



CITY OF KEY WEST
1828
FLORIDA

REQUEST FOR PROPOSALS

RFP #25-022

DUE DECEMBER 10, 2025, AT 2:30PM

Becker
beckerlawyers.com

State and Federal Lobbying Services

Max Losner, Government Relations Consultant, State Lobbying Lead
mlosner@beckerlawyers.com; 305.260.1049

Omar Franco, Senior Director, Federal Lobbying Lead
ofranco@beckerlawyers.com; (202) 621-7122

MIAMI DADE
2525 Ponce de Leon Blvd, Ste 825
Coral Gables, FL 33134
Tel: 305.262.4433
Fax: 305.442.2232

TALLAHASSEE
215 S Monroe Street, Suite 310
Tallahassee, FL 32301
Tel: 850.412.1115
Fax: 850.254.9874

WASHINGTON, D.C.
1275 K Street, N.W., Suite 850
Washington, D.C. 20005
Tel: 202.621.7122
Fax: 202.330.5464

Tab 1: Cover Letter and Executive Summary

Dear City of Key West Selection Team:

Legislative advocacy in Tallahassee and Washington, D.C. is more important than ever for local governments during these uncertain political times. Becker is committed to being proactive in using its municipal lobbying experience, historical knowledge, and deep insights into the City of Key West to create new opportunities and achieve your state and federal legislative goals.

History and Overview of Becker

Becker & Poliakoff, P.A. (Becker) is a Florida-based multi-state law and lobbying firm with 165-plus lawyers, lobbyists, and professional staff, with headquarters in Ft. Lauderdale (1 East Broward Blvd., Suite 1800, Fort Lauderdale, FL 33301). Becker is a C corporation, registered in Florida, founded on December 22, 1973, by lawyers Alan Becker and Gary Poliakoff, in Miami-Dade County. Their work on behalf of tenants launched the firm's original focus on condominium law. The firm has expanded all over Florida and the U.S. East Coast, diversified its practices, and grown significantly with 378 employees across nineteen offices in Florida, New York, New Jersey, Washington, D.C., and Milan, Italy. Principals of the firm include Gary C. Rosen (President), Steven B. Lesser (Secretary), and Allen M. Levine (Treasurer). There are 24 equity shareholders, in addition to the above principals, who are the owners of the firm.

Becker has a long history and successful track record of representing local governments before the legislative and executive branch agencies in Tallahassee and Washington, D.C. on funding and substantive legislative issues. Our state and federal lobbyists have decades-long relationships with political leaders in the DeSantis and Trump Administration; lawmakers and staff; senior officials in state and federal departments/agencies; and officials throughout Florida.

Your Proposed Federal and State Lobbying Team

Team leaders, Max Losner and Omar Franco, will be your primary points of contact at the state and federal levels, respectively.

- Max Losner, State Lobbying Lead, (305) 260-1049
2525 Ponce de Leon Blvd, Suite 825, Coral Gables, FL 33134
- Omar Franco, Federal Lobbying Lead, (202) 621-7122
1275 K Street, N.W., Suite 850, Washington, D.C. 20005

Max Losner is a fifth-generation Floridian and proudly represents multiple municipalities and nonprofits at the state level. Omar Franco has been lobbying for local governments since 2009, after serving as Chief of Staff for Congressman Mario Diaz-Balart (R-FL), who is Vice Chair of the House Committee on Appropriations, Chairman of the National Security, Department of State and Related Programs Subcommittee, and is a member on the Defense Subcommittee.

The firm is considered one of Florida's largest and most influential homegrown firms. Our veteran lobbying team includes experienced, diverse (in gender, race, nationality, political party), and well-connected state and federal lobbyists. Each team member has in-depth personal knowledge of the

legislative, appropriations, grant, and rule-making processes. We are well-connected with all the allied organizations such as the National League of Cities and Florida League of Cities and actively participate in their lobbying strategy sessions and leadership initiatives. Our client list is long and varied; we are proud of our many 20+ year clients, including cities, counties, private businesses, universities, school boards, trade associations, and community-based education groups.

Capabilities and Approach: Becker's State and Federal Lobbying Team Work Hand in Hand

Becker offers the unique opportunity to work with one integrated state and federal lobbying team. The state and federal lobbyists work together seamlessly for numerous municipalities including Homestead, Miami, Palatka, Lauderhill, West Park, Medley, Miami Gardens, Opa-Locka and North Lauderdale. Our "one-team" approach allows us to be more strategic by leveraging combined state and federal programs and contacts to build stronger intergovernmental relationships, leading to the achievement of policy objectives and **greater funding success**.

Summary of Work to be Performed

Representing local governments in Tallahassee and Washington, D.C. is a specialty of the Becker lobbying team. Simply put, there is no learning curve. Becker lobbyists understand city issues and the unique public nature of representing local governments. Our experienced state and federal lobbying team is proficient in drafting, analyzing, and advocating for legislation, securing appropriations and grants, evaluating and responding to administrative procedures and all facets of representation before the legislative and executive branches of government. Our many long-time clients tell us how much they appreciate our ability to help them set priorities and develop realistic common-sense strategies to achieve real results. We are laser-focused on results-driven return on investment.

As your state and federal lobbyists, we will leverage our knowledge, expertise, abilities, and connections to help the City achieve both its immediate and long-term priorities, while building a strong foundation for future goals. Our lobbying approach, provided in Tab 4, outlines our step-by-step project management plan with clear timelines and defined roles. Together, we will develop an advocacy plan that identifies key priorities, outlines specific engagement tactics with state and federal agencies and legislative allies, and sets milestones to ensure accountability.

Added Value to the City of Key West

In sum, our local knowledge, boutique-style hands-on approach, integrated state and federal lobbying teams, and proven track record of securing state and federal funding and policy changes for local government clients, provide a tangible advantage over traditional lobbying firms. **We are committed to performing and completing the work required by this RFP.** We stand ready to provide vigorous representation and would consider it a privilege to do so. Thank you for your consideration.

Sincerely,



Max Losner, State Lobbying Team Lead
mlosner@beckerlawyers.com



Omar Franco, Federal Lobbying Team Lead
ofranco@beckerlawyers.com

Tab 2: Qualifications and Relevant Experience

Describe the firm's legal structure and list individuals with ownership interest.

Becker & Poliakoff ("Becker"), is a C corporation, registered in Florida, founded in Miami-Dade County in 1973. Principals of the firm include Gary C. Rosen (President), Steven B. Lesser (Secretary), and Allen M. Levine (Treasurer). There are 24 equity shareholders, in addition to the above principals, who are the owners of the firm:

| | | |
|-----------------------|----------------------|------------------|
| Perry M. Adair | Bernie J. Friedman | David G. Muller |
| Joseph E. Adams | Patrick C. Howell | Jon Polenberg |
| Adam M. Cohen | Yolanda Cash Jackson | Aaron J. Pruss |
| Victor J. DiGioia | Scott P. Kiernan | Jay Roberts |
| Donna DiMaggio Berger | Sanjay Kurian | David H. Rogel |
| Kenneth S. Direktor | Kevin Markow | William H. Strop |
| Jennifer Bales Drake | Steven H. Mezer | Lee A. Weintraub |
| Omar Franco | Vincenzo M. Mogavero | Amanda Wood |

Identify the project manager and key personnel and detail their relevant experience.

