



SUBMIT TO: PINELLAS COUNTY BOARD OF COUNTY COMMISSIONERS 400 S. FT. HARRISON AVENUE ANNEX BUILDING – 6 TH FLOOR CLEARWATER, FL 33756	 <h1 style="text-align: center;">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SUBMITTAL DUE: April 12, 2018 @ 3:00 P.M. AND MAY NOT BE WITHDRAWN FOR 120 DAYS FROM DATE LISTED ABOVE.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;">THE MISSION OF PINELLAS COUNTY</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): Capital City Consulting, LLC. D/B/A Capital City Consulting, LLC.

MAILING ADDRESS: 101 E. College Ave. Ste 502

CITY / STATE / ZIP Tallahassee / Florida / 32301

COMPANY EMAIL ADDRESS: ccc@capcityconsult.com

PHN: (850)222-9075 **FAX:** (850)222-9073

***REMIT TO NAME:** Capital City Consulting, LLC.
 (As Shown On Company Invoice)

CONTACT NAME: Nick Iarossi

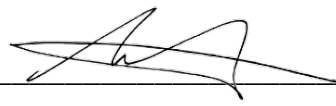
FEIN# 01-0759013

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: Nick Iarossi

EMAIL ADDRESS: n iarossi@capcityconsult.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: Nick Iarossi, Partner

THIS FORM MUST BE RETURNED WITH YOUR RESPONSE



April 12, 2018

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

Re: RFP 178-0174-P (SS): State Governmental Relations Services

On behalf of Capital City Consulting, LLC, we are excited about the opportunity to provide state and governmental relations services for Pinellas County (hereinafter “County”) and to present the following information about our firm. Capital City Consulting has a proven track record of accomplishing client goals through strategic planning, accessing key relationships, and utilizing experience in handling complex and controversial government initiatives.

Nick Iarossi will serve as the lead lobbyist in our representation of the County, but all firm members are available, including our consultants operating out of our Tampa Bay office. To be successful in today’s state government climate, the County’s team must be able to access all levels of government. As a bipartisan firm, we can provide access to all decision makers in both the legislative and executive branches. Our team will work collectively with the County to satisfy the needs of the County’s elected and/or designated officials.

Capital City Consulting is a full-service government relations firm of thirteen governmental consultants and five administrative assistants with offices in both Tallahassee and Tampa Bay. At Capital City Consulting, our team of consultants specialize in developing unique government relations and public affairs strategies, as well as delivering unrivaled results for our clients before the Florida’s executive and legislative branches. From our acclaim as Influence Magazine’s 2016 “Lobbying Firm of Year,” to Florida Trend’s “Florida’s Biggest Lobbyists: Turning Up the Heat” feature and to being called the “Special Forces in Tallahassee Lobbying” by Sunshine State News, Capital City Consulting has the experience, contacts, and winning strategies to help the County stand out in the capital city.

Capital City Consulting has the expertise and proven success to assist clients in attaining their objectives by influencing and shaping legislation, acquiring state appropriations and grants, and impacting executive branch decisions such as rulemaking, purchasing and permitting. We effectively build lasting relationships with the leadership in Florida’s House, Senate, Executive Office of the Governor, and Cabinet, and welcome the opportunity to advance the County’s government agenda.

Thank you for your consideration of our proposal. If you have any questions, please contact us at (850) 222-9075 or personally on my cell at (850) 445-7255.

Sincerely,

A handwritten signature in black ink, appearing to read 'Nick Iarossi', with a long horizontal stroke extending to the right.

Nick Iarossi
Partner, Capital City Consulting

TAB 1: QUALIFICATIONS

Qualifications

Capital City Consulting was established as a limited liability corporation (LLC) on January 1, 2003 and has been in existence for over 15 years. Capital City Consulting is managed by partners Nick Iarossi, Gerald Wester, and Ron LaFace. All Capital City Consulting professionals and staff will be made available to the County. Capital City Consulting has 13 full-time lobbyists and five full-time administrative staff. Additionally, firm members Nick Iarossi, Ron LaFace, Ashley Kalifeh, Scott Ross and Chris Schoonover are all licensed attorneys and members of the Florida Bar.

Our main office is located one block from the capitol on the corner of College and Adams Streets in Tallahassee, Florida. Additionally, we have a Tampa Bay office managed by our consultants Justin Day and Dan Newman. We often host clients and events at our office and use one of our conference rooms as a staging area for client meetings and strategy sessions. Capital City Consulting services all major markets in Florida.

Combined, our consultants have over 200 years of state government experience. Our members focus heavily on policy knowledge and substance, as well as, fundraising and political connections. Our success for the County will be the product of an exceptional team of consultants who specialize in developing unique government relations strategies to deliver unrivaled results before the Florida executive and legislative branches.

The following list highlights the qualifications and experience of Capital City Consulting personnel who will represent the County. As you will see, our firm brings to the table unrivaled experience and expertise from key positions within state government.

- Nick Iarossi, an attorney and founder of Capital City Consulting, will provide daily oversight and direction, as well as play a key role in developing messaging and strategy in achieving legislative goals. Nick has more than 20 years of experience working on variety of local, state, and federal government issues. Prior to private practice, Nick worked for the FL Senate, FL House, and Department of Insurance. From local governments to Fortune 500 companies, Nick's has handled some of the largest and most complex issues facing the legislature. His diverse portfolio of past and current clients give him the ability to be involved in major issues before state government.
- Ron LaFace, an attorney and founder of Capital City Consulting, specializes in representing clients in the following business areas: education, health care, insurance and financial services, construction, alcohol and other franchise regulation, state licensing, transportation, tax, and appropriations. Prior to private practice, Ron worked at the FL Department of Education and has a deep knowledge of both K-12 funding and key education policy. In 2017, Ron was named "Top Healthcare Lobbyist" by Influence Magazine.
- Gerald Wester, a founder and partner at Capital City Consulting, is widely held as the foremost expert in insurance, healthcare and financial services issues in the state of Florida. For over 35 years, government leaders have relied on Gerald's knowledge and experience to navigate the extremely complex and diverse regulation of the Florida insurance industry. Prior to private practice Gerald spent 12 years at the Department of Insurance.
- Jim Boxold, a governmental consultant, is the former Secretary of the FL Department of Transportation. Jim will bring unrivaled transportation expertise to the County's government relations team. From roads and ports, to rail and pedestrian safety, Jim has an understanding of the numerous transportation related issues facing the County. Additionally, prior to FDOT, Jim was Cabinet Affairs

Director Agriculture Commissioner Putnam where he navigated numerous regulatory and financial services issues as well the state's renewable energy policy located within the Office of Energy.

