen Passidomo, House Agriculture and Natural Resources Budget Subcommittee Chair Tiffany Esposito, House Transportation and Economic Development Budget Subcommittee Chair Jason Shoaf, House Commerce Committee Chair James Buchanan and his subcommittee chairs, House State Affairs Committee Chair Will Robinson and his subcommittee chairs, House Ways and Means Chair Wyman Duggan, and House Select Committee on Property Taxes Co-Chairs Toby Overdorf and Vicki Lopez.

To achieve your goals, we are confident we can also provide the access you need to the Office of the Governor, Chief Financial Officer, Attorney General, or Commissioner of Agriculture; Department of Environmental Protection; Department of Transportation; Department of Commerce; Department of Business and Professional Regulation; Division of Emergency Management; Department of Health; Department of Management Services; or any other executive agency that you need to build advocates.

History of Success

Our longevity in this arena has made it so we understand the nuances of the actual process of government. We often joke about how the “sausage gets made” but the truth is, it can be a gritty process, and if one piece falls through the cracks, serious consequences can occur. House and Senate rules change often, the way staff members interpret language varies, forms must be submitted, amendments carefully crafted, bills pushed to be placed on agendas – there is a true art to navigating the process. There are too many stages of protocol to name to pass or kill a bill and secure budget items, but each one must be cleared, all while knowing the political nuances of each Chamber, the Governor’s Office, and the agencies.

We have extensive experience in representing public entities, including local governments, law enforcement agencies, non-profits, and other quasi-governmental entities. We understand your commitment to your constituents, and focus on promoting policies to support the communities, industries, and people that drive Pinellas County. A local government’s legislative agenda can be exhaustive, from addressing workforce needs like affordable housing, to providing greater public safety, supporting transportation solutions, improving access to health care services, upgrading stormwater infrastructure, renourishing beaches, preparing and recovering from emergencies, and protecting valuable fixed and environmental assets.

Not only do we understand the County's legislative priorities, but we have been an integral part of many of your key issues' success. Year after year we have worked on policies to promote affordable housing, provide continued funding for VISIT Florida that is dedicated to tourism, prevent legislation to dissolve community redevelopment areas (CRAs), and secure funding for resiliency projects, to name a few. We are not only Tampa Bay residents, but we are specifically embedded within the Pinellas County community. We represent, and have been successful for, many of your allies, including AMPLIFY Clearwater, Habitat for Humanity Tampa Bay Gulfside, Clearwater Ferry, Neighborly, HCA Healthcare, Johns Hopkins All Children's Hospital, Man Up & Go, Boley Centers, Agency for Community Treatment Services, and Charter Communications, to name a few. We know the difference between North and South County and the resources each area provides, understand your traffic challenges because we experience them every day, appreciate the growth opportunities available for your downtown areas, and recognize the economic and tourism driver your beaches are for our entire region and the need to support the tourism workforce.

We are proud to share with you a sampling of our successes for local government entities over the last few Legislative Sessions.

Palm Beach County - Our firm is honored to be part of a team of lobby firms who have represented Palm Beach County for the last 20 years. Over the last two decades, we have worked with the Palm Beach County delegation, as well as House and Senate leadership, to acquire millions in funding for Palm Beach County projects. In the last 5 years alone, we have led efforts and achieved the following specific to the budget:

- \$400,000 for the Palm Beach County Fire Rescue Bunker Gear Contamination in 2020
- \$400,000 for the Palm Beach County Fire Rescue Diesel Exhaust System Installation in 2020
- \$500,000 for the Scripps Research Molecular Imaging Center in 2020
- \$363,650 for the South Indian River Water Control District Section 7 Drainage Project in 2021
- \$750,000 for the Everglades Restoration Agricultural Community Employment Training program, despite the project not being funded in either the House or Senate original proposed budgets, and \$1,700,000 in 2022
- \$500,000 for RESTORE Ex-Offender Reentry in 2020, plus \$500,000 in 2021, \$375,000 in 2022, \$500,000 in 2023, \$500,000 in 2024, and \$500,000 in 2025

County policy objectives are often an all-hands-on-deck approach, utilizing the Florida Association of Counties and the strengths of each individual county's relationships. However, we can confidently say that our team of four lobbyists has led, or single-handedly, secured numerous policy wins for Palm Beach County throughout our decades of service. Most recently, these have included a public records exemption for City and County attorneys passed in 2024 and increased independent purchasing power for county-owned airports passed in 2023.

Throughout the last two years, we have taken the lead role in obtaining a long-term funding solution for County Road 880, a pivotal road in Palm Beach County connecting the agriculture industry to commercial outlets that service the entire state. The costs of repairing the road are immense. Working directly with Senate President Ben Albritton, we secured language in the Department of Transportation package in 2024 to create a farm-to-market road grant program, setting the stage for a long-term funding solution. In 2025, we built upon that work and working directly with the Senate President on language that was amended into his priority bill, Rural Renaissance, creating a program to provide approximately \$90 million to County Road 880 over a six-year period. While Rural Renaissance ultimately did not pass this Session, we are committed to collaborating with President Albritton to see the issue through to completion in 2026.

Manatee County - Just prior to the 2022 Legislative Session, our firm was brought on board as the sole lobbying firm representing Manatee County at the state level. As the Tampa Bay region has continued to grow, so has Manatee County, creating a significant need for funding to support economic development through transportation and environmental resources. The County's primary focus with the Legislature has been through the appropriations process. Our efforts have directly resulted in Manatee County obtaining substantial funding each year of our

representation. As the only firm advocating for such a large County, this is no easy feat. However, we have proven our abilities to navigate the competitive state budget process by utilizing the strength of Manatee County's delegation members, such as future Senate President Jim Boyd and House State Affairs Committee Chair Will Robinson, to actively advocate for the County's priorities. By leveraging close relationships with past and present appropriations chairs, including Representative Lawrence McClure and Senator Ed Hooper, funding for numerous Manatee County's projects has been finalized in the budget and signed by the Governor.

In addition, each Session, Manatee County brings a large contingency to Tallahassee, including members of both the commission and administration. We facilitate a robust agenda during their visit, featuring members of their delegation, House Speaker, Senate President, chairs of House and Senate committees governing their interests, Department of Transportation, Department of Commerce, Department of Environmental Protection, Department of Children and Families, Governor's Office of Policy and Budget, and the Executive Office of the Governor. These meetings provide Manatee County with the opportunity to not only highlight their current year's legislative agenda, but to provide more background on appropriations requests, emerging regulatory issues, or implementation of previous legislation.

- \$23,000,000 for Rattlesnake Key in 2022
- \$7,500,000 for the Moccasin Wallow Road Expansion, Segment 2 in 2022
- \$2,500,000 for the Pedestrian Overpass over US 41 in 2022
- \$950,000 for Water Quality Improvement with Native Oysters and Clams in 2022
- \$900,000 for the Palmetto Green Bridge Fishing Pier Replacement in 2022
- \$3,000,000 for Fort Hamer Bridge Design and Permitting in 2023
- \$2,500,000 for Fort Hamer 4-Lane Design in 2023
- \$4,000,000 in 2023 and \$1,000,000 in 2024 for 44th Avenue East Connection
- \$2,500,000 for 51st Street West Extension in 2023
- \$8,000,000 for Moccasin Wallow Road Expansion Segment 3 in 2023
- \$6,000,000 for Moccasin Wallow Road Expansion Segment 5 in 2024
- \$1,200,000 for State Road 64 PD&E Study in 2024

Hillsborough County Sheriff's Office - Our team was first engaged in the final days of the 2020 Legislative Session to obtain funding for a top priority of the Hillsborough County Sheriff's Office (HCSO), prior to the 2021 National Football League (NFL) Super Bowl in Tampa. Working directly with the Senate President, we secured over \$540,000 for an Explosive Ordinance Disposal Team Response Vehicle in our first Session, and we have been successful on their behalf every year since. Through our work, Hillsborough County delegation members like Representatives Lawrence McClure, Traci Koster, and Danny Alvarez, in addition to Senators Danny Burgess and Jay Collins, have become staunch advocates for HCSO's initiatives contributing to the achievements at the state level.

On the policy side, we have spearheaded multiple adjustments to the Florida Retirement System (FRS) to benefit the law enforcement workforce, engaging the House Speaker and Senate President as needed to push the policies through to the Governor's desk. Most recently, we worked with Representative Koster and Senator Burgess to pass legislation in 2025 adjusting criminal charges related to deaths caused by drug distribution.

