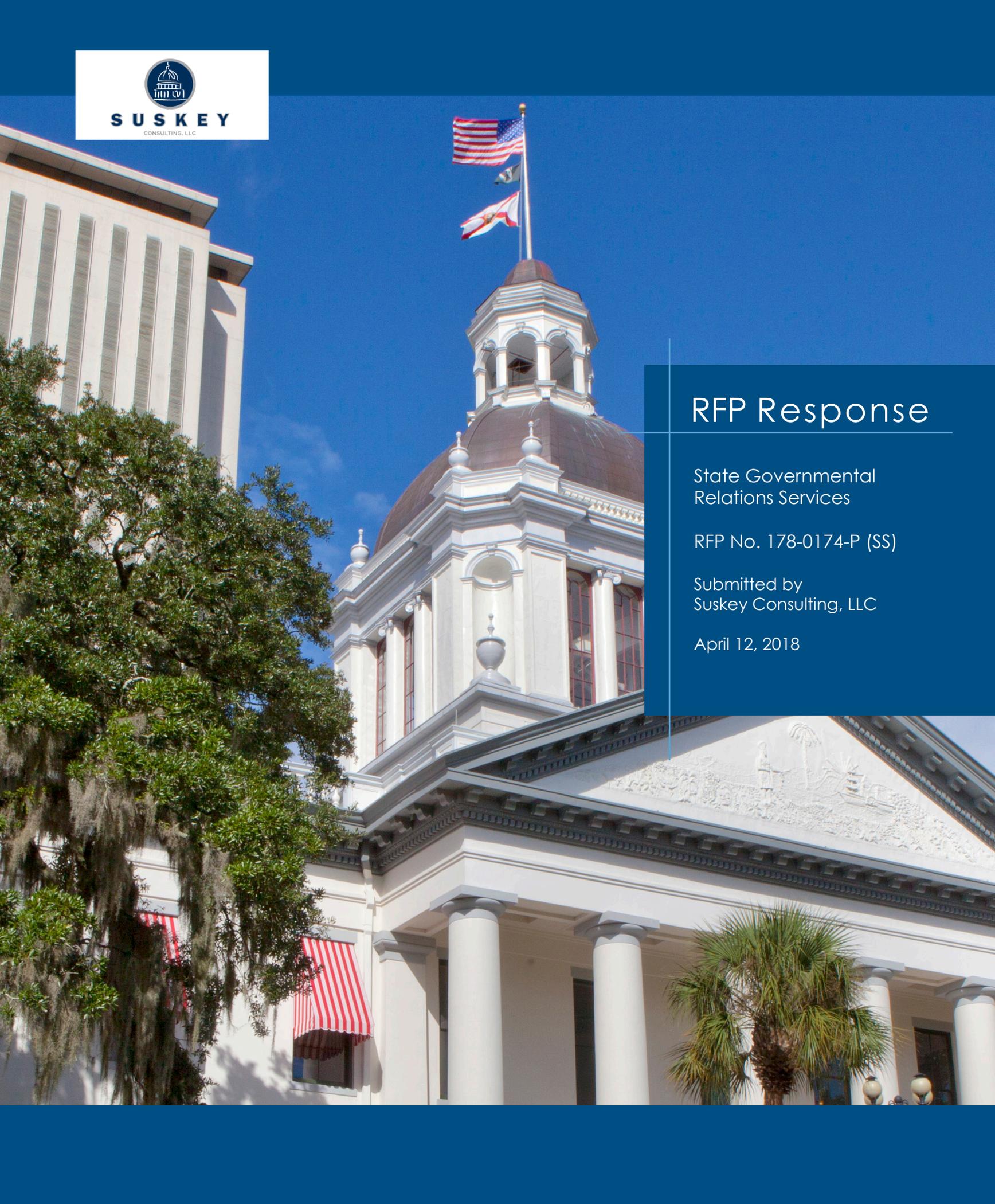




SUSKEY

CONSULTING, LLC



RFP Response

State Governmental
Relations Services

RFP No. 178-0174-P (SS)

Submitted by
Suskey Consulting, LLC

April 12, 2018

FIRM NAME

Suskey Consulting, LLC
5999 Central Ave, Suite 301
St. Petersburg, FL 33710

CONTACT

Alan Suskey
President
Phone: 850.510.8314
Email: as@suskeyconsulting.com

DATE

April 12, 2018

RFP SUBJECT

Response to Request for Proposal
RFP No. 178-0174-P (SS)
State Government Relations Services

SUBMITTED TO

Sue Steele, CPPB
Pinellas County Board of County
Commissioners
Purchasing Department
Annex Building - 6th Floor
400 South Fort Harrison Avenue
Clearwater, FL 33756



SUBMIT TO: PINELLAS COUNTY BOARD OF COUNTY COMMISSIONERS 400 S. FT. HARRISON AVENUE ANNEX BUILDING – 6 TH FLOOR CLEARWATER, FL 33756	 <h1 style="margin: 0;">REQUEST FOR PROPOSAL</h1>
ISSUE DATE: March 15, 2018	PROPOSAL SUBMITTALS RECEIVED AFTER SUBMITTAL DATE & TIME WILL NOT BE CONSIDERED
TITLE: State Governmental Relations Services	RFP NUMBER: 178-0174-P (SS)
SUBMITTAL DUE: April 12, 2018 @ 3:00 P.M. AND MAY NOT BE WITHDRAWN FOR 120 DAYS FROM DATE LISTED ABOVE.	PRE-PROPOSAL DATE & LOCATION: NOT APPLICABLE
DEADLINE FOR WRITTEN QUESTIONS: April 2, 2018 BY 3:00 P.M. SUBMIT QUESTIONS TO: SUE STEELE, CPPB AT ssteele@pinellascounty.org Phone: 727-464-4776 Fax: 727/464-3925	
<p style="text-align: center;"><u>THE MISSION OF PINELLAS COUNTY</u></p> <p style="text-align: center;">Pinellas County Government is committed to progressive public policy, superior public service, courteous public contact, judicious exercise of authority and sound management of public resources to meet the needs and concerns of our citizens today and tomorrow.</p>	 JOSEPH LAURO, CPPO/CPB Director of Purchasing

PROPOSER MUST COMPLETE THE FOLLOWING

NO CHANGES REQUESTED BY A PROPOSER WILL BE CONSIDERED AFTER THE RFP OPENING DATE AS ADVERTISED. BY SIGNING THIS PROPOSAL FORM YOU ARE ATTESTING TO YOUR AWARENESS OF THIS POLICY AND ARE AGREEING TO ALL OTHER PROPOSAL TERMS AND CONDITIONS, INCLUDING ALL INSURANCE REQUIREMENTS.

PROPOSER (COMPANY NAME): Suskey Consulting, LLC **D/B/A** Veteran-owned Firm

MAILING ADDRESS: 5999 Central Ave, Suite 301 **CITY / STATE / ZIP** St. Petersburg, FL 33710

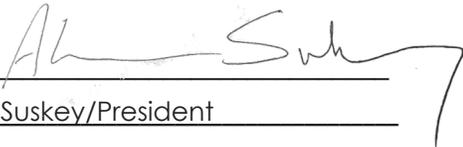
COMPANY EMAIL ADDRESS: as@suskeyconsulting.com **PHN:** 850510-8314 **FAX:** ()

***REMIT TO NAME:** Suskey Consulting, LLC
 (As Shown On Company Invoice) **FEIN#** 47-2371701 **CONTACT NAME:** Alan Suskey

Proper Corporate Identity is needed when you submit your proposal, specifically how your firm is registered with the Florida Division of Corporations. Please visit www.sunbiz.org for this information. **PRINT NAME:** Alan Suskey

EMAIL ADDRESS: as@suskeyconsulting.com

I HEREBY AGREE TO ABIDE BY ALL TERMS AND CONDITIONS OF THIS RFP, INCLUDING ALL INSURANCE REQUIREMENTS & CERTIFY I AM AUTHORIZED TO SIGN THIS RFP FOR THE PROPOSER.

AUTHORIZED SIGNATURE: 
PRINT NAME/TITLE: Alan Suskey/President

THIS FORM MUST BE RETURNED WITH YOUR RESPONSE

April 12, 2018

Sue Steele, CPPB
Pinellas County Board of County Commissioners
Purchasing Department
Annex Building - 6th Floor
400 South Fort Harrison Avenue
Clearwater, FL 33756

RE: Request for Proposal - RFP No. 178-0174-P (SS) State Government Relations Services

Dear Ms. Steele:

Suskey Consulting is pleased to submit our qualifications in partnership with RSA Consulting for RFP No. 178-0174-P (SS) State Government Relations Services and is committed to performing the required work as outlined in the RFP.

Our team is highly selective in regards to the clients we represent. We only represent clients whose causes we believe in. We believe we can help Pinellas County reach its strategic legislative goals. As you review our proposal, you will see evidence of how we can meet your objectives, represent Pinellas County with integrity, and leverage our relationships to help your agency achieve its strategic goals. **Not only can we exceed your goals, but we can do so within your budget, and with no additional "itemized" costs.**

We Understand Your Objectives

We are confident that we are best suited to undertake this project and can meet all of the Pinellas County's objectives:

- We will support your interests and funding priorities.
- Analyze state legislation, policies and regulations affecting Pinellas County.
- Develop strategies for advancing state actions that are beneficial to Pinellas County and its programs.
- Provide advanced support / agenda logistics for Tallahassee visits by Pinellas County Board Members and staff.
- Provide updates to Pinellas County Board's Legislative Committee.

Integrity Matters

When you hire Suskey Consulting and RSA Consulting, you have aligned with a team of committed professionals who work with honesty and integrity on your behalf. Throughout this proposal, you will see examples of our exemplary results with clients.

Achieving Your Goals

We will leverage our knowledge of the process as well as our broad range of relationships across the local and state levels to assure Pinellas County achieves its goals. Please contact our legislative references and ask about us. We have listed their names and contact information on the following page.



STATE SENATE



**Senator
Daryl Rouson**
Office: 727.822.6828



Senator Jeff Bandes
Appropriations
Office: 727.563.2100



Senator Wilton Simpson
Incoming President of
the Senate 21-22
Office: 727.816.1120



Senator Rob Bradley
Full Appropriations
Chair
Office: 904.278.2085



**Senator
Tom Lee**
Community Affairs Chair
Office: 813.653.7061



Senator Bill Galvano
Incoming President of
the Senate 19-20
Office: 941.741.3401

STATE HOUSE



**Representative
Ben Diamond**
Office: 727.552.2747



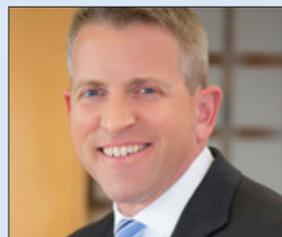
**Representative
Chris Latvala**
Office: 727.724.3000



**Representative
Jackie Toledo**
Office: 813.281.5549



**Representative
Wengay Newton**
Office: 727.892.2468



**Representative
Paul Renner**
Incoming Speaker of
the House 22-24
Office: 813.274.7073



**Representative
Chris Sprowls**
Incoming Speaker
of the House 21-22
Office: 727.793.2810

CITY OF ST. PETERSBURG, FLORIDA



**Councilman
Ed Montanari**
Office: 727.551.3305



**Councilwoman
Darden Rice**
Office: 727.551.3305

We are genuinely excited about this opportunity and look forward to serving as Pinellas County's trusted consultant for several years to come.