- Justin Day, the Managing Director of Capital City Consulting's Tampa Bay Office, brings over fifteen years of experience in the political and governmental fields to the firm. Mr. Day provides guidance to clients that perform business with state, county, and municipal governments, as well as public-private partnerships, public transit, airports, and seaports. Prior to joining CCC, Mr. Day managed the Tampa Office of a statewide lobbying firm, working with several Tampa Bay based public entities and private businesses.
- Dan Newman, a governmental consultant in our Tampa Bay Office, served as Caucus Director for House Democratic Campaigns at the Florida Democratic Party from December 2013 through June 2017 under House Leaders Perry Thurston, Mark Pafford and Janet Cruz. He oversaw record fundraising for House campaigns in 2014 and the addition of several seats in 2016. Dan's experience with the House Democratic Campaigns gives him unrivaled relationships with members of the Democratic Minority Party in the House and Senate. Dan also gained experience in coalition and outreach building from his time as Statewide Political Director for the Alex Sink for Governor Campaign where he coordinated outreach to elected officials, 67 county parties, labor unions, trade associations and key constituencies.
- Megan Fay, an attorney and governmental consultant, most recently served as Deputy Chief of Staff for Governor Rick Scott. In that role, she managed VISIT Florida, Department of Education, Florida Lottery, FL Department of Business and Professional Regulation, CareerSource Florida and the Florida Housing Finance Corporation. Prior to that, she served as both Deputy Director of Cabinet Affairs and Deputy Director of Legislative Affairs for Governor Scott.
- Ashley Kalifeh, an attorney and governmental consultant, has more than 9 years working on financial service matters. Prior to joining the firm, Ashley served as Deputy Chief Financial Officer for CFO Atwater, with responsibility for the offices of Legislative Affairs, Cabinet Affairs, Policy & Research, and Strategic Planning. In her role, she advised the CFO on issues relating to the FL Retirement System. Ashley began her career working in the Florida Senate Education Committee as an analyst. In 2017, Ashley was named "Top Insurance Lobbyist" by Influence Magazine.
- Chris Schoonover, an attorney and governmental consultant, has a deep knowledge of the multiple areas, including education, healthcare and appropriations. His experience began 12 years ago while working for Healthcare Committee in the FL House of Representatives. He also spent time working as a legislative analyst for the powerful Rules & Calendar Committee under Speaker Marco Rubio. Following law school, Chris was a staff attorney for the House Health & Human Services Committee, where he worked on numerous health care issues including: Low Income Pool program, Medicaid, child welfare, and elderly care. In 2017, Chris was named "Top Education Lobbyist" by Influence Magazine.
- Andrew Ketchel, a governmental consultant, recently served as Legislative Affairs Director at the Florida Department of Environmental Protection (DEP). As Director, Andrew oversaw all of the Department's legislative functions and worked extensively in a diverse range of policy areas, including Florida's complex water issues, the Florida Everglades, state owned lands, waste management, environmental regulatory affairs and the Florida Park Service. While Legislative Affairs Director at DEP, Andrew played a key role working with Legislature to interpret and execute

the Land and Conservation Amendment. Prior to DEP, Andrew worked for Governor Scott's Office of Legislative Affairs.

- Scott Ross, an attorney and governmental consultant at Capital City Consulting, has extensive regulatory experience from serving as the Deputy Secretary at the Florida Department of Business and Professional Regulation where he served as the chief regulator for Gaming, Alcoholic Beverages and Tobacco, Hotels and Restaurants, and Condominiums, Timeshares, and Mobile Homes.
- Dean Izzo, a governmental consultant, recently served as chief of staff and chief financial officer for the FL Department of Economic Opportunity. Dean has a deep knowledge of the state incentive program and the Job Growth Fund created in the 2017 Special Session. Prior to his time at DEO, Dean served as director of real estate for the Florida Department of Management Services, where he oversaw approximately 55 million square feet of commercial property, managed the state's construction management and leasing program, and provided strategic and technical management of Florida's real estate holdings and assets.
- Ken Granger, a governmental consultant, brings 15 years of extensive public-sector experience in administration, technology and procurement. During his time in state government, he served as Deputy Chief of Staff and Policy Director for Governor Charlie Crist, as well as Chief of Staff and Deputy Secretary for the Department of Management Services.

Capital City Consulting has the experience and qualifications to increase opportunities, maximize government resources and incentives, create public/private partnerships, navigate regulation, and prevent the passage of damaging legislation.

Examples of Experience

Justin Day located in CCC's Tampa office helped secure the following legislative successes at his previous firm:

- **Hillsborough Area Regional Transit Authority**
 - In 2018, secured \$2.3 million from the Florida Department of Transportation for HART's new bus maintenance facility.
 - During the 2017 session, worked to obtain passage of \$300,000 by the Legislature to expand HART's Hyperlink platform.
- **Port Tampa Bay**
 - During the 2016 session, secured passage of HB7027 which increased reoccurring funding by \$10million for the Florida Seaport and Transportation Economic Development Grant program.
- **Hillsborough County Aviation Authority**
 - Worked as part of a team to secure \$194million in funding from the Florida Department of Transportation for Tampa International Airport's Master Plan, which included a new rental car facility and automated people mover.

Capital City Consulting has performed year after year for the following clients:

- **The City of Venice**

- After being hired late in the 2015 Session, we worked very quickly to remove and amend certain negative provisions of proposed legislation amending the Bert J. Harris, Jr. Property Rights Protection Act that would have resulted in large fiscal impacts on cities and municipality.
- Road Projects: \$3 million total approved by Legislature. We successfully secured a total \$3 million in funding for a road improvement projects, even though it was not part of the original DOT Work Plan nor in the Governor's budget.
- Water Projects: \$1.75 million approved by the Legislature. We also successfully lobbied to get \$1.75 million in funding for the City water projects to help complete a local water project and replace aging utility infrastructure—allowing the City to update the water distribution system.

- **Martin County Board of County Commissioners**

- During the 2018 Session, we successfully lobbied to have proviso language included in the final budget to direct the Office of Program Policy Analysis and Government Accountability (OPPAGA) to study the Brightline high speed rail in Florida and its impact to Martin County.

- **Palm Beach County Sheriff's Office**

- \$1 million in state appropriations to complete a pilot program to prevent violence.
- \$1.6 million total in state appropriations for an unmanned aerial vehicle program to assist search and rescue operations.
- Successfully amended unfavorable legislation: When a House bill passed its final committee with a late-filed amendment relating to disclosure of taxes attributable to the budgets of the sheriff, we met with the bill sponsors to express our concern about the required disclosures as drafted. We succeeded in having the unfavorable language removed from the bill prior to final passage.

- **Brevard County School District**

- A medium size school district in the state of Florida, Brevard County School district often calls on Capital City Consulting to pursue projects and appropriations in Tallahassee.
 - Successfully preserved federally connected student funding; a program vital to the District.
 - 2017 Session: \$500,000: Career and Technical education funding
 - 2018 Session: \$1.5 million Fixed Capital Outlay for an Advanced Manufacturing Center

- **Collier Public Schools**

- 2018 Session: \$2 million for Everglades City Storm Surge Mitigation

- **School District of Sarasota County**

- Ensured that legislative proposals that impacted local government's ability to put millage referendums on the ballot did not affect the ability of Sarasota School District to renew additional operating millage through a local referendum option.
- 2018 Session: \$500,000 for Summer Learning Academy

- **New College of Florida**

- As Florida's smallest university and with no alumni in the Legislature, Capital City Consulting uses its education expertise and access to key members of Leadership to succeed in getting New College appropriations in the budget. Some of our successes include:
 - \$5.4 million Recurring: Over a six-year period and with Florida facing the worst budget cuts in modern history, we secured \$5.4 million for the New College of Florida in funding to build its academic and administrative infrastructure to bring the College's base recurring funding to a more adequate level needed to support a stand-alone institution.
 - \$500,000 Recurring: Establish a program in Data Science and Analytics.
 - \$885,000 (\$650,000 Rec/\$235,000 NR): Established and funded Florida's first Master's program in "Big Data."
 - \$1 million (\$275,000 Rec): We successfully lobbied the Legislature in both the 2015 and 2016 Sessions to provide funding for New College to establish and operate their Career Enhancement Opportunity Center.
 - 2017 Session: \$5.4 million in Recurring funding to increase enrollment.
 - 2018 Session: \$3.635 million in Recurring funding to increase enrollment.
 - Fixed Capital Outlay Funding
 - \$2.1 million (2013): For Cook Library Renovations
 - \$5.055 million (2014): For Infrastructure, Building Addition, and Renovations
 - \$3 million (2015): Building addition
 - \$4.2 million (2016): Building addition
 - \$1.8 million (2017): Building addition

- **South Broward Hospital District/Memorial Healthcare System**

- Memorial Healthcare System, also known as the South Broward Hospital District, is a special taxing district that serves as the largest healthcare provider in South Broward County, particularly to uninsured and low-income individuals. Capital City Consulting works with the district's CEO, as well as, its seven-member board who are appointed by the Governor. Capital City Consulting ensures that the hospital receives appropriate funding and avoids cuts, which would ultimately harm access to care for the citizens of the Broward County. Specifically, every year we lobby to ensure that District receives an appropriate level of state appropriated healthcare funding to provide care to its citizens.
- Specific Appropriations
 - 2016 Session: \$500,000 NR for a Mobile bus to provide primary care in the community

