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**CORCORAN & JOHNSTON**  
GOVERNMENT RELATIONS

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**TO: Purchasing Department, Pinellas County**

**FROM: Corcoran & Associates d/b/a Corcoran & Johnston  
Government Relations**



**State Governmental Relations Services  
Proposal Number 178-0174-P (SS)**

**Thursday, April 12, 2018  
DUE TIME: 3:00PM**

19401 Shumard Oak Drive, Suite 101, Land O' Lakes, Florida 34638  
112 East Jefferson Street, First Floor, Tallahassee, Florida 32399  
3191 Grand Avenue, Box 330753, Miami, Florida 33133  
Tampa (813) 527-0172 | Tallahassee (850) 222-0888 | Miami (305) 504-7910  
[www.corcoranfirm.com](http://www.corcoranfirm.com)

# CORCORAN & JOHNSTON

GOVERNMENT RELATIONS

April 12, 2018

Joseph Lauro, CPPO/CPPB  
Director of Purchasing  
400 South Ft. Harrison, Sixth Floor  
Clearwater, Florida 33756

Dear Mr. Lauro:

We are pleased to present the following information in response to the Pinellas County Board of County Commissioner's Request for Proposal for State Governmental Relations Services.

Corcoran & Associates, Inc. d/b/a Corcoran & Johnston is a full-service government relations firm, serving clients before Florida's legislative and executive branches of government. Throughout this response, we have highlighted our team, our approach, and demonstrated history of success on behalf of our clients. We strongly believe our team will meet and exceed the expectations of Pinellas County.

Our principals are all from the Tampa Bay area and have chosen to raise their families here. We are active participants in our community and represent a number of Tampa Bay area companies and organizations. We would be honored to represent Pinellas County before the State Legislature.

Should you have any questions or require additional information during the period of proposal evaluation, please do not hesitate to contact me. Our firm has offices in Tampa, Tallahassee, and Miami with our main office located at 19401 Shumard Oak Drive, Land O'Lakes, Florida 34638. The main telephone number is (813) 527-0172. I can additionally be reached by cell phone at (813) 777-9858 or by email at [jeff@corcoranfirm.com](mailto:jeff@corcoranfirm.com).

Thank you in advance for your consideration of our response to the Request for Proposal. We look forward to the opportunity to discuss working together for the benefit of Pinellas County.

Sincerely,




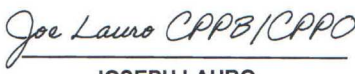
Jeff Johnston  
Managing Partner

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<b>SUBMIT TO:</b>  PINELLAS COUNTY BOARD OF COUNTY COMMISSIONERS 400 S. FT. HARRISON AVENUE ANNEX BUILDING – 6 <sup>TH</sup> FLOOR CLEARWATER, FL 33756	 <h1 style="text-align: center;">REQUEST FOR PROPOSAL</h1>
<b>ISSUE DATE:</b> <b>March 15, 2018</b>	<b>PROPOSAL SUBMITTALS RECEIVED AFTER SUBMITTAL DATE &amp; TIME WILL NOT BE CONSIDERED</b>
<b>TITLE: State Governmental Relations Services</b>	<b>RFP NUMBER: 178-0174-P (SS)</b>
<b>SUBMITTAL DUE: April 12, 2018 @ 3:00 P.M.</b> AND MAY NOT BE WITHDRAWN FOR 120 DAYS FROM DATE LISTED ABOVE.	<b>PRE-PROPOSAL DATE &amp; LOCATION: NOT APPLICABLE</b>
<b>DEADLINE FOR WRITTEN QUESTIONS: April 2, 2018 BY 3:00 P.M.</b> <b>SUBMIT QUESTIONS TO: SUE STEELE, CPPB AT <a href="mailto:ssteele@pinellascounty.org">ssteele@pinellascounty.org</a></b> <b>Phone: 727-464-4776 Fax: 727-464-3925</b>	
<p style="text-align: center;"><b>THE MISSION OF PINELLAS COUNTY</b></p> <p>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>	 <b>JOSEPH LAURO,</b> CPPO/CPPB 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):** Corcoran & Associates **D/B/A** Corcoran & Johnston Government Relations

**MAILING ADDRESS:** 19401 Shumard Oak Drive **CITY / STATE / ZIP** Land O'Lakes, FL 34638

**COMPANY EMAIL ADDRESS:** jeff@corcoranfirm.com

**\*REMIT TO NAME:** Jessica Corcoran  
 (As Shown On Company Invoice)

Corcoran & Associates d/b/a Corcoran & Johnston Government Relations **FEIN#** 59-3731004

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](http://www.sunbiz.org) for this information.

