





Pinellas County Board of County Commissioners
RFP #178-0174-P (SS)

State Governmental Relations Services

April 12, 2018 @ 3:00 P.M.

Floridian Partners, LLC
108 S. Monroe Street
Tallahassee, FL 32301
(850) 681-0024

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SUBMITTAL DUE: April 12, 2018 @ 3:00 P.M. AND MAY NOT BE WITHDRAWN FOR 120 DAYS FROM DATE LISTED ABOVE.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

MAILING ADDRESS: 108 S. Monroe St. **CITY / STATE / ZIP** Tallahassee, FL 32301

COMPANY EMAIL ADDRESS: treeves@flapartners.com **PHN:** (850) 681-0024 **FAX:** (850) 681-0354

***REMIT TO NAME:** Floridian Partners
 (As Shown On Company Invoice) **FEIN#** 65-1029422 **CONTACT NAME:** Teye Reeves

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

PRINT NAME: _____

EMAIL ADDRESS: treeves@flapartners.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: Teye Reeves / Partner

THIS FORM MUST BE RETURNED WITH YOUR RESPONSE

TABLE OF CONTENTS

TABLE OF CONTENTS

Qualifications.....	Tab 1
Approach.....	Tab 2
Statement of Work.....	Tab 3
Compensation.....	Tab 4
No Exceptions to RFP.....	Tab 5
Forms & Attachments.....	Tab 6

TAB 1
QUALIFICATIONS

QUALIFICATIONS

Floridian Partners, LLC, is a full-service, Florida based corporate and government affairs firm operating at all levels of government throughout the state of Florida. The firm's services include strategic communications, advocacy and issue management, development of stakeholder relationships and expertise in high-level consulting within state and local government. Our client base is varied and ranges from Fortune 100 companies to non-profit agencies, local governments and sole proprietorships. Our mission is to provide the highest level of professional service with an understanding that success follows commitment and hard work.

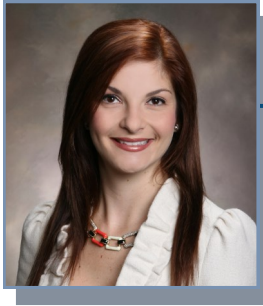
The strength of our firm lies in the sophisticated professionals who form our team. With decades of collective experience, each individual in our firm brings unique experiences, qualifications and relationships to achieve the goals of our clients. We recognize that our clients are not just looking for "lobbying," but need a firm that understands politics, policy, public-private partnership, stakeholder engagement, coalition development, and public opinion.

THE FIRM

Floridian Partners maintains two full-time staffed offices in Florida, located in Tallahassee and Miami.

The Tallahassee office of Floridian Partners is located approximately three blocks north of Florida's Capitol. The office has 9 full-time employees engaged in providing lobbying and consulting services to clients with interests before the Executive and Legislative branches of Florida State Government.

Although Floridian Partners utilizes a team approach in its representation for each of its clients, Teye Reeves and Jorge Chamizo, will be the primary points of contact during the scope of our representation of Pinellas County. Your primary contacts will be responsible for coordinating each project, assigning responsibilities to other team members as it relates to a particular project, scheduling appointments with key legislators and legislative staff, and keeping you apprised as to the progress of any given task through written and oral reports to Pinellas Board of County Commissioners.



TEYE REEVES

Teye Reeves is a governmental affairs consultant and attorney specializing in insurance, tort reform, taxation, health care, financial services, budget, and employment issues. Teye represents clients before the Florida Legislature, Cabinet, and agencies, as well as before local governmental entities.

During the course of her career, Teye has spearheaded statewide public relations, communications and grassroots campaigns to bring awareness to certain issues. Teye's diverse professional experience and in-depth understanding of issues allows her to successfully advocate on behalf of a wide spectrum of client interests.

Prior to joining Floridian Partners, Teye served as the Director of Business Climate and Quality of Life Policy to manage legislative and executive branch strategic advocacy plans on behalf of the Florida Chamber of Commerce. During that time, she worked to coordinate the Florida Chamber of Commerce's strategic goals and objectives with the Chamber's membership, including the Board of Directors, as well as with other outside entities.

