

# Relationships. Resources. Results.

*Prepared for*  
**Pinellas County**  
**Board of County Commissioners**

*Request for Proposal*  
*State Government Relations Services*

*Prepared by*  
**Dean Cannon**

*April 12, 2018*

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## Tab 1: Qualifications

***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 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.***

### Qualifications

GrayRobinson, P.A. ("the Firm") is pleased to present the Pinellas County Board of County Commissioners ("the County") our proposal to provide state government relations services. GrayRobinson is well-positioned to assist in the development of the County's priorities, advise you of potential funding opportunities and coordinate and execute an appropriate strategy to achieve your goals in Tallahassee.

Throughout the last several decades, GrayRobinson has served as counsel to the State of Florida, the House of Representatives, governors, legislators, cities and counties. Due to our outstanding relationships with elected and appointed officials at the local and state levels, we have successfully represented hundreds of public sector clients before Florida governmental entities on everything from legislative appropriations to procurement and land use matters. In short, GrayRobinson is involved in the political process and our team understands how state and local government really works.

Our legislative team is comprised of numerous attorneys and governmental consultants throughout the state. We work collaboratively at the local government level and at the legislative, executive branch and Cabinet in Tallahassee year-round. By leveraging our statewide presence and our years of experience, GrayRobinson maintains an ongoing, intimate knowledge of what is happening in the legislative and executive branches of state government at all times. Annually, GrayRobinson ranks among the top lobbying firms in Florida (as defined by fees collected). Among the top lobbying firms, ours is the only organization that is also a full-service, statewide law firm. The combination of our lobbying proficiency and legal acumen enables us to provide exceptional service to our clients.

With over 300 attorneys and a proud background of serving our public entities, we are confident there is no firm more uniquely qualified and prepared to represent Pinellas County. Further, we are supremely confident in the effectiveness of both our network of relationships and connections in Tallahassee and our subject matter expertise in support of our clients. We look forward to proving our abilities to the County in the 2019 legislative session and beyond.

### Experience Providing Services Outlined in Scope of Work

GrayRobinson has a strong and widely acknowledged background in legislative and executive branch government relations services. The Firm has decades of experience in lobbying the Florida Legislature, both offensively and defensively, on behalf of public entities. Many of our attorneys and consultants began their careers, or have invested portions of it, as staff to the Florida Legislature, Governor's Office and state agencies. This experience provides our clients with a unique perspective on the most efficient means of meeting their legislative goals. In addition, we have decades of experience successfully representing our

clients before the regulatory agencies of Florida, including but not limited to DFS, OIR, Attorney General, DOT, DEP, DBPR, AHCA, DOH and DEO. Our firm members are active in the political process, maintaining close and meaningful relationships with legislators, and key statewide and local political leaders.

Our experience in advocating for (and sometimes against) substantive legislation, pursuing worthy regulatory reforms, advocating within and successfully working the amendatory and appropriations processes, and our general understanding of and expertise in legislative and executive lobbying makes GrayRobinson ideally suited to serve you in this capacity.

## Familiarity/Ties With Tampa Bay Region

GrayRobinson has been in the Tampa Bay market for nearly two decades, and has significant relationships throughout the area.

- ❖ GrayRobinson helped defeat a 19 million dollar claim bill levied against the **City of Tampa** in its first committee during the 2018 Session.
- ❖ GrayRobinson worked on the approval of the updated **Tampa Airport** Master Plan into the Department of Transportation's workplan.
- ❖ With the guidance of GrayRobinson attorneys Tom Cloud, Grace Yang and David Smith, the **Hillsborough County Hotel & Motel Association** obtained approval from the Tampa City Council to establish the **Downtown/Historic Ybor City Tourism Marketing District**, a first-in-Florida special district authorized to collect assessments to pay for tourism marketing expenses. The special district will collect \$1.50 per occupied room per night. Estimated annual receipts of \$1.4 million will, in turn, be used to pay for marketing aimed at attracting more guests to Hillsborough County, and that expenditure is projected to generate an additional 86,000 room nights annually. Tom, Grace and David worked with Tampa city officials and Hillsborough County officials, including the Hillsborough County Tax Collector to develop the district's unique funding concept and to gain the City Council's approval. Ten other states have established 124 similar districts, but this is the first in Florida. The program will provide a buffer against any legislative cuts to tourism-marketing appropriations and could serve as an alternative financing prototype for other cities confronted with similar budget constraints to their tourism marketing dollars.
- ❖ GrayRobinson represented the **Hillsborough County Aviation Authority** in reviewing its procurement processes in order to ensure that it would comply with due process, Sunshine Act requirements and the other aspects of Florida law governing bidding for construction and services for a governmental entity.
- ❖ GrayRobinson participated in drafting the **City of Tampa** Ethics Code and provisions for implementing the processes for the enforcement of that Code.
- ❖ GrayRobinson represented and advised the **Mayor of Tampa**, all City Council members and Department Heads with respect to ethical obligations under Florida Statutes and the case law and Attorney General opinions interpreting them.
- ❖ The Firm represented **Hillsborough Area Regional Transit Authority** (HART) with respect to changes in its policies, some of which must go through the administrative law review process under state requirements.
- ❖ The Firm represented **Hillsborough County** in regards to a challenge to the franchise renewal process for a water and wastewater treatment facility and negotiation of the ultimate acquisition thereof by the County.
- ❖ GrayRobinson litigators successfully obtained dismissal of a complaint filed by Liberty Channelside LLC against the **Tampa Port Authority** and the Irish Bank Resolution Corp. GrayRobinson filed a

Motion to Dismiss in response to the Complaint, and was able to secure a ruling from U.S. Bankruptcy Court Judge Christopher Sontchi dismissing all four counts in Liberty's complaint, which were an attempt by Liberty to assert control over Channelside Bay Plaza, a retail center which was built on land owned by the Tampa Port Authority and subject to a ground lease requiring a first-class specialty retail center. The judge dismissed three of the four counts with prejudice, preventing Liberty Channelside, LLC from being able to refile or amend its complaint on these matters. The fourth count, not related to control of the lease, was dismissed without prejudice. The successful dismissal of the complaints allow GrayRobinson's client, the Tampa Port Authority, to move forward in efforts to bring about the full potential of Channelside for the benefit and enjoyment of all of Tampa Bay.