**PHN:** (813) 527-0172 **FAX:** ( ) N/A

**CONTACT NAME:** Jeff Johnston

**PRINT NAME:** Jeff Johnston

**EMAIL ADDRESS:** jeff@corcoranfirm.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:** Jeff Johnston, Managing Partner

THIS FORM MUST BE RETURNED WITH YOUR RESPONSE



# COMPANY INFORMATION

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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: Corcoran & Associates d/b/a Corcoran & Johnston Government Relations

LENGTH OF TIME COMPANY HAS BEEN IN BUSINESS: 17 Years

BUSINESS ADDRESS: 19401 Shumard Oak Drive, Land O'Lakes, FL 34638

HOW LONG IN PRESENT LOCATION: 2 months

TELEPHONE NUMBER: (813) 527-0172

FAX NUMBER: N/A

TOTAL NUMBER OF CURRENT EMPLOYEES: 8 FULL TIME \_\_\_\_\_ PART TIME \_\_\_\_\_

NUMBER OF EMPLOYEES YOU PLAN TO USE TO SERVICE THIS CONTRACT: 8

**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:

1. As advised in Section E of the RFP, Vendor  
COMPANY: References have been provided within Tab 1.

ADDRESS: \_\_\_\_\_

TELEPHONE/FAX: \_\_\_\_\_

CONTACT: \_\_\_\_\_

CONTACT EMAIL: \_\_\_\_\_

COMPANY EMAIL ADDRESS: \_\_\_\_\_

2. COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

TELEPHONE/FAX: \_\_\_\_\_

CONTACT: \_\_\_\_\_

CONTACT EMAIL: \_\_\_\_\_

COMPANY EMAIL ADDRESS: \_\_\_\_\_

3. COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

TELEPHONE/FAX: \_\_\_\_\_

CONTACT: \_\_\_\_\_

CONTACT EMAIL: \_\_\_\_\_

COMPANY EMAIL ADDRESS: \_\_\_\_\_

4. COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

TELEPHONE/FAX: \_\_\_\_\_

CONTACT: \_\_\_\_\_

CONTACT EMAIL: \_\_\_\_\_

COMPANY EMAIL ADDRESS: \_\_\_\_\_

## TAB 1

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### Qualifications

Founded in 2001, Corcoran & Johnston Government Relations is a full-service governmental affairs firm with expertise in all areas of state and local government. The firm has been recognized as one of Florida's top lobbyists by Florida Trend Magazine and ranked in the top Florida Lobbyists by Sunshine State News. With more than 75 years of combined legislative, executive and regulatory knowledge and experience, our ability to navigate through the processes and politics of government and deliver for our clients is unmatched.

Our firm is proud to call the Tampa Bay area home, with several members of our team born and raised in the Tampa Bay area, and the majority of our team residing throughout Pinellas, Pasco and Hillsborough counties. Our relationships with members of the Tampa Bay delegation, and more specifically Pinellas County, run deep and we are confident that no other firm is closer to many of the emerging members of House and Senate leadership whom reside in the region. By utilizing additional offices in Tallahassee and Miami, we are able to provide a statewide network of relationships to promote the businesses and issues important to our neighbors and friends in Pinellas County and throughout Tampa Bay.

At Corcoran & Johnston, we understand the complexities and nuances of the legislative and regulatory process. At the state level, the firm assists clients with legislative and executive branch lobbying. We measure our success against our ability to guide our clients through procurements, contracts, legislation, regulations and appropriations that govern their respective interests. Our combined subject matter expertise at the state level extends to agriculture, affordable housing, appropriations, economic development, environmental, gaming, health care, higher education, insurance, judicial regulations, local government, pharmacy, public safety, real estate development, regulated industries, finance and tax, telecommunications, tort reform and transportation.

During the annual Legislative Session, Special Sessions and at various times throughout the year, we are on the ground in Tallahassee, working the halls of Florida's State Capitol and the agencies of Florida's Executive branch, advocating on behalf of our clients. When the Legislature is not in Session, we travel throughout the state, meeting with elected officials and staff in district offices across Florida. We provide real-time updates of legislation, news, press releases, legislative calendars and committee reports and actions to our clients. We also compile detailed and customized legislative tracking and status reports for our clients. Each year, we participate in raising and contributing hundreds of thousands of dollars on behalf of our governmental relations clients and are considered top donors by the House and Senate as well as Republican and Democratic parties.

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Since inception, the firm has assisted clients in receiving unparalleled access to the inner workings of Florida's political structure. We recognize representing your interests effectively is a twenty-four hour a day, seven-day-a-week commitment. We take great pride in our reputation for tirelessly pursuing our clients' goals and objectives in the highest ethical and professional manner.

## **Our Team**

Corcoran & Johnston utilizes every member of our team on behalf of each and every client and this tends to be a unique approach for state and local lobbying firms. Using this approach allows our clients to take advantage of the specialized experience and relationships of each team member in support of their goals and objectives.

Our team consisting of Michael Corcoran, Jeff Johnston, Matthew Blair, Amanda Stewart, Anita Berry, and Michelle Kazouris will all be primarily engaged on various aspects of our representation of the Pinellas County Board of County Commissioners. However, additional team members may be utilized in order to leverage all necessary relationships and expertise to effectively promote the interests of Pinellas County.