- \$540,000 for an Explosive Ordinance Disposal Team Response Vehicle in 2020
- \$575,000 for a Port Tampa Safe Boat in 2021
- \$2,000,000 for a K9 Training Unit to serve the Tampa Bay region in 2022
- \$2,000,000 to complete the K9 Training Unit for the Tampa Bay region in 2023
- \$7,500,000 for a helicopter to serve the Tampa Bay region in 2024 and an additional \$7,750,000 in 2025

City of Clearwater - Our firm was honored to be selected by the City of Clearwater as their new lobby firm in 2024. After a year of back-to-back hurricanes, the City's legislative agenda was immense in our first year of representation. We quickly got to work, engaging the Pinellas County delegation and securing their buy-in on the City's legislative

agenda. We worked with the City's staff to identify funding goals, strategize on projects with the highest likelihood of success, secure sponsors, and work with House and Senate leadership to obtain funding in the budget. We are proud to say that in our first year of representation, Clearwater received \$6 million in appropriations projects in the budget signed by the Governor. In addition, we worked with Senator Ed Hooper and Representative Kim Berfield to incorporate back-of-the-bill budget language transferring a parcel of state land to the City, which will be used for economic development in their North Greenwood CRA.

- \$3,000,000 for Living Seawalls in 2025
- \$3,000,000 for North Beach Stormwater Improvement Project in 2025

On the policy side, we worked with the Senate President's Office to combat harmful legislation which would have effectively sunset the City's two CRAs. We elevated the City's voice on the issue, providing feedback to the President's Office which resulted in amendments to the Senate bill (Senate Bill 1242) to address concerns and later the bill ultimately died. When a harmful amendment was added to Senator Nick DiCeglie's emergency management bill (Senate Bill 180) which would have required extensive and costly inspections of municipal stormwater systems, we worked directly with the bill's House sponsor, Representative Fiona McFarland, on compromise language to alleviate the impact to the City. To address a local beach access issue, we worked with Senator DiCeglie and committee staff on amendment which was included in a Department of Transportation package (Senate Bill 462). Further, defensively, we successfully defeated a claims bill filed against the City which would have cost them more than \$16 million. Finally, we also facilitated the City's first stand-alone Hill Day in Tallahassee, which offered their councilmembers and city manager the opportunity to have robust conversations with not only the Pinellas County delegation, but Chairs of committees who oversaw the issues impacting the City's interests.

Funding Successes Within Pinellas County

Each year, we work to secure millions of dollars in appropriations and grant funding on behalf of our clients, in every budget category at both the state and regional levels. Our funding successes have helped to benefit law enforcement agencies, criminal justice workforce re-entry programs, water and sewer improvement projects, affordable housing programs, flood mitigation efforts, higher education capital outlay, performing arts centers, and countless other areas. Every budget year is different, and we expect the next few to continue to be challenging based upon expected state revenues. Engaging a lobbying firm with the right relationships, and ability to offer behind-the-scenes navigation of the budget process, will be extremely important when looking to obtain state funding.

Beyond our extensive work successfully representing local government entities, we have had the honor of securing funding for countless other projects directly and indirectly benefiting Pinellas County. We have highlighted a few of those examples in the last 5 years below.

American Flood Coalition

Funding for the Resilient Florida Statewide Flooding and Sea Level Rise Resilience Plan as follows:

- \$225,000,000 in 2024
- \$150,000,000 in 2025

As the lobbying firm representing the entity leading promotion and further development of the Resilient Florida program for the last two Sessions, we also secured \$20,000,000 each year in 2024 and 2025 for Resilient Florida Planning Grants and \$5,500,000 each year in 2024 and 2025 for the Florida Flood Hub for Applied Research and Innovation based at the University of Florida St. Petersburg. In addition, we led efforts in 2024 to expand and improve the Resilient Florida program through the Department of Environmental Protection's legislative package, House Bill 1557, which was signed into law by the Governor.

Clearwater Ferry

- \$1,000,000 for Pinellas County Water Transportation in 2023

HCA Healthcare

- \$5,000,000 for the Private College and University Nursing Education Grant Program, benefitting Galen College of Nursing in St. Petersburg in 2024

Habitat for Humanity Tampa Bay Gulfside

- \$2,000,000 for 92 affordable homeownership units in Pinellas and Pasco Counties in 2023

In 2025, we passed legislation within the tax package, House Bill 7031, which extends a Live Local affordable housing property tax exemption to homeowners in a 99-year land lease for property owned by a housing finance authority. This is a unique scenario that specifically applies to, and benefits, homeowners in Pinellas County.

Johns Hopkins All Children's Hospital

- \$450,000 for the Patient Academics Program in 2020
- \$84,886,650 for increased rate payments to specialty licensed children's hospitals in 2022, 2024 and 2025
- \$139,179,488 for increased rate payments to specialty licensed children's hospitals in 2023
- \$30,000,000 for pediatric cancer research in 2025
- \$1,181,581 for Relocation of the Blood Bank and Stat Lab in 2025

Our firm is honored to represent three of the four specialty licensed children's hospitals in Florida. Due to this, and because of our strong relationships with House and Senate leadership, we have led all efforts associated with obtaining funding for the specialty licensed children's hospitals.

Man Up and Go

- \$500,000 for Diversion, Mentoring, and Wraparound Services for Trauma-Impacted Youth in 2023
- \$499,247 for Services for Youth Impacted by Fatherlessness in 2024
- \$499,744 for Services for Youth Impacted by Fatherlessness in 2025

Montrose Environmental

Funding for the Department of Environmental Protection's Petroleum Tank Clean-Up Program as follows:

- \$125,000,000 in 2020
- \$75,000,000 in 2021
- \$180,000,000 in 2022
- \$195,000,000 in 2023
- \$220,000,000 in 2024
- \$195,000,000 in 2025

Neighborly

- \$2,000,000 for a new headquarters facility in Pinellas County in 2022, plus an additional \$1,000,000 in 2023
- \$1,000,000 to serve additional seniors in Pinellas County with home delivered meals in 2024
- \$750,000 to serve additional seniors in Pinellas County with home delivered meals in 2025

References.

Client References

Palm Beach County

Kasey Denny
Director of Intergovernmental Affairs
(954) 495-6333
kdenny@pbcgov.org

Manatee County

Brent Anderson
Government Relations Manager
(941) 748-4501
Brent.anderson@mymanatee.org

Hillsborough County Sheriff's Office

Thomas St. John
Undersheriff
(813) 363-3109
tstjohn@hcsso.tampa.fl.us

City of Clearwater

Jennifer Poirrier
City Manager
(727) 562-4040
Jennifer.poirrier@myclearwater.com

Elected Official References

Senator Ed Hooper
Chair, Appropriations Committee
(727) 771-2102
Hooper.ed@flsenate.gov

Representative Lawrence McClure
Chair, Budget Committee
(813) 730-8600
Lawrence.mcclure@flhouse.gov

Senator Nick DiCeglie
Chair, Appropriations Committee on Transportation,
Tourism and Economic Development
(727) 563-1910
Diceglie.nick@flsenate.gov

Representative Adam Anderson
Chair, Health Care Facilities and Systems
Subcommittee
(727) 382-8300
adam.anderson@flhouse.gov

Senator Jim Boyd
Majority Leader
Senate President-Designate
(941) 742-6445
Boyd.jim@flsenate.gov

Representative Sam Garrison
Chair, Rules Committee
House Speaker-Designate
(904) 375-3300
sam.garrison@flhouse.gov

Bruce Rector
Mayor
City of Clearwater
(727) 562-4050
Bruce.rector@myclearwater.com

Chad Chronister
Sheriff
Hillsborough County
(813) 247-8000
cchronis@hcsso.tampa.fl.us

Meet Our Team.

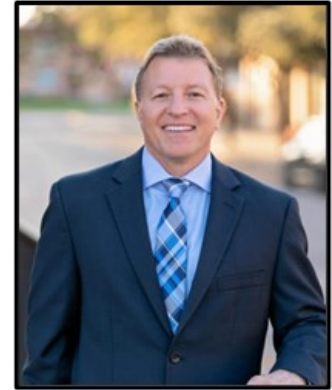
Jeff Johnston | President & Partner

Through years of hard work and dedication, Jeff has risen to become one of the most powerful lobbyists in Tallahassee. His expertise in the legislative, budgetary, and political process has become widely respected by legislators and staff alike and has allowed him to deliver remarkable results for clients.