- ❖ Team member Julia Mandell previously served as **City Attorney for the City of Tampa** and brings more than 20 years of experience assisting clients in regulatory and public policy matters at the local and state level, including the drafting and enforcement of regulations and interacting with governmental agencies, officers and decision making boards and councils.
- ❖ Team member David Smith and attorney Grace Yang successfully represented the **Tampa Yacht & Country Club** in a rezoning process and alcohol beverage special use request to accommodate some future improvements at the club and to clarify its alcohol sales and service areas inside and outside the 116 year old club. These applications quickly raised concerns for some of the club's neighbors, who opposed the club's requested changes. It was an atypical land use request because, in addition to the anticipated neighborhood opposition, Grace and David were opposed by two experienced land use attorneys, a planning expert, a noise expert and a traffic engineer. Tampa City Council approved the club's request at the final public hearing on October 20, 2016. The result preserves the club's right to serve alcoholic beverages which was significantly challenged. The changes include allowing the club to add onto its current kitchen, put an outdoor bar near the pool, build a porte cochere and enclose its patio to create more indoor event space.
- ❖ Team member **Chris Spencer** is a life-long resident of Pinellas County and has nearly a decade of experience working with elected officials at the local and state levels through both legislative employment and political campaigns.

## Familiarity/Ties with Tampa Bay Delegation

GrayRobinson has significant ties with both the Pinellas County Delegation and Hillsborough County Delegation and, as a result, the Tampa Bay area overall.

- ❖ Team lead Dean Cannon served in the House of Representatives with now **Senators Darryl Rouson, Jeff Brandes, Bill Galvano, Dana Young** and **Representatives Larry Ahern and Janet Cruz**.
- ❖ Team member David Smith has a longstanding relationship with **Senator Darryl Rouson**, and has supported his political efforts throughout the years.
- ❖ Team member Christopher Spencer served as **Senator Jeff Brandes'** Chief Legislative Assistant, directing all of his legislative priorities throughout multiple legislative sessions. He also managed successful campaigns for both **Senator Brandes** and **Senator Dana Young**.

In addition, GrayRobinson's lobbying team includes former Speaker of the Florida House, Larry Cretul, former Chief of Staff to Florida Governor Rick Scott, former General Counsel to the Florida House and Senate, former Senators and Commissioners, and members who act as policy advisors, strategic consultants and general advocates for multiple public entities. Through these experiences, we have developed close relationships with legislative leadership, influential committee chairs and their staff. We

make it a priority to cultivate relationships with decision makers and those with influence at all levels of government impacting Florida.

### **Pinellas County Government Relations Team**

The team will be led by former Speaker of the House Dean Cannon. Working alongside him will be team members Chris Carmody, Julia Mandell, Kim McDougal, Kirk Pepper, Burt Saunders, David Smith and Chris Spencer. Listed on the following pages are the professionals who you will be working most closely with, but this is in no way an exhaustive list of the government relations consultants and attorneys available to you should additional expertise be needed.

GrayRobinson will not use a subcontractor for purposes of this proposal.

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### **Experience**

A fifth-generation Floridian, Dean Cannon began his career as a lawyer in Orlando, practicing state and local government law since 1995. From the Panhandle to the Keys, he has represented sophisticated clients before local, regional and state government entities. He has also represented cities and counties and quasi-governmental authorities, as well as local governments on issues ranging from electric and wastewater utilities to land-use and administrative law.

Dean served in the Florida House of Representatives from 2004 until 2012. During his eight-year tenure, he played pivotal roles in property tax reform, growth management reform, health care and Medicaid reform, and major transportation infrastructure policy initiatives, among many others. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term and is credited with leading the Florida House effectively during a time of great economic and political challenge.

Dean's legislative and executive branch lobbying experience includes representing private clients and local government entities on issues including transportation, education, health care, insurance and

appropriations matters. He has also handled civil litigation, administrative law, and regulatory matters before the Division of Administrative Hearings, and appellate matters before district courts of appeal and the Florida Supreme Court.

## Background

Dean served as general counsel to the Orange County Charter Review Commission in 2000 and previously represented the City of Orlando before the Florida Legislature and the executive branch.

Dean lives in Tallahassee with his wife, Ellen, and their three children, Dean III, Katherine and Sarah.

## Education

- **University of Florida, B.S.** telecommunications management (1989)
  - UF Student Senate, 1987-1988
  - UF Hall of Fame, 1989
- **University of Florida Levin College of Law, J.D.** (1992)
  - Florida Blue Key, Vice President, 1990
  - Student Body President, 1991-1992

## Admissions

- Florida

## Professional Associations & Memberships

- The Florida Bar
- Florida Association of Professional Lobbyists
- Enterprise Florida, Board Member

## Awards & Recognitions

- AV Preeminent™ rated by *Martindale-Hubbell*

## Civic

- Kissimmee/Osceola County Chamber of Commerce
- Leadership Florida, Class 19



**Christopher L. Carmody, Jr.**  
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## Experience

Chris earned his certification as a Designated Professional Lobbyist from the Florida Association of Professional Lobbyists and is an attorney admitted to practice in all Florida state courts. He has substantial experience handling government relations matters, including representation before the Florida legislative and executive branches, purchasing and procurement appeals, and professional licensing. Chris's clients range from small cities to Fortune 500 companies, and his experience runs the gamut of state-level needs and issues, from the passing of landmark legislation to proficiency on the appropriations process.