- 2017 Session: \$500,000 NR for the Memorial Regional Hospital Maternal Addiction Treatment Program to expand the maternal fetal treatment program to provide substance abuse treatment to 75 pregnant women.
 - 2018 Session: \$500,000 NR for Medication Assisted Treatment Program
 - 2018 Session: \$1 million NR for All Hazards Response System
- Healthcare Legislation
 - With the health of Broward County’s most needy in mind, we utilize our relationships with leadership and staff to message potential impacts, which ultimately result in the legislation being defeated or amended. From Low Income Pool Funding and Certificate of Need to Scope of Practice, we rely on our deep health care experience to achieve successful outcomes for Memorial Healthcare System each Session.
- Agency for Healthcare Administration (ACHA)
 - We utilize our relationships with Secretary Senior and his staff to frequently meet with AHCA officials regarding the Low-Income Pool and Medicaid funding.
- **Florida International University**
 - \$8 million: We successfully lobbied the legislature and obtained funding for FIU’s campus expansion onto 64 acres adjacent to the main campus. Serving 54,000 students, FIU has maximized use of its existing space and this funding will enable the university to continue to meet the higher education needs of the South Florida community, while also spurring economic activity.
 - \$7.1 million: We successfully lobbied to secure continuation funding—allowing the build-out of the remaining three chillers, cooling towers, and two generators to provide emergency back-up chilled water to critically needed facilities in the event of a power outage.
 - \$3 million: We successfully obtained funding to enable the university to deploy UPLIFT, which provides evidence-based instruction, learning technologies, and advanced classroom assessment throughout critical Gateway and STEM courses. This program integrates FIU’s two most impactful student success initiatives, the Graduation Success Initiative (GSI) and the STEM Transformation Institute, to improve student success and graduation rates.
- **The Everglades Foundation**
 - The Everglades Foundation is the premier advocacy group working to preserve the beauty of the Everglades. Capital City Consulting provides a myriad of services for the Foundation but in the appropriations realm as well as wide sweeping policy, below are a few examples of the work that Capital City Consulting has done for the foundation over the years.
 - During the 2013 Legislative Session, we successfully lobbied and negotiated compromise legislation for the state to spend \$880 million through 2025 on additional reservoirs and marshes to filter water flowing into the Everglades.
 - \$250 million: During the 2016 Legislative Session, we successfully passed the “Legacy Florida” legislation— providing up to \$200 million for Everglades restoration and up to \$50 million for Florida springs restoration.
 - During the 2016 Session, we worked closely with Speaker Crisafulli, Senate leadership and staff to amend SB 552, which made numerous changes to Florida’s

water resource policies. The original bill included provisions our client deemed unfavorable to the environment and Everglades restoration. We successfully lobbied to have those provisions removed from the bill prior to its final passage.

- Southern Storage:
 - During the 2017 legislative session, CCC worked closely with Senate and House leadership to craft, negotiate and ultimately pass one of the most extensive pieces of Everglades legislation passed in years. The bill authorizes \$800 Million to spent out of the Florida Forever bonds to add additional storage capability as well as over \$100 Million to be used on ongoing projects in and around the Everglades Agricultural Area.
- During the 2018 Session, our firm helped secure \$248 million for Everglades Restoration, vital to the success of the ongoing restoration projects in the States' most valuable ecological treasure.

Tampa Bay Familiarity and Ties

Capital City Consulting team members have worked extensively with the Tampa Bay delegation on both policy and appropriations. Just this year our firm worked with Sen. Brandes to successfully fund a transportation pilot for the transportation disadvantaged. Rep. Sprowls assisted our firm on several policy and appropriations initiatives including Florida Healthy Kids Corp. Sen. Dana Young has sponsored numerous bills on our behalf. This year, Rep. Grant sponsored a key bill for our firm. Additionally, our firm has worked for years on multiple issues with Sen. Rouson, Reps. Latvala, Peters, and Ahern.

Additionally, our firm has a regional office in Tampa Bay managed by consultants Justin Day and Dan Newman, and firm members Andrew Ketchel and Jim Boxold have significant knowledge of the Tampa Bay region from their previous roles in state government doing FDOT and DEP work.

Justin Day, the managing director of the Capital City Consulting Tampa Bay Office, has deep Tampa Bay roots. With years of experience working in the Tampa Bay region, Justin understands the issues important to the County and region, including: regional transportation solutions, water resources solutions, protecting the county's sovereignty from state intrusion, increased funding for TBARTA, coastal erosion solutions, and increased infrastructure funding. To achieve his clients' goals, Justin utilizes his strong relationships with not only members of the Pinellas County State Legislative Delegation, but also local and federal elected officials in Pinellas County. Prior to joining Capital City Consulting, he spent 7 years managing the Tampa Bay office of a statewide lobbying firm. Justin has represented multiple Tampa Bay based clients at the state level including: Port Tampa Bay, Hillsborough County Aviation Authority, Hillsborough Area Regional Transit Authority, and represents Hillsborough County at the federal level. Justin is active in various non-profit and business organizations throughout the community.

Dan Newman, a consultant in Capital City Consulting's Tampa Bay Office, has several years of campaign experience in the Tampa Bay region. Most recently, Dan led Florida Democratic Party House Campaigns under Minority Leader and Tampa State Representative Janet Cruz. During this time, Dan helped elect

Representative Sean Shaw, Representative Wengay Newton, Representative Ben Diamond, then Representative Darry Rouson, former Representative Karl Zimmerman and former Representative Dwight Dudley. In 2010, Dan served as the Political Director of the Alex Sink for Governor campaign, which was based in Tampa. In 2006, while working at the Florida Chamber of Commerce, Dan helped elect Janet Long to Florida House in 2006. It was during that same time that Dan built relationships with Mayor Rick Kriseman and former Pinellas State Representative Bill Heller during the same election cycle.

As FL Department of Transportation Secretary (FDOT), Capital City Consulting lobbyist Jim Boxold oversaw significant state transportation issues in Florida's major metropolitan counties, including the Tampa Bay region. One of the most significant challenges facing Pinellas County is meeting the transportation needs of its citizens, including a long overdue expansion and revitalization of its transit network. As FDOT Secretary, Jim worked intensively with local officials to address these issues, including working to reset the Department's approach to the Tampa Bay Express project regarding impacts to surrounding neighborhoods and transit components. Jim worked to ensure that the Howard Frankland Bridge project retained the same number of untolled lanes after completion of the project. Jim worked extensively with legislators from Pinellas to address issues related to the Pinellas Bayway Bridge replacement, as well as other innovative solutions to traffic challenges in Pinellas. He was involved in major transportation projects in the region, including Port Tampa Bay and the expansion of Tampa International Airport. Additionally, he served as the director of Cabinet Affairs for Commissioner Adam Putnam, where he advised Commissioner Putnam on his responsibilities as a member of Florida's Cabinet, which oversees the Division of Bond Finance, the Department of Environmental Protection, the Department of Highway Safety and Motor Vehicles, the Department of Revenue and the Florida Department of Law Enforcement. While serving under Commissioner Putnam as his cabinet affairs director, Jim also had extensive knowledge of issues within the Office of Energy, which oversaw the state's efforts on renewable energy policy. This direct experience and keen understanding of the challenges facing Pinellas, combined with his knowledge of FDOT, the MPO process, strategic state funding, and the state Legislature provide a unique advantage for this contract.

Andrew Ketchel was the former Legislative Affairs Director at the Florida Department of Environmental Protection (DEP) following time spent in Governor Scott's office. Environmental and responsible growth challenges as well as wastewater and drinking water infrastructure needs were frequent to Pinellas County officials and its residents. While at DEP, Ketchel had direct experience with permitting issues that affected that county, beach restoration efforts, air monitoring and mitigation as well as extensive interaction with the Southwest Florida Water Management District, where he still maintains those relationships today. The direct interaction with leadership at both the Department and the SWFWMD gives Ketchel the unique understanding of how regulatory decisions are made on environmental protection for Pinellas County and the entire Tampa Bay Region.