Jeff's leadership, competitive spirit, and understanding of Florida's business industries has been instrumental in providing strategy and direction to Florida's largest, most recognized businesses. He has proven himself to be a thoughtful leader and partner with a proven track record of delivering strategic solutions for complex issues. His close and extensive relationships allow him to access legislators and members of the executive branch in a way unequivocal to others.

When not in Session, Jeff can be found traveling throughout the state, participating in fundraising and political party events on behalf of the firm and its clients. He is sought after by clients, legislators, and candidates alike to consult on campaign and fundraising strategies, with the understanding that his and the firm's support will open doors in Tallahassee.

Jeff was born in Smithtown, New York, raised in Tampa Bay and received his business management degree from Saint Leo University. He and his wife, Cristina, have two daughters, Juliana and Jasmine, and reside in Tampa. Jeff serves on the board of Balanced Life Warriors, a not-for-profit that works with veterans suffering from PTSD, and More Transplants More Life. He is also a past board member of the Tampa Bay Chamber of Commerce. In 2018, he received second place in Florida Politics' list of Best Lobbyists in Florida.



Bachelor of Arts, Business Management, Saint Leo University (1988)

2019 - Present: President & Partner, Johnston & Stewart Government Strategies

Tampa and Tallahassee, FL

- Leads all advocacy and strategy endeavors for the firm
- Responsible for overall operation of the firm, offices, and staff members
- Identifies and executes appropriate strategies through which to pursue budgetary and legislative priorities
- Responsible for firm's fundraising activities
- Represents the firm's clients before local government, state government, and executive branch of government
- Testifies on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Assists in the drafting and coordination of legislation and amendment language
- Works with clients in the creation of legislative agendas
- Builds relationships between elected officials and clients

- Develops coalitions and works with opposing efforts to mediate workable solutions
- Provides inclusive consulting, strategy development, and recommendations for navigating the political and governmental processes

2005 - 2019: Managing Partner, Corcoran & Johnston Government Relations

Tampa and Tallahassee, FL

- Responsible for overall operation of the firm, offices, and staff members
- Directed all advocacy efforts for the firm
- Led political strategy discussions for the firm
- Responsible for firm's fundraising activities
- Represented the firm's clients before local government, state government, and executive branch of government
- Testified on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Participated in the drafting of legislation and amendments
- Worked with clients in the creation of legislative agendas
- Provided inclusive government consulting for all clients

Honors and Awards

Inauguration Committee Member, Governor Ron DeSantis

2018 Best Lobbyist in Florida, Runner-Up, Florida Politics

Past Board Member, Tampa Bay Chamber of Commerce

Balanced Life Warriors, Board Member

More Transplants, More Life, Board Member

Amanda Stewart | Chief Executive Officer & Partner

Amanda offers more than 20 years of engagement within the legislative process and can attribute her countless career successes to her understanding of Florida's political processes, as well as her ability to leverage numerous long-term and statewide relationships. Her experience has given way to significant victories in both policy and budget at the state level on behalf of clients.

As a Floridian since the age of four, and a career immersed in local and state government and politics, Amanda's impressive network of relationships with the legislature and executive branches are abundant and understanding of Florida's stakeholders is thorough. She is proficient in guiding legislation and amendments and directing communication to elected officials and staff. This is in addition to her mastery of the budget process and ability to direct funding projects, producing hundreds of millions of dollars in funding for clients over the years.

Amanda has an extensive, insider knowledge of the legislative process, having served as Senior Legislative Aide to a former State Representative and Chair of Education Committees. She has directed policy, presented bills, led appropriations, guided communication, operated as an external liaison, and also served as staff alongside current legislators. Outside of the legislative process, Amanda has been an integral part of both local and state campaigns, consulting on grassroots advocacy and funding strategies.

Amanda was born in New Jersey, raised in Tampa Bay and is an alum of Florida State University. She is married to Abe and is the proud mother to their son, Cole, and daughter, Mila. She was named one of the 20 Rising Stars in Florida Politics in 2015.



Bachelor of Science, Political Science, Florida State University (2002)

2019 - Present: Chief Executive Officer & Partner, Johnston & Stewart Government Strategies

Tampa and Tallahassee, FL

- Leads all advocacy and strategy endeavors for the firm
- Responsible for overall operation of the firm, offices, and staff members
- Represents the firm's clients before local government, state government, and executive branch of government
- Identifies and executes appropriate strategies through which to pursue budgetary and legislative priorities
- Responsible for firm's fundraising activities and clients' political contribution strategy development
- Assists in the drafting and coordination of legislation and amendment language
- Works with clients in the creation of legislative agendas
- Builds relationships between elected officials and clients
- Develops coalitions and works with opposing efforts to mediate workable solutions
- Provides inclusive consulting, strategy development, and recommendations for navigating the political and governmental processes

2015 - 2019: Partner, Corcoran & Johnston Government Relations

2009 - 2015: Associate, Corcoran & Johnston Government Relations

Tampa and Tallahassee, FL

JOHNSTON & STEWART GOVERNMENT STRATEGIES

- Assisted in overall operation of the firm, offices, and staff members
- Assisted in all advocacy and strategy efforts for the firm
- Responsible for firm's and clients' political contribution strategy development
- Represented the firm's clients before local government, state government, and executive branch of government
- Testified on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Participated in the drafting of legislation and amendments
- Responsible for the firm's intern program
- Responsible for the overall creation, planning and execution of clients' Days at the Capitol
- Worked with clients in the creation of legislative agendas and provided policy and budgetary recommendations
- Assisted in the preparation of all appropriations documents and forms mandated by the Florida Legislature
- Provided inclusive government consulting for all clients

Honors and Awards

2025 Golden Rotunda Award for Best Lobbying Duo, Influence Magazine

2021 and 2023 Golden Rotunda Award for Best Boutique Lobbying Firm, Influence Magazine

Inaugural List of Rising Stars in Florida Politics, Influence Magazine

Anita Berry | Senior Government Consultant

With more than a decade of experience, Anita brings a background in healthcare, business development and community relations to the firm. Combining her expertise and network of local relationships, she has proven adept at quickly learning client issues and navigating Florida's political process to bring success on behalf of clients. Her proficiency in business development and community relations has helped to facilitate numerous strategic partnerships with private-sector companies, non-profit organizations, and governmental agencies throughout her career.

Anita previously served as the Government and Corporate Relations Manager for Johns Hopkins All Children's Hospital in St. Petersburg, after relocating from Johns Hopkins Medicine in Baltimore as part of the hospital integration in 2012. At Johns Hopkins All Children's Hospital, Anita managed government relations activities at the local, state, and federal levels, working to successfully advocate for the hospital's policy and budgetary agenda. Accordingly, she has an extensive understanding of health care policy and has built relationships at all levels of government throughout the Tampa Bay region.

Anita began her career as a legislative assistant for a mental health organization in Washington, D.C. Born and raised in Maryland, she received her degree in communications from Susquehanna University and holds a Master of Public Administration from Rutgers University. She and her husband, Ben, live in St. Petersburg with their daughter, Laureline, and two dachshunds.

Anita has served on the Board of PACE Center for Girls Pinellas, as well as on the respective policy committees for the Tampa Bay Chamber of Commerce, St. Petersburg Chamber of Commerce, and AMPLIFY Clearwater. She was named a 2019 30-Under-30 Rising Star in Florida Politics.