Teye formerly worked with Floridian Partners, LLC in their Miami office with a focus on local government procurement and business development. During that time, she represented clients on projects relating to aviation, transportation, land-use and zoning, health care and budget appropriations.

Teye graduated from Ft. Myers High School, earned her Bachelor of Science degree in Advertising from The University of Florida, and then went on to earn her law degree from Texas Tech School of Law. Teye has been licensed to practice law in Florida since 2008 and is a member of the Florida Bar Association.



JORGE CHAMIZO

An attorney and governmental consultant, Jorge Chamizo represents a variety of clients before the Florida Legislature, Executive Office of the Governor, Florida Public Service Commission, Florida Department of Environmental Protection, and several state regulatory agencies.

Before returning to the private sector, Jorge served as Chief Advisor to the Chairman of the Florida Public Service Commission, the state agency which regulates Florida's utilities.

In that capacity, Jorge gave counsel to the Chairman on legal and policy matters related to telecommunications, energy, water, and wastewater issues coming before the Commission, assisted the Chairman in setting and implementing overall agency policy and direction, served as central contact to industry representatives, and was the Chairman's liaison to the Florida Legislature as well as state and local government agencies.

Prior to his time at the PSC, Jorge worked as an attorney and governmental consultant for statewide law firms where he represented clients before the Legislature, Florida Division of Administrative Hearings and various executive branch agencies on matters relating to professional licensure, design and construction, energy, telecommunications, and state taxation.

Apart from his legal and governmental experience, Jorge brings to Floridian Partners over a decade of business experience in the areas of marketing, sales and management.

Jorge is an honors graduate from the Florida State University College of Law (J.D., cum laude, 2000) and received his undergraduate degree in Finance from the University of Miami (BBA, 1996). Jorge was honored in the Fall 2007 Edition of Insider Magazine as one of the top lobbyists in South Florida, received the 2009 Cuban American Bar Association Pro Bono Project Award and won the 2014 President's Award from the Florida Association of Criminal Defense Lawyers.



CHARLIE DUDLEY

Charles F. Dudley is the managing partner of Floridian Partners LLC, a corporate and public affairs consulting firm with offices in Tallahassee and Miami.

Charlie and the firm represent a variety of clients before the Florida Legislature, Cabinet and other governmental bodies, including matters related to business and professional regulation, education, gaming, taxation, health care, financial services, employment, environment, elections, communications and utilities, and information technology.

Charlie's combination of legal and legislative experience provides clients with the in-depth understanding of the law and the regulatory and legislative processes necessary to advance and protect their proprietary interests.

Charlie is also an attorney specializing in all aspects of communications and administrative law. Charlie serves as the general counsel and chief lobbyist to the Florida Cable Telecommunications Association (FCTA) and as such, he is in regular contact with Florida-based and corporate representatives of the country's largest communications and information providers regarding legislative, regulatory, tax and other aspects of law. Charlie provides daily counsel and recommends policy action regarding the interaction between communications providers and state and local governments.

In 1996, Charlie was appointed by Governor Lawton Chiles to the Florida Telecommunications Tax Task Force, where he successfully advocated for the development of a unified or flat taxing scheme for communications services in the state of Florida, which was adopted by the Florida Legislature resulting in the Communications Services Tax Simplification Act.

In addition to the FCTA, Charlie's clients include, among others, the St. Joe Company, Publix, Florida Hospital Association, Florida Insurance Council, Alico, Florida Family Insurance Company, FCCI Insurance Group, Florida Gulf Coast University and the Seminole Tribe of Florida.

Charlie is an honors graduate of Florida State College of Law, where he earned distinction as a member of the law school's Moot Court team. Charlie was featured in the December 1993 edition of Florida Trend magazine as one of Florida's "Next Wave" of leaders.



GARY GUZZO

Gary Guzzo has been providing lobbying and consulting services to the insurance industry as well as other financial institutions and regulated industries for 25-plus years. These corporations include foreign and domestic property and casualty insurers, banks, telecommunications and health care industries. Gary represents numerous companies and trade associations as they try to navigate their way through both the executive and legislative branches of government.