Capital City Consulting Team of Consultants

Nick Iarossi | Partner and Team Lead

Nick Iarossi, Esq., is a founding member of Capital City Consulting, LLC, and has more than 19 years of experience working on local, state and federal government issues. Nick holds a B.S. in Social Science and a J.D. from Florida State University and is a member of the Florida Bar. Nick's career in government began in 1997 as a staff person in the Florida House of Representatives, followed by the Florida Senate, and a law clerk at the Department of Insurance. In 2001, Nick entered private practice with a major law firm handling government relations.



After opening Capital City Consulting in 2003, Nick quickly earned the reputation as a knowledgeable and hardworking advocate, which has enabled him to serve Capital City Consulting's strong client base in both the legislative and executive branches of government. Nick is not only relied upon by his clients for counsel, but also by government leaders and candidates for office to provide information on policy and political issues. Nick has experience representing a variety of issues, including education policy and funding, financial services, insurance, health care, environmental and land use, local government, information technology, procurement, agency rulemaking and general business issues.

In addition to his government affairs practice, Nick is often hired by clients to provide other services, such as hospitality and development consulting, business development, message development, crisis management, issue management and corporate communications. Nick has experience developing and managing strategic plans to accomplish client objectives through strategic alliances with third parties and coalitions, grassroots development, polling, and national, state and local public relations. Clients frequently use Nick as a company spokesperson handling press calls, appearing before committees, and conducting television and radio interviews to advance client interests. Nick lives in Tallahassee with his wife and two daughters.

Justin Day | Consultant and Managing Director of Tampa Bay Office

R. Justin Day is the Managing Director of Capital City Consulting's Tampa Bay Office, where he brings over fifteen years of experience in the political and governmental fields to the firm. Mr. Day provides guidance to clients that perform business with state, county, and municipal governments, as well as public-private partnerships, public transit, airports, and seaports. He assists clients in all aspects of government affairs and business development including: procurement, regulations, legislation, solicitations, negotiations, teaming, and strategic planning. Mr. Day's clients have interests in the areas of transportation, construction, education, public works, technology, consulting, affordable housing, and the environment.



Prior to joining CCC, Mr. Day managed the Tampa Office of a statewide lobbying firm, working with several Tampa Bay based public entities and private businesses. Mr. Day has worked in senior finance roles on various political campaigns in Florida including; U.S. Senate, Governor, Attorney General, and various local campaigns. Mr. Day has raised over \$13 million dollars for local, state, and federal candidates. He is active in national Democratic politics serving on Secretary Hillary Clinton and President Barack Obama's National Finance Committee, and as the Tampa Bay Regional Finance Chairman for President Obama's re-election

campaign. In addition, he was a National Co-Chair for the Democratic National Committee's Gen44 program. Currently, Mr. Day is the Deputy Treasurer for the Democratic Governors Association.

Mr. Day is a graduate of Florida State University with a Bachelor's Degree in International Affairs and a Master's Degree in Applied American Politics and Policy. He is a graduate of Leadership Tallahassee, and sits on numerous community boards including, Hillsborough Community College Foundation Board of Trustees, the Greater Tampa Chamber Board of Directors, AMIkids Inc, Board of Trustees. Additionally, Mr. Day serves as an Advisor to Avant-Garde Growth Capital, LLC. He resides in Tampa with his wife Elena.

Dan Newman | Consultant in Tampa Bay Office

Dan Newman served as the Caucus Director for House Democratic Campaigns at the Florida Democratic Party from December 2013 through June 2017 under House Leaders Perry Thurston, Mark Pafford and Janet Cruz. He oversaw record fundraising for House campaigns in 2014 and the addition of several seats in 2016.

Prior to running House campaigns, Dan helped manage the successful retention campaigns of Justices Barbara Pariente, Fred Lewis and Peggy Quince to the Florida Supreme Court. In 2010, Newman served as Statewide Political Director for the Alex Sink for Governor Campaign coordinating her outreach to elected officials, 67 county parties, labor unions, trade associations and key constituencies.



From 2003 to 2007, Dan worked in the Political Department of the Florida Chamber of Commerce alongside the legendary Marian Johnson. While there, he helped coordinate a \$6 million political program culminating in the successful passage of the 2006 Amendment 3 (60%+ initiative).

Newman is a graduate of Princeton University (1999, B.A). A native of Richmond, Virginia, he and his family reside in Tallahassee.

Ron LaFace, Jr. | Partner

Ron LaFace, Jr., Esq., is a founding member of Capital City Consulting. His lobbying experience includes successes in all areas of state government: the legislature through influencing legislation, the executive branch through assisting clients in large procurements and contracts, and the development of agency policy through implementation of legislation and interpretation of existing rules and laws. Recognizing that each client and issue require different strategies, Ron is able to identify policy makers and staff who have an interest in the merits or shortcomings of a proposal; formulate policy arguments to support the client's desired outcomes; and through his knowledge of the legislative and governmental process, work towards achieving the client's goals. Because of his specialized understanding of the complex manner in which Florida laws and state agencies interact and long-term positive relationships with members and staff, Ron is often called upon by clients, as well as policy makers and staff, to assist in the drafting or revising of current and proposed laws so as to avoid unintended consequences and ensure that the desired outcome of the law revision is achieved.

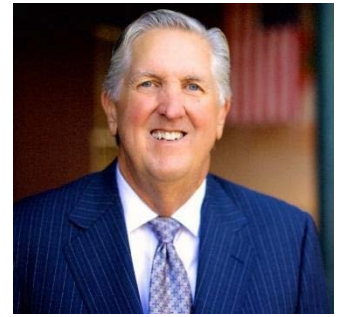


Ron specializes in representing clients in the following business areas: insurance and financial services, education, construction, healthcare and human services, alcohol and other franchise regulation, state licensing, transportation, tax, and appropriations. Ron advises clients at the beginning of the relationship or introduction of a new issue how best to achieve their objectives, based on the unique traits of each individual client. Often Ron has led teams of lobbyists representing a coalition of common interests to accomplish a mutual goal. Whether playing offense or defense, Ron successfully achieves his client's goals most often through the efforts of our firm alone.

Ron has lobbied professionally since receiving his J.D. from Florida State University College of Law (Magna Cum Laude) in 2002. Before attending law school, Ron served as President of Blue Key at the University of Florida and also as gubernatorial appointee to Florida's Postsecondary Education Planning Commission. Ron also worked as a Professional Practices investigator with the Florida Department of Education from 2008-2002.

Gerald Wester | Partner

Gerald Wester is a founding member of Capital City Consulting. He is widely held as the foremost expert in insurance, healthcare and financial services issues in the state of Florida. For over 35 years, government leaders have relied on Gerald's knowledge and experience to navigate the extremely complex and diverse regulation of the Florida insurance industry.



Gerald's clients are among the largest insurers and the most politically powerful business and insurance associations in Florida and nationally. Their long-standing relationships with Gerald are a testament to his extensive knowledge and leadership in the political arena.

Gerald began his career in 1975 at the Florida Department of Insurance, where he spent 12 years in insurance regulation serving in various management positions, including 4 years as Chief of the regulatory staff. Gerald graduated from Florida State University with a B.S. in Accounting and a Master's in Public Administration.

Jim Boxold | Governmental Consultant

Jim Boxold is a consultant at Capital City Consulting, boasting an extensive and influential career serving in senior leadership roles in state and federal government. Jim joins Capital City Consulting after most recently serving as the secretary of the Florida Department of Transportation (FDOT), to which he was appointed by Governor Rick Scott in December 2014.



As secretary, Jim was responsible for managing FDOT's \$10 billion budget and 6,200 employees. He oversaw implementation of the largest work program in the department's history, making record investments in the state's highways, rail, airports and seaports. Under Jim's leadership, FDOT reached an agreement with the Federal Highway Administration that will reduce highway project development time by one-third, saving Florida approximately \$22 million a year. He spearheaded the development of a new project finance program that will allow FDOT to advance the construction of projects years earlier than planned. He also led the consolidation of the customer service center functions of Florida's toll agencies, resulting in reduced

administrative costs for several agencies and improved customer service. Prior to his appointment to secretary, Jim served as the agency's chief of staff.