Master's in Public Administration, Rutgers University (2017)

Bachelor of Arts, Public Relations, Susquehanna University (2010)

2019 - Present: Senior Government Consultant, Johnston & Stewart Government Strategies

Tampa and Tallahassee, FL

- Represents the firm's clients before local government, state government, and executive branch of government
- Identifies and executes appropriate strategies to pursue budgetary and legislative priorities
- Assists firm's fundraising activities and clients' political contribution strategy development
- Assists in the drafting and coordination of legislation and amendment language
- Builds relationships between elected officials and clients
- Assists in building coalitions and works with opposing efforts to mediate workable solutions
- Assists in the preparation of all appropriations documents and forms mandated by the Florida Legislature
- Responsible for the overall creation, planning and execution of clients' Days at the Capitol
- Testifies on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Leads local Tampa Bay area lobbying efforts for the firm
- Provides inclusive consulting, strategy development, and recommendations for navigating the political and governmental processes

2016 - 2019: Associate, Corcoran & Johnston Government Relations

Tampa and Tallahassee, FL

- Represented the firm's clients before local government, state government, and executive branch of government
- Testified on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Participated in the drafting of legislation and amendments
- Assisted with the firm's intern program
- Assisted in the overall creation, planning and execution of clients' Days at the Capitol
- Worked with clients in the creation of legislative agendas and provided policy and budgetary recommendations
- Assisted in the preparation of all appropriations documents and forms mandated by the Florida Legislature

2012 - 2016: Government and Corporate Relations Manager, Johns Hopkins All Children's Hospital

St. Petersburg, FL

- Oversaw government relations initiatives for the hospital on the local, state, and federal levels, ensuring children's health priorities were reflected in legislative and regulatory decisions
- Led the identification, analysis, and tracking of relevant policy issues, including engaging stakeholders and elected officials to convey impacts to the hospital
- Advocated with state legislative leadership to successfully advance the mission of the hospital and raise awareness for specialty children's hospitals throughout Florida, including protection of vital state funding and consideration of the unique impact of healthcare policy on pediatrics
- Managed relationships with a team of third-party lobbyists, in addition to the Johns Hopkins Medicine federal affairs team, Children's Hospital Association, Florida Hospital Association, and Safety Net Hospital Alliance to ensure a synchronized approach on issues
- Regularly consulted with a national network of professionals to identify legislative and regulatory trends in other states and determine an appropriate strategy in Florida
- Utilized an internal hospital advocacy council to review progress on legislative priorities, discuss additional priorities, and monitor value creation from past and current advocacy efforts
- Cultivated and managed relationships with state and local officials, regulatory agencies, and community organizations, including participating on various public policy boards, representing the hospital at external functions, and targeting key leaders for hospital tours or meetings

Honors and Awards

Board Member and Public Policy Committee Member, AMPLIFY Clearwater

2019 30-Under-30 in Florida Politics, Influence Magazine

Past Board Member, PACE Center for Girls Pinellas

Past Public Policy Committee Member, St. Petersburg Chamber of Commerce

Past Public Policy Committee Member, Tampa Bay Chamber of Commerce

Lauren Lange | Government Consultant

Lauren brings over eight years of experience in the public sector, serving in both state and federal government capacities.

Most recently, Lauren served as the Health and Human Services Policy Chief in the Executive Office of Florida Governor Ron DeSantis. In this role, she oversaw the implementation of a portfolio of healthcare policy priorities within six state agencies for the Governor, while also advising and delivering briefings on pending healthcare legislation and initiatives. Prior to that, she acted as the Special Projects Coordinator, helping to advance the Governor's policy priorities and work on a wide range of complex policy issues including local government initiatives, healthcare, higher education, insurance reform, appropriations, and immigration policy.



Before joining the Governor's Office, Lauren served as a Legislative Assistant to former Senate Majority Leader Debbie Mayfield and as an Office Aide to former Representative Frank White. She provides additional experience through her time with the Children's Bureau at the U.S. Department of Health and Human Services and in Legislative Affairs at the Florida Department of Children and Families. This work has led her to have both a thorough understanding of the legislative process, and valuable insight into child welfare and healthcare policy.

Lauren is a proud graduate of Florida State University where she received both her Master's in Public Administration and her Bachelor's in Political Science and Sociology. She serves on the Whole Child Leon's Board of Directors and was named a 2022 30-Under-30 Rising Star in Florida Politics.

Master's in Public Administration, Florida State University (2019)

Bachelor of Science, Political Science and Sociology, Florida State University (2017)

July 2024 - Present: Government Consultant, Johnston & Stewart Government Strategies

Tallahassee, FL

- Represents the firm's clients before local government, state government, and executive branch of government
- Strategizes and advocates for the best avenues to secure budgetary and legislative priorities for clients
- Assists in the drafting and coordination of legislation and amendment language
- Builds relationships between elected officials and clients
- Assists in the preparation of appropriations documents and forms mandated by the Florida Legislature
- Helps plan and execute clients' Days at the Capitol
- Provides consulting, strategy development, and recommendations for navigating the political and governmental processes
- Engages with clients on the creation of legislative agendas

August 2020 - July 2024: Executive Office of the Florida Governor, Office of Policy and Budget

Tallahassee, FL

Policy Chief, Health and Human Services

- Supervise, coordinate, and advise on all pending legislation, policy analysis, legislative bill tracking, and legislative member communication within the HHS unit
- Provide direct coordination and oversight of the HHS Unit's six state agencies' legislative priorities and policies (state agencies include AHCA, DCF, DOH, APD, DOEA, and DVA)

- Prepare and deliver legislative briefings to the Governor and senior staff on health and human services initiatives that include, but are not limited to, child welfare, Medicaid, substance misuse, access to quality care, mental health, public health threats, homelessness, veterans, developmental disabilities, and healthcare providers
- Assist in formulating, assessing, prioritizing, and making policy recommendations
- Draft legislation, amendments, executive orders, and state agency directives for the Chief of Staff and the Governor
- Act as the OFARR Delegate and review all rules for each of the HHS agencies
- Assist the First Lady with major HHS initiatives
- Oversee implementation of all policy initiatives to ensure follow through and collaboration between the executive branch, state agencies, and legislators
- Provide coordination, response, and recovery assistance for major disasters
- Supervise research and development of reports

Special Projects Coordinator

- Draft legislation, amendments, executive orders, and state agency directives for the Chief of Staff and the Governor
- Prepare and deliver legislative briefings to the Governor and senior staff
- Monitor and coordinate the progress of priority legislation throughout the legislative process
- Collaborate with Communications, External Affairs, Legislative Affairs, the General Counsel's office, and other senior staff members on the Governor's key policy announcements and related events across the state
- Organize and oversee implementation of all policy initiatives to ensure follow through and collaboration between the executive branch, state agencies, and legislators

Policy and Special Projects Analyst, Health and Human Services

- Create and develop policy initiatives to advance the Governor's priorities
- Develop and edit bill one pagers, committee notes, presentations, and briefing documents
- Write, track, and review proposed and filed legislation
- Coordinate the completion of health and human services related special projects
- Meet with key stakeholders, agency staff, and lobbyists on all health and human services related topics
- Assist the First Lady of Florida with her health and human services initiatives
- Review all health and human services related proclamations

Budget Management Analyst

- Assist in creating the Governor's Recommended Budget
- Review agency's Legislative Budget Reports and analyze their priorities
- Data entry into the legislative appropriation system and public budgeting subsystem mainframe and website
- Analyze budget and policy requests on behalf of the Florida Governor
- Track and review legislation and create briefing documents

January 2020 - April 2020: Legislative Assistant, Senator Debbie Mayfield, Florida Senate

Tallahassee, FL

- File, track, and oversee all local funding initiative requests for the FY 2020-2021 Florida Budget appropriation process
- Perform extensive background research on a bill or appropriation request in working it through the committee process
- Prepare speeches, letters, summaries, talking points, reports, and informational memoranda for the Senator

- Manage the Senator's calendar and schedule appointments
- Staff the Senator at events and press conferences
- Meet with constituents, lobbyists, and other stakeholders to share concerns, identify key issues for the district, and gather information regarding appropriations or policy requests
- Assist in preparing and distributing press releases, newsletters, social media content, and other public information data
- Advise and brief the Senator on legislation, budget requests, and projects in her district
- Respond to constituent concerns/inquiries by seeking solutions to problems or facilitating in the communication with the appropriate state agencies
- Assist in managing the office and all functions related to overseeing an intern

September 2019 - January 2020: Child Welfare Management Assistant, U.S. Department of Health and Human Services

Washington, D.C.