### *Michael Corcoran*

Michael Corcoran is founding partner of the firm. He serves as the firm's chief political, legislative and governmental affairs strategist. Michael is widely considered to be one of Florida's leading political experts and provides unparalleled access to senior leadership and decision makers within the legislative and executive branches of Florida's government. His deep, longstanding relationships illustrate his loyalty and dedication.

Michael's over 25 years of experience and expertise ensures his ability to deliver results to clients. His knowledge of Florida, its industries and stakeholders, along with his dedication, have propelled him to be one of Florida's most respected and well-known lobbying executives. Prior to starting the firm, he worked for the Republican Party of Florida under the leadership of then-future House Speaker Daniel Webster. He served as the Southeastern Regional Political Director for the National Federation of Independent Business. Michael also served as legislative and governmental affairs consultant for his friends at Metz, Hauser and Husband, P.A.

Michael was raised in the Tampa area and received a Bachelor of Arts degree in Marketing from St. Leo University. Michael still resides in the Tampa area with his wife, Jessica, and their four children, Sean Michael, Josephine Brooke, Ty Michael and Bobby Michael.

### *Jeff Johnston*

Jeff Johnston is managing partner of the firm and oversees day-to-day operations as well as the lobbying practice in Tallahassee. With almost twenty years of experience, Jeff is responsible for Corcoran & Johnston's constant communication with members and staff of the Legislative and Executive branches and on behalf of the firm's clients. Jeff's leadership, competitive spirit, and deep dedication serves each client in many ways. He has been instrumental in providing strategy and direction to Florida's largest, most recognized businesses.

# CORCORAN & JOHNSTON

## GOVERNMENT RELATIONS

Jeff's reputation in Tallahassee is truly an excellent one, stemming from his close relationships with many members of the Florida House of Representatives and Senate as well as the Cabinet and its staff. Additionally, his expertise in the legislative, budgetary and political process is widely respected by legislators and staff alike. When the Legislature is not in Session, Jeff can be found traveling throughout the state, participating in fundraising and political party events on behalf of the firm and its clients.

Jeff was born in Smithtown, New York, raised in Tampa Bay and received his Business Management degree from Saint Leo University. He and his wife, Cristina, have two daughters, Juliana, age 15 and Jasmine, age 13, and reside in Tampa. Jeff serves on the board of Balanced Life Warriors, a not-for-profit that helps veterans suffering from PTSD.

### *Matthew Blair*

Matthew Blair manages the firm's local government practice as well as political and campaign operations for the firm. Over the course of his career, Matthew has managed and participated in numerous statewide, legislative, local and issue campaigns in Florida.

With more than twenty years of state and local government relations and political campaign consulting experience, Matthew is skilled at developing strategies to achieve complex overall results managing multiple concurrent efforts, along parallel tracks and timelines. Matthew has led client strategy and implementation on referendum and bond issuance efforts, state and local funding acquisition, master and five-year increment planning, branding, marketing and communications strategy development.

Matthew began his career as campaign manager for a State Senate campaign. Following the campaign, he served four years as Legislative Assistant to Senator John Grant. Matthew was hired as Political Director for a successful statewide constitutional referendum campaign, then served as Executive Director for a statewide grassroots organization promoting Florida's agricultural industry.

Matthew was born in Florida, raised in Tampa, and attended college at the University of South Florida. Matthew volunteers his time by serving on the Board of Directors of The Florida Aquarium. He and his family attend Idlewild Baptist Church, located in the Tampa Bay area, where he teaches a high school Bible Study. Matthew enjoys spending time with his family, hunting, fishing, skiing, riding ATVs and reading.

### *Amanda Stewart*

With nearly fifteen years of engagement within the legislative process, Amanda is responsible for state advocacy efforts, with special focus on state funding acquisition. Her countless career successes include direct funding, passage of new policy and protection from adverse legislation. Her proficiency guiding legislation, amendments and communication to elected officials, staff and clients is unmatched. Her skillful leadership at



the budgetary process and ability to direct funding projects through each step of the process has yielded millions of dollars in funding for the firm's clients.

Amanda has an extensive, inside knowledge of the legislative process having served as Chief of Staff, policy analyst, external liaison and political affairs advisor. In addition, she has been an integral part of both local and state campaigns. When the Legislature is not in Session, Amanda travels throughout the state to participate in numerous campaigns and political fundraisers.

Amanda was born in New Jersey, raised in Tampa Bay and is an alum of Florida State University where she earned a Bachelor of Science degree. She is married to Abe and is the proud mother to their son Cole, age 6, and their daughter Mila, age 1. As a committed Tampa Bay community member, she spends her time supporting children's charities and enjoys cycling, reading and spending time with her family and friends.

### *Anita Berry*

With close to 10 years of experience, Anita Berry manages state and local advocacy efforts on behalf of clients, focusing specifically on funding acquisition and substantive policy.