Jim originally began his career in state government with Governor Jeb Bush in the Governor's Office of Policy and Budget. Additionally, he served as the director of Cabinet Affairs for Commissioner Adam Putnam, where he advised Commissioner Putnam on his responsibilities as a member of Florida's Cabinet, which oversees the Division of Bond Finance, the Department of Environmental Protection, the Department of Highway Safety and Motor Vehicles, the Department of Revenue and the Florida Department of Law Enforcement. While serving under Commissioner Putnam as his cabinet affairs director, Jim also had extensive working knowledge of issues within the Office of Energy, which oversaw the state's efforts on renewable energy.

Jim began his career in Washington, D.C., as an aide in the U.S. House of Representatives, ultimately serving as the legislative director for Representative Porter Goss. He was responsible for managing the Congressman's entire legislative portfolio, with an emphasis on national security, tax/budget and environmental issues. He played a key role in Congressional approval of the Comprehensive Everglades Restoration Program (CERP) in 2000.

Jim is a graduate of The George Washington University (B.A., 1995). A native Floridian, Jim and his family live in Tallahassee.

Megan Fay | Governmental Consultant

Megan Fay is the newest member of the Capital City Consulting team, working out of the Tallahassee office. Fay served on Governor Scott's senior leadership team within the Executive Office of the Governor since November 2014, serving in various roles, including deputy chief of staff, deputy director of legislative affairs and deputy director of cabinet affairs.

She served as staff attorney and chief analyst for the Governor's Office of Policy and Budget. Before joining the Executive Office of the Governor, Fay was a senior attorney of the Division of Real Estate for the Department of Business and Professional Regulation.



She has a law degree from the Florida State University College of Law, and an undergraduate degree in Business Administration with a minor in Mass Communications from the University of Florida. She's a member of The Florida Bar and was recently tapped for Florida Blue Key.

Fay resides in Tallahassee with her husband, Andrew. He had been Special Counsel to Attorney General Pam Bondi and served as her Director of Legislative Affairs, Cabinet Affairs and Public Policy, and is now a Florida Public Service Commissioner.

Chris Schoonover | Governmental Consultant

Chris Schoonover, Esq., is a consultant at Capital City Consulting, bringing to the firm several years of state government experience in both the legislative and executive branches. Chris' meticulous attention to detail and grasp of policy, provides the necessary foundation to understand each client's issues, down to the specifics. His experience, knowledge of education policy, and his relationships with education policy makers and staff allow Chris to deliver unrivaled results for his education clients. Additionally, Chris' understanding of the following business areas allow him to provide the necessary expertise for his clients to succeed: education policy and appropriations, information technology, appropriations, insurance and financial services, insurance regulation, healthcare and human services, and business regulation. Regardless of the business area, Chris dedicates himself to understanding each client's goals and objectives, developing a strategy for success, and executing the strategy across the finish line.



Chris began his career in the Florida House of Representatives Healthcare Services Policy Committee. His experience in the Florida Legislature also includes service in the House Rules & Calendar Council and the House Health & Family Services Policy Committee, where he served as a staff attorney assisting in numerous healthcare policy issues including access to care and quality of service.

In addition to his legislative experience, Chris gained executive branch experience as a law clerk with the Florida Department of Business and Professional Regulation and in the office of Governor Jeb Bush. A native of Orange Park, Florida, Chris graduated with a B.S. in Biochemistry and Chemistry, a Master's in Political Science and a J.D. from Florida State University. Chris served as FSU's Student Body President and as a member of the State University System City of Governors and the FSU City of Trustees. Chris resides in Tallahassee with his wife, daughter and twin boys.

Ashley Kalifeh | Governmental Consultant

Ashley (Mayer) Kalifeh, Esq., is a consultant at Capital City Consulting bringing experienced lobbying in the private sector, as well as overseeing insurance and financial services issues before the Florida Legislature and Cabinet.

Ashley began her career working in the Florida Senate Education Committee as an analyst. She then practiced law at a large Tallahassee law firm. She was then recruited to serve as the Legislative Affairs Director for Florida's Chief Financial Officer. During her tenure at the Department of Financial Services, she was promoted to Deputy Chief Financial Officer, with responsibility for the offices of Legislative Affairs, Cabinet Affairs, Policy & Research, and Strategic Planning.

While at the Department of Financial Services, Ashley led a team responsible for the successful passage of reforms to the laws governing insurance agents, agencies, and adjusters; insurer insolvency proceedings; state contracting; fire prevention and safety; unclaimed property distribution; and, several workers' compensation system reforms. Ashley also helped lead the Department's efforts in combating insurance fraud in the workers' compensation, property, and personal injury protection insurance marketplaces, and was instrumental in the passage of those particular legislative reforms.



Outside of her legislative responsibilities, Ashley managed the Cabinet Affairs team, advising the Chief Financial Officer on matters of policy before the Florida Cabinet, Financial Services Commission, and the Board of Trustees for the State City of Administration and Internal Improvement Trust Fund. These matters included investment of Florida Retirement System funds, the acquisition and sale of public lands, and state purchasing procedures. Finally, overseeing the Policy and Strategic Planning offices, Ashley created and managed various special projects, such as the creation of an online economic dashboard, a quarterly economic and financial publication, business research surveys and reports, and departmental performance measurement monitoring. Before joining the Department, Ashley represented several property, casualty, and medical malpractice insurers. In addition to legislative lobbying, she concentrated on insurance defense and administrative law, and co-authored several amicus briefs on behalf of business and healthcare clients. Ashley is a graduate of Peabody College at Vanderbilt University and Florida State University's College of Law. The Florida Trend has recognized her twice as one of Florida's top government attorneys.

Andrew Ketchel | Governmental Consultant

Andrew Ketchel is a consultant at Capital City Consulting, bringing a wide breadth of expertise in multiple policy areas, having served in several leadership roles in Florida's executive branch and having achieved statewide policy reforms before the Florida Legislature.

Andrew comes to Capital City Consulting after having served in Governor Rick Scott's administration in multiple roles, most recently as Legislative Affairs Director at the Florida Department of Environmental Protection (DEP). As Director Andrew oversaw all of the Department's legislative functions and worked extensively in a diverse range of policy areas, including Florida's complex water issues, the Florida Everglades, state owned lands, waste management, environmental regulatory affairs and the Florida Park Service. During his tenure at the Department, Andrew oversaw the 2016 state land statute rewrite and Florida's coastal permitting statute reforms. He also coordinated several revisions to Florida's waste management and the Petroleum Restoration Program. Andrew also previously served as the Deputy Legislative Affairs Director at DEP.



Andrew first came to Tallahassee as a part of the executive branch's prestigious Gubernatorial Fellows Program. In his capacity as a Gubernatorial Fellow at the Department of Highway Safety and Motor Vehicles (DHSMV), Andrew coordinated a statewide consolidation project of Florida's identification cards while also working in their Office of Legislative Affairs.

Following his tenure as a Gubernatorial Fellow, Andrew worked in the Executive Office of the Governor during Governor Scott's first term, working extensively with the administration's policy and leadership teams. In this unique role in the Governor's office, Andrew was instrumental in coordinating and executing the Governor's legislative agenda.

A native of Fort Walton Beach, Florida, Andrew attended the University of South Florida where he earned a Bachelor of Arts degree in Political Science and a Master's degree in Public Administration. Andrew was a

four-year letterman on the football team and was awarded Big East All-Academic Team Honors. Andrew resides in Tallahassee, with his wife McKenzie.

Ken Granger | Governmental Consultant

Ken Granger is a consultant at Capital City Consulting bringing 15 years of extensive public sector experience in administration, technology and procurement to the firm in addition to his private sector experience. During his time in state government, he has served as Deputy Chief of Staff and Policy Director for Governor Charlie Crist and Chief of Staff and Deputy Secretary for the Department of Management Services, among other positions.



As the Governor's Deputy Chief of Staff, Ken oversaw numerous government agencies, including the Department of Health, Agency for HealthCare Administration, Department of State, Department of Community Affairs, Agency for Persons with Disabilities, and Florida's Energy and Climate Commission. As the Governor's Policy Director, Ken directed executive policy and budget issues that were adopted by the Florida Legislature. In addition, he briefed the Governor and recommended substantive policy and budget changes to legislation under consideration for becoming law upon the Governor's approval.