Lobbying team leaders, **Max Losner** and **Omar Franco**, will be your primary points of contact at the state and federal levels, respectively.

Max Losner is a fifth-generation Floridian, who proudly represents multiple municipalities and nonprofits at the state level. He currently serves on the Miami-Dade County Planning Advisory Board and is a former Secretary of the Republican Party of Miami-Dade County.

A few examples of Max's client accomplishments include:

- ✓ **City of Miami, FL** – Secured \$1,500,000 for East Auburndale drainage & flooding mitigation, \$2,269,619 for Kinloch flooding mitigation & road reconstruction, \$800,000 for Fairlawn Community stormwater & drainage, \$3,000,000 for East Flagami flooding mitigation, \$1,500,000 for roadway reconstruction & installation of traffic calming devices, \$2,500,000 for pump stations upgrade, \$100,000 for tidal valves & flood improvements, \$1,052,000 for District 3 localized flooding improvements, \$1,605,000 for SW 27th Street drainage improvements, \$1,000,000 for Tamiami Boulevard roadway reconstruction, and \$1,000,000 for District 4 traffic calming & pedestrian safety program.
- ✓ **Village of Pinecrest, FL** – Secured \$3,900,000 for a water line extension project and \$700,000 for stormwater improvements.
- ✓ **City of Sweetwater, FL** – Secured \$500,000 for drainage improvements, \$300,000 for Carlow Park improvements, and \$600,000 for SW 5th Terrace drainage improvements.

Omar Franco has been lobbying in Washington, D.C. for local governments since 2009. He previously served as Chief of Staff for Congressman Mario Diaz-Balart (R-FL), who is an influential leader and Vice Chair of the House Committee on Appropriations, Chairman of its National Security,

Department of State and Related Programs Subcommittee, and member on the Defense Subcommittee. Omar is among a small group of municipal lobbyists that meet regularly with the National League of Cities (NLC) legislative team, including Irma Esparza-Diggs, Senior Executive and Director, Federal Advocacy, to plan strategy and organize legislative outreach to congressional allies. He works regularly with other national advocacy groups such as the U.S. Conference of Mayors and National Association of Counties (NACo). Becker's federal lobbying team also represents the Florida League of Cities (FLC). *Pictured on the right is Omar Franco at the FLC Legislative Conference in Orlando, where he presented on FY26 and FY27 appropriations, the Road to Housing Act, the Water Resources Development Act, and other key legislation.*



A few examples of Omar's client accomplishments include:

- ✓ Omar has built and led regional coalitions to show multi-jurisdictional economic impact and secure broad political support. **He helped coordinate a local government coalition with cities and counties to change federal law to limit FEMA's ability to de-obligate decade-old disaster recovery expenditures.** FEMA previously had a three-year statute of limitation on which it could recover payments (de-obligate) made to a State or local government for disaster assistance. With the leadership of Florida representatives including Lois Frankel, Mario Diaz-Balart and Debbie Wasserman-Schultz and the strategic coordination of Omar Franco, legislative language was added to change the three-year window so that it would begin once the Performance Work is transmitted and not wait until completion of the final expenditure report for the entire disaster.
- ✓ **City of Miami, FL** – Worked with Rep. Maria Elvira Salazar's (R-FL) office to secure funding for two flood mitigation projects in the most adversely affected areas of the city. The 8th Street Neighborhood Flood Mitigation Project and the Jose Marti Park Flood Mitigation project received \$4,000,000 in the Transportation-HUD Appropriations bill under the Economic Development Initiative Account. The Little Havana community's 8th Street and the Jose Marti Park Flood Improvement projects will address the significant flooding during king-tides, rain events, and effects of the sea-level rise.
- ✓ **Palm Beach County** – Omar worked with Rep. Jared Moskowitz to secure \$959,757 for an Advanced Water Purification Facility and \$500,000 for the revitalization and expansion of bus shelters to enhance the safety and experience of the 28,000 daily passengers who utilize public transit in Palm Beach County. \$2,250,000 was also secured in the Transportation-HUD Appropriations bill for a Workforce Affordable Housing Development.
- ✓ **City of Hialeah, FL** – Worked with Rep. Mario Diaz-Balart's office and secured \$5 million for the sewer line revitalization project in the Transportation-HUD Appropriations bill. Omar also worked with the City to secure \$2,589,680 to replace 50 marked vehicles in the aging police fleet, as well as the technology equipment inside these vehicles.
- ✓ **North Bay Village, FL** – For 42 years, wastewater from North Bay Village was pumped through the same pipe traveling more than two miles to Miami Beach to be processed. Working closely with then-Senator Bill Nelson and Rep. Debbie Wasserman Schultz's office, we resubmitted the appropriations request. After several years of work, North Bay Village was notified that it received \$4,655,012 to completely rehabilitate the existing 12,000 feet of 12-inch force main crossing the Biscayne Bay.

Provide résumés for key team members, including credentials, licenses, or certifications related to lobbying or government relations.

Bios for Becker's State and Federal Lobbying team members are included below. We confirm that all proposed personnel will remain fully committed to the project for its entire duration.

State Team



Max Losner

Government Relations Consultant

Miami

✉ 305.262.4433

✉ 305.260.1049

✉ MLOSNER@beckerlawyers.com

A fifth-generation Floridian, Max Losner's heritage is engrained in Florida's business, civic and political circles, having come from a family long-involved in banking, local politics, and community activism.

Max's experience as a UCF Legislative Scholar, while in college supporting the offices of two state representatives, led him to begin his career at Becker as a legislative assistant. In this role, he supported the government team in successfully bringing back millions of dollars in funding for municipalities and nonprofits, along with a flurry of key policy changes.

Currently, his portfolio includes representation of nearly a dozen governmental entities and nonprofits in South Florida and Tallahassee, as well as marquee corporations like T-Mobile, Aetna and Motorola Solutions at the local level.

His background also includes having managed several campaigns for public office in Miami-Dade and Monroe Counties. From 2020 to 2024, Max served as the elected Secretary of the Republican Party of Miami-Dade County and has been a member of the Miami-Dade Planning Advisory Board since 2022.

Education & Training

- University of Central Florida, B.S., *cum laude*, Health Services Administration; 2020



LaToya Sheals

Senior Government Relations Consultant

Ft. Lauderdale

✉ 954.364.6094

✉ lsheals@beckerlawyers.com

LaToya Sheals is a Senior Government Relations Consultant in Becker's Government and Lobbying Practice. Ms. Sheals has extensive experience in investigating and analyzing legislation and developing public policy on an array of issues such as Healthcare, Education, Transportation, Economic Development, Taxes and Judicial matters within the State of Florida, Michigan, and Washington, D.C.