Anita joined the firm from Johns Hopkins All Children's Hospital in St. Petersburg. She relocated from Johns Hopkins Medicine in Baltimore as part of the integration with All Children's Hospital in 2012. At Johns Hopkins All Children's Hospital, Anita managed government relations activities at the local, state and federal levels, working to successfully advocate for the hospital's policy and budgetary agenda. Anita's expertise also extends to business development, having helped to facilitate numerous strategic partnerships with private-sector companies, non-profit organizations, and governmental agencies throughout her time with the hospital. Anita began her career as a legislative assistant for a mental health organization in Washington, D.C.

Born and raised in Maryland, Anita received her degree in public relations from Susquehanna University in Pennsylvania. She also holds a Master of Public Administration from Rutgers University in New Jersey. In her spare time, Anita enjoys swimming, running, hiking and exploring new places. She and her husband, Ben, live in St. Petersburg with their two rescue dachshunds. Anita spends her volunteer time serving on the Board of PACE Center for Girls Pinellas.

### *Michelle Kazouris*

With more than fifteen years of administrative experience, Michelle manages all of the firm's administrative functions including reception, scheduling, event planning and preparation, communication and calendar updates, billing preparation and expense reporting.

Michelle provides scheduling support for all events, tours and meetings between clients, elected officials and staff, and our team. Michelle also provides regular email updates of legislative actions, calendar changes, articles of interest and other client specific information to staff as requested.

## Our Successes

We take great pride in delivering success for each of our clients and have countless examples to draw from relating to both policy and appropriations issues. We have worked to secure hundreds of millions of dollars in appropriations and pass substantive policy for clients in every almost every area including, but not limited to, transportation and economic development, cultural affairs, sewer and water infrastructure, preK-12 education, higher education, business regulation, mental health and substance abuse, and other health care services.

Just within the last two Legislative Sessions alone, our advocacy efforts have resulted in hundreds of millions of special project funding for our clients and additional funding achieved through substantive policy changes. Below we have highlighted just a few of our numerous examples of success in the last two years specifically.

### *Local Government Entity, Confidential, FL*

Responsible for advocating for and against substantive issues, including those which impact home-rule authority and state pre-emption. Working with a coalition of stakeholders, obtained more than \$20 million in special project funding over the last two legislative sessions, including funding for storm water improvements, economic development initiatives, and road reconstruction.

### *Public Higher Education Institution, Confidential, FL*

Led the passage of substantive policy to provide for increased state funding to the higher education institution based upon achieved metrics. Responsible for the successful passage of funding for the higher education institution's construction plan in the last Legislative Session, with a resulting value of approximately \$30 million.

### *Marine Conservation Organization, Confidential, FL*

Managed advocacy to secure over \$2 million in special project funding for coral conservation and marine research efforts over the last two Legislative Sessions

### *Non-Profit Healthcare Provider, Confidential, FL*

Organized and led a coalition to successfully pass legislation which would allow for increased hospital reimbursement for certain types of providers focused on high Medicaid and pediatric populations, with approximate client benefit of over \$40 million. Additionally, secured over \$1.2 million in special project funding towards health care education and research pilot programs throughout the last two years.

*Mental Health Services Provider, Confidential, FL*

Worked with legislative leadership to advocate for \$1 million in special project funding towards increased mental health provider education. Secured an additional \$2.3 million in recurring funding focused on community mental health interventions.

## VENDOR REFERENCES

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**Zev Buffman, President/CEO**

Ruth Eckerd Hall  
1111 McMullen Booth Road  
Clearwater, FL, 33759  
(727) 712-2704  
Email: [ZBuffman@rutheckerdhall.net](mailto:ZBuffman@rutheckerdhall.net)

**Bob Davis, VP, State Government Affairs**

Verizon  
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Alpharetta, GA 3004  
(678) 339-5463  
Email: [Robert.g.davis@verizon.com](mailto:Robert.g.davis@verizon.com)

**Dr. Jonathan Ellen, CEO and Vice Dean**

Johns Hopkins All Children's Hospital  
501 6th Avenue South  
St. Petersburg, FL 33701  
(727) 767-6873  
Email: [jellen@jhmi.edu](mailto:jellen@jhmi.edu)

**Dr. Helen Levine, Regional Vice Chancellor of  
External Affairs**

University of South Florida St. Petersburg  
140 7th Avenue South  
St. Petersburg, FL 33701  
(813) 230-6017  
Email: [hlevine@usfsp.edu](mailto:hlevine@usfsp.edu)

**Kelly Uanino, Government Affairs Co-Chair**

Florida Occupational Therapy Association  
1133 Bal Harbor Blvd., Suite 1139, PMB 200  
Punta Gorda, FL 33950  
(904) 347-9781  
Email: [cloverkkelsey@gmail.com](mailto:cloverkkelsey@gmail.com)

**Representative Ben Diamond**

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(727) 552-2747  
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**Senator Bill Galvano**

1023 Manatee Avenue West, Suite 201  
Bradenton, FL 34205  
(941) 741-3401  
Email: [galvano.bill@flsenate.gov](mailto:galvano.bill@flsenate.gov)