Thank you,

A handwritten signature in black ink that reads "Alan Suskey".

Alan Suskey
President

Suskey Consulting, LLC

5999 Central Ave, Suite 301, St. Petersburg, FL 33710

Table of Contents

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Appendix	Example Documentation



Qualifications

Qualifications

1. Qualifications (TAB 1):

A separate statement describing the Proposer's qualifications and experience in providing the same or similar services as outlined in the RFP Scope of Work. Proposer's familiarity and ties with the Tampa Bay region, and relationship with Tampa Bay Legislative Delegation. This description should include resumes of the names of the person(s) who will provide the services, including any subcontractors, their qualifications, years of experience in performing this type of work/services. Also include the reference information requested in Section D.

In this section, you will find an overview of Suskey Consulting and RSA Consulting, an organizational chart, and resumes for key staff.

Suskey Consulting Overview

Suskey Consulting has extensive expertise in helping clients address legislative, technology, and procurement issues that are being debated by Florida government entities. The members of our firm combine more than thirty years of government, political, technology, and business experience with an unparalleled commitment to the service of our clients. Our expertise and experience and our strong relationships with key leaders in Florida government enables us to successfully represent clients in a rapidly changing political environment.

RSA Consulting Group, LLC

RSA is different from a traditional consulting firm. RSA's commitment to its clients is unsurpassed and its ability to think strategically in the face of an extreme uphill battle really sets it apart from all others. RSA's prevailing mission fully integrates the areas of communications, public relations, government relations and social responsibility into a fully marketable machine, able to achieve far-reaching results and yield high-impact successes for its clients. RSA has offices in Tampa and Tallahassee.

Combined Resources

Local

On the local level, our team has close relationships with city council, county commission, the mayor, and city and county administration. We're well connected with the businesses and philanthropic communities, including: Edwards Foundation, Sembler Corporation, Visit Tampa Bay, Pepin, SPP & Tampa Bay Lightning, Tampa Bay Partnership, as well as local chambers of commerce.

Pinellas County Focus

Our relationships are rich within the Pinellas County Delegation, Bay Area Legislative Delegation as well as with House and Senate leadership across the state. Our relationships are deep with not just the elected members but with legislative staff, committee and department staff, state agencies and the Governor's office and Cabinet members.

Qualifications



Qualifications



Years of Experience

12 years

Education

B.A., Political Science
American Military University

ALAN SUSKEY PRESIDENT

Overview

Alan J. Suskey - A sixth-generation Floridian, Alan J. Suskey has built an advocacy career representing world-renowned research institutes, technology companies, small businesses, and clients in both Tallahassee and Washington, D.C.

Alan previously served on Capitol Hill as the military aide to Congressman Bill Young, former Chairman of the Appropriations Committee and Chairman of the Appropriations Subcommittee on Defense in the United States House of Representatives. Mr. Suskey's primary focus was on defense, intelligence, and homeland security projects in the Chairman's district of Pinellas County, Florida.

Upon leaving Capitol Hill, Alan took a position as the External Affairs Director of SRI International's St Petersburg, Florida Institute. In that role, he was charged with managing federal, state, and local legislative policy to include research-based appropriations requests in excess of \$7M annually. These requests were specifically in support of SRI's Maritime Security Program at the Department of Homeland Security and in coordination with Florida's port leadership and the Florida Ports Council. This program led to the development of an open architecture port security pilot project in Tampa Bay.

In 2010, Alan joined former-Congressman David Jolly in founding Three Bridges Advisors, a boutique federal, state, and local advocacy firm. As a member of Three Bridges, Alan worked with a diverse group of federal and state clients, advancing both funding and policy issues in a variety of sectors. Alan was honored to lead the Tallahassee office for Three Bridges and manage all aspects of the state affairs practice.

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

Qualifications

eight Army Commendation Medals and the Valorous Unit Award, Alan was honored as the United States Army Europe "Soldier of the Year" in 2002.

Previous Experience

- Capitol Insight, Government Affairs Consultant, 2012-2014
- Three Bridges Advisors, Vice President, 2010-2013
- SRI International, Director of External Relations, 2008-2010
- United States Army, Staff Sergeant, 1999-2008
- U.S. Congressman Bill Young, Military Aide,

Qualifications



ROB FIELDS VICE PRESIDENT

Overview

Rob Fields has more than 20 years' experience in the private and public sector. Rob's background includes experience in diverse areas such as: technology, engineering, healthcare, banking, insurance, criminal justice, law enforcement, and public safety. Rob is a graduate of Florida Atlantic University with a degree in Criminal Justice.

Years of Experience

22 years

Education

A.A., Computer Science
University of Florida

B.A., Criminal Justice
Florida Atlantic University

Rob started his career at URS Corporation, a global private engineering firm, working on environmental issues and remediation projects throughout the southeast.

Public service for Rob started with the Florida Department of Financial Services, where he served as the Chief of Infrastructure. He was responsible for the technology systems for 13 divisions, as well as systems for the Office of Insurance Regulation and the Office of Financial Regulation.

Rob served as the Chief Information Officer of the Florida Agency for Health Care Administration, which has primary responsibility for the state's \$25 billion Medicaid program, the licensure of 48,000 healthcare facilities, and sharing of healthcare data.

Rob went on to serve as the Chief Information Officer with the Florida Department of Highway Safety and Motor Vehicles where he oversaw the technology operations for the Florida Highway Patrol and the State Driver's Licenses and Motor Vehicle Registration divisions.

Leaving public service, Rob became a government affairs consultant representing Fortune 500 and other various technology companies before the Florida state legislature, cabinet, and government agencies. His unique insider experience and understanding of technology has helped his clients achieve outstanding results.

He has an inside perspective and understanding of local and state government demands, budgets, legislation, and intergovernmental affairs. He has an established record as a thoughtful leader and business partner with diverse expertise and a history of success delivering high-impact solutions to complex issues.

Rob resides in Tallahassee with his wife Carrie and their son Gavin.

Qualifications



DONOVAN BROWN VICE PRESIDENT

Overview

Donovan Brown has spent his career in government and law and has been active in state and national politics throughout his life. Prior to joining Suskey Consulting, LLC as a Vice President, Donovan practiced law for two national law firms where he practiced regulatory, corporate transactional and administrative law in conjunction with his lobbying activities. Donovan also served as regional counsel for state government relations for a national trade association, where he managed government relations and public affairs in numerous states throughout the southeastern United States. Prior to his legal career, Donovan served as special assistant to former Florida Governor Jeb Bush. He also held policy positions in Governor Bush's Office. Most recently, before joining Suskey Consulting, Donovan engaged in governmental affairs, consulting and corporate business development at a firm he founded.

In his role as a Vice President of Suskey Consulting, Donovan represents clients on all matters pending before the legislature and state executive agencies, with a specific focus on regulated industries, including, but not limited to: insurance, health care, transportation, the environment, energy, telecommunications, and education. In addition to his consulting practice, Donovan has held leadership capacities on various state and industry commissions and boards, including serving as the Chair of the Financial Services Council at the Associated Industries of Florida, as well as serving as a member of the Florida Automated Vehicles Policy Work Group.

Well-known and trusted by local, regional and national political and other media outlets, Donovan is frequently sought out by both print, broadcast and online news reporters to help them assess, analyze and frame pivotal governmental affairs and regulatory issues.

Donovan is a graduate of the University of Florida's Levin College of Law and also earned his Bachelor of Arts Degree in Business Administration with a minor in Communications from the University of Florida. He has been named to Florida Trend's Legal Elite, among other legal and community recognitions. Donovan resides in Tallahassee, Florida with his children, Teagan and Barrett.

Years of Experience

18 years

Education

J.D., University of Florida

B.A., Business Administration
University of Florida

Qualifications



RON PIERCE PRESIDENT/CEO

Overview

Ron Pierce began working in the Florida Legislature in 1998 as a District Legislative Assistant in the State House, moving to the office of Senator Tom Lee in the spring of 2000. From 2004-2006, Ron worked as the Policy Advisor to Senate President Tom Lee.

From 1998-2006, Ron worked with hundreds of legislators, lobbyists, community activists and civic organizations, guiding numerous pieces of legislation through both chambers. His strong dedication to his local community and to the state of Florida is well recognized.

In 2006, Ron's vast legislative experiences were recognized by The Tampa Bay Lightning organization and he was hired as Director of Government Relations and Community Affairs.

Community Involvement

Ron Pierce enjoys an extensive involvement with many community-related organizations throughout the Tampa Bay region:

- Emergency Care Help Organization (ECHO), Member
- Brandon Chamber of Commerce Board, Past Chair
- Hillsborough County Transportation Task Force, Past Member
- Florida Future Business Leaders of America-Phi Beta Lambda Foundation, Board of Directors Chair
- Center Place of Brandon, Board of Directors, Past President
- Mayor's Beautification Council Board of Trustees, Member
- Silverspoons and Sandcastles, Past Chair
- Brandon Sports and Aquatic Center, Board of Directors, Past Chair
- WEDU, Board of Directors, Past Member
- Tampa Bay Partnership, Board of Directors, Past Member
- Greater Tampa Chamber of Commerce's Legislative Agenda Committee, Past Chair
- Hillsborough County Citizen Advisory Council, Past Member
- Brandon Chamber of Commerce's Government Advisory Council, Past Chair
- Tampa Bay Partnership Public Policy and Advocacy Council, Past Chair
- University of South Florida, Adjunct Professor

Years of Experience

18 years

Honors and Awards

2018 Tampa Bay Business Journal
Power 100

2016 Tampa Bay Business Journal
Power 100

2014 Department of Education
Florida Association of Career
and Technical Educators (FACTE)
Hall of Fame Award

2010 Tampa Bay Business Journal
Up and Comer Award Finalist

2009 Center Place of Brandon
President's Award

2007 Florida Future Business
Leaders of America Business
Person of the Year

Education

M.P.A., Masters of Public
Administration
University of South Florida
2010

B.A., English
Florida State University
1998

Qualifications



NATALIE KING VICE PRESIDENT/COO

Overview

Prior to joining RSA Consulting Group in January 2011, Natalie held the position of Community Development with Pepin Distributing Company of Tampa. In this role she represented the Pepin family, the distributorship, The Pepin Academies and Pepin Heart Hospital and was responsible for overseeing community, legislative, and charitable activities. She began working with Pepin in 2007 and continues to serve as their community liaison.

Years of Experience

20 years

Honors and Awards

2017 Tampa Bay Business Journal
Business Woman of the Year

2010 Tampa Bay Business Journal
Young Business Woman of the
Year Finalist

2008 Florida Chamber
Advocacy of the Year Award

2008 Humana Community
Business Panel

2004 Cal Polytechnic Pomona
Outstanding Graduating Senior
Department of Communication

Education

B.S., Communications
Cal Polytechnic
2004

Before joining Pepin Distributing Company, Natalie worked in Public Policy for 3 years at the Tampa Bay Partnership, the Tampa Bay's Regional Economic Development Organization serving 8 counties. In this role she was engaged in a variety of policy and legislative issues including Transportation; Healthcare; K-12, Vocational & Higher Education; Water, Energy, Ports & Airports, Workforce Housing, Redevelopment, Growth Management, and Tort Reform.