Previously, Ken served as the Chief of Staff, Deputy Secretary and Chief Information Officer for the Department of Management Services. During his time at the Department of Management Services he specifically focused on administration, procurement, facilities and technology. Because of Ken's in-depth understanding of procurement and state policies, he is uniquely positioned to help our clients navigate the detailed processes of state government to achieve their goals. Prior to joining state government, Ken was a senior strategic consultant and project manager for a leading technology firm. Ken holds a B.S. in Management Information Systems from Florida State University and is a certified Project Management Professional. Ken resides in Tallahassee with his wife, daughter and son.

Scott Ross | Governmental Consultant

Scott Ross, Esq., represents clients on a variety of issues before the Florida Legislature, Cabinet, agencies, and other governmental entities. Scott has extensive government experience serving as the Deputy Secretary at the Florida Department of Business and Professional Regulation where he served as the chief regulator for Gaming, Alcoholic Beverages and Tobacco, Hotels and Restaurants, and Condominiums, Timeshares, and Mobile Homes.



He also possesses significant private sector experience serving as Director of Government Relations for one of the world's largest gaming and entertainment companies, as well as serving as the Executive Director of the Florida Student Association, an education association comprised of more than 300,000 members across the state of Florida. Scott's public and private sector experience makes him well poised to represent clients on a wide variety of issues and provide expert analysis and professional representation.

Scott is a 2001 graduate of Nova Southeastern University School of Law and a 1998 graduate of the Florida State University where he was an inductee into the university's Senior Hall of Fame. Scott, and his wife Ashley live in Tallahassee, Florida with their daughter Kendall.

Dean Izzo | Governmental Consultant

Dean Izzo is a consultant at Capital City Consulting, bringing his expertise from many years in IT consulting and operations management. Dean joins Capital City Consulting from the Florida Department of Economic Opportunity (DEO), having been at the department since its creation and most recently serving as the chief of staff.



As the chief of staff, Dean represented the department's views on policy decisions and oversaw each of DEO's divisions and programs, cabinet affairs, communications and external affairs offices. Prior to serving as chief of staff at DEO, Dean also served as chief financial officer, where he was responsible for managing the department's \$1.3 billion budget and oversaw the department's budget management, financial management, financial monitoring, human resource management and general services bureaus. Dean also previously served as chief information officer of DEO, where he was responsible for strategic management and operational oversight of the department's IT resources, systems and services.

Prior to his time at DEO, Dean served as director of real estate for the Florida Department of Management Services, where he oversaw approximately 55 million square feet of commercial property, managed the state's construction management and leasing program, and provided strategic and technical management of Florida's real estate holdings and assets. Additionally, Dean previously served as vice president of operations in the retail banking division at JP Morgan Chase Bank, as a consultant and project manager at IBM, and as chief information officer at Florida Department of Community Affairs. Dean graduated from Georgia State University with a degree in Real Estate/Finance. Dean has also earned a Florida Certified Contract Negotiator Certification, as well as a Project Management Professional Certification from the Project Management Institute. Dean resides in Tallahassee with his wife, Chollet, daughter, Jenna Long, and son, Colby.

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: Capital City Consulting, LLC.

LENGTH OF TIME COMPANY HAS BEEN IN BUSINESS: 14 years

BUSINESS ADDRESS: 101 E. College Ave. Ste 502, Tallahassee, FL. 32301

HOW LONG IN PRESENT LOCATION: 3 years

TELEPHONE NUMBER: 850-222-9075

FAX NUMBER: 850-222-9073

TOTAL NUMBER OF CURRENT EMPLOYEES: 18 FULL TIME _____ PART TIME _____

NUMBER OF EMPLOYEES YOU PLAN TO USE TO SERVICE THIS CONTRACT: 13

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: Palm Beach County Sheriff's Office

ADDRESS: 3228 Gun Club Road West

TELEPHONE/FAX: 561-253-5169/NA

CONTACT: Sheriff Ric Bradshaw

CONTACT EMAIL: BradshawR@pbso.org

COMPANY EMAIL ADDRESS: site@pbso.org

3.
COMPANY: City of Venice

ADDRESS: 401 West Venice Avenue, FL 34285

TELEPHONE/FAX: 941-882-7399

CONTACT: Ed Lavallee, City Manager

CONTACT EMAIL: ELavallee@venicegov.com

COMPANY EMAIL ADDRESS: NA

2.
COMPANY: Martin County Board of County Commissioners

ADDRESS: 2401 SE Monterey Rd., Stuart, FL. 34996

TELEPHONE/FAX: 772-288-5939/NA

CONTACT: Taryn Kryzda, County Manager

CONTACT EMAIL: tkryzda@martin.fl.us

COMPANY EMAIL ADDRESS: NA

4.
COMPANY: Collier County Public Schools

ADDRESS: 5775 Osceola Trail, Naples, FL. 34109

TELEPHONE/FAX: 305-447-8835 / 239-377-0181

CONTACT: Kamela Patton, Superintendent

CONTACT EMAIL: patton@collierschools.com

COMPANY EMAIL ADDRESS: NA

SECTION D – VENDOR REFERENCES**Proposal Title: State Governmental Relations Services****Proposal Number: 178-0174-P (SS)****5.****COMPANY:** The Hillsborough Area Regional Transit Authority**ADDRESS:** 1201 E . 7th Ave. Tampa, FL. 33605**TELEPHONE/FAX:** 813-384-6552**CONTACT:** Lena Petit**CONTACT EMAIL;** petitl@gohart.com**COMPANY EMAIL ADDRESS:** N/A**6.****COMPANY:** The School Board of Brevard County**ADDRESS:** 2700 Judge Fran Jamieson Way, Viera, FL. 32940**TELEPHONE/FAX:** 321-633-1000 ext. 402/ 321-633-3432**CONTACT:** Desmond Blackburn**CONTACT EMAIL:** blackburn.desmond@brevardschools.org**COMPANY EMAIL ADDRESS:** NA

TAB 2: APPROACH

Conflict of Interest Statement

Capital City Consulting does not foresee any potential conflicts of interest with current clients. However, in the event that a conflict does occur with the County, Capital City Consulting agrees to disclose the conflict as soon as practical. Capital City Consulting will attempt to resolve such conflict to the satisfaction of both parties. If a resolution agreeable to both parties is not achievable, then Capital City Consulting must resolve the conflict in favor of any client represented prior to the County's initial retention of Capital City Consulting.

Approach to Success

Our diverse team approach at Capital City Consulting will enable us to successfully represent the County at meetings with key legislators and members of the Executive Branch. As one of the few bipartisan firms, we can access all 160 members of the legislature and executive branch. Preparation is key for effective meetings with legislators. Capital City Consulting will prepare messaging points tailored to the goals of a particular policymaker meeting. Capital City Consulting will learn the issues, develop strategy and deploy the needed resources to be successful before we step foot in the meeting. Every legislator is motivated for different reasons and it is our job to determine those reasons.

Our team appreciates that the County needs effective communication as impacting issues develop. During Session, interim committee weeks and Special Sessions, we will not only meet with the County on a weekly basis, but also provide up-to-the minute briefings to the County as issues occur utilizing every medium of modern communication available. When the Legislature is not in Session, at a minimum we will report and meet with the County on a monthly basis to discuss issues impacting the County. On a continuing basis, Capital City Consulting will provide the County with an analysis and a presentation of any pending legislation and appropriations affecting the County. During committee weeks and the regular or a special legislative session, we will prepare weekly written reports that include detailed information pertaining to appropriations or policy changes that have an impact on the County. When the Legislature is not in Session, at a minimum we will submit monthly reports highlighting activities taken on behalf of the county, leadership changes, legislation on the horizon, and other issues impacting the County. A final oral and written report will also be prepared and presented to the County upon the completion of the legislative session or any special session.

The legislative process does not operate according to normal business hours and neither do we. Capital City Consulting will be available as necessary 24 hours a day/7 days a week to meet the needs of the County.

We assembled our team of consultants to ensure that all issues and subject matters could be addressed. With a strong contingent of local county expertise and extensive lobbying experience from 13 members of Capital City Consulting with varying state government background, we have the expertise to handle all of the County's issues.