At Becker, she has helped secure \$45 million for Florida's Private Historically Black Colleges and Universities, over \$10 million for the Foundation of Sickle Cell Disease Research, and millions of dollars for various municipalities and organizations throughout Florida.

In 2023, Ms. Sheals was honored with the News Service of Florida/City & State Above and Beyond Award and was also recognized in the Fall edition of Influence Magazine. Additionally, the achievements of Ms. Sheals were acknowledged by her law school, Thomas M. Cooley Law School, which featured her in The Benchmark, their alumni magazine.

Prior to joining Becker, Ms. Sheals was a Legislative Aide to Florida Senator Victor Torres, who represented the 15th District prior to redistricting, he now represents the 25th District, encompassing Osceola County and Southern Orange County. She was also the Chief of Staff for Former State Senator Daphne Campbell, who represented the 38th District of Miami-Dade County where she helped secure \$3 million in local funding for the 2018-2019 Legislative Session. In both positions, Ms. Sheals was responsible for assisting and assembling information to draft legislation, press releases, speeches, special reports, and legislative updates. She advised both members on policy related decisions as well as attended meetings, performed presentations, and maintained the annual budget for operations of offices, outreach, and legislative services.

Education & Training

- Thomas M. Cooley Law School, J.D., 2013
- Florida A&M University, M.P.A; 2008
- Florida A&M University, B.A., 2007



José K. Fuentes

**Senior Corporate and
Government Relations Director**

Miami

✉ 305.262.4433

✉ jfuentes@beckerlawyers.com

José Keichi Fuentes has a strong network of contacts and over 40 years of experience working in government and politics. He is a government relations professional who represents public and private sector clients in environmental, public safety, infrastructure, health care, engineering, construction, food services and water resources in Tallahassee and Miami-Dade County.

Clients include the City of Miami, City of Homestead, Village of Pinecrest, City of South Miami, Village of Virginia Gardens, City of North Miami Beach, City of Sweetwater, City of Miami Springs, Town of Medley, and the Miami Dade Transportation Planning Organization. In the private sector, he represents Brown & Caldwell, Sound Thinking, NV2A, Aetna CVS, Motorola Solutions, Moffatt & Nichol, TYLin Group, Yunex, American Transportation, T-Mobile, ProKel Mobility, Tetra Tech, Introba and Mitsubishi.

His extensive lobbying experience at the highest level of local, county and state has helped him contribute to the passage of numerous pieces of legislation. He has also secured funding for the municipalities he represents by allocating major infrastructure projects funding. During his time as director of the South Florida Water Management District, Regional Office, Mr. Fuentes was instrumental in securing funds for key water projects in Miami-Dade County.

Education & Training

- St. Thomas University, B.A. and Miami Dade College

Federal Team



Omar Franco

Senior Director

Washington, D.C.

✉ 202.621.7122

✉ ofranco@beckerlawyers.com

Omar Franco heads Becker's Federal Lobbying Practice in Washington, D.C. He represents various clients, including Fortune 500 companies, small businesses, higher education institutions, trade associations, non-profit organizations, and municipal governments. In 2020, Franco was named a "Top Lobbyist" by the National Institute of Lobbying & Ethics (NILE). He has been recognized as a "Hired Gun" in The Hill's annual list of Top Lobbyists since 2018.

Mr. Franco works with Hispanic organizations that promote diversity and provide a voice for Hispanics in Washington and throughout the country. He is the federal lobbyist for the Latino Coalition and is considered one of the most effective Hispanic federal lobbyists. He serves on the National Hispanic Advisory Council, providing input to the President and Executive branch on essential issues to the Hispanic community.

Previously, Omar served as Chief of Staff for Congressman Mario Diaz-Balart (R-FL). Congressman Diaz-Balart currently serves as Vice Chair of the House Committee on Appropriations, Chairman of the National Security, Department of State and Related Programs Subcommittee, and is a member of the Defense Subcommittee. As his Chief of Staff, Omar managed the Congressman's Washington D.C., and district operations. He closely counseled the Congressman in his areas of expertise, including federal appropriations, health care, transportation, higher education, and issues dealing with Hispanics. During his tenure, Omar was granted Top Secret security clearance by the U.S. Department of Defense and assisted in founding the Congressional Hispanic Conference and the Congressional Hispanic Leadership Institute. Omar maintains an active presence and is highly visible on Capitol Hill through the Chiefs of Staff alumni group and similar organizations.

He returned to lobbying in 2009 and founded Franco Government Relations in 2010. He represented the Miccosukee Tribe of Florida, Florida Gulf Coast University, and the Town of Miami Lakes and continues representing the municipalities of Hialeah, North Bay Village, and Hialeah Gardens. In 2011, he founded the Washington, D.C. office for Becker and built a federal lobbying practice for the law and lobbying firm.

Education & Training

- Florida State University, B.A., English/Business, 1988
- Lobbying Certificate Program (LCP), Association of Government Relations Professionals



Amanda L. Wood

Senior Director

Washington, D.C.

202.621.7122

awood@beckerlawyers.com

Amanda Wood has extensive knowledge and relationships on Capitol Hill and the Administration. She began lobbying in 2005 after serving on the staff of former Florida Senator Bob Graham for eight years and as his last Senate Legislative Director.

Ms. Wood's experience working on Capitol Hill and representing local governments offers clients expertise on federal issues related to transportation, economic development, natural resources, disaster preparedness and recovery, water resources, science, technology, NASA, law enforcement, and social services. She has developed a specialty in securing grant funding through the agencies for her local government clients and accessing criminal justice equipment and law enforcement training funds through programs run by Departments of Justice, Homeland Security, and others. She has also had great success representing long-time client, SoundThinking (formerly "ShotSpotter"), a technology that local governments use to detect gunshot locations. In 2021, Amanda was named a "Top Lobbyist" by the National Institute of Lobbying & Ethics (NILE).

Ms. Wood specializes in local government representation, serving as the lead lobbyist for Hennepin County, Minnesota, Sarasota, and Collier counties in Florida, plus cities Cape Coral, FL, Davie, FL, and private clients Bobcat, among others.

Ms. Wood develops and executes federal government relations strategies and guides clients through the federal funding process, including the House and Senate's appropriations committees and federal grant opportunities. She has succeeded through strategic, direct communication with her clients and federal decisionmakers and a comprehensive approach to researching community-specific federal funding opportunities. Amanda takes pride in helping clients communicate effectively with federal officials, identifying and securing appropriations and grant funding that fulfills local needs.

She has successfully secured federal funding through congressional appropriations and agency grant awards. She enjoys working with clients to help them understand Federal opportunities, develop proactive strategies to secure funding, expedite federal approvals, and remove roadblocks. She regularly updates her clients regarding congressional activities and the political impacts of their policy priorities.