**Former Representative Ed Hooper**

2040 Lakeview Drive, #205  
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(727) 458-4751  
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**Senator Darryl Rouson**

535 Central Avenue, Suite 302  
St. Petersburg, FL 33701  
(727) 822-6828  
Contact Email: [rouson.darryl@flsenate.gov](mailto:rouson.darryl@flsenate.gov)

**Representative Chris Sprowls**

2364 Boy Scout Road, Suite 100  
Clearwater, FL 33763-0901  
(727) 793-2810  
Email: [Chris.Sprows@myfloridahouse.gov](mailto:Chris.Sprows@myfloridahouse.gov)



## TAB 2

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### **Approach**

Our firm would be proud to work with, and on behalf of, the Pinellas County Board of County Commissioners in the State of Florida. As residents of the Tampa Bay area and based upon our extensive list of past and present clients, we believe we have a well-defined understanding of the various areas of importance to the County and would be honored to share your story with our state's elected officials, members of the executive branch, and their staff. During committee weeks, regular, organizational and special sessions and any other time that the legislators and staff are present in Tallahassee, our firm is present, as well.

We understand Pinellas County's legislative agenda focuses on several different areas of interest. We make it our priority to know the individuals who will be considered the House and Senate leadership teams, not only in the immediate future but also in administrations well into the future. We feel that our collective relationships are unparalleled and we are very proud of them. As noted above, we know our responsibilities to our clients are year-round and we make the most of each session with Florida's elected officials and the staff who supports them. Through this work, we are confident that we will be welcomed into the offices of, and into discussions with, each of the legislators who are named Chair of the committees overseeing Pinellas County's areas of interest. Moreover, we know our access into leadership offices as well as the Governor and Cabinet member offices is central to our clients' success and we are proud of the relationships we have developed in those areas, as well.

### *Strategy Development*

Our approach always begins with the identification and prioritization of our clients' priorities. In order to develop the best strategy for Pinellas County, we would request to participate in brainstorming with your staff to identify key budget and policy issues for the next Session. This brainstorming would be conducted as soon as possible, in order to take best advantage of the time in which legislators are in their home districts. Along a parallel track, our team will consistently identify and inform Pinellas County of bills of interest being filed, legislative priorities and funding solutions that are available and any discussions taking place among the legislature and executive branches surrounding these items.

We believe utilization of a proactive approach is vital to successfully securing support for policy and budget issues. We have proven particularly adept at providing guidance, counsel and access to key decision makers who are instrumental in the crafting and formulation of policy and funding priorities. We would work particularly close with members of the Pinellas County delegation, in order to ensure their understanding and support of those issues which are most important to the County. We will additionally utilize our statewide relationships to build consensus and awareness amongst current and future House and Senate leadership in both parties regarding the priorities of Pinellas County.

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### *Building Support*

A vital component of a successful legislative strategy is the early establishment of strong support for Pinellas County's priorities. We will assist in educating and engaging state elected officials and agency personnel regarding Pinellas County's legislative goals. By proactively engaging elected officials, we can identify those who will become advocates, or "champions," for the County's priorities. Not only does this approach secure support but it also works to establish partnerships with elected officials both for current and future purposes.

We recommend positioning Pinellas County as a subject matter expert whenever possible, sought after for counsel and guidance, prior to enactment of major policy or funding initiatives, at the state level. Combining our knowledge and access, Pinellas County will engage with our team to educate elected officials and staff of your issues. By leveraging our statewide relationships and unifying the message regarding funding opportunities and legislative priorities, we can unequivocally assure a much greater likelihood of success.

### *Advocacy*

We believe we have a well-defined understanding of the various areas of importance to Pinellas County, and are keenly aware of issues important to local governments in general. While not exhaustive, we believe these issues include transportation, economic development, the environment, affordable housing, health and human services, public safety, public utilities, sewer infrastructure and appropriations. Year after year, we will work on your behalf to engage in local government issues and advocate for home rule while opposing local government preemption, in addition to various other pieces of legislation in which we are asked to engage.

We will be active in every step of the legislative process, from bill and amendment drafting, to securing or preventing bills from being placed on agendas, and actively advocating for or against each bill of interest throughout the process. Along the way, we will advocate with members of the legislature, the Governor's office, and other applicable state agencies in order to promote the priorities of Pinellas County. At any time, we will make ourselves available to meet with state legislators or executive branch members in conjunction with members of Pinellas County Government, or on your behalf.

Often, we recommend working in collaboration with key stakeholders whose priorities align with the County's. These would include, but not be limited to, the Florida Association of Counties, Pinellas County School Board, municipalities throughout Pinellas County, and special districts located within the County. In addition, we will seek additional partnerships with local businesses, chambers of commerce, and other interest groups who wish to promote the same priorities as Pinellas County. We have found that by unifying all interested groups under the same voice we can make the most significant impact at the state level.

## *Communication*

As stated previously, we take a “team approach” to each and every single one of our clients. This may make us different than our peers in that we feel each member of our team should utilize their individual strengths and relationships to the advancement of each client. Historically, it is our custom to designate a lead contact person for each client, mainly for the ease of communication and convenience for our clients.