However, if an issue arises outside of our expertise we will do the research necessary to learn the issue and lobby effectively. Many of our client's issues were new to us in the beginning, but our jobs require us to learn the issues quickly and be effective. We are confident in our ability to do the same with the County.

As the lead contractor, Nick Iarossi on behalf of Capital City Consulting will be responsible for the day to day management of the team of the consultants. Management of the team includes weekly meetings in person or via telephone to coordinate each week's activities during committee weeks and session. In addition, our team will communicate in real time throughout the days via phone, text and email to coordinate responsibilities and share intelligence regarding the County's issues.

Responsibilities will be delegated according to skill set, relationships, and bandwidth to ensure the County's requests are met in an efficient manner with the best team member for the particular task. For example, if the County has a transportation issue that needs attention, former Department of Transportation Secretary, Jim Boxold will be assigned the task by Nick Iarossi. Other County issues will be delegated to the appropriate team member based on experience and/or a particular relationship.

Lastly, it is important to note that Capital City Consulting has a Tampa Bay office, staffed with two consultants. These consultants will be available to attend County Commission meetings, meet with County Commissioners and staff, attend community and regional meetings, and generally be "on call" when needed locally. With these local consultants on the ground, we feel this gives the County the opportunity to have a more hands on experience with our firm when the need arises.

Strategic Plan Development with the Board

We will develop a customized strategic plan to meet the requirements of the County to enhance its position with respect to legislation and budget appropriations. No two clients are the same. Every client requires a unique lobbying plan. Our lobbying approach begins by meticulously researching the County's issues and then developing a unique strategy to achieve its goals. Successfully executing the strategy and adjusting for unforeseen circumstances is crucial, as is providing continuous communications to clients throughout the process. We are committed to providing high quality, ethical representation to reach the County's desired results in a timely manner.

Lobbying is a year-round activity and Capital City Consulting professionals know that a delay in lobbying government leaders could spell defeat. Therefore, it is critically important to effectively message the County's issues to policy makers before misinformation or other outside interests influence their decisions. Capital City Consulting will utilize the following implementation plan to tailor a unique advocacy strategy for the County:

1) Education

First, Capital City Consulting will stage a comprehensive workshop with the County to gather relevant information and educate our consultants. This includes an in-depth discussion about the County's goals and challenges in acquiring state appropriations and lobbying on legislative and executive branch issues that may impact the County. Capital City Consulting professionals will provide a briefing on current Florida politics, executive branch agency makeup, House and Senate leadership, and any expected leadership changes in all branches of government.

2) Assessment

Based on information gathered during the education workshop and our knowledge of the industry, Capital City Consulting will assess political allies and opponents, political strengths and weaknesses, as well as relationships that must be fostered to achieve the County's goals.

3) Strategic Plan

Capital City Consulting will develop a unique strategic lobbying plan for services including lobbying, monitoring, coalition building, reporting, and facilitating meetings with key policy makers. During the legislative session, Capital City Consulting will schedule and coordinate strategic legislative visits for the County to meet with both the County legislative delegation and legislative leaders to present the County's legislative priorities. Additionally, the lobbying plan will include a timeline, objectives, goals, important dates, target legislators, and potential legislative sponsors. This strategic plan will provide the County with an accountability roadmap.

4) Implementation

Capital City Consulting will implement the plan with consideration given to the ever-changing political landscape. Success in government relations requires the ability to anticipate those changes and adapt quickly and decisively. Capital City Consulting will attend meetings of the County Commissioners as needed and requested by the County. We will continually update the County with any changes to its strategic plan that may affect legislative goals. Execution of the plan will include coordinating testimony and lobbying legislators, cabinet members, and agency staff.

Messaging

Capital City Consulting understands that effective government advocacy is not limited to traditional lobbying methods. Many times, client issues require a more comprehensive approach for success. We will help the County with message development, issue management, coalition building, and communications. Our team will appear before Legislative Committees, Cabinet and other state agencies to advance the County's interests. Capital City Consulting has the experience to collaborate with the County's public relations team to develop an effective communications strategy that resonates not only in the halls of the capitol, but also throughout Pinellas County and Florida.

Working with Pinellas Delegation, Legislators, Legislative Leadership and Cabinet Members

Our team has access to the highest levels of government policy makers from the Governor and Cabinet to the House Speaker, Senate President, and Committee Chairs from both parties. Our strong relationships allow Capital City Consulting professionals to gather information before it becomes public knowledge. Early access to information helps us shape policy before it is finalized. We recognize the importance of developing relationships with future leadership and continually work to cultivate our relationships with the future leaders of both the executive and legislative branches to ensure access for our clients no matter who is in power. In fact, we invite you to contact them for references and will provide their contact information, if needed.

There is not a member of the 160 members of the Florida Legislature that Capital City Consulting does not have a relationship with currently. Providing an opportunity to include County staff and elected officials to utilize those relationships will be important to the success of the County in Tallahassee. Additionally, all Capital City Consultants have great working relationships with all members of the Pinellas delegation, especially, Senator Brandes, Senator Rouson, future Speaker and Representative Sprowls and Representative Grant. We frequently rely on them to advance our client's position and to sponsor legislation and appropriations. As referenced earlier, our Tampa based consultants Justin Day and Dan Newman possess strong relationships with the Pinellas County Legislative Delegation. We will utilize their relationships and knowledge of Pinellas County to effectively advocate the County's position to the Pinellas Legislative Delegation.

Nearly all Capital City Consulting consultants have experience working for a cabinet agency and utilize long-standing relationships with agency staff to advance client goals. Even though a new Cabinet will be elected in November 2018, we have relationships with all of the individuals running for Cabinet positions and will be able to secure access for the County to Cabinet agency leadership no matter who wins the election.

Our earned credibility with Cabinet members, Legislators and staff enable us to build meaningful relationships for our clients. Our team has a proven ability to facilitate meetings between the County and high ranking policy makers to achieve the county's legislative and Cabinet agenda. Further, Capital City Consulting's credibility with Legislative leadership enables us to secure bill sponsors and support for bills that are in line with the County's priorities.

Coalition Building and Coordination

Each Session, the consultants at Capital City Consulting coordinate efforts with several associations to advance client issues. As noted in our list of client experiences, we represent several local governments, special districts and school boards. To be successful, coordination with the appropriate association or partner is critical. We possess long-standing relationships with the Florida Association of Counties, Florida League of Cities, the Florida School Boards Association and the Florida Association of District School Superintendents and will be able to coordinate efforts when priorities align with the County Board. Further we will coordinate efforts with the Pinellas County School Board, Pinellas municipalities, and special districts when their priorities align with the Board's.

TAB 3 – STATEMENT OF WORK

Statement of Work

For the fee referenced herein, CCC will provide state government affairs representation for Pinellas County before Florida's Legislative and Executive Branches at the direction of the County. This representation includes: lobbying during Florida's regularly scheduled legislative session, any special sessions, and the interim committee weeks. CCC will develop and implement the necessary strategies to support, oppose, or amend any legislation at the direction of County. CCC will provide strategic messaging and political strategies to further the County's interests. Furthermore, CCC will schedule and attend meetings with Board or County staff and state policymakers. CCC will provide updates in real time to the County during any legislative sessions, but not fewer than once weekly, and not fewer than bi-weekly during committee weeks. Additionally, CCC agrees to present an annual report to the Board of County Commissioners.

TAB 4- COMPENSATION

Compensation

Capital City Consulting will provide the professional services outlined herein for a twelve month total fee of \$74,500.00. Additionally, we are willing to provide the professional services outlines herein at an all-inclusive hourly rate of \$206.94 per hour. This fee includes all services, including out-of-pocket expenses such as travel required in your representation, lobbyist registration, meals with legislators and staff, and any other nonstandard office expenses. These fees were calculated based on 30 hours per month of estimated work.