Gary's specialties include acting as an advocate for clients in front of state agencies and the Florida Legislature as well as working with his clients' management teams and boards, providing strategic planning and consulting services on business issues and opportunities in the Florida and national marketplaces.

Since 1984, Gary has helped his clients with rate filings, banking regulation issues and market conduct examinations. He has spearheaded legislative initiatives including the workers' compensation rewrite, property insurance initiatives, Florida no fault sunset, telecommunications reform, tax issues affecting insurance, aerospace, tobacco, telecommunications and retail industries.



CORY GUZZO

Cory Guzzo is a governmental affairs consultant specializing in insurance, energy, utilities, financial services, agriculture, and general business issues. Cory represents clients before the Florida Legislature, Cabinet, and state government agencies. Cory also brings a wealth of experience in the political arena.

He has managed and overseen many political campaigns throughout the state and provides Floridian Partners' clients with the ability to better fully understand the political climate and landscape in Florida.

An honors graduate of Florida State University with a degree in Political Science, Cory's educational background combined with his private and public sector experience provide added expertise and depth to the team of professionals at Floridian Partners.

Cory first spent time working in the private sector for a Fortune 100 Insurance Company, where he gained extensive knowledge and real world experience in the insurance industry.

Cory also served as the Chief Legislative Aide for Representative Seth McKeel and later Representative Doug Holder. He was recently named to a list of the Top 30 Rising Stars in Florida politics.

Cory previously served in high-level roles with the Republican Party during the 2012 and 2014 cycles, most recently serving as political liaison of House Campaigns under Speaker Steve Crisafulli.



GEORGE FEIJOO

George Feijoo joined Floridian Partners in May of 2016 as a governmental affairs consultant.

George is an insurance specialist whose practice focuses on helping Floridian's financial services clients navigate the regulatory process, develop competitive business strategies, draft legislation, and mold public policy amid changing exposures. He has technical expertise within multiple personal and commercial lines of business including life, health, auto, property, and professional liability.

Before joining Floridian, George spent several years at the Florida Office of Insurance Regulation where he gained extensive knowledge and experience in the regulation of financial statements and insurance contracts, company licensing and negotiation, legislative analysis and legal research, and the drafting of policy language. He has spoken at industry conferences and held various positions within both the Property & Casualty Product Review and Life & Health Financial Oversight units. Most recently, he oversaw the approval of property and casualty forms within several different lines of business, but his passion was in auto, where he helped shape policy in the face of rapidly developing technology such as automated motor vehicles and ridesharing applications.

Born in New York and raised in Miami, George moved to Tallahassee in 2007 to study at Florida State University where he earned his Bachelor's degree in Actuarial Science. In 2015, while working at the Office, George received his M.B.A. from Florida State University as well as the CPCU designation from the American Institute of Chartered Property Casualty Underwriters.

QUALIFICATIONS

OUR CLIENTS

Floridian Partners provides a range of services to our clients in the following areas:

- Budgetary Matters
- State and Local Government Procurements
- Health Care
- Energy
- Insurance
- Telecommunications
- Gaming
- Growth Management
- Transportation and Infrastructure
- Information Technology
- Taxation
- Tort Reform
- Education
- Prison Industries
- Financial Products
- Environmental Services

Our clients include established and valued companies such as Liberty Mutual, Publix, Anheuser Busch, Marine Industries of South Florida, St. Joe, the Florida Insurance Council, ADT and the Florida Internet & Television, among others. Our team has decades of experience from various sectors that come together to allow our firm to engage in diverse issues and a variety of forms of representation. We have the capacity to engage in every type of issue and manage any size project to achieve success on our clients' behalf.

