

## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Thursday, December 18, 2025 3:13 PM  
**To:** Julien, Ariel  
**Cc:** LaPlant, Colleen; Donna Phillips; Keri O'Brien; Kendal Harden  
**Subject:** Re: [EXTERNAL] RE: [EXTERNAL] RFP 25-022 State and Federal Lobbying Services

Good afternoon,

Please note that all City Commission meetings are recorded and live-streamed, and the applicable hyperlink can be found on the City's webpage. Should you have any additional questions or concerns, please do not hesitate to let us know.

Sincerely,

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



**Under Florida law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by phone or in writing. F.S. 668.6076.**

---

**From:** Julien, Ariel <AJulien@beckerlawyers.com>  
**Sent:** Thursday, December 18, 2025 1:15 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** LaPlant, Colleen <CLAPLANT@beckerlawyers.com>; Donna Phillips <donna.phillips@cityofkeywest-fl.gov>; Keri O'Brien <kobrien@cityofkeywest-fl.gov>; Kendal Harden <kendal.harden@cityofkeywest-fl.gov>  
**Subject:** [EXTERNAL] RE: [EXTERNAL] RFP 25-022 State and Federal Lobbying Services

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Thank you for the quick response. Will the meeting be live streamed?

**Ariel Julien**  
Business Development Specialist

# Becker

Becker & Poliakoff  
1 East Broward Blvd., Suite 1800  
Ft. Lauderdale, FL 33301

-  954.364.6070
-  954.985.4176
-  [AJulien@beckerlawyers.com](mailto:AJulien@beckerlawyers.com)
-  [www.beckerlawyers.com](http://www.beckerlawyers.com)

Follow Becker & Poliakoff



**CONFIDENTIALITY NOTE:** This message, together with any attachments, may contain privileged and confidential information. If the reader of this message is not the intended recipient, you are hereby notified that any examination, distribution, or copying of this communication is strictly prohibited. If you have received this communication in error, please notify us by reply e-mail and permanently delete the original message, along with any attachments. Thank you.

**From:** Lucas Torres-Bull <[lucas.torresbull@cityofkeywest-fl.gov](mailto:lucas.torresbull@cityofkeywest-fl.gov)>  
**Sent:** Thursday, December 18, 2025 7:46 AM  
**To:** Julien, Ariel <[AJulien@beckerlawyers.com](mailto:AJulien@beckerlawyers.com)>  
**Cc:** LaPlant, Colleen <[CLAPLANT@beckerlawyers.com](mailto:CLAPLANT@beckerlawyers.com)>; Donna Phillips <[donna.phillips@cityofkeywest-fl.gov](mailto:donna.phillips@cityofkeywest-fl.gov)>; Keri O'Brien <[kobrien@cityofkeywest-fl.gov](mailto:kobrien@cityofkeywest-fl.gov)>; Kendal Harden <[kendal.harden@cityofkeywest-fl.gov](mailto:kendal.harden@cityofkeywest-fl.gov)>  
**Subject:** Re: [EXTERNAL] RFP 25-022 State and Federal Lobbying Services

Good morning, Julien-

Please note that the City intends to recommend award at the January 6, 2026, City Commission meeting. Let me know if you have any questions or need any additional information.

Sincerely,

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



**Under Florida law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by phone or in writing. F.S. 668.6076.**

---

**From:** Julien, Ariel <[AJulien@beckerlawyers.com](mailto:AJulien@beckerlawyers.com)>  
**Sent:** Wednesday, December 17, 2025 3:34 PM

**To:** Lucas Torres-Bull <[lucas.torresbull@cityofkeywest-fl.gov](mailto:lucas.torresbull@cityofkeywest-fl.gov)>  
**Cc:** LaPlant, Colleen <[CLAPLANT@beckerlawyers.com](mailto:CLAPLANT@beckerlawyers.com)>  
**Subject:** [EXTERNAL] RFP 25-022 State and Federal Lobbying Services

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good afternoon Mr. Torres-Bull,

Could you please let us know if there is a set date for the award recommendations or any timelines for the decision?

Thank you in advance and happy holidays!

**Ariel Julien**  
Business Development Specialist

# Becker

Becker & Poliakoff  
1 East Broward Blvd., Suite 1800  
Ft. Lauderdale, FL 33301

 954.364.6070  
 954.985.4176  
 [AJulien@beckerlawyers.com](mailto:AJulien@beckerlawyers.com)  
 [www.beckerlawyers.com](http://www.beckerlawyers.com)

Follow Becker on...



**CONFIDENTIALITY NOTE:** This message, together with any attachments, may contain privileged and confidential information. If the reader of this message is not the intended recipient, you are hereby notified that any examination, distribution, or copying of this communication is strictly prohibited. If you have received this communication in error, please notify us by reply e-mail and permanently delete the original message, along with any attachments. Thank you.

## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Tuesday, December 9, 2025 2:24 PM  
**To:** Susan Hoeij  
**Cc:** Donna Phillips; Keri O'Brien; Kendal Harden  
**Subject:** Re: [EXTERNAL] Confirmation of Proposal Receipt – Key West RFP 25-022

Good afternoon, Susan-

Thank you for your email. I just confirmed with our Clerk's Office, and they have indeed received the proposal.

Sincerely,

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



**Under Florida law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by phone or in writing, F.S. 668.6076.**

---

**From:** Susan Hoeij <hoeij@tsgsupportservices.com>  
**Sent:** Tuesday, December 9, 2025 1:30 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Subject:** [EXTERNAL] Confirmation of Proposal Receipt – Key West RFP 25-022

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Mr. Torres-Bull,

I wanted to follow up to confirm receipt of our proposal for RFP 25-022 – State and Federal Lobbying Services, which was delivered this afternoon via FedEx. The official due date is December 10, 2025, at 3:00 PM, and I want to ensure everything is in order.