Community Involvement

Natalie has enjoyed an extensive involvement with several regional and state-wide, community, charitable and business organizations including:

- Associated Industries of Florida, Member
- Brandon Chamber of Commerce, Member
- Florida Chamber of Commerce, Past Member
- Florida Chamber of Commerce - Political Institute, Past Member
- Florida Chamber Regional Political Action Committee, Past Board Member
- Florida Tax Watch, Board Member
- Greater Tampa Chamber of Commerce, Member
- Mayor's Beautification (Silver Spoons & Sandcastles) Event Committee, Past Member
- Network of Executive Women, Past Member
- Pepin Academies Hillsborough, Board Vice Chair, Past
- Pepin Academies Pasco, Board Chair
- Pepin Heart Hospital, Advisory Committee, Past Member
Legislative Affairs Committee Chair
- Pepin Heart Hospital, Fundraising/Gala Committee, Past Member (Acting Chair on behalf of Tom Pepin)
- Take Stock in Children, Board Member
- Tampa Bay Partnership, Member
- Pepin Academies Foundation, Vice Chair

Qualifications



Years of Experience

9 years

Education

B.A., Public Relations and
Journalism
Southeastern University
2008

RJ MYERS GOVERNMENT CONSULTANT

Overview

RJ Myers has been developing relationships in the legislative process for more than 10 years. After graduating Southeastern University with a degree in Public Relations and Journalism, he began working on various campaigns around the state of Florida and moved on to couple that work in legislative and governmental affairs. RJ's diverse experience has made him knowledgeable in the areas of: transportation, energy, technology, mental health, criminal justice, and healthcare.

RJ's cyclical campaign work over the past 10 years has left him a veteran, winning over 2 dozen campaigns. This work enabled him to form meaningful relationships with elected officials and their staff around the state.

RJ began his legislative work in the Executive Branch, working at the Agency for Workforce Innovation, during the great recession, where unemployment then was at its highest.

After his time at the Agency for Workforce Innovation, he started his work in the House of Representatives as a Legislative Aide. Working for a Legislator who served as chair of the Energy & Public Utilities Committee, and additionally serving on Judiciary, Transportation Appropriations, and the Government Operations & Technology Appropriation Subcommittee, he gained a deep understanding of the policies and the budgets in these areas.

For the better part of a decade, RJ worked closely with cities and counties, coming to develop a strong understanding of the needs of local government, of their budget, and daily operations.

RJ resides in St. Petersburg.

Previous Experience

- Florida House of Representatives, Senior Legislative Aide 2012-2017
- Republican Party of Florida, Campaign Manager, 2012
- SGC, Government Affairs Assistant, 2011-2012
- Florida Agency for Workforce Innovation, Legislative Assistant 2009-2010

Qualifications



EDWARD BRIGGS CONSULTANT

Overview

Prior to joining RSA Consulting Group in February 2013, Edward was the Grassroots Coordinator for Senator Tom Lee's campaign in Brandon, FL and assisted Senator Lee by serving as his Legislative Aide during the transition to Tallahassee. As Grassroots Coordinator, Edward was responsible for organizing hundreds of volunteers, coordinating events, and working with the many local organizations that supported the campaign.

Before taking the Grassroots Coordinator position, Edward worked for the Republic Party of Florida in Tallahassee, in Senate Campaigns. As such, Edward worked directly in support of key leaders in the Senate. His outstanding work ethic and can-do attitude in this position directly led to his selection to help coordinate Senator Lee's campaign.

Edward was born and raised in Tallahassee and attended Trinity Catholic School and John Paul II Catholic High School. Upon graduating from John Paul II Catholic High School, Edward attended Florida State University. Being an avid Nole his whole life, he could think of no other place from which he would rather receive his higher education.

Community Involvement

- Brandon Sports & Aquatics Center, Board Member
- Emerging Leaders of Tampa Bay, Member

Years of Experience

6 years

Honors and Awards

Education

B.S., Exercise Science
Florida State University
2010

Qualifications



KAITLYN BAILEY CONSULTANT

Kaitlyn Bailey, who is from Northwest Florida, growing up in Santa Rosa Beach, attended Florida State University where she graduated with a Bachelor of Science Degree in Hospitality and Political Science. She joined RSA following an internship with the firm in 2016 and subsequently returning as a part-time associate for the 2017 session, and joined RSA full-time in January 2018 upon graduation.

Years of Experience

2

Honors and Awards

Rob Kelleher Memorial Award
2016

Florida FBLA-PBL Foundation
Vice Chair

Education

B.S. in Hospitality and
Political Science
Florida State University
2017

Before interning with RSA, Bailey worked as a turf coordinator for the Republican Party of Florida throughout the 2016 Presidential election cycle. In this role, she collaborated with the Field Director to create and implement innovative campaign strategies, analyzed data provided by the GOP to organize walks, and canvassed Northwest Florida in the successful grassroots campaign.

Prior to working in the political sector, Bailey was an active member of the Florida Future Business Leaders of America –Phi Beta Lambda. During her time in the organization, she held many honors, including serving as State President in 2013 and receiving the Rob Kelleher Memorial award at the 2016 State Leadership Conference.

Qualifications



ZACK HOOVER COORDINATOR

Prior to joining RSA Consulting Group Zack worked on Senator Tom Lee's campaign in Brandon, FL. Zack assisted with daily campaign tasks, discussed important local issues with constituents, and canvased district neighborhoods to promote the candidate.

Since joining RSA, Zack has assisted with government affairs and community outreach. He writes the weekly newsletter to clients and interested parties discussing policy in the state and local governments, attends local and state government meetings, and informs clients of policy issues that effect their organizations.

Years of Experience
3

Education
B.S. in Mechanical Engineering
University of South Florida
Expected January 2018



KAITLYN GARDNER COORDINATOR

Kaitlyn Gardner is a student attending the Zimmerman School of Advertising and Mass Communications at the University of South Florida. She is pursuing a Bachelor of Arts and Sciences degree majoring in Mass Communications with a concentration in Public Relations and a minor in Public Administration. Being a passionate advocate in the Tampa Bay community, she aspires to make an everlasting impact and influential difference for those who need their voice heard.

Prior to joining RSA Consulting, Kaitlyn worked as a part-time retail employee for the Tampa Bay Lightning and Amalie Arena. Through her connections at the Lightning, she landed an internship with RSA to expand her interest in public policy.

Since joining RSA Consulting, Kaitlyn has assisted in promoting and coordinating several events for our clients, designs public relations and marketing elements for RSA, and attends local government meetings. She has also worked on 2016 election campaigns canvasing district neighborhoods for Representative Ross Spano and Senator Dana Young.

Years of Experience
2

Education
B.S. Mass Communications
University of South Florida
Expected May 2018

PAST PERFORMANCE

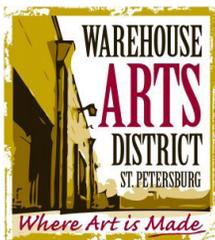


Madeira Beach

As the lobbyist for the city of Madeira Beach we led the development of an appropriations strategy resulting in the legislature funding \$145,000 of the city's needed storm water improvement plan in the 2015 session. Suskey Consulting is the only lobbyist the city has ever had and is also responsible for a number of ongoing water and transportation projects at the city.

The entertainment district of John's Pass is located within Madeira Beach. The city has maintained lighting in and around the crosswalks in recent years but as tourism numbers have grown so has the need for additional traffic safety lighting. Suskey consulting worked with the legislature and FDoT to obtain \$350,000 for an innovative lighting system in and around the pedestrian areas of the facility.

During the 2017 session we worked with Sen Jeff Brandes and House leadership to assist the city in improving their fast-growing softball field complex, a major economic development driver for the city. After reviewing the city's plans, we were able to secure \$200,000 for a new lighting concept at the NCAA softball fields.



St. Petersburg Warehouse Arts District

The Arts community in St Petersburg has long been a major attraction and economic driver. In the 2016 session, we led the effort to secure \$300,000 in funding from the legislature to establish the Warehouse Arts District in St Petersburg. Following that, we were able to secure \$400,000 in the 2017 session. This funding will serve to create much needed studio space for local artists at an affordable cost.



Pinellas Suncoast Transit Authority (PSTA)

During the 2015 budget session PSTA requested a \$1,000,000 appropriation to assist in the establishment of the Central Avenue BRT line. This funding was the #1 priority of the authority during the session and would connect downtown St Petersburg to the beaches. Suskey Consulting was hired as a subcontractor during the session to assist in convincing the local delegation and legislative leaders of the need for this project.

Qualifications

After much discussion with the Department of Transportation, PSTA staff, and legislative leaders, Mr. Suskey developed a strategy for FDOT to fund the request internally, thereby avoiding any conflict with the Governor's Office. FDOT has since funded the project and the establishment of the BRT line is underway.

During the 2017 session, we were successful in securing \$1,000,000 for the authority to begin the planning and development of a long-planned Clearwater transportation project.



PSTA Transportation Disadvantaged Funding

The legislative formula used to establish transportation disadvantaged funding in the state of Florida is in dire need of updating. The current formula place emphasis on rural counties at the expense of urban counties such as Pinellas. Realizing this, the PSTA board added the issue to the 2016 legislative priority list. Suskey Consulting led the effort with PSTA to request that the legislature study the issue in Florida and compare our system with other states around the country. The legislature agreed and provided \$200,000 to the department of transportation to study the issue and provide findings prior to the 2017 session.



Monroe County

As a member of the team representing Monroe County, Mr. Suskey assisted the county in securing \$50,000,000 to upgrade their severely inadequate aqueduct system.



Tampa Bay Innovation Center on behalf of Pinellas County

The Tampa Bay Innovation Center is a not-for-profit entity funded by the Pinellas County government. They serve as a technology incubator for clients and surrounding areas, promoting technology companies and assisting them in their growth and business planning. Mr. Suskey was the lead lobbyist for TBIC, securing \$400,000 on behalf of the center in both the 2015 and 2017 sessions.



Rish State Park

Rish State Park is owned and operated by the Agency for Persons with Disabilities and is located near Port St. Joe, FL. Mr. Suskey represents the construction company responsible for improvements to the parks amazing facilities for our disabled citizens and visitors. In the past two sessions, the Rish Park

Qualifications



project has received over \$3,000,000 in additional funding for those improvements and upgrades.

Mahaffey Theater on behalf of clients of the Edwards Group

The Mahaffey Theater is owned by the city of St Petersburg and is operated by a tenant organization. While representing the tenant organization, the city received \$500,000 for much needed upgrades and improvements to this cultural gem of the waterfront.



City of Deltona

As a member of the team representing the city of Deltona, Mr. Suskey assisted in securing \$550,000 for the city to improve storm water capabilities in the 2014 session.



City of Kissimmee

As a member of the team representing the city of Kissimmee, Mr. Suskey assisted in securing \$500,000 for the city to improve storm water capabilities in the 2014 session.