- Support a variety of initiatives that empower families, individuals, and grantees, and improve access to services to create strong, healthy communities and to establish a standard of care for youth in the child welfare system
- Work closely with the Children's Justice Act Grantees, State Liaison Officers, and the Hotline, Intake and Screening Managers in managing their grants and creating webinars and other supportive resources for these constituencies
- Act as a Children's Bureau Representative at cross-department initiatives, events, and task force meetings like ACF's Early Childhood Collaborative and the Federal Interagency Task Force on Missing and Exploited Children
- Conduct projects either individually or in collaboration with Agency staff on issues concerning ACF programs, strategically reviewing findings and developments for the Agency and their mission
- Support logistics for grantee kickoff meetings, annual meetings, budgets, and summits
- Provide direct administrative, procedural, and informational resource assistance and support to ACF program staff
- Produce, review, and edit social media content to ensure consistency with the Department's branding
- Develop content and draft written materials for manuals, trainings, educational resources, social media content, talking points, information memoranda, and identify data inconsistencies
- Aid the Director of Regional Programs for the Children's Bureau in the creation of a survey to manage training resources and data collection

August 2018 - May 2019: Legislative Affairs Staff Assistant, Florida Department of Children and Families

Tallahassee, FL

- Assist legislators, elected officials, and their staff with constituent issues pertaining to programs that are either provided by or overseen by the Department
- Review and analyze all Legislatively Mandated Reports
- Collect and analyze program and budget data and assist in the review and analysis of legislation, research materials, and other information related to assigned child welfare and health policy subject areas
- Organize meetings between Department leadership and key legislators, elected officials, their staff, senior stakeholders, and influencers to prioritize legislative requests for the Department
- Track and handle all requests and inquiries from legislators, elected officials, and their staff and coordinate review across teams to ensure consistent messaging with the Department's mission and values
- Draft and develop written testimony for bill hearings and strategies for bill advancement
- Create and maintain program information briefs, materials, and other resources for use with legislators, elected officials, and their staff
- Assist with coordination of the Florida Children and Youth Cabinet and strategize for its future

May 2018 - August 2018: Finance Assistant, Ron DeSantis for Governor Campaign

Tallahassee, FL

- Research and compile data on donor history, Florida legislative topics, and fundraising trends
- Track/file/report incoming contributions for a statewide campaign and identifying data inconsistencies
- Fundraise in order to support the campaign and the vision of the candidate
- Plan, strategize, and oversee successful fundraising events across the state with individual donations of up to \$500,000 and create strong working relationships with key stakeholders around the state and nation
- Edit and create publications and talking points for emails, flyers, graphics, social media content and event introductions

September 2017 - March 2018: Office Aide, Representative Frank White, Florida House of Representatives

Tallahassee, FL

- Fill out and file appropriation requests
- Analyze, track, and research bills and create talking points
- Draft and develop speeches, talking points, and questions for bill hearings
- Help start and oversee the Technology Caucus
- Coordinate site visits, tours, and district events for the Representative
- File amendments to legislation
- Creative initiatives to ensure constituents stay informed through social media accounts (Facebook, Twitter, Instagram)
- Facilitate meetings with lobbyists, constituents, and other stakeholders to ensure their voice is heard and reflected in policies

Honors and Awards

Board Member, Whole Child Leon

2022 30-Under-30 in Florida Politics, Influence Magazine

Sarah Lowry | Legislative Coordinator

Sarah brings a strong foundation in legislative processes and public sector experience, leveraging her academic and professional background in American politics and policy.

Previously, she contributed as the Head Intern here at Johnston & Stewart, where her attention to detail and report-crafting skills provided clients with clear, actionable insights on legislative developments. Her efforts to refine and elevate client communications were recognized for setting a high standard in quality and clarity.

Sarah has also served in the Executive Office of the Governor, working within the Citizen Services Office to ensure responsive and organized constituent relations for Governor Ron DeSantis. Her early career experience includes an internship with the Florida House of Representatives, where she supported Representative Allison Tant by managing constituent communications.

Sarah graduated summa cum laude from Florida State University with a Bachelor's degree in Communication and Digital Media Studies and a minor in Political Science. She also has her Master's in Applied American Politics & Policy. During her time at FSU, Sarah was a member of Zeta Tau Alpha and Tallahassee's Chapter of the Florida Public Relations Association.

A particularly important role for Sarah is the tracking of bills filed in the Florida Legislature and informing our team and clients about bills that could potentially be impactful. She also supports the team with policy review, monitoring committee hearings, client communication and reports.



Master's in Applied American Politics and Policy, Florida State University (2025)

Bachelor of Science, Communication and Digital Media Studies, Florida State University (2023)

September 2024 - Present: Legislative Coordinator, Johnston & Stewart Government Strategies

Tallahassee, FL

- Manage bill and appropriation tracking using internal systems, spreadsheets, and LobbyTools to monitor client priorities
- Monitor bill filings, amendments, appropriations, and media coverage to identify opportunities and risks for clients
- Plan and execute client "Day on the Hill" events, ensuring smooth coordination and impactful engagement
- Oversee the firm's internship program, including recruiting, training, managing interns, and distributing reports to clients
- Lead all external communications for the firm, including social media, Mailchimp campaigns, and website updates
- Support state lobbying efforts, including preparing materials and serving as a liaison to legislative offices for bill and amendment filings
- Assist with local lobbying initiatives by tracking local government agendas and issues relevant to clients
- Conduct policy research and analysis to advance client goals and inform strategic decisions.

October 2023 - March 2024: Head Intern, Johnston & Stewart Government Strategies

Tallahassee, FL

- Produced concise, insight-driven reports summarizing legislative committee meetings, delivering timely and relevant updates to clients on policy developments impacting their interests
- Led improvements in intern reporting standards by implementing revisions that enhanced clarity, consistency, and the communication of key findings
- Recognized for exceptional work ethic and attention to detail, contributing to the overall quality and professionalism of client-facing materials

March 2023 - May 2023: Intern, The Fiorentino Group

Tallahassee, FL

- Tracked legislation and monitored policy developments, preparing timely reports on committee meetings and bill progress to inform client strategy
- Accompanied clients to legislative committee meetings and actively participated in discussions with legislators and staff to support advocacy efforts and relationship-building

May 2022 - August 2022: Intern, Executive Office of the Governor

Tallahassee, FL

- Managed high-volume constituent correspondence in the Citizen Services Office for Governor Ron DeSantis, ensuring timely, accurate, and professional responses to public inquiries and concerns
- Logged and maintained detailed records of constituent communications in a centralized government database, supporting transparency and efficient issue tracking
- Processed and responded to over 200 letters and voicemails weekly, consistently exceeding productivity benchmarks while upholding quality and responsiveness standards

May 2021 - August 2021: Fellow, Florida House of Representatives

Tallahassee, FL

- Composed and distributed personalized letters to constituents on behalf of Representative Allison Tant (House District 9), recognizing civic achievements, academic honors, military service, and other notable contributions
- Maintained accurate constituent records and ensured timely correspondence aligned with the Representative's voice and office standards
- Collaborated with legislative and district staff to identify individuals for recognition, supporting positive community engagement and relationship-building
- Demonstrated strong writing, editing, and organizational skills, resulting in a full-time job offer upon completion of the internship

September 2021 - March 2022: Head Intern, Johnston & Stewart Government Strategies

Tallahassee, FL

Honors and Awards

Past Board Member, Florida Public Relations Association

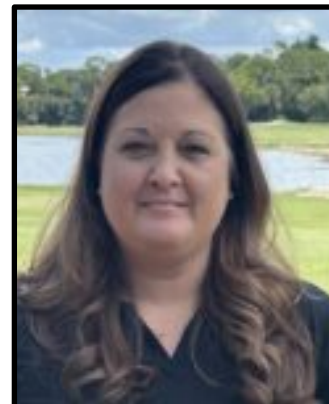
Jennifer Kocher | Director of Operations

Jennifer plays a key role in overseeing day-to-day operations and ensuring the seamless execution of strategic initiatives. With extensive experience in organization, scheduling, and communication, she excels in optimizing office operations and managing cross-functional teams. Jennifer has a proven track record in team building, training, and policy management, ensuring that all aspects of the organization's workflow align with its goals.

A detail-oriented leader, Jennifer brings strong skills in human resources, technology integration, and collaboration, enabling our team and our clients to thrive in a dynamic environment. With expertise in office management, data entry, and supporting senior executives, she ensures efficiency at every level of the organization. Additionally, as a certified notary, Jennifer is highly trusted in managing sensitive documentation with precision.

With a focus on fostering a positive and productive work culture, she is dedicated to driving success through effective operations, clear communication, and thoughtful leadership.

Jennifer was born in Miami, Florida but has spent most of her life in the Tampa Bay Area. She is married to her best friend TJ and is a proud mother to their two adult children, David (Alexandria) and Lauren (Zachery). Jennifer loves spending time with her family and friends, kayaking, boating, and simply gathering to enjoy each other's company.