CURRENT CLIENT LIST

50 State Security	Layne Heavy Civil
ADT Security	Liberty Mutual Insurance Group
Adventure Environmental	Limonar Development Group
AirBNB	Lumber Liquidators
ALICO	Magellan Complete Care
Amano McGann	Magellan Health Services
American Rental Association	Marine Industries of South Florida
Ansaldo Breda	Merscorp
Associated Industries of Florida	Miami-Dade County Fair & Exposition
Avail Technologies	Microsoft
AvAirPros	National Council on Compensation Insurance
Avenir Holdings	National Fire Insurance Co. of Hartford
AXA	New Directions for Young Adults
Bell Helicopter	NOPETRO
Big Bus Tours	North Broward Hospital District
Borinquen Health Care Center	Novitex
Calusa Homes	P3 Real Estate
CCA	Parrot Jungle
CH2MHill	Peoples Gas System
Citelum	Power Phase, LLC
City of Weston	Publix Super Markets
Columbia Casualty Co.	RAI Services Co.
Community Health South Florida	River Landing
Continental Casualty Co. dba CNA	Riviera Preparatory School
Crown Castle	Salus
Cuban American Bar Association	SCS Engineers
Danziger Kosher Catering	SkyRise Miami
Dealer Consulting Services	Sinerlog USA
Dewey Square Group	St. Joe Company
Duke Energy	Suffolk
Duty Free Americas	Summit Consulting
FCCI Insurance Group	Sunspire Health
Flagstone Properties	Tampa Electric Company
Florida Assn. of Criminal Defense Lawyers	TASER
Florida Auto Joint Underwriting Association	Teamsters
Florida Assn. of Motorist Service Providers	TECO Energy Inc.
Florida Internet & Television	TKS
Florida Family Insurance Company	Town of Medley
Florida Gulf Coast University Foundation	TruGreen
Florida Hospital Association	Uber Technologies
Florida Insurance Council	Ultra Music Festival
Gulf Power	UGL UNICCO
Host International	United Rentals
Independent Pharmacy Cooperative	U.S. Chamber for Legal Reform
Invitation Homes	U.S. Imaging
Knox Medical	U.S. Sugar Corp.
Lake Point Restoration	Viewpoint of South Florida

QUALIFICATIONS

OUR SUCCESSES

Floridian Partners has a history of significant legislative success. As a firm, we strive to exceed our clients' expectations with the understanding that our success is based solely upon the success of our clients.

Below please find a brief summary some of the accomplishments Floridian Partners has had at both the state and local levels:



Florida Internet & Television

Floridian Partners has served as the lead lobbying firm for the past 18 years for the Florida Internet and Television (FIT) which represents all of the cable companies that operate in Florida. In 2012, our firm led the efforts to reform Florida's Communications Services Tax, working with the Department of Revenue and in coalition with the telecommunications companies. This legislation allows communications providers to bundle taxable and nontaxable goods and services while only paying taxes on the taxable portion as allocated in the provider's books and records. These reforms continued through the 2017 legislative session, where the firm continued to work to reduce the Communications Services Tax for Florida's residents.



Florida Insurance Council

For the past 18 years, Floridian Partners has served as the lead lobbying firm for the property and casualty section of the Florida Insurance Council (FIC), which is the largest insurance trade association in the state. During the 2016 legislative session, Floridian Partners led efforts to pass Senate Bill 408 which provided reform to the property insurance market, increased competition and predictability, and encouraged private competition throughout the state. During the 2017 and 2018 legislative sessions, we worked on legislation to address the flood insurance crisis, reform Florida's hurricane CAT fund, and strengthen the automobile insurance market. Also, during the 2018 legislative session, Floridian Partners worked to pass legislation that would make texting and driving a primary offense. Ultimately, that legislation failed in the Senate even though it was successfully voted off of the House floor by a 112-2 vote.



Publix

Floridian Partners is the first lobbying firm hired in Florida by Publix Supermarkets in the history of the company. Publix has a multitude of local, legislative and regulatory priorities that span across all subject matters including, but not limited to:

QUALIFICATIONS

- Environmental issues
- Alcoholic beverage regulation, at both the local and state level
- Transportation issues
- Health care coverage and services
- Tort reform

Floridian Partners established Florida Businesses Unite which is a coalition of Florida based businesses fighting an effort lead by out-of-state big box retailers to integrate the sale of hard liquor into retail establishments. During the 2017 legislative session, Floridian Partners worked to defeat the legislation on behalf of Publix which ultimately resulted in a veto by Governor Rick Scott.