Education & Training

- Georgetown University, B.S., Walsh School of Foreign Service 1998

Include a history similar lobbying or government relations services to municipalities, counties, or other public-sector agencies.

There is no learning curve for our team when it comes to representing local governments like the City of Key West. We bring extensive experience delivering results across your priority areas, including housing, resiliency, sustainability, infrastructure, and economic development.

Housing: Becker's state lobbying team has been successful with Sadowski funding as well as Community Reinvestment Act (CRA), State Housing Initiatives Partnership Program (SHIP), and State Apartment Incentive Loan (SAIL) funding for its local government clients. We helped secure \$2,000,000 for the City of Palatka to acquire and prepare land for the development of housing. This funding was also used to leverage existing resources (i.e., code enforcement, abatement, utility expansion and surplus of available City land) and increase the availability and production of affordable housing. Becker's federal lobbying team is actively involved and is an expert in the Qualified Opportunity Zone incentive program. We also advocate for maintaining the Low-Income Housing Tax Credit's expansion and the extension of the New Markets Tax Credits. For Palm Beach County, Becker secured \$2,250,000 in for a workforce affordable housing development that will provide gap financing for the acquisition, construction and equipping of condominiums, multi-family rental units, single family homes and townhomes.

Water Quality: Becker lobbyists represent several coastal communities where water quality is a top priority. Becker has helped steer tens of millions of dollars for clean water and related water infrastructure projects to local governments. We know this budget well and have worked closely with agency and committee staff to assist our local government clients. The federal lobbying team has worked on various water projects on behalf of clients, beginning with authorizations through the Water Resources Development Act, all the way through funding through congressional appropriations, and with the Office of Management and Budget. We often work with the U.S. Army Corps of Engineers at the Corps Headquarters and Jacksonville offices facilitating Project Cooperation Agreements. For Sarasota County, we assisted the County in ensuring that the "Waters of the U.S." regulations from the Environmental Protection Agency (EPA) and the Army Corps of Engineers were not applied unnecessarily broadly.

Resiliency & Pre-Disaster Mitigation: Becker has been at the forefront of Everglades restoration funding and environmental mitigation strategies, on behalf of our clients. Lead federal lobbyist, Omar Franco helped lead a coalition of 16 counties around Lake Okeechobee and worked with influential Congressional staff and lawmakers from both sides of the aisle to protect Florida's beaches and waterways on behalf of Palm Beach County. Becker's federal lobbying team also helped Sarasota County secure over \$6 million through the PROTECT Discretionary Grant Program to complete the rehabilitation and storm-hardening of the Manasota Key Bascule Bridge, which serves as an essential evacuation route for nearly 3,000 residents. Becker's Sea Level Advisory Team provides flooding and sea-level rise counsel to a variety of clients with regard to development projects, procurements, insurance claims, land use issues, common ownership housing issues, government mitigation plans and processes, and other related issues. Becker's state lobbying team worked with the American Flood Coalition Action (AFCA) and state leaders to establish statewide resiliency programs that address flooding and sea level rise. Senate Bill 1954 established statewide resiliency programs that assess and address inland and coastal flooding and

sea level rise. SB 1954 also created the Resilient Florida Grant Program within the Department of Environmental Protection (DEP) which provided funding, subject to appropriation, to local governments for the costs of resilience planning and projects to adapt critical assets.

Sustainability: The Becker team understands the City's commitment to resiliency and sustainability. We are at the forefront of policies, resources, and solutions to proactively address flooding and drive adaptation to higher seas, stronger storms, and more frequent flooding. Our state lobbying team worked closely with Governor DeSantis, legislative leaders, the state's Chief Resilience Officer, and the Department of Environmental Protection (DEP) leaders to pass the Always Ready Resiliency law so Florida's cities can be more strategic and proactive in protecting inland waterways, coastlines, shores, and natural resources. We have also secured millions in funding for stormwater drainage, flood mitigation, improvements, and road reconstruction. Becker's state lobbying team recently secured \$700,000 for the Town of Medley to construct a new roadway and drainage system. Improvements will include 26 drainage structures, one outfall control, and 3,200 linear feet of roadway and gutters to enhance traffic flow and water quality, mitigate flooding hazards, and reduce nutrient loading in the groundwater. Becker's federal lobbying team also recently requested \$1.2 million for the Town's wastewater pump station project. If funded, this project will redevelop the pump stations and mitigate future flooding and operational hazards.

Infrastructure: The Becker team has more than two decades of experience impacting transportation infrastructure through policy development and securing funding for transit projects through appropriations and agency programs (State, Federal, and Regional). We have secured state and federal funds for traffic signal coordination, intersection enhancements, streetscape improvements, road widening, mobility projects, road striping and other safety improvements. Becker's state lobbying team helped Miami-Dade County receive \$1,500,000 in FY25 for the North Bulkhead Improvement project which will reconstruct and realign six berths along the north side of Port Miami. For the Virginia Port Authority (VPA), the Becker federal lobbying team secured a total of \$107.1 million in funding through various grants (New Start, Port Infrastructure Development grant, Federal Highways grant) in our first year of representation. VPA/Norfolk Harbor also just received over \$78 million through the FY26 Energy & Water and Financial Services Bill for operations and maintenance.

Economic Development: The Becker team has worked extensively with cities, counties, transit authorities, developers, and investors to support programs to attract and retain businesses and workforce talent to a community. Becker's state lobbying team worked on a non-traditional partnership with Edward Waters University and the City of Jacksonville to obtain funding for public safety training that benefited both the college and the city. The Job Growth Grant Fund allows government entities to partner with the community on projects that promote job growth. To be eligible, buildings must be owned by a municipal government and benefit a public purpose. Becker can provide guidance to the City of Key West in successfully applying for this funding. Becker's federal lobbying team helped Daytona Beach Regional Airport develop airport property in a designated opportunity zone into an innovation park, using the surrounding assets and workforce to generate more and better jobs in the underutilized area. The Becker team also masterfully coordinated economic development planning delegations from federal agencies such as USDOT and the Economic Development Agency to tour sites in Volusia County, resulting in technical assistance and planning grants for priority projects.

Tab 3: References & Quality of Past Performance on Similar Projects



City of Homestead, FL

Zerry Ihekewaba, City Manager,
100 Civic Court, Homestead, FL 33030
nihekewaba@homesteadfl.gov; P: (305) 224-4401

Years of Performance: 2014-Present (state); 2024-Present (federal)

Scope of Work: State & Federal Lobbying

Governmental Bodies: U.S. Congress, DOT, HUD, State Department, EPA, DOI, Office of the Governor, Florida Legislature, FDOT, FDEP.