August 2023 - Present: Director of Operations, Johnston & Stewart Government Strategies

Tampa, FL

- Manage daily administrative operations, including mail distribution, phone coverage, and office supply inventory
- Coordinate complex calendars and schedule internal and external meetings
- Arrange meeting logistics such as catering, venue reservations, and materials preparation
- Ensure timely submission of required filings, disclosures, and registrations
- Maintain and update comprehensive contact databases across Outlook, Mailchimp, and Excel
- Track and organize company expenses and political fundraising contributions
- Prepare mileage reimbursements and compile invoicing items for client billing
- Monitor news outlets and procurement portals for client-related updates and opportunities
- Draft and distribute legislative updates and Mailchimp communications to stakeholders
- Manage website content and updates to reflect current priorities and services
- Oversee general office condition and coordinate maintenance and repairs with vendors and property management

May 2022 - August 2023: Office Manager/Human Resources, BMI LLC

Dade City, FL

- Create and post job ads, schedule and interview potential candidates, hire/onboard, process and validate paperwork
- Review and process employee claims submitted for workers' compensation and Family and Medical Leave Act
- Interact professionally with customers and inside personnel, answering questions and responding to phone and email inquiries
- Explain company personnel policies, benefits and procedures to employees or job applicants

JOHNSTON & STEWART GOVERNMENT STRATEGIES

- Process financial documents, contracts, expense reports and invoices
- Explain expectations of a new employee, clocking in/out, reporting absences, etc.
- Payroll, accounts receiving, accounts payable, credit card management, schedule fieldwork and service calls
- Coordinate and schedule deliveries of new homes with project manager, factories and transport companies
- Review and approve the annual renewal of health benefit options, auto insurance/registrations, business insurances and license
- Report to FL Department of Revenue and other regulated entities
- Purchase new fleet auto/equipment and monitor tolls/traffic violations
- Discuss discipline consequences with employees and process paperwork
- Collaborate with administrative support to oversee calendars and prioritize meetings and appointments
- Automate office operations by managing client correspondence and data communications
- Organize and maintain documents, files and records
- Establish work procedures or schedules to organize daily work of administrative staff
- Engage with customers, address inquiries, handle meeting requests and answer billing questions to provide outstanding customer care
- Train employees on best practices and protocols while managing teams to maintain optimal productivity
- Update employee handbook and safety manual
- Build rapport with employees and customers and resolve any concerns quickly

February 2020 - May 2022: Office Manager/Human Resources, Irby Construction Company

Plant City, FL

- Coordinated and managed new hire/onboarding, orientation and paperwork validation
- Worked with Safety Department to ensure safety requirements were covered during orientation
- Monitored and provided driving reports on company vehicles, using GPS system
- Worked with IT team on any technology needs and issues
- Interacted professionally with customers and inside personnel, answering questions and responding to phone and email inquiries
- Explained company personnel policies, benefits and procedures to employees or job applicants.
- Collaborated with other departmental leaders to establish organizational goals, strategic plans and objectives
- Determined staffing requirements, interviewing, hiring and training new employees
- Reviewed contracts, regulations and procedural guidelines to verify comprehension and compliance
- Reviewed and processed employee claims submitted for workers' compensation and Family and Medical Leave Act. Worked with legal team as needed
- Facilitated delivery of HR services by establishing and maintaining positive relationships with teams and leadership across organization
- Conducted benefits administration for 900 benefit-eligible employees

September 2019 - February 2020: Student Support and Services/Human Resources, Pasco County Schools

Land O' Lakes, FL

- Ensure new hire documentation is completed correctly
- Handled sensitive employee and company information with highest level of confidentiality and discretion
- Supported top talent identification processes by interviewing candidates and executing onboarding, orientation and benefits processes
- Facilitated delivery of HR services by establishing and maintaining positive relationships with teams and leadership across organization
- Created and modified job descriptions within all departments
- Performed exit interviews to inform upper management of needed growth areas

July 2018 - September 2019: Executive Secretary to Superintendent of Schools, Pasco County Schools

Land O' Lakes, FL

- Scheduled meetings and sent invitations specifying time and location
- Anticipated leadership needs by preparing or gathering records, reports and correspondence
- Pleasantly welcomed visitors, answered phone calls and maintained front reception desk
- Set up workshops, conferences and meetings by scheduling and reserving rooms and preparing supplies
- Coordinated travel arrangements and completed expense reports for travel reimbursement
- Executed special objectives and projects in response to executive team and board member requests
- Participated in frequent communication with other administrative team members, human resources and finance department on special projects and events

November 2016 - July 2018: Help Desk/Trainer, Pasco County Schools

Land O' Lakes, FL

- Integrated a new information system into the county
- Trained school staff on new system and processed calls and help tickets
- Data entry of confidential information, test scores and teacher certifications
- Provided constructive feedback and positive reinforcement to keep trainees motivated
- Completed accurate and efficient data entry and database updates to support business operations
- Adhered to strict data confidentiality policies to prevent information leakage
- Communicated with coworkers regarding deadlines and project milestones

October 2010 - November 2011: Student Data Entry Operator, Pasco County Schools

Land O' Lakes, FL

- Scanned and stored files and records electronically to reduce paper files and secure data
- Input information into spreadsheets and company database to provide leaders with quick access to essential data
- Analyzed and processed current data records to provide detailed reports
- Maintained confidentiality of personal details by adhering to company regulations and requirements
- Provided administrative support to coworkers, taking on additional tasks during high-volume periods
- Greeted visitors and directed to appropriate location or person
- Processed documents and materials for dissemination to appropriate parties
- Anticipated leadership needs by preparing or gathering records, reports and correspondence

August 2006 - August 2010: Substitute Teacher, Pasco County Schools

Land O' Lakes, FL

- Requested as a long-term contracted substitute teacher based on excellent referrals and trusted performance
- Remained up to date with emergency procedures to keep students and staff safe in emergency events
- Prepared, administered and graded tests and assignments to evaluate student progress
- Built and strengthened positive relationships with students, parents and teaching staff
- Scheduled and held parent-teacher conferences to keep parents up to date on children's academic performance
- Met with administrators and department team members to work on curriculum planning and assessment methods
- Led students through safety procedures for active shooter and fire drills

Honors and Awards

State of Florida Notary

TAB 2: Approach.

Our responsibilities to our clients are year-round and we would start straightaway, by laying the groundwork for your agenda in preparation for the next Legislative Session. If engaged by Pinellas County, we would immediately form and begin to execute a strategy consisting of strengthening your existing relationships, building relationships with other key members of the Legislative and Executive branches, facilitating meetings, creating coalitions, helping with policy development, building stakeholder engagement, and forming grassroots networks. We are confident we can provide access to House and Senate leadership, the Office of the Governor, the Cabinet, and any executive agency you need to achieve success.

Our daily dedication to our clients is part of what sets us apart from other firms. Developing strategies, studying policies, securing sponsors, building coalitions, assisting in the drafting and filing of bills, and solidifying support is an ongoing process from which we believe lobbyists should never take a break. We will also work to provide you with updates on regulatory or legislative actions which may impact local governments.

House and Senate leadership are already at work beginning to develop their priorities for the 2026 Legislative Session. We will persistently work to identify and update Pinellas County of discussions that are taking place on issues that impact your legislative priorities, while utilizing this information to inform our strategy for pursuing your legislative and grant funding goals. We will also provide insider-knowledge on key political intel that could impact the fate of any legislative priority so we can more effectively avoid potential landmines.

As you know, once committee weeks begin, bills will begin quickly moving through the committee process. For that reason, we work tirelessly well before committee weeks start to educate legislators on our clients' priorities, move bills through the committee structure, line-up future amendments and have all our appropriations forms and information finalized and advocacy underway. We do this so that, when Session officially convenes, we have done everything possible to tee-up success for your priorities. At the agency level, we are constantly on the lookout for funding opportunities applicable to our clients and will send notification of solicitations immediately. We have also been successful navigating back channels with agencies for our clients, building partnerships and creating opportunities for funding that may not have been previously or publicly available.