Ansaldo Breda

Floridian Partners represented the Spain-based railcar company, Ansaldo Breda, in securing a contract award of \$313 million for new railcars for the Miami-Dade transit system. The firm engaged with Ansaldo Breda prior to their submittal of their proposal for services and lead a team consisting of several other consulting/lobbying firms and legal counsel through the technical review and bid-protest process. Ultimately, Ansaldo Breda was ranked first in the initial award and then was awarded the contract after the bid-protest was completed.



Uber

Most recently, Floridian Partners lead Uber to success in front of the Miami-Dade County Commission when an ordinance permitting their legal operation was passed on May 3, 2016 to a 9-2 vote. Over the course of the last three years, Floridian Partners has represented Uber at the local and state level as the transportation network company works to legalize their operation within the state of Florida. Floridian Partners also represents Uber in Broward County and lead the company to pass an ordinance last year to legalize their operation within the county.



Marine Industries of South Florida

Floridian Partners has represented Marine Industries of South Florida (MIASF) for the last five years. While MIASF is the entity that puts on the Fort Lauderdale Boat Show, their legislative agenda includes tax cuts for local businesses, initiating transportation projects, and beach and shore renourishment funding. Over the course of Floridian Partners' representation of MIASF, the firm successfully worked to help enact a sales tax cap on boat repairs, facilitated negotiations regarding local transportation issues and defeated burdensome regulation of companies in the boat towing and salvage industry.

QUALIFICATIONS

TAMPA BAY LEGISLATIVE DELEGATION RELATIONSHIPS

Floridian Partners has a long-standing relationship with legislative members from the Tampa Bay area. [Senator Jeff Brandes](#) led efforts as the Chairman of the Criminal and Civil Justice Appropriations Subcommittee during the 2018 session to enact common sense reforms within the criminal justice system supported by Floridian Partners on behalf of the Florida Association of Criminal Defense Lawyers. Floridian Partners worked with Chair Brandes to include language in Senate Bill 1392 to create a data collection pilot project for the 6th Judicial Circuit (which includes portions of Pinellas County). During the 2017 legislative session, Floridian Partners worked with [Vice-Chairman Darryl Rouson](#), with a large coalition of other interested parties, on legislation to enact a regulatory framework for Uber to lawfully operate within Florida. [Senate Majority Leader Wilton Simpson](#) has been a good friend to Floridian Partners and has been one of the strongest relationships for the firm as he worked to negotiate terms on hospital funding issues, advocated for the Senate to maintain a strong position on tort reform and lead the Senate to continue to fund economic development and transportation to maintain Florida's competitiveness among competing states.

In the Florida House, [Rep. Jamie Grant](#) has carried priority legislative for the firm year after year. During the 2015, legislative session, Rep. Grant carried a bill that changed the regulatory structure of alarm systems on behalf of ADT. Floridian Partners, on behalf of the Florida Association of Criminal Defense Lawyers, worked with [Chairman Chris Sprowls](#) during the 2018 legislative session in pushing comprehensive reforms to the criminal justice system by establishing a criminal justice database to bring transparency to criminal justice data. Also related to criminal justice reforms, [Rep. Ben Diamond](#), carried legislation for the firm that changed the mandatory minimum sentencing guidelines.

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: Floridian Partners, LLC
 LENGTH OF TIME COMPANY HAS BEEN IN BUSINESS: 18 years
 BUSINESS ADDRESS: 108 S. Monroe Street, Tallahassee, FL 32301
 HOW LONG IN PRESENT LOCATION: 13 years
 TELEPHONE NUMBER: (850) 681-0024
 FAX NUMBER: (850) 681-0354
 TOTAL NUMBER OF CURRENT EMPLOYEES: 16 FULL TIME 2 PART TIME
 NUMBER OF EMPLOYEES YOU PLAN TO USE TO SERVICE THIS CONTRACT: 11