Chris also practices in litigation, land use, construction and sports law. His practice includes obtaining state and local government regulatory approvals as well as matters related to the acquisition, development and utilization of real property. He has represented contractors, engineers, architects, developers, owners, subcontractors, and suppliers in issues relating to land use and construction law. Chris provides legal work to the Central Florida Sports Commission and has handled numerous high-level sports matters at the legislative level, including tax exemptions, workers' compensation and other matters that affect sports franchises.

## Background

Chris was born and raised in Orlando, Florida. He graduated from Bishop Moore Catholic High School in 1998. Four years later, he received his undergraduate degree in political science from the University of Florida, with a minor in human nutrition. While at UF, Chris was active in student government activities and regularly attended both football and basketball games.

In 2005, Chris graduated from the University of Florida Levin College of Law. During law school, Chris interned at the Florida Supreme Court for The Honorable Raoul G. Cantero. He also researched under Dean Jon Mills in the Center for Governmental Responsibility. He was a member of the Justice Campbell Thornal Moot Court Board and in his final semester served as president.



## Education

- **University of Florida, B.A. (2002)**
  - Senate President, Student Government
  - Florida Blue Key
  - Hall of Fame
  - Phi Beta Kappa
- **University of Florida Levin College of Law, J.D. (2005)**
  - Justice Campbell Thornal Moot Court Board
    - President
    - Regional Champion, Thomas Tang National Moot Court Competition
  - Vice President, Florida Blue Key
  - Intern, Honorable Raoul G. Cantero, Florida Supreme Court
  - Research Assistant, Center for Governmental Responsibility
  - Order of the Barristers
  - Chair, Class Gift Committee

## Admissions

- Florida
- U.S. District Court, Middle District of Florida
- U.S. Court of Appeals, 11th Circuit

## Professional Associations & Memberships

- The Florida Bar
- Judicial Nominating Commission, 9th Judicial Circuit, 2013-2016, 2016-2019
  - Chair, 2016-2017
- Orange County Bar Association
- Inns of Court
- Florida Association of Professional Lobbyists, Designated Professional Lobbyist

## Awards & Recognitions

- Insight 100: Central Florida's Most Powerful, *East Orlando Post*, 2016
- University of Florida Alumni Association "Leader of the Year," 2012-2013
- Florida *Super Lawyers*, "Rising Star," 2009-2017
- Central Florida 100, *Orlando Sentinel*, 2015
- *Orlando Business Journal's* "40 Under 40," 2010, 2014
- *Florida Trend*, Legal Elite, 2015-2016
  - Up and Comer, 2011-2013
- Eagle Scout Award, Troop 76, Orlando, Florida

## Civic

- Kissimmee/Osceola County Chamber of Commerce, Board of Directors, 2013-present
- Seminole County Chamber of Commerce, Board of Directors, 2013-present
- Central Florida Gator Club, President, 2012-present
- City of Orlando, Certification Board, 2012-present
- IDignity, Board Member
- Frederick Leadership Initiative, Co-Chair
- Junior Achievement Professional Connection, Classroom Teacher
- Tiger Bay, Board Member, President
- Business Force, Board Member
- University of Florida Law Alumni Council, Member
  - Regional Vice President, 2014-present
- Connect Florida Leadership Institute, Class I
- College Leadership Florida, Class VII
- Orange County Young Republicans, Former President
- Central Florida Boy Scout Council, Vice Chair, Golden Eagle Dinner
- Central Florida Partnership, Young Professionals Advisory Board, Co-Founder; Former Chair
- Leadership Seminole, Class 19
- Leadership Orlando, Class 73

## Articles & Publications

- "Right Formula for Economic Incentives Grows Florida Economy: Front Burner," *Orlando Sentinel*, December 21, 2016

## Presentations & Seminars

- Presenter, The Florida Bar Environmental & Land Use Law Section Webcast Series, February 23, 2017
- Panelist, "Florida Politics in 2017: Regional Business Issues," East Orlando Chamber of Commerce and Oviedo Winter Springs Regional Chamber of Commerce, January 31, 2017
- Presenter, Developers Council Annual Legislative Update, Greater Orlando Builders Association (GOBA), Orlando, Florida, June 25, 2015
- "Sales Tax Update on Commercial Leases," National Association of Industrial and Office Products (NAIOP) Central Florida Chapter, Orlando, Florida, January 16, 2014

**Julia C. Mandell**  
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## Experience

As the former Tampa City Attorney, Julia is an experienced local government lawyer, specializing in land use, development and general municipal law. She brings more than 20 years of in house and private practice experience to assist clients in regulatory and public policy matters at the local and state level, including the drafting and enforcement of regulations and interacting with governmental agencies, officers and decision making boards and councils. In addition, Julia has been involved in a variety of litigation matters and contract bid disputes.

Board certified by The Florida Bar in City, County, and Local Government Law, Julia counsels clients on land use, zoning, permitting, real estate, environmental, eminent domain, entitlement, telecommunication and litigation associated within these areas. She also handles procurement, RFPs, contract negotiations with government agencies and public infrastructure projects.

Julia has experience in both the private and public sector, having served for more than a decade with the Tampa City Attorney's Office, the last three years as the City Attorney, as an assistant county attorney for Hillsborough County, and in private practice representing government and business clients in a myriad of legal issues relating to real estate and land use, environmental, bankruptcy and real property litigation.

Julia is a sought out thought leader, who works to translate bureaucracy into meaningful action. She has handled litigation matters including constitutional matters, personal injury and property claims, appellate cases, complex business disputes and collections and foreclosure matters.