Success in Florida can never be 100% guaranteed. But what we can promise is that our team will be 100% dedicated to executing the best strategy, leaving no stone unturned, and outworking our competition to produce the best results possible. We take the time to become well-educated on clients' issues by conducting extensive research on your priorities. We will have a multi-tiered strategy ready-to-go as soon as our engagement begins, and by employing our relationships, knowledge and proficiency in Florida government, we know we can be more successful for our clients than any other firm available.

Our Strategy

Our immediate goal is to elevate Pinellas County in the many voices representing local government interests, so your County is leaned on as an expert. When legislators are thinking of bills or when thought leaders are considering local government policy, we want Pinellas County to be on the top of their mind. Pinellas County should be a resource sought after for input, insight, and expertise in local government operations, well in advance of any decision being made that impacts your business. Going forward, our goal is to make Pinellas County the forerunner in any conversation impacting the operation of local governments.

To formulate our strategy for securing success on the state level, we will start with identification and prioritization of your agenda. We recommend immediately meeting with your team to identify key issues and targets to be pursued, including both policy and appropriations. We would seek to gain a greater understanding of the County's short and long-term goals, as well as a historical perspective on what has worked and what has not, where your team has relationships or where other relationships need to be developed. We believe utilization of a proactive approach is necessary and from the moment you engage with us, we are active in every step of the process for you.

When it comes to the Legislature, our inside-knowledge on political intel assists us with building an informed strategy that avoids potential landmines. In implementing our strategy, we will work aggressively to educate legislators on your priorities, move bills through the committee structure and line-up future amendments. Utilizing relationships to provide access and understanding current and future House and Senate leadership teams will be vital components to our state strategy.

We will be active in every step of the legislative process, from bill and amendment drafting, to securing or preventing bills from being placed on agendas, and actively advocating for or against each bill of interest throughout the process. Along the way, we will advocate with members of the legislature, stakeholders, the Governor's Office, and applicable state agencies to promote your priorities. Our goal is to ensure you stay positioned as the foremost expert on issues, so Pinellas County is continuously sought after when key policy and budget decisions are being made.

The appropriations process is ultra-competitive, particularly for local governments, as entities seek increasingly finite state resources. To rise above the noise, you must be relentless in your pursuit, and you must have the right relationships. Year after year, we guide our clients successfully through the appropriations process from providing strategic expertise on appropriations requests and advising on completion of House and Senate request forms, to identifying and securing legislative sponsors, obtaining funding in House and Senate proposed budgets, increasing funding throughout Budget Conference, and finalizing it with the Governor's signature.

We make it our responsibility to monitor, review and report on proposed legislation and budgetary items, prior to, throughout and after the Legislative Session. We provide real-time updates of legislation, news, press releases, calendars and committee actions during committee weeks and Session. We are on the ground in Tallahassee every day of committee weeks as well as Session, and we operate in a constant state of identifying and executing appropriate strategies through which to pursue your priorities and will actively and aggressively advocate for them, as well as against those that adversely affect the County.

Because there is often strength in numbers, we would seek to work in collaboration with other stakeholders whose priorities align with Pinellas County's. Those may include, but not be limited to, the Florida Association of Counties, Florida League of Cities, Pinellas County School Board, Pinellas municipalities and special districts, Visit St. Pete-Clearwater, local chambers of commerce and economic development corporations, regional transportation and planning entities, and numerous others. In addition, we will identify further partnerships with other interest groups who wish to promote the same priorities as the County and unify all stakeholders under a single voice.

Moving legislation and budget items across the finish line is not for the weary. As the final days of the Legislative Session wind-down, we keep fighting until the very end. We will remain in continuous communication with House and Senate leadership, our legislative champions, and key stakeholders, sharing information, gathering votes, defeating bad amendments, and passing good ones. We do everything in our power to make sure that when the handkerchiefs drop, your legislative goals have been met and are ready for the Governor.

On the agency side, we will conduct due diligence utilizing our contacts within the Governor's Office, Department of Transportation, Department of Environmental Protection, Division of Emergency Management, and in any other state agency needed. When pursuing legislative priorities, it can be helpful to have the buy-in of the Executive branch to help add support to the initiative, or to neutralize them when needed. Elevating Pinellas County's presence and rapport

with the Governor's Office and state agencies will be a key part of this work. To achieve our clients' goals, we meet with the Governor's Office and Executive branch early and often, so when bills get to the Governor's desk for signature, we have the best chance of success.

Our knowledge of the local and state legislative, administrative and regulatory processes allow us to seamlessly navigate Florida politics in an unrivaled manner. With decades of successful experience not only lobbying in Florida but effectively advocating government entities, we can leverage specific insights and understanding that will provide Pinellas County with a strategic path forward. We understand the agenda of the County and are committed to leveraging our expertise and relationships to successfully lobby on your behalf.

Staffing and Communication

Each member of our firm has years of experience in the Florida legislative process. Specific details of our experience and expertise are outlined within the resumes included in the RFQ response. Briefly, the length of our experience is as follows:

- Jeff Johnston, President & Partner – 19 years
- Amanda Stewart, Chief Executive Officer & Partner – 21 years
- Anita Berry, Senior Government Consultant – 13 years
- Lauren Lange, Government Consultant – 7 years

We take a true team approach when it comes to serving our clients. We believe that each person's relationships and expertise should be utilized to their fullest ability. It is this approach that allows us to be continually successful in Florida politics, and the proof is in the longevity of our relationships with our clients. Because each one of us works on every client, we are thoughtful when considering new clients and proactively work to avoid conflicts of interest.

To help streamline communication with clients, we typically designate a lead point of contact with our firm. We make it our priority to ensure our clients have the most up-to-date information as it relates to the progress of their legislative agenda. We strive to ensure that not a day goes by when you do not have some sort of communication from us, whether that be a phone call to discuss strategy, a written report with status updates, an article of interest, or notification of an action by the Governor or an agency.

We will gladly provide regular reports to Pinellas County, in addition to pre- and post- Legislative Session comprehensive reports. Reports will always be specific to your legislative priorities, while also incorporating exclusive political intel and insight into the Legislative process. It is our intention that these reports will be augmented by constant communication from our team in the form of emails, phone calls, team conference calls, and in-person discussions. We know your time is valuable, and we are pleased to tailor our communication to the needs and preferences of your staff and Board of County Commissioners.

Conflicts of Interest

Our highest priority is always to honorably represent each one of our clients, and we are steadfastly focused on our commitment to pursuing your goals. We are thoughtful when considering new clients, and not only do we proactively work to avoid conflicts of interest, but we vet new clients with existing clients whose legislative agendas may overlap.

We strategically limit the number of clients we take, particularly when it comes to local governments. We have decades of experience in representing government entities across the state, and you can rest easy knowing that your legislative goals will always be our top priority. Based upon our understanding of Pinellas County's state goals, we are unable to identify any conflicts of interest.

TAB 3: Statement of Work.

Our team feels confident that we are not only highly qualified, but also well-positioned to exceed your expectations in delivering the Statement of Qualifications outlined in the RFQ.

Strategy Development

We are excited for the opportunity to bring our strategic legislative insight to Pinellas County. Our team is fully prepared to develop and implement a customized, results-driven strategy that proactively supports, opposes, or amends legislation impacting the County. With years of experience navigating complex policy landscapes, we will ensure Pinellas County's interests are protected and advanced at every turn.

Ahead of each Legislative or Special Session, we will meet and engage closely with County staff to shape a legislative agenda that is forward-thinking and targeted. We will deliver key insights on the priorities of state leadership which include but are not limited to the Governor, and leadership in both the Senate and the House, so that Pinellas County enters every session equipped with a strong, well-informed advocacy strategy. Additionally, when local meetings require in-person support, we will be there, engaged and advocating fiercely on behalf of the County's interests.

Advocacy

Advocacy is where we shine. We're not just participants in the legislative process; we're active drivers of it. Our team will be a tireless advocate for Pinellas County before the Legislature, Governor, key committees, and state agencies throughout the legislative process. From Regular Sessions to Special Sessions and Delegation meetings, we will represent your priorities with care and passion. Throughout the entire year we will facilitate meetings and discussions with relevant legislators, staff, and stakeholders.

We will work side-by-side with County staff to track and analyze legislation in real time, delivering prompt insights and updates to help you stay ahead. Whether it's supporting, amending, or opposing a bill, or helping to draft legislation, we'll manage every step, from identifying sponsors to testifying in committee hearings. When it comes to appropriations, we'll leverage our deep relationships and knowledge of the budget process to champion the County's funding needs, from initial filings through conferencing and veto prevention. Our approach is hands-on, strategic, and outcome oriented.