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

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

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

- | | |
|---|---|
| <p>1. COMPANY: <u>Publix</u>
 ADDRESS: <u>3300 Publix Corporate Pkwy Lakeland, FL 33811</u>
 TELEPHONE/FAX: <u>(863) 688-1188 x 55949</u>
 CONTACT: <u>Tommy Culligan</u>
 CONTACT EMAIL: <u>thomas.culligan@publix.com</u>
 COMPANY EMAIL ADDRESS: _____</p> | <p>2. COMPANY: <u>Florida Internet & Television</u>
 ADDRESS: <u>246 E 6th Avenue Tallahassee, FL 32303</u>
 TELEPHONE/FAX: <u>(850) 681-1990</u>
 CONTACT: <u>Brad Swanson</u>
 CONTACT EMAIL: <u>bswanson@internetandtvfl.com</u>
 COMPANY EMAIL ADDRESS: _____</p> |
| <p>3. COMPANY: <u>Florida Insurance Council</u>
 ADDRESS: <u>150 S. Monroe St., Suite 206 Tallahassee, FL 32301</u>
 TELEPHONE/FAX: <u>(850) 386-6668 x 240</u>
 CONTACT: <u>Cecil Pearce</u>
 CONTACT EMAIL: <u>cpearce@flains.org</u>
 COMPANY EMAIL ADDRESS: _____</p> | <p>4. COMPANY: <u>Marine Industries Assoc. of South Florida</u>
 ADDRESS: <u>2312 S. Andrews Ave. Ft. Lauderdale, FL 33316</u>
 TELEPHONE/FAX: <u>(954) 318-1478</u>
 CONTACT: <u>Patience Cohn</u>
 CONTACT EMAIL: <u>Patience@MIASF.org</u>
 COMPANY EMAIL ADDRESS: _____</p> |

TAB 2

APPROACH

APPROACH TO REPRESENTATION OF PINELLAS COUNTY

As a firm, we strive to exceed our clients' expectations with the understanding that our success is based solely on the success of our clients. Our first step in pursuing Pinellas County's goals is to develop a [strategic advocacy plan](#). In the world of advocacy, positive outcomes are the result of sound strategy, access to decision makers, effective communication and strong execution. In creating and executing a strategy for each of our clients, we bring decades of knowledge and advocacy experience derived from executing major client initiatives.



**"Our success is based
solely on the success
of our clients."**

legislative plan, especially as it relates to securing state funds for local projects. Consistent messaging and support of the delegation members keeps the County's priorities focused in the uber-competitive state budget process.

This all leads to strategy [implementation](#) where the issue analysis, stakeholder relations, and monitoring come together as we execute our plan to achieve the County's goals.

In addition to developing an effective strategic advocacy plan, we also bring the collective scope and depth of [relationships](#) developed along the way. As a result, Floridian Partners operates at all levels of government and is able to access key decision makers on any given client matter, especially when securing public funds. Not only will we navigate the political process with a focus on the local legislative delegation, we are also active participants in the statewide legislative political process, including providing advice, consultation and substantial financial support to candidates and incumbents seeking local, state and federal office.

The local legislative delegation plays a key role in implementing a successful

APPROACH TO REPRESENTATION OF PINELLAS COUNTY

The first step towards a successful partnership with Pinellas County is to develop a thorough understanding of your legislative, regional and political issues per direction from the Pinellas County Board of County Commissioners. We will then identify key relationships members of the Floridian Partners team have that will help turn Pinellas County's priorities into action items. Floridian Partners will work closely with the Pinellas County Board of County Commissioners, elected officials and staff to develop a legislative and regional agenda and work in tandem with the county to accomplish the identified objectives.



Once we have a thorough understanding of your issues and objectives, we will begin research and intelligence gathering to build a better and more accurate picture of the political landscape and to understand the current situation throughout Florida. In addition, our intelligence gathering processes will provide timely information on new developments. During this time, we will also determine the positions of various local elected officials and key state decision makers to determine their perceptions of your issues. Once we gather this information, we will be able to develop strategies and tactics for engaging key decision makers to move them towards taking positive action.



LEGISLATIVE AFFAIRS

Floridian Partners will provide Pinellas County with full service representation before the Florida Legislature, including the drafting of necessary legislation, amendments and talking points; strategic advice on political issues; and assisting in coalition building and coordination.

Please find below an example of how Floridian Partners would advocate for regional transportation coordination and

funding, which Pinellas County identified as a priority issue for the 2018 legislative session.