We make it our priority to ensure our clients have the most up to date information as it relates to the progress of their legislative priorities in Tallahassee. Our traditional method for communicating with our clients has historically been through the intergovernmental affairs office, however we would be pleased to work with the specific individual(s) assigned by Pinellas County and would look forward to our work together. Throughout the annual Legislative Session and in between, we will remain in constant communication with Pinellas County’s designated staff member(s) to keep them apprised with the latest information. Whether it is through email, phone calls, team conference calls or in-person discussions, we strive to ensure that our communication works well with our designated contact(s).

Reports to our clients typically include weekly written reports and conference calls during committee weeks and throughout Session. Weekly reports are specifically tailored to the legislative interests of each client, including detailed summaries of legislation, and any relevant conversation around that legislation during committee meetings and on the floor of the House or Senate. Our weekly communication with clients is typically complemented with daily email communication and supplemental phone calls to ensure you always have the latest and most critical information. We are also glad to travel to Pinellas County at any moment to provide in-person updates to the Board of County Commissioners or its staff.

At the end of each Session, we will provide a comprehensive written report of all policy and budget items of interest to the Pinellas County Board of County Commissioners. In conjunction, we would be honored to provide a formal, in-person presentation at a scheduled Board meeting annually, on a more frequent basis, and/or informally, as requested.

## **Conflicts of Interest**

Our firm prides itself on working diligently to prevent conflicts of interest when it comes to representing clients. We hold ourselves to the highest ethical and professional standards and proactively seek to avoid potential conflicts of interest.

At this time, we do not represent any individual or entity that might conflict with the legislative priorities of Pinellas County. Should any conflict of interest be identified in the future, we would immediately consult with the County to determine an appropriate resolution to the conflict.

## TAB 3

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### Statement of Work

Should Corcoran & Johnston be selected as the firm of choice to provide state governmental relations on behalf of the Pinellas County Board of County Commissioners, we would propose our statement of work to include, but not be limited to, the following:

- Assisting in development and prioritization of a list of key legislative and budgetary agenda items, of which the firm will actively and aggressively advocate for or against;
- Identifying and executing appropriate strategies through which to pursue legislative priorities or to prevent adverse legislation from moving forward;
- Assisting in the drafting and coordinating legislation and/or amendment language, if necessary;
- Monitoring, reviewing and reporting on proposed legislation and budgetary items during the legislative session on areas of interest, including preparing and providing weekly written reports as well as real-time updates of legislation, news press releases, calendars and committee actions during committee weeks and the legislative session;
- Shepherding appropriations items through the appropriations process;
- Developing coalitions and, when it is deemed appropriate, working with opposition to mediate workable solutions;
- Working closely with the executive branch and legislative leadership to advance Pinellas County on legislative matters;
- Building and growing existing relationships between House and Senate leadership as well as other legislators and Pinellas County;
- Providing access to and facilitating meetings with key legislators in both their Capitol and District offices;
- Providing access to and facilitating meetings with essential executive and legislative staff as well as executive agency staff;
- Providing access to and facilitating meetings with local elected officials and their key staff members when necessary;
- Inclusive political consulting, strategy development and recommendations for navigating the political and governmental processes; and
- Providing weekly written reports through committee weeks and during the Legislative Session, in addition to an annual oral presentation to the Pinellas County Board of County Commissioners.

19401 Shumard Oak Drive, Suite 101, Land O' Lakes, Florida 34638

112 East Jefferson Street, First Floor, Tallahassee, Florida 32399

3191 Grand Avenue, Box 330753, Miami, Florida 33133

Tampa (813) 527-0172 | Tallahassee (850) 222-0888 | Miami (305) 504-7910



## TAB 4

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### **Compensation**

Corcoran & Johnston proposes an annual engagement totaling \$84,000, payable as a monthly retainer fee of \$7,000. This would inclusively cover the statement of work previously described and related expenses incurred in order to represent the Pinellas County Board of County Commissioners.

In response to the request for an hourly rate, we would propose an all-inclusive rate of \$200 per hour for approximately 35 hours of work per month. This rate would apply to any member of our staff, as we do not employ either a secretary or attorney, and therefore is not reflected on Attachment A.

## TAB 5

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### **No Exceptions to RFP**

Corcoran & Johnston does not have any exceptions to the terms and conditions stated within the RFP or the Services Agreement.

## Other Required Documents

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Following, please find copies of all other required documents as specified by the Request for Proposal.

- ePayables Form
- W-9 Form
- Addendum Acknowledgement Form
- Fees and Expenses
- Business Tax Receipt
- Certificates of Insurance\*

\*Should Corcoran & Johnston be selected to represent the Pinellas County Board of County Commissioners at the state level, we would have the County named as an additional insured.