Legislative and Funding Outcomes:

- ✓ In FY25, Becker's state lobbying team secured \$625,000 to replace and upgrade approximately 2 miles of undersized water mains in the City of Homestead. The team also secured \$575,000 for a bridge expansion at SW 152nd Avenue. The original bridge was built in 1987 and deemed structurally deficient during a 2024 FDOT inspection.
- ✓ Becker's federal lobbying team worked with Rep. Carlos Gimenez to submit a funding request for FY26. Pending approval, the City will receive \$2.2 million for upgrades at Pump Station 11.



Sarasota County, FL

Rob Lewis, Governmental Relations
1660 Ringling Blvd., Sarasota, FL 34236
rlewis@scgov.net; P: (941) 861.7271

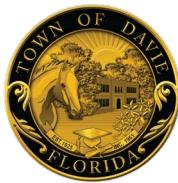
Years of Performance: 2014-Present

Scope of Work: Federal Lobbying

Governmental Bodies: U.S. Congress, FEMA, EPA, HUD, DOT, U.S. Army Corps of Engineers

Legislative and Funding Outcomes:

- ✓ Advocated on behalf of the County to receive over \$210M in direct allocations through the Community Development Block Grant-Disaster Recovery (CDBG-DR) Program;
- ✓ Secured \$4 million in FY24 for the Fruitville Road Capacity Improvements;
- ✓ Secured \$3 million in FY26 House bill for multi-modal roadway improvements;
- ✓ Advocated for post-hurricane relief, including on the issue of debris removal, and worked to advance enacted \$133 billion in relief; also advanced Federal Emergency Management Agency (FEMA) project worksheet approvals, including Turtle Beach;
- ✓ Secured a legislative fix that will prevent FEMA from unreasonable de-obligation more than three years after the project close-out;
- ✓ Assisted the County in ensuring that the "Waters of the U.S." regulations from the Environmental Protection Agency (EPA) and the Army Corps of Engineers were not applied in an unnecessarily broad manner. These regulations would have had a significant impact on Sarasota, and we continue to work to ensure sensible regulation through the ongoing "repeal and replace" effort.



Town of Davie, FL

Leona Henry, Development Administrator
8800 SW 36th Street, Town of Davie, FL 33328
lhenry@davie-fl.gov; P: (954) 797-1035

Years of Performance: 2012 - Present

Scope of Work: Federal Lobbying

Governmental Bodies: U.S. Congress, DOJ, FEMA, DOT

Legislative and Funding Outcomes:

- ✓ Becker helped the Town win a U.S. Department of Homeland Security's Federal Emergency Management Agency (FEMA) de-obligation appeal through the State of Florida associated with Hurricane relief of \$1.2 million.
- ✓ Secured \$2.4 million under the US Department of Homeland Security (DHS) SAFER grant program for fire service staffing in the Town of Davie and \$462,673 through the Assistance to Firefighters Grant for the Town for new self-contained breathing apparatus (SCBA) and an air compressor cascade system for frontline fire engines and rescue units.
- ✓ Coordinated technical assistance training for Town staff to learn how to be more successful in applying for grants, including COPS grants for police funding, SCBA grants for fire protection, and Economic Development Agency (EDA) grants.

Tab 4: Project Approach

Provide a detailed narrative describing your understanding of the City's needs for state and federal lobbying services, and your approach to:



Legislative Tracking, Analysis, and Strategic Advocacy: Representing local governments is a specialty practice for Becker. Our "secret" formula for success is that we are obsessive about learning the institutional history behind an issue or appropriation request, reading every piece of legislation, including amendments and the budget, to ensure that our clients are protected. This practice helps us position our clients to be successful, by knowing what legislation is moving, what legislation is "dead on arrival;" who are the champions and who are the antagonists. Legislative intelligence is the key to effective lobbying. Our team knows where to get it and how to use it to represent our clients.

Becker provides a full range of lobbying, legislative consulting, and advocacy services at both the state and federal levels. Team members will share policy insights and political intelligence with City officials to adapt strategy when needed. Our team will continuously educate legislators, staff, executive branch officials, and key influencers in Tallahassee and Washington, D.C., on the City's issues and concerns to support legislative and budget priorities.

Our State Lobbying Team uses "Lobby Tools" software and our Federal Lobbying Team uses "Bloomberg Government" and "Politico Pro" to track priority bills and provide real-time reporting. Becker will assist the City with tracking policy priorities, funding requests, and other relevant legislation.



Development of a City Legislative Platform and Funding Priorities: Becker will meet with City officials to workshop the key issues and discuss the political and legislative landscape at both the state and federal levels. We will explore all aspects of the City's priorities and identify additional ideas to leverage funding, enhance visibility, and strengthen Key West's position. Once priorities are established and we receive the City's final approval, we will develop a comprehensive work plan with tactics, strategies, and timelines.

To further assess opportunities, we will analyze each priority area's current funding and policy environment and conduct long-term strategic reviews. We will develop a state and federal strategy by working with City officials to identify Key West-focused research, data, analysis, and background in each priority area. This deep-dive data-driven analysis helps shape the narrative used for legislative and administration outreach in support of your priorities. We work year-round to identify emerging state and federal legislative priorities and funding opportunities by talking informally with legislative leaders, agency officials, political experts, elected members, and Capitol staff in Tallahassee, Washington, D.C., and in their home districts.



Coordination with City Commission, Manager's Office, and Key Departments: The Becker team will work closely with the City Commission, City Manager, and other designated staff to research issues and provide due diligence on legislative and funding opportunities and/or potential threats at the state and federal level.

City officials are encouraged to communicate with Key West's delegation members and other key policymakers at the state and federal levels to advance the City's legislative goals. Becker will provide briefing materials, talking points, and a communication mechanism to effectively leverage your intergovernmental advocacy. Our team coordinates meetings, reviews correspondence, and briefs officials before any meeting in Tallahassee or Washington, DC. Becker representatives will also attend these meetings to facilitate engagement and ensure effective follow-up.



Communications and Reporting Protocols: Communication between Becker and the City of Key West is critical to successful advocacy. Communication with the City will be through written materials, oral interaction, electronic reporting, and in-person meetings. The information will be focused, concise, and tailored to the City's legislative agenda. Our decades of experience representing local elected officials help distinguish our approach from other firms. We understand the sensitivities of public sector representation and the importance of regular communication and transparency.

Becker's State Lobbying Team provides daily updates during the Session, plus, at a minimum, weekly reports, and/or meetings with City leaders during the Legislative session. The [weekly written reports](#) during the Session track the status of priority legislation reflecting progress toward accomplishing the objectives outlined in the legislative action plan, regulations, disbursement of appropriations, and any other information on legislative and/or executive issues being tracked or monitored. We will also provide an end-of-session report with the final status of legislative priorities, related items, analysis, and recommendations for future actions.

Becker's Federal Lobbying Team routinely provide our clients with "[Washington Weekly](#)" newsletters, press releases, Congressional testimony, handouts, fly-in leave-behinds, and legislative updates. We also share guidance about upcoming agency rulemaking and advise clients on action items that impact funding or programs. We benefit by being part of a large law firm where our lobbyists rely on Becker's lawyers for legal considerations of new laws, rules, and court decisions.