Port Tampa - Port Security

Port Tampa has grown tremendously over the last 5 years and with that growth the port has experienced growing threats to safety and security. Working on behalf of a partner organization Suskey Consulting developed a strategy with FDOT and the legislature to obtain \$500,000 in initial funding and established a recurring funding grant program to continue to grow the ports security network.

Qualifications

THE TAMPA BAY PARTNERSHIP

Project Start
2009

Project Completion
Ongoing

Reference Information
Rick Homans, CEO
4300 W Cypress Street
Suite 700
Tampa, FL 33607
Phone: 813.610.0076

RSA Project Team
Ron Pierce
Natalie King

Scope of Services
Federal
State of Florida
Hillsborough County
City of Tampa
Sales Tax Referendums



BACKGROUND

The Partnership was founded in 1994 by local business leaders and elected officials who had the vision and belief in forming a partnership between regional economic development organizations, stakeholders and businesses. Encompassing eight-counties, including Citrus, Hernando, Hillsborough, Manatee, Pasco, Pinellas, Polk and Sarasota, the Partnership brings together a region, which retains its diversity while benefiting from the collective clout of a cohesive organization.

INITIATIVES SUPPORTED

- Tampa Bay Express Phase I (\$78,642,048)
- Tampa Bay Premium Transit Options Study (\$2,500,000)
- SR54/56 Corridor (\$1,386,934)
- I-75 / University Boulevard (\$706,400)
- TBARTA Legislation in 2017
- USF Medical School (2013 - 2018)
- Rideshare Legislation (2016-2017)



Qualifications

STRATEGIC PROPERTY PARTNERS (SPP) AND THE TAMPA BAY LIGHTNING

Project Start
2009

Project Completion
Ongoing

Reference Information
Jim Shimberg
401 Channelside Dr.
Tampa, FL, 33602
Phone: 813-293-1912
Email:
jshimberg@amaliearena.com

RSA Project Executive
Ron Pierce

Scope of Services
State of Florida
Hillsborough County
City of Tampa
Sales Tax Referendums
Public Funding



BACKGROUND

Strategic Property Partners is a partnership of Cascade Investment, LLC and Jeff Vinik. Their mission is to build the future of southern downtown Tampa: a connected, urban, multi-use project on the waterfront. The Tampa Bay Lightning is a professional hockey team based in Tampa, Florida. Established in 1992, the Lightning is a member of the Atlantic Division of the Eastern Conference of the National Hockey League.

SUPPORT PROVIDED BY RSA

RSA tracks more than hundreds of bills in the Florida Legislature in order to determine which regulatory and legislative actions being considered may impact Tampa Bay Lightning, Amalie Arena, and other interests of the Strategic Property Partners organization.

Based on the various issues being addressed during each legislative session in Tallahassee, RSA leverages its strong network and relationships, to ensure the Tampa Bay Lightning organization's interests are being protected and advocated for in Tallahassee.

- Ticket as a license legislation
- Stadium funding legislation
- USF Medical School 2013-2018
- Workers' Compensation Reciprocity Legislation



Qualifications

UBER

Project Start
2013

Project Completion
Ongoing

Reference Information
Stephanie Smith
405 Howard St.
Ste. 550
San Francisco, CA 94105
Phone: 813-300-4901
Email: smiths@uber.com

RSA Project Executive
Ron Pierce



"Ron Pierce and the RSA Consulting team are amazing to deal with and a valuable resource to the Uber Florida Lobbying team. While leading the team in Hillsborough County, Ron works day and night to make sure our issues are well represented and our voices are heard at the local level. He and his team represent the utmost professionalism and are a great asset in Tallahassee by providing a solid sounding board on all matters relating to the Legislature. They would be a valuable firm to add to any organization."

Stephanie Smith,
Senior Manager, Public Policy
Uber Technologies Inc.

BACKGROUND

Uber is in 444 cities worldwide. They are an app based company connecting riders to drivers. Uber is everyone's private driver. UBER uses your phone's GPS to detect your location and connects you with the nearest available driver.

SUPPORT PROVIDED BY RSA

Since 2013, RSA has teamed with Uber, leading the effort in Hillsborough County to pass local regulations allowing Uber to operate legally. RSA continues to work with the Public Transportation Commission and their staff to find a compromise which will satisfy both parties. RSA is a member of the state-wide lobbying team working with Uber to draft statewide legislation to regulate transportation network companies. RSA leverages existing Tallahassee relationships and coordinates meetings with key elected leaders to push Uber's agenda in Tallahassee. RSA's goal is to have Uber in every city in Florida so each resident can have access to their own private driver.

Qualifications

ASSOCIATED BUILDERS AND CONTRACTORS

Project Start
2014

Project Completion
Ongoing

Reference Information
Steve Cona
2008 N. Himes Ave.
Tampa, FL 33607
Phone: 813.310.8557
Email: stevecona3@abcfgulf.org

RSA Project Team
Ron Pierce



BACKGROUND

Associated Builders and Contractors (ABC) is a national association with 72 chapters representing 22,000 merit shop construction and construction-related firms. ABC's membership represents all specialties within the U.S. construction industry and is comprised primarily of firms that perform work in the industrial and commercial sectors of the industry. The Florida Gulf Coast Chapter is comprised of more than 400 member companies with an elected board of directors and a multitude of committees supported by a professional staff.



SUPPORT PROVIDED BY RSA

RSA Consulting Group provides a wide range services for ABC Gulf Coast Chapter. From monitoring local initiatives, to public relations, to assisting the state wide ABC lobbying team in Tallahassee. RSA has been on the forefront of helping to create and protect public policy in the state of Florida to make small businesses in the construction industry more successful. At the local level RSA has worked to shape the current proposed mobility fee ordinance that Hillsborough County Commission passed a few weeks ago. Making sure the new fees, while needing an increase, were not burdensome to our contractors and would not stifle future growth within the County. As a result RSA worked with

Qualifications



"The team at RSA Consulting has proven to be a trusted partner to Associated Builders & Contractors with their professional representation and leadership on issues impacting the commercial construction industry. We most value their dedication to consistent communication and delivering incredible insight and savvy on the political and community landscape in Florida."

Steve Cona, President/CEO,
Associated Builders and
Contractors
Gulf Coast Chapter

Commissioners and staff to draft a fare ordinance for all investors. RSA also helped ABC put on Build Tampa Bay. An event targeting juniors and seniors in Hillsborough, Pasco, and Pinellas County schools to help them learn about the construction industry and the exciting careers in the field. Over 600 students attended this event with over 50 construction vendors from around the bay area. This event made statewide attention as it was hosted at Amalie Arena.

RSA has worked on issues in St. Petersburg such as fighting against ordinances which would be a disadvantage for contractors, such as the apprenticeship ordinance and the disadvantaged workers ordinance. These two ordinances basically mandated how a private construction firm was to hire their workers in order to bid on city proposals.

In Tallahassee, RSA has been proud to assist the statewide lobbying team for the past two years. RSA's partnership with the statewide lobbying team has resulted in the passing of comprehensive reform to Public Private Partnerships. Last year's bill, proposed by Rep. Steube and Sen. Taking into account the recommendations the legislative formed task force proposed, Evers made significant changes to the public private partnership statute.

In addition, RSA worked on legislation known as "geo preference." In the past, cities and counties for state funded projects would dictate where a construction firm had to hire their workers from. RSA helped draft a new law that stated a project used 50% or more of state funds, the previously mentioned regulations would not be applicable. Another bill that RSA assisted on (a priority for ABC) was project labor agreements. This bill continues to be a work in progress and RSA continues to fight for local construction firms to have a say in who they can and cannot hire.

We also help to coordinate ABC Gulf Coast's Tallahassee Trek, all local events they hold with legislators, including meet the candidate events. We also attend every board meeting at the local and statewide level and provide updates to their board on all issued affecting them from a local and statewide level.

Qualifications

FLORIDA TAX COLLECTORS, INC.

Project Start
2010

Project Completion
Ongoing

Reference Information
Tim Qualls
225 S. Adams St.
Ste. 200
Tallahassee, FL, 32301
Phone: 850-294-8216
Email: tqualls@yvlaw.net

RSA Project Team
Ron Pierce



BACKGROUND

Tax Collectors in Florida are independent constitutional officers duly elected by their fellow citizens and taxpayers in their counties of residence. Tax Collectors deal with a variety of duties and responsibilities and provide a myriad of important public services that allow them to exercise valuable leadership roles in government. They direct, plan, organize, budget, set and implement policies which affect not only their local government, but also reach the state level as well.

SUPPORT PROVIDED BY RSA

By working with the tax collectors who serve the 67 counties in Florida, and the executive director of the association, RSA ensures the organization carries out its legislative priorities each year. Initiatives RSA has supported in the past are helping to draft and pass legislation to allow Tax Collectors to accept concealed weapons permits. While also monitoring all transportation and high safety legislation to make sure nothing directly and adversely affects Tax Collectors. We also help to coordinate their legislative day each year in Tallahassee, while also participating in their conference calls to update their board.

Qualifications

PEPIN ACADEMIES

Project Start
2011

Project Completion
Ongoing

Reference Information
Dr. Craig Butz
Principal of Pepin Academies
3916 E. Hillsborough Ave.
Tampa, FL, 33610
Phone: 702-561-9191
Email: cbutz@theacademies.
US

RSA Project Team
Natalie King

"The Pepin Academies has celebrated over 15 years of excellence in education, with over 80% of the students graduating with a standard high school diploma and 20% on track graduating with a special diploma."



BACKGROUND

Founded in 1999, with the help of the Pepin Family, Pepin Academies are 501 (c) (3) not-for-profit, tuition-free, public charter schools dedicated to the educational needs of students with identified learning and learning related disabilities.

Today, Pepin Academies has grown to serve over 850 students, with a main campus in Tampa, a campus in Riverview and its latest addition in New Port Richey, serving the students in Pasco county.

SUPPORT PROVIDED BY RSA

RSA assists the Pepin Academies by providing a variety of marketing, public relations, and community outreach services. RSA's services range from event planning, media relations, and public outreach to managing board meetings, setting agendas, and on-boarding key staff and board members. RSA also coordinates each year their High School Students' trip to Tallahassee to meet their legislators and learn about public policy during Session. RSA monitors all legislation related to charter schools and directly advocate for legislation that would benefit the Pepin Academies.

PEPIN ACADEMIES



Qualifications

CITY OF BRADENTON ECONOMIC DEVELOPMENT

Project Start
2016

Project Completion
Ongoing

Appropriations
\$750,000

Reference Information
Carl Callahan
City of Bradenton
101 12 St. W.
Bradenton, FL 34205
941-932-9461:
Carl.callahan@cityofbradenton.com:



RSA Project Team
Ron Pierce

BACKGROUND

McKechnie Field, opened in 1923 and rebuilt in 1993, is one of the oldest ballparks used for Spring Training. Located in Bradenton, six different major league franchises, including the St. Louis Cardinals and Boston Red Sox, have played home games at McKechnie Field since its opening, but only the Pittsburgh Pirates have called the ballpark home since 1969.

