



# Pinellas County

## Staff Report

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File #: 18-898A, Version: 1

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### **Subject:**

Agreement with Southern Strategy Group of Tampa, LLC for State Governmental Relations Services.

### **Recommended Action:**

Approval of the negotiated Agreement with Southern Strategy Group of Tampa, LLC, (Southern Strategy) for State Governmental Relations Services.

Contract No. 178-0174-P (SS), in the annual amount of \$78,000.00 for a twenty-four (24) month term total of \$156,000.00. Chairman to sign and Clerk of Court to attest.

### **Strategic Plan:**

Deliver First Class Services to the Public and Our Customers

5.1 Maximize partner relationships and public outreach

5.3 Ensure effective and efficient delivery of county services and support

### **Summary:**

This agreement provides Southern Strategy authorization to commence State Government Relations Services, beginning July 1, 2018. On June 5, 2018, the Board of County Commissioners (Board) directed staff to invite the three (3) highest ranking firms (derived from a staff evaluation) to an oral presentation at the June 12, 2018 work session. The Board selected Southern Strategy to represent them and authorized staff to finalize an agreement.

### **Background Information:**

This contract provides the County with State Governmental Relations Services, including but not limited to: development of legislative strategy, policy recommendations to agencies and elected officials, monitoring legislation and policy, securing appropriations, and advocating for legislation consistent with the County's legislative program and priorities.

Negotiations with Southern Strategy focused on the finalization of the Statement of Work.

Contract pricing as outlined in Exhibit C of the agreement is not to exceed \$156,000.00 for the initial twenty-four (24) month term. There is a provision for one (1) twenty-four (24) month term extension pending approval of the Board.

### **Fiscal Impact:**

Estimated twenty-four (24) expenditure not to exceed: \$156,000.00

Estimated annual expenditure not to exceed: \$ 78,000.00

Funding is derived from the General Fund, Countywide Support Services - Intergovernmental Program.

**Staff Member Responsible:**

Brian Lowack, Intergovernmental Liaison, Office of the County Administrator  
Joe Lauro, Director, Purchasing

**Partners:**

N/A

**Attachments:**

Services Agreement