## Background

Julia is a third generation Floridian. She was born in Miami Beach and grew up in the Aventura area. She graduated from North Miami Beach Sr. High in 1988. Following in the family footsteps of her mother and father, she attended the University of Florida, receiving her bachelor's degree with high honors in political science in 1992. Julia then received her J.D. from the University of Florida in 1995, serving on the Journal of Law and Public Policy. After graduation from law school, Julia moved to Tampa. Julia now lives in the up and coming Tampa Heights neighborhood with her two children, Morgan and James.

## Education

- **University of Florida, B.A. *high honors*** (1992)
- **University of Florida College of Law, J.D.** (1995)

## Admissions

- Florida
- U.S. Court of Appeals, 11th Circuit
- U.S. District Court, Middle District of Florida

## Professional Associations & Memberships

- The Florida Bar
  - Board Certified in City, County and Local Government Law

## Awards & Recognitions

- *Florida Trend's* "Legal Elite," 2008, 2010-2016

## Presentations & Seminars

- Speaker, "Land Use Law," CLE International, August 2015
- Speaker, "Zoning and Land Use in Florida," Lorman Educational Services, November 2004
- Speaker, "Advanced Zoning and Land Use in Florida," Lorman Educational Services, June 2004

**Kim McDougal\***  
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## Experience

Kim is a senior director of government affairs in GrayRobinson's Tallahassee office. She lobbies across a wide range of policy areas on behalf of public and private clients. Kim brings almost three decades of education policy knowledge and experience to the firm's lobbying practice, having served in multiple leadership roles at the Department of Education, including Governmental Relations Director and Senior Policy Advisor for several Commissioners of Education.

Kim began her public service career with the State of Florida in 1989 as a program auditor with the Office of the Auditor General, and later worked for the Office of Program Policy Analysis and Government Accountability. During her 10-year career with the Florida Legislature, she worked on a wide array of policy areas, but the majority of her policy work focused on K-20 education policy. Kim has worked as a senior advisor or in a leadership role for many of Florida's Education Commissioners. She also worked for Governor Bush in several roles within the Executive Office of the Governor, including as the policy coordinator for education in the Office of Planning and Budget.

Most recently, Kim served as Chief of Staff to Florida Governor Rick Scott. In this role, she was responsible for directly serving and advising the Governor on issues pertaining to 100,000 plus executive branch employees and administered an \$83 billion state budget. She also served as Governor Scott's Deputy Chief of Staff, Legislative Affairs Director, Education Policy Coordinator and as Policy Advisor during his successful reelection campaign.

*\* Denotes non-attorney professional*

## Education

- Tulane University, B.S.
- Florida State University, M.B.A
- Florida State University, Ph.D.

## Professional Associations & Memberships

- Florida Association of Professional Lobbyists, Designated Professional Lobbyist
- Florida Education Legislative Liaisons

## Presentations & Seminars

- "Constitution Revision Commission," The Florida Bar's Education Law Committee Meeting, January 19, 2018

**Kirk Pepper\***  
**Senior Director Government Affairs**

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## Experience

Kirk's political career covers a spectrum that is unmatched by most professionals. Over the last decade plus, he has worked to elect candidates and support elected officials in seven states throughout the Southeast, spending the last eleven years in Florida.

Kirk has worked to elect officials ranging from City Council and Mayor to U.S. Congress and President of the United States. He has worked to re-elect the President in roles both inside the national campaign headquarters and, ultimately, heading the Republican National Committee's efforts on behalf of the President in the State of Missouri. In 2004, Kirk was instrumental in the President carrying the State of Missouri, along with re-electing a U.S. Senator and electing a new Governor.

Since 2005, Kirk has played senior roles, serving as a manager, a confidant, a policy advisor and a strategist in Florida politics, electing Governors, members of the Cabinet and Legislative leaders along the way. He has worked at the highest levels in Florida within the state political party structure, on statewide campaigns, as a consultant and inside the Capitol. This has given him a unique insight into the inner workings of the halls of power in Florida, along with unparalleled relationships with decision makers throughout state government.

*\* Denotes non-attorney professional*



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## Experience

Burt, a shareholder, practices in the areas of local and state government and health care law. Burt served as Florida state senator for District 37 from 1998 to 2008, where he represented Collier and Lee counties. Prior to serving in the state senate, he served in the Florida House of Representatives from 1994 to 1998, served as a member of the Collier County Commission from 1986 to 1994 and served as the Collier County Attorney from 1982 to 1986. Burt currently lobbies for various governmental entities and serves as the Village Attorney for the Village of Estero, Florida.

## Background

Burt was born in Newport News, Virginia. He received his bachelor's in 1972 from the University of South Florida and his juris doctor in 1975 from the College of William and Mary. In 1978, Burt received his legum magister in ocean/coastal law from the University of Miami.

## Education

- **University of South Florida, B.A.** (1972)
- **College of William and Mary, J.D.** (1975)
- **University of Miami, LL.M.** (ocean/coastal Law, 1978)

## Admissions

- Florida

## Professional Associations & Memberships

- Florida State Senator - District 37 (1998-2008)
- Florida House of Representatives, Member (1994-1998)
- Collier County Board of County Commissioners, Member (1986-1994)
- Collier County, Florida, County Attorney (1982-1986)

- Dade County, Florida, Assistant County Attorney (1979-1982)
- The Florida Bar
- Collier County Bar Association
- Wolford School of Nurse Anesthesia, Board of Directors, Member

### Relevant Senate Committee Assignments

- Health and Human Services Appropriations, Chair
- Health Care, Chair
- Select Committee on Medicaid Reform
- Commerce and Consumer Services
- Environmental Preservation, Chair

### Civic

- Leadership Collier Foundation, Board of Directors; Leadership Development, Vice Chair
- Enterprise Florida, Inc., Board of Directors, 2002-2008
- Neighborhood Health Clinic, Inc., Advisory Board
- The Conservancy of Southwest Florida
- Project HELP, Advisory Board
- Children's Hospital of Southwest Florida Advisory Board

**David L. Smith**  
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## Experience

For over thirty-five years, David has been a real estate, land use, and local government law attorney. His practice includes obtaining state and local government regulatory approvals and all matters attendant to the acquisition, development and utilization of real property. He has been responsible for the application and approval of multiple Developments of Regional Impact. David has prepared, filed and obtained approval for residential and mixed-use fee simple and condominium projects. He has also documented and obtained approval for multi-use commercial, marina, retail and residential condominium and timeshare projects, including a multiphase, mixed-use timeshare residential, commercial marina project in Key West.