Interaction with Congressional and Legislative Staff, Agency Officials, and Associations: The Becker team has longstanding personal and professional relationships with decisionmakers at both the state and federal levels. Our bipartisan, multi-ethnic, multi-gender lobbying team connects to diverse sets of decisionmakers from both sides of the aisle. With 13 offices across Florida and a dedicated federal practice based in Washington, D.C., we offer year-round access to State and Federal lawmakers around the state and around the country.

We have long-term working relationships with your local and regional stakeholders (ex. state legislators, business leaders), the Florida Congressional delegation, and Members of Congress with jurisdiction over your priority issues. We are ready to put that knowledge and those relationships to work for the City. We will represent the City in dealings with elected and appointed officials, legislative staff, federal agency officials, both political appointees and career staff. Our strategy of elevating our client's priorities to the right high-level decision-maker and using compelling demographic and economic data to demonstrate need has yielded great success for our local government clients.

We use "Brand Lobbying" to elevate Key West's visibility with key state and federal legislators, including members of the Florida legislative delegation, congressional representatives, committee chairs, and other decision-makers. Our team will arrange targeted one-on-one meetings to introduce or reintroduce the City and its top priorities. Of course, we will prepare tailored talking points for City officials and provide leave-behind materials for staff to follow up. We will also seek opportunities to provide City officials with a public platform to demonstrate thought leadership on a priority issue. Examples include op-eds published in local newspapers or online sources, testimony at hearings, site visits that highlight key initiatives or challenges, and speaking opportunities at trade association's virtual or in-person conferences. In fact, Omar Franco was recently in the City of Key West for the American Water Resources Association's annual conference. He recorded a podcast to discuss today's pressing water issues in Florida with Brett Cyphers, Director of Government Affairs at Sea & Shoreline, Kim Shugar, Senior Advisor and Environmental Policy Lead at the Arrow Group Adam Blalock, Deputy Secretary for Ecosystem Restoration at the Florida Department of Environmental Protection



Approaches to Securing State and Federal Appropriations, Grants, and Favorable Policy Outcomes: The Becker team *differentiates itself* from other lobbyists by conducting a "deep dive" into every aspect of potential state and federal funding for the City. This in-depth approach has been effective in helping Becker clients receive

hundreds of millions in state and federal grants, appropriations, earmarks, and other funding through traditional and untraditional sources.

Our team has built trusting relationships with state and federal appropriation subcommittee chairs, ranking members, agency leads, and key staff resulting in a proven track record of securing agency grants and appropriations. A small number of people make the vast number of appropriations decisions and agency grant funding can be successful with a few proactive strategies.

Securing federal and state grants is a significant but often underutilized opportunity to fund a City's priority programs. The Becker team has been effective at finding little-known grant opportunities, assisting clients with the application and submission process, and knowing the right influencers, strategies, and advocates to help secure the funding.

Include a proposed work plan and timeline, outlining key steps for developing and executing the City's annual legislative agenda.

Becker's State Lobbying Strategy and Timeline

We start preparing our clients early for the legislative session. See the calendar below that we followed last session as an example of how we would approach the 2026 session for the City. This type of calendar is customized for each client and used as guidance throughout the year.

| 2025 Legislative Session Dates | |
|---------------------------------------|---|
| August 2, 2024 | Deadline for Filing Senate Claim Bills <i>Becker will discuss priorities and appropriations requests with the City and travel to Tallahassee.</i> |
| October 15, 2024 | Legislative Budget Requests and Capital Improvements |
| November 19, 2024 | Organization Session |
| December 2-6, 2024 | Interim Committee Week #1 (House Only) |
| December 9-13, 2024 | Interim Committee Week #1 (Senate Only) |
| January 13-17, 2025 | Interim Committee Week #2 |
| January 21-24, 2025 | Interim Committee Week #3 (CANCELED) |
| January 27-31, 2025 | Interim Committee Week #3 (RESCHEDULED & Special |
| By February 2, 2025 | At least 30 days prior to the scheduled annual regular session, the Governor shall furnish each senator and representative with a copy of his recommended budget and revenues |
| February 3-7, 2025 | Interim Committee Week #4 |
| February 10-14, 2025 | Interim Committee Week #5 |
| February 14, 2025 | 5:00p.m. Deadline for Submitting House Appropriation Project Request Form for FY 2025-26 Lobbyist Compensation Report Filing deadline for October 1-December 31 <i>Becker submitted your House Appropriations form before the deadline.</i> |

| | |
|-----------------------------|---|
| February 17-21, 2025 | Interim Committee Week #6 |
| February 28, 2025 | House Member Bill Filing Deadline: All Member bill requests, including requests for companion bills, must be in final draft no later than 5:00 pm. |
| March 4, 2025 | <p>First Day of Session</p> <p><i>Becker begins sending out Weekly reports to keep the City updated on the legislation being discussed in the process.</i></p> <p><i>Becker is in constant communication with the City to ensure that the House appropriations project request form is completed and submitted to the respective House and Senate members.</i></p> |
| March 7, 2025 | 5:00pm Deadline for Submitting Attestation Forms for FY 2025-26 House Appropriation Project Requests |
| April 12, 2025 | Day 40 of Legislative Session |
| April 22, 2025 | <p>Day 50 of Legislative Session</p> <p><i>Becker is in constant communication with the City discussing City funding during the Budget conference.</i></p> |
| April 29, 2025 | The Budget Conference Report Is Due by Tuesday of the Last Week of Session for the 72-Hour “Cooling Off” Period to End by the Scheduled Friday End of Session |
| May 2, 2025 | <p>60th Day- Last Day of Regular Session</p> <p><i>Becker will send a comprehensive End of Session report and will follow up with a comprehensive Session Accomplishments.</i></p> |

| Off Season | |
|---------------------------|--|
| April – June | Meeting with clients/providing legislative updates; engaging with members, attending fundraising events, town hall meetings; scheduling meetings with clients and legislators to discuss legislative priorities; consistent communication via email, memorandums, phone calls, and zoom meetings. |
| July – September | Communicating with legislators, hosting candidate interviews, understanding the legislative agenda for incumbents /candidates, providing campaign support; communicating thoughts and ideas of legislators to clients and providing clients with insight on the “hot topics” for the upcoming legislative session; communicating with clients to provide dates of Committee Weeks, Session dates, Appropriations projects, and Appropriations forms. |
| October – December | Committee Weeks (hosting the client during a week that they select to travel); scheduling meetings with legislators and state agencies |
| January – March | 2026 Legislative Session; during Session, the Becker team will host the City in Tallahassee as needed and provide a weekly memorandum summarizing key session developments; after Session, Becker will deliver a presentation detailing the passed legislation and providing a comprehensive appropriations report. |

Becker's Federal Lobbying Strategy and Timeline

As your lobbyists, we will use our knowledge, expertise, ability, and relationships to assist the City with establishing short and long-term priorities and lay the groundwork for future goals. Our lobbying approach provides a step-by-step strategy with timelines and roles.