SUPPORT PROVIDED BY RSA

The Pittsburgh Pirates' Spring Training ballpark and minor league complex has undergone extensive renovations since 2008 as part of the team's 30-year lease with the city. These renovations totaled \$20 million. The upgrades included lights and a new visitor's clubhouse at McKechnie Field and new offices, dormitories, renovations to the minor league clubhouse and a fifth practice field at the Pirate City minor league complex. About \$9 million was covered by a state-funded program designed to keep teams that currently hold Spring Training in Florida from leaving for Arizona. Bradenton officials said the upgrades have allowed for events other than Spring Training games in March. In addition to Spring Training games, Pirate City plays host to events and camps of all sorts year round. Pirate City has become a model facility for other major league franchises to emulate. Major league franchises from all across Florida have traveled to Bradenton to tour Pirate City, including the Tampa Bay Rays, Minnesota Twins, Detroit Tigers, Houston Astros, Arizona Cardinals, Washington Nationals, and the Philadelphia Phillies, as well as many MLB officials and front-office personnel.



TAMPA THEATRE CAPITAL IMPROVEMENT PLAN

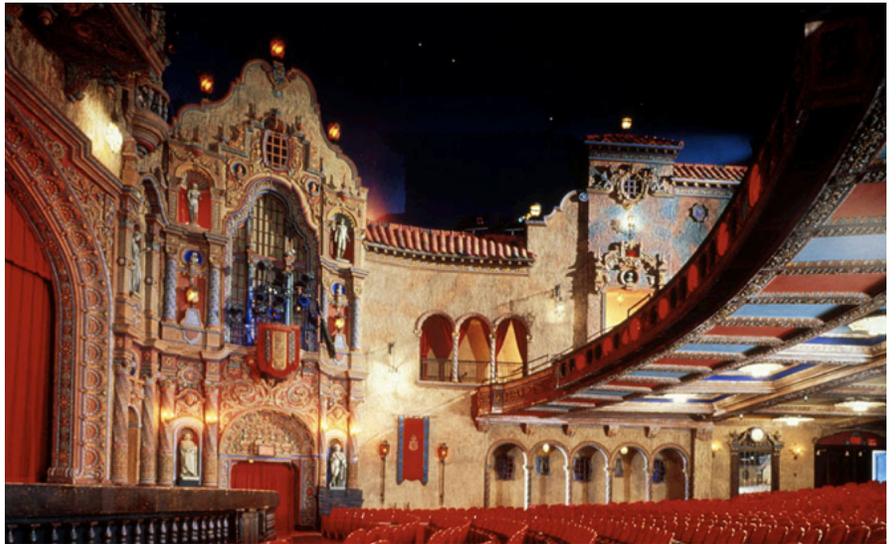
Project Start
2015

Project Completion
2016

Appropriations
\$1 Million

Reference Information
John Bell
Tampa Theatre
711 N. Franklin St.
Tampa, FL 33602
Phone: 813-274-8286
john@tampatheatre.org

RSA Project Team
Ron Pierce



BACKGROUND

Built in 1926, Tampa Theatre hosts more than 600 events each year, including first-run films, classic movies, concerts, corporate events, educational programs, weddings and tours.

The Tampa Theatre is a passionately protected landmark and one of America's best-preserved movie palaces. The majestic building is owned by the City of Tampa and operated as a dynamic film and cultural center by the not-for-profit Tampa Theatre Foundation. Programming is sponsored in part by the State of Florida, Department of State, Division of Cultural Affairs, Florida Council on Arts and Culture and the Hillsborough County Board of County Commissioners.

SUPPORT PROVIDED BY RSA

The Facility Master Plan calls for complete refurbishment of the infrastructure (much of which has not been addressed since 1926) and a full decorative restoration of the ornate interior. The building may look good now, but when properly restored, Tampa Theatre will be transformed into a spectacular crown jewel of the community. The Campaign for Tampa's Theatre has been carefully designed to restore and renew this spectacular theatre for the enjoyment of future generations, equipping it with energy-efficient 21st century technologies to meet the needs and expectations of today's artists, events and audiences, and building an endowment to address ongoing needs in the years ahead.



Qualifications

Additional RSA Experience

At RSA, we are blessed with the opportunity to represent numerous incredible organizations across the State of Florida. We work hard to lay deep ties with each client, as it is our top priority and commitment to each of them to work closely and diligently in order to deliver and accomplish results that exceed their expectations. Our goal every day is to make each client feel as if they are our only client. Whether we are tackling big policy issues for our large corporate clients, or working to secure funding for our smaller not-for-profits, RSA Consulting is very proud of the services we can provide for our clients across the spectrum.



Qualifications

178-0174-P (SS)

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SECTION D – VENDOR REFERENCES

Proposal Title: State Governmental Relations Services

Proposal Number: 178-0174-P (SS)

THE FOLLOWING INFORMATION IS REQUIRED IN ORDER THAT YOUR PROPOSAL MAY BE REVIEWED AND PROPERLY EVALUATED.

COMPANY NAME: Suskey Consulting, LLC

LENGTH OF TIME COMPANY HAS BEEN IN BUSINESS: 4 Years

BUSINESS ADDRESS: 5999 Central Ave, Suite 301, St. Petersburg, FL 33710

HOW LONG IN PRESENT LOCATION: 4 Years

TELEPHONE NUMBER: (850) 510-8314

FAX NUMBER: _____

TOTAL NUMBER OF CURRENT EMPLOYEES: 4 FULL TIME _____ PART TIME

NUMBER OF EMPLOYEES YOU PLAN TO USE TO SERVICE THIS CONTRACT: 4

All references will be contacted by a County Designee via email, fax, mail or phone call to obtain answers to questions, as applicable before an evaluation decision is made.

Proposers must have experience in work of the same or similar nature, and must provide references that will satisfy the County. Proposer must furnish a reference list of at least four (4) customers for whom they have performed similar services.

LOCAL COMMERCIAL AND/OR GOVERNMENTAL REFERENCES THAT YOU HAVE PREVIOUSLY PERFORMED SIMILAR CONTRACT SERVICES FOR:

- | | |
|--|--|
| <p>1. COMPANY: <u>City of Madeira Beach</u></p> <p>ADDRESS: _____</p> <p>TELEPHONE/FAX: <u>727.391.9951 ext. 230</u></p> <p>CONTACT: <u>Walter Pierce, Director of Finance</u></p> <p>CONTACT EMAIL: <u>wpierce@madeirabeachfl.gov</u></p> <p>COMPANY EMAIL ADDRESS: _____</p> | <p>2. COMPANY: <u>Eckerd College</u></p> <p>ADDRESS: <u>4200 54th Avenue South, St. Petersburg, FL 33711</u></p> <p>TELEPHONE/FAX: <u>727.864.8880</u></p> <p>CONTACT: <u>Kelly Kirschner, Vice President and Dean</u></p> <p>CONTACT EMAIL: <u>kirschkm@eckerd.edu</u></p> <p>COMPANY EMAIL ADDRESS: <u>www.eckerd.edu/more</u></p> |
| <p>3. COMPANY: <u>Sarasota Bradenton International Airport</u></p> <p>ADDRESS: <u>6000 Airport Circle, Sarasota, FL 34241</u></p> <p>TELEPHONE/FAX: <u>941.359.2770 ext. 4200</u></p> <p>CONTACT: <u>Fredrick J. (Rick) Piccolo AAE, CEO</u></p> <p>CONTACT EMAIL: <u>fredrick.piccolo@srq-airport.com</u></p> <p>COMPANY EMAIL ADDRESS: _____</p> | <p>4. COMPANY: <u>Pinellas Suncoast Transit Authority (PSTA)</u></p> <p>ADDRESS: _____</p> <p>TELEPHONE/FAX: <u>727.540.1807</u></p> <p>CONTACT: <u>Brad Miller, CEO</u></p> <p>CONTACT EMAIL: <u>bmiller@psta.net</u></p> <p>COMPANY EMAIL ADDRESS: _____</p> |





Approach

Approach

2. Approach (TAB 2): A separate written narrative describing the methods and/or manner in which the Proposer proposes to satisfy the requirements of the Scope of Work. Provide the following but not limited to:

- a. Proposer is not aware of any clients of the firm that currently present any direct conflict of interest with the Board's priorities. If a potential conflict of interest arises, proposer will promptly notify the County and shall assign an alternative staff member to represent the Board on said issue.
- b. Developing an overall strategy with the Board and staff to ensure issues of concern to Pinellas County Government are addressed to the Board's satisfaction and demonstrate a keen understanding of the Board's priorities.
- c. Working with members of the Legislature, especially members of the Pinellas County Delegation, to ensure their understanding and support of matters of importance to Pinellas County Government.
- d. Working with current and future House and Senate Leadership to ensure their understanding of matters of importance to Pinellas County Government.
- e. Coordinating efforts with partners and associations including, but not limited to, Florida Association of Counties, Pinellas County School Board, Pinellas municipalities, and special districts when their priorities align with the Board's.
- f. Acquiring sponsors and supporters for bills, amendments, and other legislation that is in line with the Board's priorities.
- g. Advocating before the Legislature, Governor, and other State agencies as necessary on behalf of the Pinellas County Government. Such efforts are to take place during the annual legislative session, special session(s), committee meetings, and Pinellas County Legislative Delegation meetings throughout the year.

Approach

Conflicts of Interest

We are not aware of any clients of the firm that currently present any direct conflicts of interest with the Board's priorities. If a potential conflict of interest arises, we will promptly notify the County and shall assign an alternative staff member to represent the Board on said issue.

Strategy

We firmly believe there is no substitute for the knowledge and passion of the client's staff. With that in mind, we would begin our engagement with appropriate staff in Pinellas County Government to ensure issues of concern to Pinellas County are addressed to the Board's satisfaction and demonstrate a keen understanding of the Board's priorities.

This strategy will, as all strategies do, need to remain flexible as we move forward through a very fluid process. It will also include the development of the various forms, handouts, talking point papers, meeting notes, and other documents needed to be successful. We believe that no team in the state of Florida is better qualified and equipped to assist clients in navigating the current and long-term needs of their programs than Suskey Consulting.

We will immediately engage members of the Legislature, especially members of the Pinellas County Delegation, to ensure their understanding of matters of importance to Pinellas County Government. In addition, we will begin working with current and future House and Senate Leadership, as well as coordinate efforts with partners and associations such as: Florida Association of Counties, Pinellas County School Board, Pinellas Municipalities, and special districts whose interests align with the Board's priorities.

In addition, our team will advocate before the Legislature, Governor, and other State agencies as necessary on behalf of Pinellas County Government. Such efforts will take place during the annual legislative session, special session(s), committee meetings, and Pinellas County Legislative Delegation meetings throughout the year.

Project Team & Approach

Suskey Consulting will be the prime contractor with RSA Consulting serving as a subconsultant through the duration of the contract with Pinellas County.

Project Leadership

Alan Suskey (President of Suskey Consulting), **Ron Pierce** (President of RSA), and **Natalie King** (Vice President of RSA) will oversee the entire contract which includes the planning phase prior to the legislative session, activities and engagement with key legislative officials during the legislative session, and reporting after the legislative session.