During legislative session, there are usually several transportation bills that may have an impact on Pinellas County. With any bill, it is important to have a strong working relationship with not only the sponsors of the bill, but also the Chairs of both the Senate and House Transportation Committees. Additionally, members of the Pinellas County delegation, specifically Sen. Jeff Brandes and Rep. Chris Sprowls,

APPROACH TO REPRESENTATION OF PINELLAS COUNTY

have in-depth knowledge of the state's transportation issues and will also be engaged by Floridian Partners. Next, Floridian Partners would meet with the committee chairmen to establish Pinellas County's position on the issues impacting their legislative agenda, work to determine the viability of the legislation and an understanding of the political landscape. If there is a proactive request that must be included as a provision within the bill or a provision opposed by Pinellas County, Floridian Partners would facilitate the appropriate dialogue with other stakeholders including committee staff in both chambers, association partners, members of the Pinellas County/Tampa Bay legislative delegation, other local governments and influential elected officials.

Every resource available to effectuate change on behalf of Pinellas County will be utilized by Floridian Partners to ensure a successful outcome. Ultimately, if necessary, this includes leveraging relationships built with leadership at the highest level in both chambers.

LEGISLATIVE TRACKING & RESEARCH

Our firm will monitor all legislation filed during committee weeks and the annual legislative session and provide detailed reporting and recommendations to Pinellas County. This includes any legislation or amendments that will directly or indirectly impact the county's legislative agenda.

LEGISLATIVE DRAFTING

Our firm will draft any necessary legislation for initiatives important to the Pinellas County as well as drafting any necessary amendments regarding proposed or existing legislation.

STATE AGENCY & LOCAL AGENCY/DISTRICT REPRESENTATION

Floridian Partners will represent Pinellas County's interests before state and local agencies/districts as well as the Executive Office of the Governor and Cabinet members.

This includes:

- Attending and monitoring state agency rulemaking proceedings,
- Supporting and coordinating with local agencies/districts efforts, and
- Influencing departments in their legislative priorities.

APPROACH TO REPRESENTATION OF PINELLAS COUNTY

CONFLICTS OF INTEREST

Floridian Partners does not currently have any direct conflicts of interest with Pinellas County or the County Commission's priorities.

We understand the importance of professionalism, discretion and confidentiality within all of our client engagements. Floridian Partners treats any and all information, communications and materials provided by our clients as confidential. In the event that a conflict or perceived conflict may arise, our firm discloses the necessary information to our clients to ensure that a proper and appropriate resolution may be formed.

TAB 3
STATEMENT OF WORK

STATEMENT OF WORK

On behalf of Pinellas County, Floridian Partners shall:

1. Develop and implement a strategy for the support, opposition or amendment of pending legislation that may impact Pinellas County Government. That includes:
 - Gathering input from all interested parties, including, but not limited to elected officials (both at the state and local level), staff, partner associations, other local governmental entities, and other stakeholders;
 - Strategizing with the Pinellas County Board of County Commissioners and staff to determine the county's position, analyze the political landscape and determine short-term and long-term goals;
 - Coordinating coalition efforts from stakeholders, including, but not limited to scheduling meetings and conference calls, drafting white papers, establishing communication efforts, and establishing grassroots/brasstops efforts;
 - Identifying outside barriers and obstacles that may impede success;
 - Implementing a strategy to manage and overcome obstacles including coordinating efforts with other stakeholders; and
 - Drafting necessary legislative or amendment language and talking points/summaries.
2. Schedule meetings and appointments on behalf of the Pinellas County Board of County Commissioners, Pinellas County staff, state legislators and agency officials. That includes:
 - Facilitating relationship building with new or existing legislators and staff;
 - Organizing meetings to the Capitol during legislative session; and
 - Aiding in strategizing on meeting attendees, topics, and timing.
3. Provide a weekly status report during session/bi-weekly status report during committee weeks that includes priority bills, bills to oppose and bills to monitor. Reports shall include:
 - Information on the sponsor,
 - Information on companion or similar bills,
 - Status of the bill in the committee process,
 - Notes on political issues concerning the bill, and
 - Other items in the reports will be updates on appropriation requests, political developments and other ancillary issues that may impact Pinellas County's legislative agenda.

STATEMENT OF WORK

4. Present an annual report to the Board regarding:

- All priority issues and monitoring issues,
- Success of appropriation requests,
- Summary of political races to watch, and
- Summary of other related political developments.