1. Assessment of Opportunities – Within the first 30 days

- a. Meet with the City's designated team to analyze policy priorities and conduct long-term strategic analysis for future requests.
- b. Identify allies in the Administration and Congress
- c. Meet with members of the City's Congressional Delegation, Congressional leaders, and staff to evaluate opportunities and obstacles in each priority area.
- d. Identify & meet with Executive Branch officials in support of funding opportunities in priority areas – including federal grants, infrastructure funding, and earmarks.

2. Develop Federal Strategy and Work Plan – Within the first 30 days

- a. Ongoing communication with City officials to develop research, data, analysis, stories in each priority area.
- b. Review budget and leadership priorities to assess opportunities in priority areas.
- c. Monitor administrative rules and regulations and advise on the impact to the City.
- d. Research legislative history and background of relevant programs to develop innovative strategies and tactics for matching programs with priorities.
- e. Finalize tactics for each priority issue.
- f. A written strategy on each program item following approval of the program.

3. Prepare Briefing and Other Materials in Each Priority Area – Within the first 30 days

- a. Work with the City to research, prepare and finalize materials in priority areas.
- b. Develop talking points and background materials.
- c. Develop "leave-behind" materials for Members and staff to reinforce the City's critical messages after calls and meetings.

4. Outreach – Within the first 45 days and ongoing

- a. Meet with the City and Florida delegation members to introduce legislative priorities.
- b. Share legislative agenda with Federal agencies, industry groups, and influencers.
- c. Incorporate influencer input where appropriate to prepare for meetings between City representatives and federal leaders.
- d. Attend committee hearings, issue briefings, and strategy sessions.
- e. Draft letters to send to congressional members regarding City priorities.

5. Advocate for Established Priorities – Ongoing

- a. Present specific requests to the Congressional Delegation to help advance the City's agenda with influential members of the U.S. House and Senate.
- b. Identify grant opportunities, review applications, provide technical assistance and strategy to enhance the likelihood of success.
- c. Use creative, innovative approaches to secure funding.
- d. Secure letters of support from allies.
- e. Draft legislative language, develop position papers, and provide research/data.
- f. Review policy statements and coordinate where appropriate with allied associations to build coalitions supporting the City's agenda.

6. Establish positive relationships with decision-makers and create support in Congress and Administration for priority issues. – Ongoing

- a. Establish regular communication and visibility for City leaders through meetings, thought leadership, and site visits targeting key leaders and influencers.
- b. Identify public policy issues for the City to demonstrate thought leadership in media, industry groups, or with agency and congressional leaders.
- c. Coordinate site visits and accompany congressional members and staff to demonstrate the City's leadership or highlight needs in priority areas.
- d. Identify opportunities and draft Congressional testimony for City leadership.
- e. Arrange meetings for City representatives with Members of Congress, their appropriations staff, and White House/Administration/Agency officials.
- f. Provide 24/7/365 support for City priorities.
- g. Develop meaningful agendas, talking points, and briefing materials.
- h. Monitor and impact legislation and regulations affecting the City.
- i. Establish and maintain regular interaction and assist the City in establishing long-term relationships with influencers, industry groups, and decision-makers.

7. Regular Communication with the City of Key West – Ongoing

- a. Create a calendar of issues and events during the Congressional Session and Committee meeting process.
- b. Written weekly activity reports on pending legislation and City priorities.
- c. Memo-style written reports detailing action taken during the month, status of issues, and anticipated activity during the upcoming month.
- d. Meetings and/or conference calls to update City staff on contacts and advocacy efforts and develop appropriate strategies.
- e. Regular, informal conversations and meetings on priorities, including any trends or intelligence that will help City leaders and staff stay updated on priorities.
- f. In-person presentations to the City leaders on the status of Federal Agenda.
- g. A final comprehensive report on specific legislation or policies affecting the City.

Tab 5: Other Information / Value-Added Services / Local Familiarity

Highlight any unique qualifications your firm brings that would add value to the City.

As a local law and lobbying firm, we pride ourselves on a deep understanding of Key West's priority issues. Our team is well-versed in the local political landscape and maintains strong working relationships with the entire Florida delegation and influential House and Senate members (and their staff). The same is true for critical members of the Trump Administration's team at the federal level and with Governor DeSantis's office, and other Florida agencies. We have close working relationships with Key West's representatives including Florida Rep. Jim Mooney, Florida Sen. Ana Maria Rodriguez, U.S. Rep. Carlos Giménez, U.S. Sen. Rick Scott, and U.S. Sen. Ashley Moody, among others, and regularly engage with their offices to advance municipal priorities.

For example, on behalf of the City of Homestead, the Becker team has focused on supporting efforts to expand hurricane resilience, enhance mobility, upgrade aging water and sewer infrastructure, and drive economic development **at the state and federal level**. Becker's state lobbying team worked with State Sen. Alexis Calatayud to secure \$625,000 to replace and upgrade approximately

two miles of undersized water mains. The team also worked with State Sen. Rodriguez to secure \$575,000 for the bridge expansion at SW 152nd Avenue. Becker's federal lobbying team worked with Rep. Carlos Giménez to submit a \$2.2 million funding request for pump station upgrades.

We have also built and led regional coalitions to show multi-jurisdictional economic impact and secure broad political support. The team has worked with organizations such as the Florida League of Cities (FLC) and National League of Cities (NLC) to build coalitions and develop consensus around local government priorities. As an example, we worked with the FLC recently on defeating a bill that would've preempted Homestead's ability to levy a surcharge for their water and electrical utilities on areas outside of their municipal boundaries. We are also currently working with the NLC to advance key initiatives including:

- Support extension of the Affordable Connectivity Program to ensure residents can maintain access to affordable broadband services.
- Support bipartisan efforts to push for legislation that would ease the federal compliance burden related to federal grants management/compliance for cities, towns and villages.
- Protect local governments from unreasonable liability by advocating for liability protection for municipal drinking water, wastewater and stormwater utilities, landfills and solid waste facilities, airports and fire departments
- Support the long-term reauthorization of the National Flood Insurance Program.

Becker lobbyists have been at the forefront of major policy and funding issues on behalf of our clients for over 30+ years. Our team is well known and well-positioned to assist clients through the governmental processes in Tallahassee and Washington, D.C. We have successfully secured state and federal appropriations, grants, and other revenue sources for our clients. As former legislative staff and seasoned lobbyists with decades of experience representing public entities, we understand the technical intricacies of the state and federal funding process and the political dynamics that influence outcomes in highly competitive environments. We have produced remarkable results for municipal clients, especially in funding their priorities. Becker's state lobbying team secured **\$70.3 million** in 2025, building on the **\$38.7 million** achieved in 2024. Our federal lobbying team has also maintained this momentum: after obtaining **\$103.3 million** in earmarked funding for FY24, the team has now submitted **\$155.8 million** in requests for FY26.

