

RESOLUTION NO. _____

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA HEREBY AUTHORIZING THE CITY MANAGER, OR DESIGNEE, TO ENTER INTO NEGOTIATIONS AND, UPON SUCCESSFUL COMPLETION OF NEGOTIATIONS, EXECUTE AGREEMENTS WITH THE SOUTHERN GROUP OF FLORIDA TO PROVIDE STATE LOBBYING SERVICES AND WITH TSG ADVOCATES TO PROVIDE FEDERAL LOBBYING SERVICES FOR THE CITY OF KEY WEST, FLORIDA PURSUANT TO RFP #25-022; AUTHORIZING THE CITY MANAGER TO EXECUTE ALL OTHER NECESSARY RELATED DOCUMENTS AND BUDGET TRANSFERS/ADJUSTMENTS, UPON CONSENT OF THE CITY ATTORNEY; AND PROVIDING FOR AN EFFECTIVE DATE.

WHEREAS, on November 19, 2025, the City of Key West publicly advertised Request for Proposals (RFP) No. 25-022 in *The Citizen* newspaper and posted the solicitation on DemandStar, in accordance with City procurement requirements, seeking proposals from qualified firms to provide state and federal lobbying services on behalf of the City of Key West, Florida; and

WHEREAS, the City received three (3) sealed proposals submitted by the following firms:

- Pittman Law Group, P.L.
- The Southern Group of Florida and TSG Advocates
- Becker & Poliakoff, P.A.; and

WHEREAS, the date, time and location of the scheduled Selection Commission meeting to review the three (3) proposals received was published in *The Citizen* newspaper on December 11,

2025, in compliance with public notice requirements; and

WHEREAS, the Selection Committee convened, as scheduled and properly noticed, to review and evaluate the proposals in accordance with the evaluation criteria and scoring methodology set forth in the RFP. Upon completion of the evaluation process, the committee ranked the proposers based on their total scores, with Becker & Poliakoff, P.A. identified as the highest-ranked proposer; and

WHEREAS, while Becker & Poliakoff, P.A. received the highest overall evaluation score, the RFP process allows the City to consider factors beyond numerical ranking when determining the proposer with whom to proceed, provided the decision is reasonable, documented and deemed in the best interest of the City; and

WHEREAS, following review of the evaluation results and consideration of the City's operational needs, the City Manager determined The Southern Group of Florida and TSG Advocates are uniquely positioned to best serve the City's interests at this time. This determination is based on, but not limited to, the following considerations:

- Demonstrated prior experience working with the City of Key West, including familiarity with the City's legislative priorities, governance structure, and operational environment;
- Proven track record of successful past performance representing the City in state and federal advocacy matters;

- Established working relationships and institutional knowledge that reduce transition risk and support continuity of services; and
- Alignment with the City's current needs and strategic objectives related to legislative advocacy; and

WHEREAS, based on these factors, staff recommends the City enter into negotiations with The Southern Group of Florida for state lobbying services and TSG Advocates for federal lobbying services, notwithstanding the numerical ranking of proposals, as permitted under a competitive RFP process when supported by a documented best-interest determination; and

WHEREAS, should negotiations not result in mutually agreeable contract terms, the City reserves the right to discontinue negotiations and proceed in accordance with RFP #25-022 and applicable procurement requirements; and

WHEREAS, the total cost for the procurement of state and federal lobbying services is proposed on a monthly retainer basis. The monthly retainer is \$7,500.00 for state lobbying services and \$12,500.00 for federal lobbying services, resulting in an annual flat-fee equivalent of \$90,000.00 for state lobbying services and \$150,000.00 for federal lobbying services; and

WHEREAS, in addition to the monthly retainer, The Southern Group of Florida and TSG Advocates have identified an hourly rate of \$250.00 for any additional or "as-needed" services that may be requested by the City. Travel, lodging, and other

reimbursable expenses are included in the proposed rates and encompass travel, lodging, labor, equipment, and administrative expenses. No additional charges shall be billed to the City unless mutually agreed upon in advance and only under extraordinary circumstances; and

WHEREAS, sufficient funds for both state and federal lobbying services are currently budgeted within the General Fund, Account No. 0011201-5123100; and

WHEREAS, staff recommends the Mayor and City Commission authorize the City Manager, or designee, to enter into negotiations and, upon successful completion of those negotiations, execute an agreement with The Southern Group of Florida to provide state lobbying services and TSG Advocates for to provide federal lobbying services, pursuant to the City's Request for Proposals (RFP) No. 25-022;

NOW THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF KEY WEST, FLORIDA AS FOLLOWS:

Section 1: The City Commission hereby authorizes the City Manager, or designee, to enter into negotiations and, upon successful completion of negotiations, execute agreements with The Southern Group of Florida to provide state lobbying services and TSG Advocates to provide federal lobbying services for the City of Key West, Florida pursuant to RFP #25-022, upon consent of the City Attorney to be paid from the General Fund Account

No. 0011201-5123100.

Section 2: That the City Commission hereby authorizes the City Manager to execute any necessary documents and/or budget transfers or adjustments related to the City's agreements with The Southern Group of Florida and TSG Advocates for state and federal lobbying services, upon consent of the City Attorney.

Section 3: That this resolution shall go into effect immediately upon its passage and adoption and the authentication by the signature of the Presiding Officer and the Clerk of the Commission.

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Passed and adopted by the City Commission at a meeting held
this _____ day of _____, 2026.

Authenticated by the Presiding Officer and Clerk of the
Commission on the _____ day of _____, 2026.

Filed with the Clerk on _____, 2026.

Mayor Danise Henriquez _____

Vice Mayor Donald "Donie" Lee _____

Commissioner Lissette Carey _____

Commissioner Aaron Castillo _____

Commissioner Monica Haskell _____

Commissioner Sam Kaufman _____

Commissioner Greg Veliz _____

DANISE HENRIQUEZ, MAYOR

ATTEST:

KERI O'BRIEN, CITY CLERK