Planning Phase

During the Planning Phase, Alan Suskey, RJ Myers, Ron Pierce and Natalie King will meet with Pinellas County to determine which public policy issues will need to be addressed, create a Pinellas County-specific strategy, address available resources, and create a strategic plan to discuss issues that may arise throughout the course of our team's representation of Pinellas County during each legislative session. In addition, we will begin to coordinate with local lobbyists on issues of collective interest and determine strategies for leveraging these interests during the legislative session.

In Session

During the legislative session in Tallahassee, our team will advocate on behalf of Pinellas County's interests on specific projects or priorities, funding, policy issues as determined

Approach

in the initial planning stage with Pinellas County. A representative from our team will attend all meetings before Tallahassee based officials when relevant business is being conducted.

While in session, RJ Myers and Edward Briggs will send comprehensive and timely reports to Pinellas County staff to keep Pinellas County informed of all key issues that may affect Pinellas County directly or indirectly. RJ and Edward will constantly monitor all bills/amendments to ensure important bills impacting Pinellas County will have a clear strategy in place to either advance or defeat the legislation. A strategy might involve meeting with the bill sponsors, preceding officers staff, and committee chairs to advise them of Pinellas County's position. In some cases, Edward and RJ may testify in committees on behalf of Pinellas County.

In order to ensure all of Pinellas County interests are being represented in Tampa as well as in Tallahassee, our support staff will attend all relevant meetings in the Tampa Bay Area while Alan Suskey, Rob Fields, Ron Pierce, Natalie King, and Edward Briggs are in Tallahassee.

Review

After the legislative session, our team will meet with the Pinellas County Board and key staff (in-person or by phone) to discuss how effectively the strategy created during the Planning Phase was executed in the legislative session. The update will include the an overall budget review and a thorough review of important pieces of legislation. Based on feedback from Pinellas County, the strategic plan may be revised in light of new information or objectives achieved during the legislative session.

Tentative Schedule for Year One

On the following page, you will see our tentative schedule for year one.

Approach

PRIOR TO SESSION

First 30 Days - Once the contract is signed with Pinellas County, our team will schedule one-two meetings with Pinellas County to begin developing the Legislative Strategy for 2018-2019. The legislative strategy will be based on pending legislative actions, trends, and political activities. The strategy will incorporate State Legislative priorities as determined at the initial meeting between Pinellas County and our team. The legislative strategy will specify which meetings will be arranged, activities that will be monitored, and all goals that will be achieved for 2018 - 2019.

SEP - DEC 2018

Our team will organize in-person meetings with key legislative members and staff in their local district offices (please see the **Appendix Tab** for examples of itineraries we have prepared for our clients).

Our team will furnish at a minimum monthly written reports, and sometimes daily/weekly reports based on key issues discussed, or meetings attended while in Tallahassee (please see the **Appendix Tab** for examples of these documents as well).

2019 JAN - JUN

In January, our team will provide its first in-person Annual Update to Pinellas County to discuss how the strategy is being executed in Tallahassee and which adjustments (if any) should be made for the remainder of the legislative season.

Our team will organize a second in-person legislative visit to Tallahassee between Florida legislature members, staffs, executive branch members and Pinellas County Board and staff officials.

We will furnish monthly written reports, and sometimes daily/weekly reports based on key issues discussed, or meetings attended while in Tallahassee.

POST SESSION

We will schedule an in-person meeting with Pinellas County for a thorough Review of the 2018-2019 Legislative Session. Based on goals or initiatives achieved during the 2018 Legislative Session, we will work with Pinellas County to determine how the strategy will be adjusted in the 2019 Legislative Session.



Statement of Work

Tab 3
Statement of Work



Statement of Work

3. Statement of Work (TAB 3): A separate proposed Statement of Work that enumerates and defines the work/services that the Proposer will provide to the County to complete the Scope of Work in this RFP, including each task, deliverable, and/or goods or products comprising the services Proposer will provide, as well as a proposed completion schedule for each task or deliverable, if applicable. The Proposer's Statement of Work shall be in a form that can be incorporated into the Services Agreement at the County's option. Provide the following but not limited to:

- a. Developing and implementing a strategy for the support, opposition, or amendment of pending legislation that may impact Pinellas County Government.
- b. Scheduling related to request to attend meetings and appointments between the Board or Pinellas County Government staff, state legislators, and agency officials.
- c. Providing weekly written status reports when the Legislature is in session, and bi-weekly written status reports during committee weeks.
- d. Presenting an annual report to the Board at a Board meeting.

Statement of Work

Statement of Work

Suskey Consulting and RSA Consulting have the capabilities to provide the following scope of services:

- a. Develop an overall strategy with the Board and staff to ensure issues of concern to Pinellas County Government are addressed to the Board's satisfaction and demonstrate a keen understanding of the Board's priorities.
- b. Develop and implement a strategy for the support, opposition, or amendment of pending legislation that may impact Pinellas County Government.
- c. Work with members of the Legislature, especially members of the Pinellas County Delegation, to ensure their understanding and support of matters of importance to Pinellas County Government.
- d. Work with current and future House and Senate Leadership to ensure their understanding of matters of importance to Pinellas County Government.
- e. Coordinate efforts with partners and associations including, but not limited to, Florida Association of Counties, Pinellas County School Board, Pinellas municipalities, and special districts when their priorities align with the Board's.
- f. Acquire sponsors and supporters for bills, requests for appropriations, amendments, and other legislation that is in line with the Board's priorities.
- g. Advocate before the Legislature, Governor, and other State agencies as necessary on behalf of the Pinellas County Government. Such efforts are to take place during the annual legislative session, special session(s), committee meetings, and Pinellas County Legislative Delegation meetings throughout the year.
- h. Upon request, attend meetings/appointments between the Board or Pinellas County Government staff, state legislators, and agency officials.
- i. Provide weekly written status reports when the Legislature is in session, and bi-weekly written status reports during committee weeks **(Please see the Appendix for report examples)**.
- j. Present an annual report to the Board at a scheduled Board meeting.
- k. Proposer is not aware of any clients of the firm that currently present any direct conflict of interest with the Board's priorities, as listed on Exhibit 1. If a potential conflict of interest arises, proposer will promptly notify the County and shall assign an alternative staff member to represent the Board on said issue.



Compensation

Tab 4
Compensation

Compensation

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ATTACHMENT A- COMPENSATION

DESCRIPTION	LUMP SUM NOT TO EXCEED (Includes all Expenses)
YEAR 1 (12 MONTHS):	\$ 96,000
YEAR 2 (12 MONTHS):	\$ 96,000
GRAND TOTAL:	\$ 192,000

Provide hourly rates below for each positions that will be used for hours worked (to be paid monthly).
Hourly rates will not be used for evaluation of the services required in this RFP.

****Do not modify positions listed below****

TITLE	HOURLY RATE (All Inclusive)
Secretary	\$ 150
Attorney	\$ 250

PINELLAS COUNTY PURCHASING

RFP – FORMAL/INFORMAL

REVISED: 03-2017





No Exceptions

No Exceptions to RFP

5. No Exceptions to RFP (TAB 5): Proposer is advised that exceptions to any terms and conditions contained in this RFP or the Services Agreement must be stated with specificity in its response to the RFP. The points available under this criterion may be deducted if the Proposer takes exception to any language to this RFP package.

Suskey Consulting, LLC has no exceptions to any terms and conditions contained in this RFP or the Services Agreement.



Items to Be Returned with Proposal

Items to Be Returned with Proposal

6. ITEMS TO BE RETURNED

WITH PROPOSAL: Proposal Organization: Proposers are expected to organize their proposals in such a manner as to facilitate the evaluation process. Proposals should be keyed or indexed to correspond with this Request for Proposal. Responses should be correlated to the specific submittal, Criterion, section or paragraph number of the request for proposal being addressed. Evaluators will make a reasonable effort to locate information in the proposals; however failure to follow this suggested format may make location of critical submittal information difficult, possibly resulting in a loss of appropriate point credit.

No.	Item	Requirement	Location in Response
a)	Page 1	Proposal Signature Page	Page 2
b)	Section B	Item 2 Proposal Requirements	Tabs 1-6 Appendix
c)	Section B	Proposal Submittal Copies	Included
d)	Section D	Vendor References	Page 32
e)	Section E	Proposal Submittal	Tab 3
f)	Section F	ePayables Form	Page 42
g)	Section F	W-9 Form	Page 43
h)	Section G	Addendum Acknowledgement Form (If Applicable)	Page 44
i)	Section H	Statement of No Submittal (If Applicable)	NA
j)	Attachment A	Fees and Expenses	Page 39

Items to Be Returned with Proposal

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SECTION F ELECTRONIC PAYMENT

Electronic Payment (ePayables)

The Pinellas County Board of County Commissioners (County) offers a credit card payment process (ePayables) through Bank of America. Pinellas County does not charge vendors to participate in the program; however, there may be a charge by the company that processes your credit card transactions. For more information please visit Pinellas County purchasing website at www.pinellascounty.org/purchase.

Would your company accept to participate in the ePayables credit card program?

 Yes

 No

Suskey Consulting, LLC

Company Name

Authorized Signature (for payment acceptance)

Alan Suskey / President

Printed Signature/Title/Department

(850) 510-8314

Phone Number

Items to Be Returned with Proposal

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W-9 REQUEST FOR TAXPAYER ID NUMBER AND CERTIFICATION

Form W-9 (Rev. August 2013) Department of the Treasury Internal Revenue Service	Request for Taxpayer Identification Number and Certification	Give Form to the requester. Do not send to the IRS.
Name (as shown on your income tax return) Suskey Consulting, LLC Business name/disregarded entity name, if different from above		
Check appropriate box for federal tax classification: <input type="checkbox"/> Individual/sole proprietor <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶ _____ <input type="checkbox"/> Other (see instructions) ▶ _____		
Exemptions (see instructions): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____		
Address (number, street, and apt. or suite no.) 113 East College Avenue, Suite 300 City, state, and ZIP code Tallahassee, FL 32301		Requester's name and address (optional)
List account number(s) here (optional)		

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on the "Name" line to avoid backup withholding. For individuals, this is your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Note. If the account is in more than one name, see the chart on page 4 for guidelines on whose number to enter.

Social security number									
	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:15%; height: 20px;"></td> <td style="width:15%;"></td> </tr> </table>								
Employer identification number									
	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td style="width:15%; height: 20px;">4</td> <td style="width:15%;"></td> </tr> </table>	4							
4									

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
- I am a U.S. citizen or other U.S. person (defined below), and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here	Signature of U.S. person ▶ <i>Alan Suskey</i>	Date ▶ April 12, 2018
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General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. The IRS has created a page on IRS.gov for information about Form W-9, at www.irs.gov/w9. Information about any future developments affecting Form W-9 (such as legislation enacted after we release it) will be posted on that page.

Purpose of Form

A person who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) to report, for example, income paid to you, payments made to you in settlement of payment card and third party network transactions, real estate transactions, mortgage interest you paid, acquisition or abandonment of secured property, cancellation of debt, or contributions you made to an IRA.

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN to the person requesting it (the requester) and, when applicable, to:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued),
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and

4. Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct.

Note. If you are a U.S. person and a requester gives you a form other than Form W-9 to request your TIN, you must use the requester's form if it is substantially similar to this Form W-9.