**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](http://www.pinellascounty.org/purchase).

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

☐ Yes

☒ No

Corcoran & Associates d/b/a Corcoran & Johnston Government Relations

Company Name

Authorized Signature (for payment acceptance)

Jeff Johnston, Managing Partner

Printed Signature/Title/Department

(813) 527-0172

Phone Number



# Request for Taxpayer Identification Number and Certification

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Give Form to the  
requester. Do not  
send to the IRS.

Print or type.  
See Specific Instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Corcoran & Associates, Inc.	
2 Business name/disregarded entity name, if different from above D/B/A Corcoran & Johnston	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input checked="" type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► <b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner. <input type="checkbox"/> Other (see instructions) ►	
4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ (Applies to accounts maintained outside the U.S.)	
5 Address (number, street, and apt. or suite no.) See instructions. 7746 Still Lakes Drive	Requester's name and address (optional)
6 City, state, and ZIP code Odessa, Florida 33556	
7 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 line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number	
or	
Employer identification number	
5	9
-	3
7	3
1	0
0	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 for Part II, later.

Sign Here	Signature of U.S. person	Date
		2/2/2018

## General Instructions

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

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

## Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

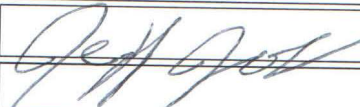
If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

<b>SECTION G – ADDENDA ACKNOWLEDGMENT FORM</b>
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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	 Jeff Johnston	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](http://www.pinellascounty.org/purchase/Current_Bids1.htm), listed under category 'Current Bids'.



<b>ATTACHMENT A- COMPENSATION</b>
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DESCRIPTION	LUMP SUM NOT TO EXCEED (Includes all Expenses)
YEAR 1 (12 MONTHS):	\$ 84,000
YEAR 2 (12 MONTHS):	\$ 84,000
<b>GRAND TOTAL:</b>	<b>\$ 168,000</b>

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	\$ Please see Tab 4 - Compensation for a detailed explanation of our all inclusive hourly rate.
Attorney	\$ Please see Tab 4 - Compensation for a detailed explanation of our all inclusive hourly rate.

# PASCO COUNTY BUSINESS TAX RECEIPT

Issued pursuant and subject to Florida Statutes and Pasco County Ordinances. Issuance does not certify compliance with zoning or other laws. This receipt must be posted conspicuously in place of business.

2018

Expires September 30th



ACCOUNT #: 89943

SIC CODE: 7389.06

**MIKE FASANO**  
**TAX COLLECTOR**  
**PASCO COUNTY FLORIDA**

TYPE OF BUSINESS  
CONSULTANT

STATE LICENSE #

OWNER/QUALIFYING AGENT  
CORCORAN MICHAEL

LOCATION ADDRESS:  
21748 STATE ROAD 54 STE 102  
LUTZ, FL 33549-6902

CORCORAN & JOHNSTON CORCORAN & ASSOCIATES INC

7746 STILL LAKES DR  
ODESSA, FL 33556-2260

DATE	RECEIPT	AMOUNT
11/17/2017	18-2-000428	38.81

Dear Business Owner:

Your 2018 Pasco County Business Tax Receipt is printed above. Please detach the receipt and display it in a place that is visible to the public and available for inspection.

The Pasco County Business Tax Receipt is in addition to any other license or certificate that may be required by law and does not signify compliance with zoning, health, or regulatory requirements. The Pasco County Business Tax Receipt is non-regulatory and is not meant to be a certification of the holder's ability to perform the service for which it is registered.

Business Tax Receipts expire September 30th. Annual renewals are mailed in June to the address of record at that time. Please contact our office if there are any changes to your business name, ownership, physical address, or closing of your business.

*Thank you for allowing us to serve you!*

MIKE FASANO  
PASCO COUNTY TAX COLLECTOR

EAST PASCO GOVERNMENT CENTER  
DADE CITY

WEST PASCO GOVERNMENT CENTER  
NEW PORT RICHEY

TAX COLLECTOR BUILDING  
GULF HARBORS

CENTRAL PASCO GOVERNMENT CENTER  
LAND O' LAKES

COMPARK 75 BUSINESS PARK  
WESLEY CHAPEL

CALL CENTER: MONDAY - FRIDAY 8:30 AM - 5:00 PM (352) 521-4338 • (727) 847-8032 • (813) 235-6076

# Mike Fasano

TAX COLLECTOR > PASCO COUNTY > FLORIDA


**ATTENTION:** Delinquent Real Estate Taxes require Certified Funds be used for payment.


**ATTENTION:** For best results when searching for a parcel by Street Address, please leave off the standard Postal Service abbreviations and use only the Street Number and Name.