David has assisted multistate developers with foreign jurisdiction sale solicitation requirements for projects in Florida and St. Croix. He has represented numerous lending institutions in drafting the documentation and closing all manner of real estate and commercial loans. He has worked in special assets, assisting bankruptcy practitioners with the implications of complicated business and real estate transactions. David has issued title insurance in conjunction with loans, acquisitions and developments in state and multi-state undertakings as aggregate refinancings or exchanges. He has prepared mobile home park prospectuses and a wide variety of leases as well as other real estate and development-related documentation. He also served as Tampa City attorney for more than four years and was involved in all aspects of the city's legal concerns, including drafting ordinances, representing the city in Tallahassee, overseeing all litigation and serving as legal adviser to the mayor, the city council and the various department heads.

David has served as General Counsel for the Hillsborough County Aviation Authority, Hillsborough Transit Authority (HART) and as special counsel for other special districts, municipalities and counties. He has also been involved in representing community development districts, the creation and representation of community redevelopment agencies and in related developer and local government litigation concerning same.

## Background

David was born in St. Petersburg, Florida, and graduated from Bishop Barry High School, now called St. Petersburg Catholic. He received his bachelor's degree, with high honors, from the University of Florida in 1972 and his master of arts in 1977 from the University of Chicago. He received his juris doctor from the

University of Florida in 1980, where he was also on the *Law Review*. David has two children from his marriage to the late Ann Whitney Grace, Whitney Tannenbaum and Wesley Smith. Ann died of ALS in 2004, and David married JoAnn Urofsky in 2006. David is an avid sports fan and enjoys golf and reading as leisure activities.

## Education

- **University of Chicago, A.M.** political science (1977)
  - Areas of concentration included political philosophy, primarily under Joseph Cropsey, and studies in the American founding, under Herbert J. Storing
- **University of Florida, J.D.** (*honors*, 1980)
  - *Law Review*
  - Center for Governmental Responsibility (1977-1979)
  - Center for Eastern Water Law
  - Faculty Research Assistant – Professor Stanley Ingber

## Admissions

- Florida
- Florida Supreme Court
- U.S. District Court, Middle District of Florida

## Professional Associations & Memberships

- Hillsborough County Bar Association
- The Florida Bar
  - Real Property, Probate and Trust Law Section
    - Executive Council (five years)
    - Government Regulation and Land Use Committee, Co-Chair (four years)
    - Mobile Home Law Committee, Chair
    - Condominium Committee
  - Florida Bar CLE, Lecturer
- American Bar Association
  - Real Estate Finance Committee
  - Environmental Law Section
  - Administrative Law Section
- National Business Institute CLE, Lecturer

## Awards & Recognitions

- AV Rated by *Martindale-Hubbell*
- *Best Lawyers in America*, 2016-2018
- *Florida Super Lawyers*, 2008-2013
- American Registry, Top Attorneys in Florida, Government/Cities/Municipalities Law, 2012
- Tampa "Top Rated Lawyer," Real Estate, 2013

## Civic

- Tampa Hillsborough Economic Development Corp., General Counsel (two years)
- Tampa Downtown Partnership
  - Board Member
  - Executive Committee Member
  - Chair, 2013-2014; 2014-2015
  - Chair Elect, 2012-2013
  - Secretary, 2010-2011
- Tampa Bay Preschool and Kindergarten, Past Board Member and President
- Midtown Kiwanis, Past Member
- ALS Association, Tampa Bay Chapter, Board Member and Past President
- Christ the King Parish, Member
- Temple Terrace Golf & Country Club, Past Board Member and Vice President
- Chamber of Commerce, State & Local Government Committee, Past Member and Chair
- Greater Tampa Chamber of Commerce, Member
- Leadership Florida, Class of XXVII
- Hillsborough County Cable Advisory Committee
- Hillsborough County Bar Foundation, Past Board Member

## Presentations & Seminars

- Lecturer, National Business Institute, CLE
- Lecturer, Florida Bar, CLE

**Christopher M. Spencer\***  
**Government Consultant**

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## Experience

Chris is a government consultant in GrayRobinson's Tampa office. He focuses his practice on government relations matters and lobbies on a wide range of policy and appropriations issues.

Prior to joining GrayRobinson, Chris managed successful campaigns for multiple legislators, including Senator Jeff Brandes and Senator Dana Young. He also served as legislative assistant to Representative Clay Ingram.

In addition, Chris served as chief legislative assistant to Senator Jeff Brandes. In this role, he directed all legislative priorities and focused on a wide range of policy and appropriations issues, including transportation, economic development, energy, insurance and financial regulation.

*\* Denotes non-attorney professional*

## Education

- **Florida State University, B.A.** (political science) 2009
- **Florida State University, B.A.** (international affairs) 2009
  - Focus in history
  - Minor in French
- **Florida State University, B.A.** (economics) 2009
  - Focus in monetary policy
  - Minor in business

## Civic

- St. Petersburg Chamber of Commerce
- Greater Tampa Chamber of Commerce
- St. Petersburg Yacht Club, Board of Directors

- Pinellas County Republican Party, Executive Committee
- Pinellas County Young Republicans
- Phi Gamma Delta International Fraternity



## References

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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: GrayRobinson, P.A.