Definition of a U.S. person. For federal tax purposes, you are considered a U.S. person if you are:

- An individual who is a U.S. citizen or U.S. resident alien,
- A partnership, corporation, company, or association created or organized in the United States or under the laws of the United States,
- An estate (other than a foreign estate), or
- A domestic trust (as defined in Regulations section 301.7701-7).

Special rules for partnerships. Partnerships that conduct a trade or business in the United States are generally required to pay a withholding tax under section 1446 on any foreign partners' share of effectively connected taxable income from such business. Further, in certain cases where a Form W-9 has not been received, the rules under section 1446 require a partnership to presume that a partner is a foreign person, and pay the section 1446 withholding tax. Therefore, if you are a U.S. person that is a partner in a partnership conducting a trade or business in the United States, provide Form W-9 to the partnership to establish your U.S. status and avoid section 1446 withholding on your share of partnership income.



Pinellas County Board of County Commissioners
 Response to Request for Proposal
 RFP No. 178-0174-P (SS)
 State Government Relations Services
 April 12, 2018

Items to Be Returned with Proposal

178-0174-P (SS)

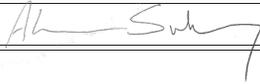
Page 21 of 23

SECTION G – ADDENDA ACKNOWLEDGMENT FORM

Proposal Title: State Governmental Relations Services

Proposal No: 178-0174-P (SS)

PLEASE ACKNOWLEDGE RECEIPT OF ADDENDA FOR THIS RFP BY SIGNING AND DATING BELOW:

ADDENDA NO.	SIGNATURE/PRINTED NAME	DATE RECEIVED
1		March 28, 2018

Note: Prior to submitting the response to this solicitation, it is the responsibility of the firm submitting a response to confirm if any addenda have been issued. If such document(s) has been issued, acknowledge receipt by signature and date in section above and return Addenda Acknowledgement Form with RFP. Failure to do so may result in being considered non-responsive.

Information regarding Addenda issued is available on the Purchasing Department section of the County’s website at, www.pinellascounty.org/purchase/Current_Bids1.htm , listed under category ‘Current Bids’.





Appendix

Appendix

The following PSTA Board Updates are examples of the level of detail we provide to our clients.





PSTA Board Update 2018 Session (January- March)

LEGISLATIVE SCHEDULE:

The 2018 Legislative Session began on January 9, 2018 and concluded on March 12, 2018 which included an extended session in-order for the Legislature to finalize the budget. Since then, Governor Scott has signed the state budget into law. The total budget was \$88.7B. In contrary to years prior Governor Scott only vetoed about \$64M in projects. Mostly targeting member specific projects in the budget cycle. The budget will take effect on July 1, 2018.

It is possible that the Legislature will call a special session during the month of April to address gambling policy. A deal could potentially guarantee billions of dollars for the state by updating a gaming compact with the Seminole Tribe of Florida. The deal, first struck in 2010, provides the tribe with exclusivity over most casino-style games in exchange for monthly deposits to the state treasury.

The 2019 Legislative Session will begin on March 5, 2019 and is scheduled to conclude on May 3, 2019. Due to it being an election year, committee weeks are anticipated to begin in January 2019.

ACTIVITY REPORT:

The following is a summary of some of the key meetings/events that have taken place since the last report. Note: We did not include the numerous legislative committee meetings, individual meetings held by the contract lobbying team with legislative staff and members, or the weekly update calls with PSTA staff.

Date	Activity	Purpose	Notes
1/16/2018-1/17/2018	PSTA Tally Trek	Discuss Legislative Priorities & funding Request	Meetings with Pinellas County Delegation and key chairman
1/17/2018	PSTA Dinner		Joined by Senator Rouson
1/18/2018	Transportation & Tourism Appropriations Subcommittee	HB 2509	Considered favorable by the committee
1/31/2018	Meeting with Bill Johnson		Ron Pierce met with Bill while he was in Tallahassee to touchbase
2/15/2018	Transit Day		

SCHEDULED FUTURE ACTIVITY:

Date	Activity	Purpose	Notes
4/4/2018	PSTA Legislative Committee Meeting		
4/13/2018	Senator Brandes	Discuss Priorities	
4/25/2018	Board Meeting	Legislative Update Presentation	To be given by Ron

Appendix

The following PSTA Board Updates are examples of the level of detail we provide to our clients.



**PSTA Board Update
2017 Session
(January – May)**

LEGISLATIVE SCHEDULE:
The 2017 Legislative Session began on March 7th and concluded on May 8, 2017 which included an extended session in-order for the Legislature to finalize the budget. The budget has yet to be delivered to the Governor. Upon receipt, the Governor will have 15 days to act. It is highly anticipated that the Governor will execute his authority to veto significantly. The budget must be enacted by June 30th as the fiscal year begins on July 1, 2017.

It is possible that the Legislature will call a special session during the month of June to address either Legislation to address the constitutional amendment related to Marijuana and/or any significant effects to the budget if the Governor does in fact veto key portions of the budget.

The 2018 Legislative Session will begin in January 2018 and would be scheduled to conclude in early March. The next year is on an early cycle thus committee weeks are anticipated to begin in September 2017.

ACTIVITY REPORT:
The following is a summary of some of the key meetings/events that have taken place since the last report. Note: We did not include the numerous legislative committee meetings, individual meetings held by the contract lobbying team with legislative staff and members, or the weekly update calls with PSTA staff. Items included in the activity report are those items above and beyond the normal course of session business.

Date	Activity	Purpose	Notes
5-22-17	Legislative Committee Meeting (In Person by Ron and Natalie & Alan by phone)		
5-15-17	OPB Staff Meeting (Natalie & Ron)	Discuss \$1MM Appropriation	
5-11-17	OPB Staff Meeting (Alan)	Discuss \$1MM Appropriation	

Appendix

PSTA Board Report Update (continued)

4-3-17	HART BOD Meeting (Attended by Zack from RSA)	Monitoring – Discussion related to Tallahassee Trip	
3-20-17	HART BOD Meeting (Attended by Zack from RSA)	Monitoring – TBARTA Bill Workshop	
3/14-3/15/17	TD Day in Tally (Natalie)	Assisted FPTA with Delegation trip	
3-6-17	HART BOD Meeting (Attended by Zack from RSA)	Monitoring – Discussion regarding TBARTA Bill	
2/7-2/8/17	PSTA Tallahassee Delegation Trip	Advocate for PSTA Legislative Agenda	Numerous meetings with Pinellas County Delegation House and Senate members as well as DOT Executives
2-7-17	PSTA Dinner with Senator Brandes (Natalie & Edward)		
1-23-17	HART Legislative Committee (Attended by Zack from RSA)	Monitoring MOU Discussion	
1-19-17	Direct Connect Lunch (Ron)	Uber Partnership Event	
1-9-17	HART BOD Meeting (Attended by Zack from RSA)	Monitoring MOU Discussion	

SCHEDULED FUTURE ACTIVITY:

Date	Activity	Purpose	Notes
5-24-17	Board Meeting		
TBD	Meetings with APD regarding new provisions for TD Taskforce		
6-12-17	Legislative Committee Meeting	Discuss/plan for 2018 Session and PSTA Agenda ideas	
6-28-17	Board Meeting		
7-26-17	Board Meeting		

Appendix

September 2017 PSTA Board Update





**PSTA Board Update
September 2017**

ACTIVITY REPORT:
The following is a summary of some of the key meetings/events that have taken place since the last report.

Date	Activity	Purpose	Notes
9-6-17	PSTA Legislative Committee Meeting		Attended by Natalie King & Ron Pierce. Alan Suskey joined by phone.
9-7-17	Clearwater Beach Transit Center Grand Opening		Postponed to 10/5 due to storm
9-11-17 to 9-15-17	Legislative Session Committee Week #1		Cancelled due to storm
9-12-17	PSTA/HART Joint Meeting		Postponed due to storm. New date being set – possible 10/27
9-12-17	House Transportation & Infrastructure Committee Meeting		Cancelled due to storm
9-13-17	House Transportation & Tourism Appropriations Committee		Cancelled due to storm
9-13-17	Senate Transportation Committee		Cancelled due to storm
9-14-17	Senate TED Appropriations Committee		Cancelled due to storm
9-15-17	PSTA Monthly Update Call		Cancelled
9-25-17	Pinellas County Delegation Meeting		Attended by Edward Briggs and Sam Armes with RSA

Appendix

September 2017 PSTA Board Update (continued)

9-27-17	PSTA Board Meeting		Attended by Natalie King
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SCHEDULED FUTURE ACTIVITY:

Date	Activity	Purpose	Notes
10-4-17	PSTA Board Legislative Committee meeting		
10-9-17 to 10-13-17	Legislative Session Committee Week #2		
10-23-17 to 10-27-17	Legislative Session Committee Week #3		
10-25-17	Board Meeting (evening session)		
10-27-17 (tentative)	Joint PSTA/HART Leadership meeting		
11-1-17	PSTA Board Legislative Committee meeting		
11-6-17 to 11-10-17	Legislative Session Committee Week #4		
11-13-17 to 11-17-17	Legislative Session Committee Week #5		
12-4-17 to 12-8-17	Legislative Session Committee Week #6		
12-6-17	Board Meeting		
TBD	Meetings with APD regarding new provisions for TD Taskforce		

November 2017 PSTA Board Update





PSTA Board Update November 2017

ACTIVITY REPORT:
The following is a summary of some of the key meetings/events that have taken place since the last report.

Date	Activity	Purpose	Notes
11-1-17	PSTA Legislative Committee Meeting		Attended by Ron Pierce. Natalie King & Alan Suskey joined by phone.
11-6-17 to 11-10-17	Legislative Session Committee Week #4		
11-6-17	Tally Trek Dinner with Rep. Ben Diamond		Attended by Ron Pierce, Natalie King, Edward Briggs & Alan Suskey
11-7-17	Tally Trek member meetings	Discuss Legislative Priorities and Appropriations Request	Meetings with Representatives Peters, Drake, Grant, Sprowls, Latvala, Newton and Senator Rouson as well as Phillip Miller
11-13-17 to 11-17-17	Legislative Session Committee Week #5		
11-13-17	Call with Senator Brandes	Discuss Appropriation	Ron Pierce

SCHEDULED FUTURE ACTIVITY:

Date	Activity	Purpose	Notes
12-4-17 to 12-8-17	Legislative Session Committee Week #6		
12-4-17	PSTA HART Joint Meeting		
12-6-17	Board Meeting		
1-16-18	Tally Trek		
1-30-18	Transit Day		

Appendix

Example Tallahassee Itinerary



Tuesday, January 19th 2016

5:00pm Arrive in Tallahassee

6:00pm – 9:00pm Chamber Reception (Governor’s Club)

Wednesday, January 20th 2016 (Room 221 SoB)

7:30am Arrive at Capitol

7:30am - 7:45am Travel to 221 SoB/Bathroom break

7:45am – 8:00am Ron Pierce, Welcome/Introduction (221 SoB)

8:00am – 8:15am Andrew Fay, Assistant Attorney General, (221 SoB)

8:15am - 8:30am Sen. Jeff Brandes (221 SoB)



From Saint Petersburg, Florida Senator Brandes was first elected to the Florida Senate in 2012. He is the Chair of the Transportation Committee and Vice Chair of the Community Affairs committee as well as sitting on numerous other committees. He has previous military service in the U.S. Army Reserves, which included a 14-month tour in Iraq. He currently manages real estate and commercial properties in Pinellas County.