Communication

We believe in the power of communication to build trust and drive action. That's why our team will provide consistent, clear, and timely updates throughout the Legislative Session. Throughout the whole year you will receive updates, briefings, and intel that focuses on what matters most to Pinellas County.

We'll actively keep the Legislative Delegation informed and engaged, ensuring they understand the impacts of their decisions on Pinellas County. As your lobbyist, we'll coordinate and communicate seamlessly between the County and State leadership, keeping you apprised of key developments such as Revenue Estimating Conferences, rulemaking proceedings, and agency activity.

From news articles to progress reports to an annual legislative summary, our communication strategy is designed to keep County leaders informed, empowered, and in control. At the end of each week during Session, we will provide

designated County staff with a report of our activities for the past week related to the County's local project funding requests. And at the end of each session, we will deliver a final report to include the final status of all legislative items that we were tracking for the County. You will be kept fully informed at every stage in regard to what is happening, when it is happening, and how it impacts Pinellas County.

Pursuing Funding

Securing funding is about more than filling out forms, it's about telling a compelling story, aligning with decision makers' priorities, and advocating with impact. That's exactly what we'll do. Our team will help Pinellas County identify and craft strong annual budget requests and secure committed sponsors in both chambers who are ready to champion your projects.

Beyond that, we will actively scout and pursue additional funding opportunities across state, federal, and local levels. Leveraging strong relationships with agency leaders and staff, we will work to elevate your applications, ensuring your priorities are advanced effectively. Whether it's appropriations, grants, or agency-level funding, we'll work tirelessly to bring those dollars home to Pinellas County.

Collaboration

We understand that collaboration amplifies impact. That's why we take a partnership driven approach, working not only with your internal team, but with aligned stakeholders and associations to maximize reach and influence. When our priorities overlap with others, we unite voices to make a stronger case.

Our team has long-standing relationships with key associations like the Florida Association of Counties and legislative leadership. We'll influence these connections to ensure Pinellas County's voice is heard year-round. In addition, we'll coordinate efforts with partners like the Pinellas County School Board, municipalities, and special districts, bringing everyone to the table when it benefits the County's mission.

Our Statewide Services

Our firm's services include, but are not limited to, the following items:

Providing a year-round presence for Pinellas County in Tallahassee, including access to our office and staff located there;

Assisting in development of a list of legislative priorities and the County's State Legislative Program, including policy, regulatory and budgetary issues, of which the firm will actively and aggressively advocate for or against;

Identifying and executing appropriate strategies through which to pursue regulatory and legislative priorities, including the development of talking points for key issues;

Elevating your presence at the state level by providing access to and facilitating meetings with members of the Executive Branch and the Legislature to advance your legislative priorities at the state level;

Building relationships for you between House and Senate leadership and other state legislators, as well as key Executive Branch agencies;

Working closely with the Executive branch and the Legislature to advance your legislative priorities at the state level;

Assisting in the drafting and coordination of legislation, submission of budget requests, and/or filing amendment language, if necessary;

Advocating on your behalf to communicate the County's positions to the Legislature and Executive Branch during office meetings, committee meetings, rule hearings, conferences, and cabinet meetings as requested;

Identifying and advising on opportunities for state funding, both through the annual appropriations process or through state grants;

Communicating, monitoring, reviewing, analyzing, and reporting on proposed legislation and regulatory items that impact your interests;

Providing real-time updates of legislation, news, press releases, calendars, and committee meeting actions during committee weeks and session;

Providing timely information, assessments, and written reports regarding state legislative, budgetary, and regulatory issues affecting the County, including information specific to the County's interests;

Attending meetings in Pinellas County to report on activities engaged in while representing the County;

If deemed appropriate, working with other interest groups, such as the Florida Association of Counties, to develop coalitions and/or work with opposition to mediate workable solutions;

Exclusive invitations to private client-only events with key members of the Legislature and Executive branch; and

Inclusive consulting, strategy development, and recommendations for navigating the political and governmental processes.



TAB 4: Compensation.

Our firm would be proud to work with you. With our long history and background working with all levels of government in Florida, we can quickly understand your priorities, develop an understanding of what needs to be done to accomplish your goals, and get to work instantly to achieve your objectives in an unmatched manner.

If selected as your representation, we would begin at once working with you to lay the groundwork for your legislative agenda. We believe utilization of an initiative-taking approach is vital and, from the moment you engage with us, we will be active partners every step of the way. Tampa Bay – and for some of us, Pinellas County specifically – is our home. We are continuously excited for the responsibility of helping to shape the future of this incredible region in which we have chosen to live and raise our families. It would be our distinct honor to represent you.

We propose the services outlined throughout this proposal for an annual fee of \$75,000, which can be paid in a quarterly retainer of \$18,750.

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total
1	Year One - Payments will be made quarterly once services have been rendered, invoiced, and confirmed as completed.	4	Quarterly Payment	\$18,750	\$75,000
2	Year Two - Payments will be made quarterly once services have been rendered, invoiced, and confirmed as completed.	4	Quarterly Payment	\$18,750	\$75,000
3	Year Three - Payments will be made quarterly once services have been rendered, invoiced, and confirmed as completed.	4	Quarterly Payment	\$18,750	\$75,000
TOTAL					\$225,000

Attachments

- Human Trafficking Affidavit
- Foreign Countries of Concern Affidavit
- Vendor Submittal Acknowledgement Form

Tampa Office
21748 State Road 54
Suite 101
Lutz, Florida 33549

Tallahassee Office
215 South Monroe Street
Suite 410
Tallahassee, Florida 32301

St. Petersburg Office
1047 38th Avenue Northeast
St. Petersburg, Florida 33704

Phone
813.345.4104

HUMAN TRAFFICKING AFFIDAVIT

In accordance with section 787.06 (13), Florida Statutes, the undersigned, on behalf of Johnston & Stewart (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 Jeffrey Johnston, declare that I have read the foregoing affidavit and that the facts stated in it are true.

Signature: 

Print Name: Jeffrey Johnston

Date: 7-22-25

Federal Work Authorization User Identification No.: _____

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

STATE OF FLORIDA COUNTY OF Pasco

The foregoing instrument was acknowledged before me by means of 1) physical presence ☒ or 2) online notarization ☐ this 22nd July 2025 (date) by Jeffrey Johnston of Johnston & Stewart, a Florida corporation, on behalf of the corporation.

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

[Notary Seal]



Notary Public: 

Name typed, printed, or stamped: Samantha Lopez

My Commission Expires: February 16, 2028

Foreign County of Concern Affidavit

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

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

For purposes of this Affidavit:

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

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

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

Signature: 

Print Name: Jeffrey Johnston

Date: 7-22-25

Federal Work Authorization User Identification No.: _____

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

STATE OF FLORIDA COUNTY OF Pasco

The foregoing instrument was acknowledged before me by means of 1) physical presence ☒ or 2) online notarization ☐, this 22nd July 2025 (date) by Jeffrey Johnston of Johnston & Stewart, a Florida corporation, on behalf of the corporation.

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

[Notary Seal]



Notary Public: 

Name typed, printed, or stamped: Samantha Lopez

My Commission Expires: February 16, 2028

VENDOR SUBMITTAL ACKNOWLEDGEMENT FORM

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

Vendor Name (as shown on W-9): Johnston & Stewart Government Strategies, LLC

Doing Business As (DBA) (if applicable):

Mailing Address (as shown on W-9): 21748 State Road 54, Suite 101

City, State, Zip (as shown on W-9): Lutz, Florida 33549

Vendor Email (primary company email): jeff@johnstonstewart.com

Remit to address (as shown on vendor invoice): 21748 State Road 54, Suite 101, Lutz, Florida 33549

Federal Tax ID (FEIN) #: 84-3243769

SAM.gov UEID No.: N/A

Dun & Bradstreet D-U-N-S® UEID No. (if applicable): 117258878

Vendor Contact Information

Contact Name: Jeff Johnston

Phone Number: (813) 777-9858

Email Address: jeff@johnstonstewart.com

Payment Terms: Net 45 (per Florida Statute F.S. 218.73) N/A % N/A Days

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

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

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


Authorized Signature:

Print Name: Jeff Johnston

Title: President and Partner

THIS FORM MUST BE RETURNED WITH YOUR RESPONSE