LENGTH OF TIME COMPANY HAS BEEN IN BUSINESS: GrayRobinson began August 30, 1970. (47 years and 7 months)

BUSINESS ADDRESS: 301 S. Bronough Street, Suite 600, Tallahassee, FL 32301

HOW LONG IN PRESENT LOCATION: 17 years and 7 months

TELEPHONE NUMBER: 850-577-9090

FAX NUMBER: 850-577-3311

TOTAL NUMBER OF CURRENT EMPLOYEES: 600 FULL TIME 17 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.  
COMPANY: City of Tampa

ADDRESS: 306 East Jackson Street, Tampa, FL 33602

TELEPHONE/FAX: 813-274-8162

CONTACT: Deborah Hummer Stevenson

CONTACT EMAIL: deborah.stevenson@ci.tampa.fl.us

COMPANY EMAIL ADDRESS: N/A

2.  
COMPANY: Monroe County

ADDRESS: 1100 Simonton Street, Key West, FL 33040

TELEPHONE/FAX: 305-292-4441

CONTACT: Roman Gastesi

CONTACT EMAIL: gastesi-roman@monroecounty-fl.gov

COMPANY EMAIL ADDRESS: N/A

3.  
COMPANY: City of Winter Park

ADDRESS: 401 South Park Ave., Winter Park, FL 32789

TELEPHONE/FAX: 407-599-3236

CONTACT: Randy Knight

CONTACT EMAIL: rknight@cityofwinterpark.org

COMPANY EMAIL ADDRESS: citymanager@cityofwinterpark.org

4.  
COMPANY: City of Kissimmee

ADDRESS: 101 Church St., Kissimmee, FL 34741

TELEPHONE/FAX: 407-847-2821

CONTACT: Mike Steigerwald

CONTACT EMAIL: msteiger@kissimmee.org

COMPANY EMAIL ADDRESS: N/A

## Tab 2: Approach

***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.***

GrayRobinson is not aware of any current potential conflict of interest that might arise from our representation of Pinellas County.

If a potential conflict arises, we will seek a waiver from the County. However, if for some reason a waiver or agreement cannot be reached, we will address the issue and withdraw, if that is necessary. The honor of representing Pinellas County is one that we take seriously, and we will do all that is necessary to ensure your interests are not maligned by our concurrent representation of other clients.

- 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.***

Upon selection, GrayRobinson would suggest a meeting with the Pinellas County Board and staff to ensure we fully understand the priorities leading into the 2019 Session. During this meeting, we would discuss an overall strategy, to include:

- ❖ GrayRobinson will begin the process of **fostering a real and in-depth understanding** of the County's needs and issues, as well as the strategy, tactics and messaging during the months of September and October, with initial meetings with the City Manager, Council members and designated staff taking place during same time period.
  - ❖ Following these initial meetings, we propose the **development of a legislative strategy**, including the refinement of any proposed statutory or appropriations-based changes, and identifying legislation that the County supports, opposes or wishes to amend during the months of November and December.
  - ❖ We would concurrently **identify champions and supporters** of each of these goals, as well as avenues to enact these changes. In some cases, this may be through the filing of individual policy bills by House and Senate Members and moving them through the committee process. In those cases, having this strategy in place and beginning to take action would ideally be accomplished in the months of November and December as well.
- 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.***

Our team commits to work with all of the members of the Legislative Delegation, and specifically based on our previous relationships: Sen. Rouson, Rep. Sprowls, Sen. Brandes, Rep. Newton,

Rep. Latvala, Rep. Diamond and Rep. Grant, to ensure their understanding and support of the County's issues throughout the entirety of our representation of the County.

***d. Working with current and future House and Senate Leadership to ensure their understanding of matters of importance to Pinellas County Government.***

We effectively utilize our skills, our clients' grassroots organizations, and ever-improving technology to assure that we obtain positive results for our clients. In addition, we maintain excellent relationships with Senate President Designate Bill Galvano, House Speaker Designate Jose Oliva, and the members of their respective leadership teams throughout the state. We will use these relationships to ensure matters of importance to Pinellas County remain at the forefront of House and Senate Leadership during Session.

***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.***

We understand coordinating efforts with Florida Association of Counties, the Pinellas County School Board, other Pinellas municipalities and special districts is important to the County (when their priorities align), and our team will ensure this is built into our legislative strategy.

Further, GrayRobinson represents other counties and municipalities throughout the State and maintains excellent relationships with the Florida Association of Counties and Florida League of Cities. We also represent multiple school boards and work closely with the Florida Association of School Boards. Our extensive representation of public sector clients gives us a unique set of relationships with partner groups both within the Tampa Bay region and throughout the state of Florida.

***f. Acquiring sponsors and supporters for bills, amendments, and other legislation that is in line with the Board's priorities.***

GrayRobinson will leverage our relationships with House and Senate members as well as their staff to acquire sponsors for legislation that support 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.***

Since GrayRobinson's founding more than 45 years ago, our Firm has cultivated a culture of community, civic and political action creating an unmatched network of relationships at all levels of government in Florida. With us as your advocates, Pinellas County will have access to many decades of combined legislative and executive branch experience as well as a strong diversity of backgrounds and skill-sets. GrayRobinson offers the perspective of some of the most experienced legislative and executive branch leaders in Florida, in addition to a depth of successful, specialized policy and appropriations experience regarding infrastructure funding for economic development initiatives.