For your reference, I have attached the FedEx delivery receipt.

Please let me know at your earliest convenience if the submission was received successfully.

Thank you for your time and assistance.

Best regards,

Susan van Hoeij

Proposal Manager

The Southern Group

850-339-0041

## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Tuesday, November 25, 2025 7:39 AM  
**To:** Jim Davenport  
**Cc:** Greg Burns; Keri O'Brien; Donna Phillips  
**Subject:** Re: [EXTERNAL] RFP No. 25-022

Good morning, Jim-

Please note that answers to your questions have been uploaded to Demandstar for reference. Please let me know if you have any additional questions and/or concerns.

Sincerely

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



**Under Florida law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by phone or in writing. F.S. 668.6076.**

---

**From:** Jim Davenport <jdavenport@thornrun.com>  
**Sent:** Friday, November 21, 2025 9:25 AM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** Greg Burns <gburns@thornrun.com>  
**Subject:** [EXTERNAL] RFP No. 25-022

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Lucas – I am writing in regard to the RFP for State and Federal Lobbying Services. Would the City consider a proposal from a firm that would only address the Federal Lobbying Services? In some cases, we have responded to RFP's like this, where the local government ends up hiring two firms: one for state and one for Federal.

Thanks,  
Jim

**Jim Davenport**

Partner

Thorn Run Partners

---

 [jdavenport@thornrun.com](mailto:jdavenport@thornrun.com)

 (703) 597-2009

 (202) 849-8528

 100 M St SE STE 750  
Washington DC, 20003

 [thornrun.com](http://thornrun.com)

---



## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Tuesday, November 25, 2025 7:38 AM  
**To:** Julien, Ariel  
**Cc:** Donna Phillips; Keri O'Brien; Kendal Harden  
**Subject:** Re: [EXTERNAL] RFP No. 25-022 – State and Federal Lobbying Services

Good afternoon, Julien-

Please note that answers to your questions have been uploaded to Demandstar for reference. Please let me know if you have any additional questions and/or concerns.

Sincerely,

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



**Under Florida law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by phone or in writing. F.S. 668.6076.**

---

**From:** Julien, Ariel <AJulien@beckerlawyers.com>  
**Sent:** Monday, November 24, 2025 3:39 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Subject:** [EXTERNAL] RFP No. 25-022 – State and Federal Lobbying Services

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Good afternoon Mr. Torresbull,

Please see our questions below.

1. Can you please confirm whether the RFP requires actual letters written by our public-sector clients, or whether providing reference contact information would be acceptable?
2. Are financial statements from the past three years required?

Thank you.

**Ariel Julien**  
Business Development Specialist



Becker & Poliakoff  
1 East Broward Blvd., Suite 1800  
Ft. Lauderdale, FL 33301

- 954.364.6070
- 954.985.4176
- AJulien@beckerlawyers.com
- www.beckerlawyers.com

Follow Becker on:



**CONFIDENTIALITY NOTE:** This message, together with any attachments, may contain privileged and confidential information. If the reader of this message is not the intended recipient, you are hereby notified that any examination, distribution, or copying of this communication is strictly prohibited. If you have received this communication in error, please notify us by reply e-mail and permanently delete the original message, along with any attachments. Thank you.

## Keri O'Brien

---

**From:** Lucas Torres-Bull  
**Sent:** Thursday, November 20, 2025 1:03 PM  
**To:** Susan Hoeij  
**Cc:** Handley Mikec; Donna Phillips; Keri O'Brien  
**Subject:** Re: [EXTERNAL] The City of Key West - Clarification Request – RFP 25-022 State & Federal Lobbying Services

Good afternoon,

The City has uploaded responses to your questions to DemandStar. Please let us know if you have any additional questions or concerns.

Sincerely,

**Lucas Torres-Bull**  
Procurement Manager  
1300 White Street, Key West, FL 33040  
Ext: 305-809-3807



**Under Florida law, e-mail addresses are public records. If you do not want your e-mail address released in response to a public records request, do not send electronic mail to this entity. Instead, contact this office by phone or in writing. F.S. 668.6076.**

---

**From:** Susan Hoeij <hoeij@tsgsupportservices.com>  
**Sent:** Thursday, November 20, 2025 12:23 PM  
**To:** Lucas Torres-Bull <lucas.torresbull@cityofkeywest-fl.gov>  
**Cc:** Handley Mikec <mikec@tsgsupportservices.com>  
**Subject:** [EXTERNAL] The City of Key West - Clarification Request – RFP 25-022 State & Federal Lobbying Services

**CAUTION:** This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Mr. Torres-Bull,

I am writing to request clarification regarding RFP 25-022 for State and Federal Lobbying Services.

1. **Question Due Date** – The solicitation lists the deadline for vendor questions as September 26, 2025. Since the RFP was posted in November, can you confirm whether that date is correct, or if there is an updated deadline for submitting questions?
2. **References Requirement (Page 27)** – The RFP states that proposers must provide references from at least three clients *and* three credit or financial institutions. Could you please confirm whether both categories are required, or if client references alone will satisfy the requirement?

Thank you for your guidance. We want to ensure our submission is fully compliant with the City's expectations.

Best regards,

Susan van Hoeij

Proposal Manager

TSG Support Services

850.339.0041