TAB 4
COMPENSATION

COMPENSATION

Floridian Partners agrees to represent Pinellas County before the Florida Legislature, Cabinet, agencies and other necessary entities. Floridian Partners will use its reasonable best efforts to achieve the Pinellas County's objectives as proposed in the Statement of Work but cannot guarantee a certain result or outcome. Although certain members of the Firm are attorneys licensed to practice law in Florida, the parties do not contemplate the creation of an attorney-client relationship and the services to be provided do not include legal services.

The Firm will provide the above-referenced professional services for an annual fee of \$ 65,000 due in monthly payments of \$5,417 the first of each month. The all-inclusive hourly rate shall be \$226/per hour.

ATTACHMENT A- COMPENSATION

DESCRIPTION	LUMP SUM NOT TO EXCEED (Includes all Expenses)
YEAR 1 (12 MONTHS):	\$ 65,000.00
YEAR 2 (12 MONTHS):	\$ 65,000.00
GRAND TOTAL:	\$ 130,000.00

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	\$
Attorney Teye Reeves	\$ 226.00

TAB 5
NO EXCEPTIONS TO RFP

NO EXCEPTIONS TO RFP

Floridian Partners takes no exception to any terms and conditions contained in this RFP or the Services Agreement.

TAB 6
FORMS & ATTACHMENTS

SECTION F ELECTRONIC PAYMENT**Electronic Payment (ePayables)**

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

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

☐ Yes

☒ No

Company Name

Authorized Signature (for payment acceptance)

Printed Signature/Title/Department

Phone Number



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

04/06/2018

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).

PRODUCER McKee Insurance Agency, LLC. 1785 Thomasville Rd Tallahassee FL 32303		CONTACT NAME: Ian J. Clark PHONE (A/C, No, Ext): (850) 224-6055 FAX (A/C, No): (850) 513-0646 E-MAIL ADDRESS:	
INSURED FLORIDIAN PARTNERS LLC 108 S Monroe St Tallahassee FL 32301-1584		INSURER(S) AFFORDING COVERAGE INSURER A: ALLIED INSURANCE COMPANY OF AMERICA INSURER B: ALLIED P & C INSURANCE COMPANY INSURER C: DEPOSITORS INSURANCE COMPANY INSURER D: CERTAIN UNDERWRITERS AT LLOYD INSURER E: INSURER F:	

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
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC OTHER:			ACBPOL3008461762	10/10/2017	10/10/2018	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000 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
	<input type="checkbox"/> AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input checked="" type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS ONLY			ACPBAL3008461762	10/10/2017	10/10/2018	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$
	<input checked="" type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> EXCESS LIAB DED <input type="checkbox"/> RETENTION \$			ACPCAP3008461762	10/10/2017	10/10/2018	EACH OCCURRENCE \$ 3,000,000 AGGREGATE \$ 3,000,000 PR/COMP OPS AGG \$ 3,000,000
	<input checked="" type="checkbox"/> WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	ACPWCD3008461762	10/10/2017	10/10/2018	E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
D	Professional Liability			W1C2A1170201	08/01/2017	08/01/2018	Each Occurrence \$1,000,000 Aggregate \$3,000,000

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

CERTIFICATE HOLDER**CANCELLATION**

Information Purposes

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

Ian Clark

© 1988-2015 ACORD CORPORATION. All rights reserved.

Request for Taxpayer Identification Number and Certification

► Go to 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. Floridian Partners, LLC	
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. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► P 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. <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) _____ <small>(Applies to accounts maintained outside the U.S.)</small>
5 Address (number, street, and apt. or suite no.) See instructions. 108 S. Monroe St.	Requester's name and address (optional)
6 City, state, and ZIP code Tallahassee, FL 32301	
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									
6	5	-	1	0	2	9	4	2	2

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 ►

Keeyu Aal

Date ►

1/18/18

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.

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.

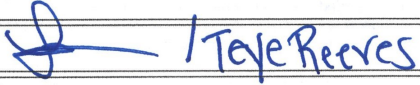
If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.

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	 Taje Reeves	March 28, 2018

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

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