In addition to our capabilities in the legislative branch, with members that have collectively served and advocated under five Governors, our team maintains excellent working relationships with all of the agency heads in the Scott administration, and strong relationships with Attorney General Pam Bondi, CFO Jimmy Patronis and Agriculture and Consumer Affairs Commissioner Adam Putnam (collectively, the Cabinet). The Team's extensive network and active participation in "big picture" local government issues—particularly, the two ever-present issues: competition for the allocation of state resources and the natural tension that exists between local and state government in the form of unfunded mandates and/or preemption—enable the Team to advise local government clients on economic and fiscal trends, expenditure expectations, and leadership priorities.

GrayRobinson also maintains strong relationships with many of the current candidates for every cabinet position on the 2018 ballot. We fully expect our Firm to enjoy productive relationships with every new or renewed member of the cabinet after the 2018 elections have concluded.

### Tab 3: Statement of Work

***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.***

As mentioned, GrayRobinson suggests once selected, a legislative workshop with leadership of Pinellas County should be scheduled. Critical to that workshop should be the development of a legislative agenda for the Session and clear articulation of goals and expectations that, combined with this Scope of Work, will serve as our guide and roadmap in our representation of Pinellas County at the legislative level. Thus, the sooner an agenda and strategy are set, the sooner our team can start advocating on Pinellas County's behalf.

Once the legislative priorities are outlined for 2019, GrayRobinson will diligently monitor and work to identify activities and issues of potential interest to Pinellas County. Our next step would be to notify key legislators both in and out of the Pinellas County delegation, and together we will identify other legislators who may be advocates for your goals, as well as those who may, for whatever reason, oppose your legislative priorities. We will also work closely with the Leadership of the Minority Party in both the House and Senate. The development of a working group of legislators who support Pinellas County will be among our team's first priorities.

The Firm is also highly attuned to the natural political and policy tensions that exist between state and local governments. While local elected officials are continuously seeking to provide strategic enhancements desired by their local communities, or necessary enhancements that may originate from challenging circumstances, the Legislature often steps in beyond what local officials consider appropriate or in a manner contrary to local efforts. This inherent tension is commonly the source of discord between local and state government.

- b. Scheduling related to request to attend meetings and appointments between the Board or Pinellas County Government staff, state legislators, and agency officials.***

The GrayRobinson team will be available to attend meetings and appointments between the Board or Pinellas County Government staff, legislators and agency officials as often as requested. With the majority of the team based in the Firm's Tampa office, we are locally available at any time.

- c. Providing weekly written status reports when the Legislature is in session, and bi-weekly written status reports during committee weeks.***

As a standard service, we provide monthly reporting to our clients, and we increase it to weekly during legislative session. We are also happy to provide bi-weekly reports during Committee Weeks as requested by the County.

***d. Presenting an annual report to the Board at a Board meeting.***

Our team will commit to presenting an annual Legislative report to the Board at whichever meeting the County requests.

## Tab 4: Compensation

*The proposed compensation to be paid by the County for the services identified in the Statement of Work, including the methodology for determining the compensation. Proposer shall specify the total not-to-exceed lump sum amount for each twelve (12) month period. In addition, provide an all-inclusive hourly rate. Monthly invoices shall be submitted by Proposer based upon hourly rates for hours worked.*

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### ATTACHMENT A- COMPENSATION

DESCRIPTION	LUMP SUM NOT TO EXCEED (Includes all Expenses)
YEAR 1 (12 MONTHS):	\$ \$72,000
YEAR 2 (12 MONTHS):	\$ \$72,000
<b>GRAND TOTAL:</b>	<b>\$ \$144,000</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	\$ N/A
Attorney	\$ N/A



## Tab 5: No Exceptions to RFP

***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.***

GrayRobinson does not have any exceptions to this Request for Proposal.



## Tab 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.***

Please see additional required forms on the pages following (not noted to be included in any previous section).

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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	 <div style="text-align: right;"> <b>REQUEST FOR PROPOSAL</b> </div>
<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:sssteel@pinellascounty.org">sssteel@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> <b>CPPO/CPPB</b> 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):** GrayRobinson, P.A. **D/B/A** \_\_\_\_\_

**MAILING ADDRESS:** 301 S. Bronough Street, Suite 600 **CITY / STATE / ZIP** Tallahassee, FL 32301

**COMPANY EMAIL ADDRESS:** dean.cannon@gray-robinson.com **PHN:** (850) 577-9090 **FAX:** (850) 577-3311

**\*REMIT TO NAME:** GrayRobinson, P.A. **CONTACT NAME:** Dean Cannon  
 (As Shown On Company Invoice) **FEIN#** 59-1300132

**PRINT NAME:** Dean Cannon

**EMAIL ADDRESS:** dean.cannon@gray-robinson.com

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.

**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:** Dean Cannon, Executive Vice President & Statewide Chairman of Government Affairs

**THIS FORM MUST BE RETURNED WITH YOUR RESPONSE**

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

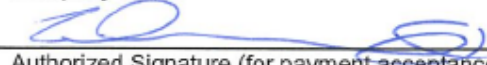
Would your company accept to participate in the ePayables credit card program?

☒ Yes

☐ No

GrayRobinson, P.A.

Company Name

  
Authorized Signature (for payment acceptance)

Dean Cannon / Executive Vice President & Statewide Chairman of Government Affairs

Printed Signature/Title/Department

850-577-9090

Phone Number

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**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	Dean Cannon 	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'.

**Form W-9**  
(Rev. November 2017)  
Department of the Treasury  
Internal Revenue Service

**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.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.  
**GrayRobinson, P.A.**

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

☐ Individual/sole proprietor or single-member LLC

☒ C Corporation ☐ S Corporation ☐ Partnership ☐ Trust/estate

☐ Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) **\_\_\_\_\_**

**Note:** 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 not 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.

☐ 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.  
**301 E. Pine Street, Suite 1400**

6 City, state, and ZIP code  
**Orlando, FL 32801**

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

5 9 - 1 3 0 0 1 3 2

or

Employer identification number

5 9 - 1 3 0 0 1 3 2

**Part II Certification**

Under penalties of perjury, I certify that:

1. 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

2. 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

3. I am a U.S. citizen or other U.S. person (defined below); and

4. 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 **March 22, 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-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.