Purpose of meeting: Is to educate on the Brandon Chamber’s legislative agenda.

8:30am – 8:45am Sen. Tom Lee (418 SoB)



Senator Lee was born in San Antonio, Texas and moved to Florida when he was 7 years old. He graduated from the University of Tampa with a degree in business and went on to work for Sabel Homes of Florida, where he is currently Vice President. Senator Lee was first elected to the Florida Senate in 1996 and served as Senate President from 2004-2006. He ran for re-election in 2012 and is currently Chair of the Senate Appropriations Committee, Rotating Chair of the Joint Legislative Budget Commission, and serves on the Banking & Insurance Committee, Rules Committee, Reapportionment Committee, and the Appropriations Subcommittee on General Government.

Purpose of meeting: Is to educate on the Brandon Chamber’s legislative agenda.

8:45am – 9:00am Travel to House Chamber

9:00am – 10:00am Tour of House Murals (House Chamber)

10:00am – 10:30am Travel to 221 SoB/Bathroom Break

Appendix

Example Tallahassee Itinerary (continued)

10:30am – 10:45am Jonathan Rees, Legislative Affairs Director DACS (221 SoB)

10:45am – 11:00am Brewster Bevis, Associated Industries of Florida

11:00am – 11:15am Rep. Darryl Rouson (221 SoB)



Born in New Orleans, Representative Rouson moved to Florida when he was three. He attended college at Xavier University, from which he graduated in 1977. He received his law degree from the University of Florida Spessard Holland Law Center in 1979. Representative Rouson was elected to the Florida House of Representatives in 2008 and has been reelected subsequently. His current committee assignments include the Appropriations Committee, Regulatory Affairs Committee, Justice Appropriations Subcommittee, and the Business and Professionals Committee.

Purpose of meeting: Is to educate on the Brandon Chamber's legislative agenda.

11:15am – 11:30am Sen. Bill Galvano (221 SoB)



From Bradenton, FL Senator Galvano was elected to the Florida Senate in 2012. He previously had served four terms in the Florida House of Representatives beginning in 2002. He serves on the Joint Legislative Budget Commission, Agriculture Committee, Appropriations Committee, Education Pre-K Through 12 Committee, and the Health Policy Committee. Senator Galvano is an attorney by trade.

Purpose of meeting: Is to educate on the Brandon Chamber's legislative agenda.

11:30am – 12:00pm Travel to FL Chamber

Noon – 1pm FL Chamber of Commerce Briefing, Greg Blose

1:00pm – 1:45pm Travel to 221 SoB

1:45pm - 2:00pm Rep. Dan Raulerson (221 SoB)



Born in Jacksonville, FL. Represents Plant City. First elected to the Florida House in 2012. Chair of the Joint Legislative Auditing Committee. Member of the Education Committee, K-12 Subcommittee, and Veterans and Military Affairs Subcommittee. Graduate of Florida State University. Outside of the Legislature Rep. Raulerson is a CPA.

Purpose of meeting: Is to educate on the Brandon Chamber's legislative agenda.

2:00pm - 2:15pm Rich Reidy, Sen. Legg's aide (221 SoB)



From Lutz, Florida Senator John Legg was first elected in 2012. He is chair of the Education Pre-k – 12 Committee, and serves on the Appropriations Subcommittee on Education, Ethics and Elections Committee, Fiscal Policy Committee, and Government Oversight and Accountability. In addition to serving as a Senator he also was a member of the Florida House of Representatives for 8 years. He works as an educator and administrator for Dayspring Academy, a charter school in Pasco County.

Purpose of meeting: Is to educate on the Brandon Chamber's legislative agenda.

Appendix

Example Tallahassee Itinerary (continued)

2:15pm – 2:30pm



Rep. Shawn Harrison (221 SoB)

Originally from Indiana, Representative Harrison moved to Tampa to attend the University of South Florida, and the University of Florida College of Law. Upon graduating he moved back to Tampa to open a law firm where he practices corporate litigation and healthcare law. He sits on the Healthcare Appropriations Subcommittee, and the Economic Development and Tourism Subcommittee.

Purpose of meeting: Is to educate on the Brandon Chamber's legislative agenda.

2:45pm – 3:00pm



Rep. Jake Raburn (221 SoB)

Representative Jake Raburn was born and raised in Hillsborough county Florida. He attended the University of Florida, obtaining a bachelor's degree in Agricultural Communication with minors in Food & Resource Economics and Agricultural Law. After graduation, Jake went to work for the Florida Department of Citrus, as a marketing specialist with the state agency. After two years there, Jake had the opportunity to go to work for Hinton Farms Produce, Inc. Hinton Farms, his wife's family farming operation. Representative Raburn was elected to the Florida House of Representatives in 2012. He sits on the Regulatory Affairs Committee, State Affairs Committee, Agriculture & Natural Resources Appropriations Subcommittee, Higher Education & Workforce Subcommittee, and the Agriculture & Natural Resources Subcommittee.

Purpose of meeting: Is to educate on the Brandon Chamber's legislative agenda.

3:00pm – 3:15pm



Rep. Ross Spano (1102-C)

Representative Spano is a Florida native; he was born in Tampa and raised in Brandon. He earned his bachelor's degree from the University of South Florida, and his Juris Doctor from the Florida State University College of Law. He was first elected in 2012, and has been reelected subsequently. Representative Spano is the Vice Chair of the Justice Appropriations Subcommittee, and the K-12 Subcommittee. He also sits on the Education Committee, Transportation and Ports Subcommittee, and the Criminal Justice Subcommittee. When not in Tallahassee Representative Spano is a practicing lawyer and a part owner of Spano & Woody in Riverview, and is an active member of the Brandon and Riverview Chambers of Commerce. He is a husband to his wife Amie, and they have four children.

Purpose of meeting: Is to educate on the Brandon Chamber's legislative agenda.

3:00pm – 4:00pm

Tour of Senate Chamber

4:00pm – 4:15pm

Travel to 221 SoB

Appendix

Example Tallahassee Itinerary #2



2015 Tallahassee Trip Agenda
December 1st

Monday, November 30th

6:30pm – 9:00pm Dinner with Representative Dana Young (Governors Club)



Representative Young is a sixth generation Floridian and was raised in a family that has a proud history of public service. She received a degree in political science from Florida State University and went on to earn a law degree from the University of Virginia School of Law. She was first elected to the Florida House of Representatives in 2010. Representative Young served as the Deputy Majority Whip from 2011 to 2012, Deputy Majority leader and Majority Whip from 2012 to 2014, and is currently serving as the Majority Leader. Representative Young has been married to her husband Matt for 20 years, and they have two daughters, Alexandra and Carson. Purpose of Meeting: Introductory

Tuesday, December 1st

8:30am – 8:45am Representative Amanda Murphy (1401-C)



Representative Murphy grew up in Pasco County. She attended Florida State University where she received a Bachelors degree in Political Science. For the past 15 years she has worked as a Financial Advisor for Raymond James in downtown Tampa while maintaining her home in West Pasco. Her current committee assignments include the Joint Legislative Auditing Committee, State Affairs Committee, Health Care Appropriations Subcommittee, Children, Families, & Seniors Subcommittee, and the Local Government Affairs Subcommittee. Purpose of Meeting: Introductory

(322-C)

is elected to the Florida House of representing Bradenton, FL. He iversity and currently works as an agent. Representative Boyd is serving as ler and Majority Whip for the 2014-2016 urrent committee assignments include ropriations Committee, Regulatory Calendar & Ethics Committee, and the ourses Subcommittee. Purpose of

is. Sen. Lee represents east Hillsborough o the Florida Senate in 2012 after being eviously was the President of the Florida He now serves as the Appropriations the University of Tampa, Sen. Lee is the ilding Company. Purpose of Meeting:

(1402-C)



Representative Ed Narain is from Fort Lauderdale, Florida. He moved to Tampa in 1994 to attend the University of South Florida. There he was elected President of the Student Body from 1997 to 1998, he also partnered with the United Way to develop the first Student driven United Way campaign. Representative Narain is the Minority Ranking Member of the Government Operations Subcommittee, and he sits on the Economic Affairs Committee, Economic Development and Tourism Subcommittee, Transportation and Ports Subcommittee, and the Heath Quality Subcommittee. Representative Narain is no stranger to community service. He is a member of the Children's Board of Hillsborough County, the Hillsborough County Headstart Policy Council Board and served for several years on the Hillsborough County Community Action Board. He works for AT&T, and enjoys watching movies with his family, reading, and singing on the praise team at church. Purpose of Meeting: Introductory



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Appendix

Example Tallahassee Itinerary #2 (continued)

11:30am – 11:45am



Representative Ray Pilon (412 HoB)

Born in Michigan, Representative Pilon moved to Sarasota in 1975. In November of 1996, after a career in law enforcement and experience in the private sector as an Executive VP for a major cable company, he won the support of the citizens of Sarasota County by being elected countywide to the Board of County Commissioners. Representative Pilon was elected to the Florida House of Representatives in 2010 and has been reelected subsequently. His current committee assignments include the State Affairs Committee, Agriculture & Natural Resources Appropriations Subcommittee, Economic Development and Tourism Subcommittee, and the Criminal Justice Subcommittee. Purpose of Meeting: Introductory

12:00pm – 1:30pm



Lunch with Sen. Legg (Governors Club)

Born in Brooksville, FL. Senator John Legg is the Chairman of the Senate's Education Pre K-12 Subcommittee and of the Bay Area Legislative Delegation meeting. Elected to the Senate in 2012. Graduate of the University of South Florida. Purpose of the Meeting: Introductory and talk about the Tampa Bay Partnership's Legislative Partnership.

ant (405 HoB)

s served in the Florida House of 10. He is the son of former Florida House n Grant. He graduated from Auburn his J.D. from Stetson University College of attorney and small business owner. y community leader who also serves on including the Board of Directors for Pepin Directors for the Bay Area Charter rd of Directors for General Norman Home Sporting Clays Classic. His current include the Government Operations mittee, Higher Education and Workforce ent Operations Subcommittee, and the ordable Healthcare Access. Purpose of

erson (300 HoB)

n is a lifelong Florida resident. He niversity and graduated with a degree in started Raulerson Castillo Westlake & ks as a Certified Public Accountant. His hen he was elected to the Plant City



Commission, and as Mayor of Plant City. In 2012, he was elected to the Florida House of Representatives and has been reelected subsequently. Representative Raulerson is an important part of the Republican leadership through his service as a Deputy Whip, as well as the alternating Chair of the Joint Legislative Auditing Committee. He also sits on the Education Committee, Government Operations Subcommittee, K-12 Subcommittee, and the Veteran & Military Affairs Subcommittee. Purpose of Meeting: Introductory



5999 Central Ave
Suite 301
St. Petersburg, FL 33710

113 East College Avenue
Suite 300
Tallahassee, FL 32301