## 2018 Details — Business Tax Account CORCORAN & JOHNSTON, CORCORAN & ASSOCIATES INC

 Print this page

Business Tax Account #89943

 Account details

 Account history

	2018	2017	2016	2015	2014
	Paid	Paid	Paid	Paid	Paid
Account number:	89943				
Business start date:	08/01/2010				
Physical business location:	COUNTY				
Business address:	CORCORAN & JOHNSTON CORCORAN & ASSOCIATES INC 19401 SHUMARD OAK DRIVE LAND O LAKES, FL 34638				
Mailing address:	CORCORAN & JOHNSTON CORCORAN & ASSOCIATES INC 7746 STILL LAKES DR ODESSA, FL 33556-2260				
Owner(s):	CORCORAN MICHAEL 7746 STILL LAKES DR ODESSA, FL 33556-2260				

## Receipts And Occupations

### Receipt 89943

BUSINESS SERVICES 10/01/2017-09/30/2018 NAICS code: 7389.06  
CONSULTANT Units: 7

[Return to Search](#)







# CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/11/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Poppell Insurance Inc. 503 W. Dr. M. L. King Blvd.  Plant City FL 33563-5217	<b>CONTACT NAME:</b> Patty Lyons <b>PHONE (A/C, No, Ext):</b> (813) 752-4155 <b>FAX (A/C, No):</b> (813) 752-7681 <b>E-MAIL ADDRESS:</b> Patty@poppellinsurance.com																					
<b>INSURED</b> Corcoran & Associates Inc dba Corcoran & Johnston 19401 Shumard Oak Dr Land O' Lakes FL 34638	<table><tr><th colspan="2">INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr><tr><td>INSURER A:</td><td>Southern Owners Insurance</td><td>10190</td></tr><tr><td>INSURER B:</td><td>Auto Owners Insurance</td><td>18988</td></tr><tr><td>INSURER C:</td><td>Houston Casualty Company</td><td></td></tr><tr><td>INSURER D:</td><td></td><td></td></tr><tr><td>INSURER E:</td><td></td><td></td></tr><tr><td>INSURER F:</td><td></td><td></td></tr></table>	INSURER(S) AFFORDING COVERAGE		NAIC #	INSURER A:	Southern Owners Insurance	10190	INSURER B:	Auto Owners Insurance	18988	INSURER C:	Houston Casualty Company		INSURER D:			INSURER E:			INSURER F:		
INSURER(S) AFFORDING COVERAGE		NAIC #																				
INSURER A:	Southern Owners Insurance	10190																				
INSURER B:	Auto Owners Insurance	18988																				
INSURER C:	Houston Casualty Company																					
INSURER D:																						
INSURER E:																						
INSURER F:																						

**COVERAGES****CERTIFICATE NUMBER:** 17-18 incl prof**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> <b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			20732287	06/25/2017	06/25/2018	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 Premises/Operations \$ COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ Uninsured motorist BI \$ 1,000,000
B	<input checked="" type="checkbox"/> <b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			4748049600	12/08/2017	12/08/2018	EACH OCCURRENCE \$ AGGREGATE \$ PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/>
	<input type="checkbox"/> <b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <input type="checkbox"/> <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/>
	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A				E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
C	Professional Liability			H718-111074	01/23/2018	01/23/2019	\$1,000,000 each claim \$1,000,000 aggregate

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER****CANCELLATION**PROOF OF INSURANCE  
PROOF OF INSURANCE  
  
PROOF OF INSURANCE

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

**ACORD**<sup>TM</sup>**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)

04/11/2018

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> <b>Regions Insurance - Tampa</b> <b>One North Dale Mabry Highway</b> <b>Suite 1008</b> <b>Tampa, FL 33609</b>	<b>CONTACT NAME:</b> Linda Rotondi <b>PHONE (A/C, No, Ext):</b> 813 682-1545 <b>E-MAIL ADDRESS:</b> linda.rotondi@regions.com		<b>FAX (A/C, No):</b> 813-940-3211
	<b>INSURER(S) AFFORDING COVERAGE</b> <b>INSURER A :</b> Zenith Insurance Company		<b>NAIC #</b> <b>13269</b>
<b>INSURED</b> <b>Corcoran &amp; Associates, Inc</b> <b>dba Corcoran and Johnston</b> <b>19401 Shumard Oak Drive</b> <b>Land O'Lakes, FL 33549</b>	<b>INSURER B :</b>		
	<b>INSURER C :</b>		
	<b>INSURER D :</b>		
	<b>INSURER E :</b>		
	<b>INSURER F :</b>		

**COVERAGES****CERTIFICATE NUMBER:****REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
	<b>COMMERCIAL GENERAL LIABILITY</b> <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	<b>UMBRELLA LIAB</b> <input type="checkbox"/> OCCUR <b>EXCESS LIAB</b> <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
<b>A</b>	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> Y / <input checked="" type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below			<b>Z134184701</b>	<b>04/22/2017</b>	<b>04/22/2018</b>	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-IFR E.I. EACH ACCIDENT \$ <b>1,000,000</b> E.I. DISEASE - EA EMPLOYEE \$ <b>1,000,000</b> E.I. DISEASE - POLICY LIMIT \$ <b>1,000,000</b>

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

**CERTIFICATE HOLDER****CANCELLATION**

<b>Corcoran &amp; Associates</b> <b>**Master Certificate**</b>	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	<b>AUTHORIZED REPRESENTATIVE</b> <i>Fernando S. Gonzalez</i>