Client#: 1405411 131GRAYROB  
**ACORD™ CERTIFICATE OF LIABILITY INSURANCE** DATE (MM/DD/YYYY)  
4/12/2017

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>BB&amp;T Insurance Services, Inc.</b> <b>PO Box 4927</b> <b>Orlando, FL 32802-4927</b> <b>407 691-9600</b>		<b>CONTACT NAME:</b> <b>PHONE (A/C, No, Ext): 407 691-9600</b> <b>FAX (A/C, No): 888-635-4183</b> <b>E-MAIL ADDRESS:</b> <b>INSURER(S) AFFORDING COVERAGE</b> <b>NAIC #</b> <b>INSURER A: National Fire Insurance Co of H 20478</b> <b>INSURER B: Continental Insurance Company 35289</b> <b>INSURER C: Hartford Insurance Company of S 38261</b> <b>INSURER D:</b> <b>INSURER E:</b> <b>INSURER F:</b>	
<b>INSURED</b> <b>GrayRobinson PA</b> <b>P.O. Box 3068</b> <b>Orlando, FL 32802</b>			

**COVERAGES** **CERTIFICATE NUMBER: 17/18 Master BAI,WC-** **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
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 type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	*	*	6012395102	04/15/2017	04/15/2018	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$1,000,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000 \$
A	<b>AUTOMOBILE LIABILITY</b> <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	*	*	6012395133	04/15/2017	04/15/2018	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> <b>UMBRELLA LIAB</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$10000			C6012395116	04/15/2017	04/15/2018	EACH OCCURRENCE \$15,000,000 AGGREGATE \$15,000,000 \$
C	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? <input checked="" type="checkbox"/> Y <input type="checkbox"/> N (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		*	21WBAF3508	08/09/2016	08/09/2017	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000

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

\*Additional Insured status is granted with respects to General Liability if required by written contract per form "Non-Contractor's Additional Insured Endorsement" form #CNA74857XX 01/15 and General Liability Extension Endorsement, form CNA74879XX(1-15).

\*Waiver of Subrogation status is granted with respects to General Liability if required by written contract (See Attached Descriptions)

<b>CERTIFICATE HOLDER</b> <b>Gray Robinson, PA</b> <b>P.O. Box 3068</b> <b>Orlando, FL 32802-3068</b>	<b>CANCELLATION</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> 
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**DESCRIPTIONS (Continued from Page 1)**

per form "General Liability Extension Endorsement", form CNA74879XX(1-15).

\*Additional Insured status is granted with respects to Auto Liability as it pertains to Non-Owned & Hired Auto Liability coverage if required by written contract per form "Business Auto Coverage Form", form #CA0001 03/10.

\*Waiver of Subrogation status is granted with respects to Auto Liability as it pertains to Non-Owned & Hired Auto Liability coverage if required by written contract per form "Waiver of Transfer Rights of Recovery", form #CA0444 03/10.

\*Waiver of Subrogation status is granted with respects to Workers Compensation if required by written contract per form "Waiver of Our Rights to Recover From Others Endorsement" form #WC000313.



GRAYROB-01

AMULLEN

**CERTIFICATE OF LIABILITY INSURANCE**

DATE (MM/DD/YYYY)  
3/29/2017

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> License # L026297 Hub International Southeast 1560 Orange Avenue Suite 750 Winter Park, FL 32789		<b>CONTACT NAME:</b> Ann Mullen <b>PHONE</b> (A/C, No, Ext): (407) 893-3876 <b>FAX</b> (A/C, No): <b>E-MAIL:</b> ann.mullen@hubinternational.com <b>ADDRESS:</b>	
<b>INSURED</b>  GrayRobinson, P.A. 301 E Pine Street Suite 1400 Orlando, FL 32801		<b>INSURER(S) AFFORDING COVERAGE</b>	
		<b>INSURER A:</b> Endurance American Specialty Insurance Company <b>NAIC #</b> 41718	
		<b>INSURER B:</b> Landmark American Insurance Company <b>33138</b>	
		<b>INSURER C:</b>	
		<b>INSURER D:</b>	
		<b>INSURER E:</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 INSD	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 - COM/OP AGG \$ \$
	<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						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 <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> Y/N <input type="checkbox"/> N/A ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below						PER STATUTE <input type="checkbox"/> OTH-ER <input type="checkbox"/> E.L. EACH ACCIDENT \$ E.L. DISEASE - EA EMPLOYEE \$ E.L. DISEASE - POLICY LIMIT \$
A	Professional Liab,			LPL10010845600	03/21/2017	09/21/2018	5,000,000
B	XS Prof Liab			LHZ762369	03/21/2017	09/21/2018	\$5M Retention 5,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)  
 SIR: \$250,000 Claim / \$500,000 Agg Retention  
 -Endurance American Specialty Insurance Co., XS Professional Liability 03/21/17-09/21/18, NAICS# 41718, Policy # LPX10010846200 \$5M Limit/\$10M Retention  
 -Landmark American Insurance Co., XS Professional Liability 03/21/17-09/21/18, NAICS# 33138, Policy # LHZ762654 \$5M Limit/\$15M Retention  
 -Ironshore Indemnity Insurance, XS Professional Liability 03/21/17-09/21/18, NAICS# 23647, Policy #000185107, \$10M Limit/\$20M Retention  
 -QBE Insurance Corporation, XS Professional Liability 03/21/17-09/21/18, NAICS# 39217, Policy # QPL0015445, \$10M Limit/\$30M Retention

**CERTIFICATE HOLDER**

**CANCELLATION**

For Information Only\*\*\*

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