ATTACHMENT A– COMPENSATION

DESCRIPTION	LUMP SUM NOT TO EXCEED (Includes all Expenses)
YEAR 1 (12 MONTHS):	\$ \$74,500.00
YEAR 2 (12 MONTHS):	\$ \$74,500.00
GRAND TOTAL:	\$ \$149,000.00

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	\$ NA
Attorney	\$ \$206.94

TAB 5: NO EXCEPTION

No exceptions to RFP Statement

Capital City Consulting makes no exception to any portions of RFP 178-0174-P (SS).

Required Documents

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

Capital City Consulting, LLC.

Company Name

Authorized Signature (for payment acceptance)

Nick Iarossi / Partner

Printed Signature/Title/Department

850-222-9075

Phone Number

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. Capital City Consulting, L.L.C.	
	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. 101 E. College Ave., Suite 502	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								
0	1		-	0	7	5	9	0 1 3

Part II Certification

Under penalties of perjury, I certify that:

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

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

Sign
Here

Signature of
U.S. person ►

Date ►

1-1-2018

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.

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	 Nick Iarossi	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'.

SECTION C- LIMITATION ON LIABILITY, INDEMNIFICATION, AND INSURANCE REQUIREMENTS

(1) Workers' Compensation Insurance: **LIMITS MET; COI ATTACHED.**

Limit	Florida Statutory
Employers' Liability Limits	
Per Employee	\$500,000
Per Employee Disease	\$500,000
Policy Limit Disease	\$500,000

(2) Commercial General Liability Insurance including, but not limited to, Independent Contractor, Contractual Liability Premises/Operations, Products/Completed Operations, and Personal Injury. Hired and non-owned auto coverage under general liability can be substituted if firm does not own any vehicles. **WE MEET; COI ATTACHED. REGARDING HIRED AND NON-OWNED AUTO COVERAGE, SEE PARAGRAPH BELOW IN SECTION (3).**

Limits	
Combined Single Limit Per Occurrence	\$1,000,000
Products/Completed Operations Aggregate	\$2,000,000
Personal Injury and Advertising Injury	\$1,000,000
General Aggregate	\$2,000,000

(3) Business Automobile or Trucker's/Garage Liability Insurance covering owned, hired, and non-owned vehicles. If the Proposer does not own any vehicles, then evidence of Hired and Non owned coverage is sufficient. Coverage shall be on an "occurrence" basis, such insurance to include coverage for loading and unloading hazards, unless Proposer can show that this coverage exists under the Commercial General Liability policy. **WE DO NOT CARRY. SEE BELOW LANGUAGE.**

Limit	
Combined Single Limit Per Accident	\$ 1,000,000

Automobile Liability Insurance

Capital City Consulting does not own, nor hire automobiles for passenger transport. Secondly, in regards to non-owned vehicles, all professional members of Capital City Consulting have personal auto liability coverage well in excess of Florida's minimum limits. In addition, all consultants' personal auto liability policies cover transportation for incidental professional purposes. Because Capital City Consulting is located in Tallahassee, where all primary activities associated with the scope of work will be performed, Capital City Consulting professionals do not anticipate any need to use personal or other automobiles in the course of this engagement; however, even if minimum transportation is required, we do not anticipate it will ever pierce the incidental threshold of personal coverage. Further, Capital City Consulting is willing to specify that Pinellas is not liable for any use of automobiles.




CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
01/16/2018

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

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

PRODUCER Dick Franklin State Farm 510 E. Tennessee St. Tallahassee, FL 32308 	CONTACT NAME: Lucretia Wyche-Forbes PHONE (A/C No. Ext): 850 224.7721 E-MAIL ADDRESS: lucretia@dickfranklin.com	FAX (A/C. No):
	INSURER(S) AFFORDING COVERAGE	
INSURED Capital City Consulting LLC 101 E College Ave Tallahassee, FL 32301-7742	INSURER A: State Farm Florida Insurance Company	NAIC # 10739
	INSURER B: State Farm Fire and Casualty Company	25143
	INSURER C:	
	INSURER D:	
	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	ADD'L INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	GENERAL LIABILITY	<input checked="" type="checkbox"/> Y	<input type="checkbox"/>	98-QN-9330-7 B	07/09/2017	07/09/2018	EACH OCCURRENCE \$ 2,000,000
	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY		DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 300,000				
	<input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		MED EXP (Any one person) \$ 5,000				
			PERSONAL & ADV INJURY \$ 2,000,000				
	GEN'L AGGREGATE LIMIT APPLIES PER:						GENERAL AGGREGATE \$ 4,000,000
	<input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC						PRODUCTS - COM/OP AGG \$ 4,000,000
	AUTOMOBILE LIABILITY	<input type="checkbox"/>	<input type="checkbox"/>				COMBINED SINGLE LIMIT (Ea accident) \$
	<input type="checkbox"/> ANY AUTO						BODILY INJURY (Per person) \$
	<input type="checkbox"/> ALL OWNED AUTOS						BODILY INJURY (Per accident) \$
	<input type="checkbox"/> HIRED AUTOS						PROPERTY DAMAGE (Per accident) \$
	<input type="checkbox"/> SCHEDULED AUTOS						\$
	<input type="checkbox"/> NON-OWNED AUTOS						\$
	UMBRELLA LIAB	<input type="checkbox"/>	<input type="checkbox"/>				EACH OCCURRENCE \$
	EXCESS LIAB	<input type="checkbox"/>	<input type="checkbox"/>				AGGREGATE \$
	<input type="checkbox"/> OCCUR						\$
	<input type="checkbox"/> CLAIMS-MADE						\$
	<input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						\$
	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY	<input type="checkbox"/>	<input type="checkbox"/>				WC STATU-TORY LIMITS <input type="checkbox"/> OTH-ER <input type="checkbox"/>
	ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICE/MEMBER EXCLUDED? (Mandatory in NH)	<input type="checkbox"/>	<input type="checkbox"/>				E.L. EACH ACCIDENT \$
	If yes, describe under DESCRIPTION OF OPERATIONS below	<input type="checkbox"/>	<input type="checkbox"/>				E.L. DISEASE - EA EMPLOYEE \$
		<input type="checkbox"/>	<input type="checkbox"/>				E.L. DISEASE - POLICY LIMIT \$
		<input type="checkbox"/>	<input type="checkbox"/>				

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

CERTIFICATE HOLDER

CANCELLATION

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





CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

01/16/2018

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

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

PRODUCER Brown & Brown of FL, Inc. 3520 Thomasville Rd #500 Tallahassee, FL 32309 Brown & Brown, Inc. - TLH	CONTACT NAME: Brown & Brown, Inc. - TLH	
	PHONE (A/C, No, Ext): 850-656-3747	FAX (A/C, No): 850-656-4065
	E-MAIL ADDRESS: tgraham@bbtally.com	
	INSURER(S) AFFORDING COVERAGE	
	INSURER A: Zenith Insurance Company	
	INSURER B: Beazley Insurance Company Inc	
INSURED Capital City Consulting, LLC 101 East College Avenue #502 Tallahassee, FL 32301	NAIC # 13269	
	INSURER C:	
	INSURER D:	
	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
	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"/> PRO-JECT <input type="checkbox"/> LOC OTHER:						EACH OCCURRENCE \$ DAMAGE TO RENTED PREMISES (Ea occurrence) \$ MED EXP (Any one person) \$ PERSONAL & ADV INJURY \$ GENERAL AGGREGATE \$ PRODUCTS - COMP/OP AGG \$ \$
	AUTOMOBILE LIABILITY <input type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS						COMBINED SINGLE LIMIT (Ea accident) \$ BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
	UMBRELLA LIAB <input type="checkbox"/> OCCUR EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE \$ AGGREGATE \$ \$
A	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 type="checkbox"/> N / A			Z127447302	10/25/2017	10/25/2018	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 500,000 E.L. DISEASE - EA EMPLOYEE \$ 500,000 E.L. DISEASE - POLICY LIMIT \$ 500,000
B	Cyber Liability			W1DAF8170101	02/01/2017	02/01/2018	Limit 2,000,000

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

CERTIFICATE HOLDER

CANCELLATION

CAPCITY Capital City Consulting, LLC 101 East College Ave Suite 502 Tallahassee, FL 32301	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 <i>Sierra Mills</i>