We have also been effective at identifying little-known grant opportunities, assisting with the application and submission process, and connecting with the right partners to secure the funding. Amanda Wood has helped clients, such as the Town of Davie, identify grants and other funding opportunities through federal agencies. No one knows how to leverage government funding like Amanda. She reviews past grant applications and recommends improvements. She also finds innovative ways to leverage already dedicated city funds for enhancements with federal funding. As an example, the EPA recently launched a new grant program, "Water Quality in the Gulf of America," which provides funding for projects aimed at improving water quality or Gulf habitats through nutrient reduction or the mitigation of harmful algal blooms, particularly through demonstration projects that incorporate innovative technologies. Amanda and the Becker team can assist the City in preparing a strong application to secure these funds in a future round.

By understanding the intricacies of Key West, we can tailor our approach to effectively support the City's objectives and help navigate complex political dynamics. We are ready to lead the City and use our integrated State & Federal lobbying expertise to secure appropriations and build relationships with legislators, influencers and policymakers to implement the City's priorities.

Disclose any additional resources needed from the City to carry out the services.

The Becker team will need one main point of contact from the City. This contact will serve as a liaison between different department leaders and help facilitate meetings as needed.

Provide a disclosure of current or former clients that may pose a conflict of interest.

Becker does not have any current or former clients that may pose as a conflict of interest with this engagement.

As a law and lobbying firm, Becker maintains the highest ethical standards for client representation. Our sophisticated conflict system and dedicated professional team ensure that our lawyers uphold the highest ethics and professional standards.

Tab 6: Cost Effectiveness

Becker proposes an all-inclusive flat monthly fee of \$4,000 for the requested State Lobbying Services and \$4,000 for the requested Federal Lobbying Services.

Becker includes any expenses incurred in representing the City in the monthly retainer. The State Lobbying monthly fee includes travel, meals, housing, FedEx delivery, phone and electronic communications, research, tracking, and data services. The Federal Lobbying monthly fee includes local transportation, messenger, and long-distance services. Travel outside of the Washington, D.C. metropolitan area will be reimbursed only if authorized in advance by the City. Fees for other services requested by the City will be determined as needed.

Tab 7: Project Schedule and Deliverables

Provide a high-level project schedule reflecting anticipated workflows, staffing availability, and timelines for deliverables throughout the year.

Becker's lobbying team will provide year-round support to meet the City of Key West's state and federal advocacy needs. Our team's success relies on our ability to work cooperatively and benefit from each other's knowledge and contacts. The key to an effective team strategy is designating a single point of contact to coordinate all issues. Max Losner will serve as the City's State Lobbying point of contact (POC) and Omar Franco will be the City's Federal Lobbying POC. They will know all priorities and liaise with other City officials and department heads who want to communicate with the Becker lobbying team. This streamlined communications structure avoids miscommunications or non-communications.

We understand the importance of "on-call" availability and each team member is available to the City 24/7/365. That is the philosophy of our lobbying team because the lobbying practice is a 24/7 business. Weekends and after-hours are nothing new for our team; we will be working all the time to gain knowledge, offer legislative intelligence, and advocate for the City.

Below is our high-level project schedule outlining key tasks and deliverables for the year.

1. Agenda Development & Strategic Planning (Summer – Fall)

Objective: Assess opportunities and develop the state and federal legislative agenda.

Key Tasks:

- Meet with Key West leadership to review current priorities and identify new issues.
- Develop the City's state and federal legislative priorities.
- Meet with regional influencers to evaluate opportunities and challenges.
- Engage with allies to assess the political landscape.
- Analyze emerging state and federal policy trends.

Deliverables: Provide data/analysis on priority issues; share input from government officials, legislative allies, and agency contacts; draft legislative and funding recommendations.

2. Finalizing Priorities & Strategy (Fall)

Objective: Finalize the Key West's legislative priorities and strategic advocacy plan.

Key Tasks:

- Conduct working sessions with City leadership.
- Attend interim committee weeks and relevant hearings.
- Identify potential conflicts or political sensitivities.
- Finalize legislative priorities and recommended strategies.

Deliverables: Finalize legislative agenda, priorities, and lobbying game plan; notify the City of any potential conflicts.

3. Local Appropriations & Delegation Outreach (Fall – Winter)

Objective: Assist the City with state appropriations requests and engage delegation members. Prepare background information and briefing materials in support of the legislative agenda.

Key Tasks:

- Create a communications plan to present funding priorities to the local delegation and state officials.
- Develop plans to best utilize the City with elected officials and staff.
- Work with the City to draft, strategize and complete funding request applications.
- Develop and secure final approval on public facing materials.

Deliverables: Prepare talking points, briefing materials and presentations for the City; assist with funding request applications and supporting materials; create a communications plan.

4. Outreach, Meetings & Advocacy (Fall – Winter)

Objective: Conduct targeted outreach to Key West legislative and congressional delegation, local leaders, and allied organizations.

Key Tasks:

- Schedule and attend meetings with key lawmakers and staff.
- Coordinate delegation visits to Key West.
- Meet with targeted members before session.

- Identify allies to provide support for City priorities.
- Coordinate D.C. and Tallahassee meetings for Key West leadership.

Deliverables: Create scheduling plan and meeting calendar; create key contact list; provide briefing materials for all interactions; provide debrief sessions after each meeting.

5. Legislative Advocacy & Monitoring (Winter–Spring / Session)

Objective: Execute the City's legislative strategy and respond in real time during session.

Key Tasks:

- Monitor bills, budget items, and regulatory actions.
- Advocate for the City's issues before legislative and executive branch agencies.
- Draft bills, amendments or other language in support of the City's priorities
- Coordinate regular communication with lawmakers and agency heads.
- Prepare City leaders for testimony and engagement.
- Schedule meetings for the City to meet with legislative leaders and cabinet officials.
- Identify hearings and committee meetings for the City to testify/provide official input.

Deliverables: Create funding priorities agenda and develop specific advocacy plan; create a calendar of opportunities for visits, meetings, and testimony; create talking points and briefing materials; provide the City with regular updates and recommendations for modifying plans during committee weeks and session.

6. Federal Advocacy (Year-Round)

Objective: Advance Key West's federal priorities and funding opportunities.

Key Tasks:

- Develop plan for the City to meet with key Members of Congress and agency officials.
- Coordinate meeting logistics and develop a substantive agenda for the City.
- Meet with local congressional delegation to share priorities and coordinate advocacy.
- Identify and educate other congressional allies to build support for the City's agenda.
- Identify opportunities for the City to provide testimony at hearings or on regulations.
- Participate in national meetings relating to Key West's priority issues.

Deliverables: Coordinate funding, legislation and policy related activities with the U.S. Congress and all Federal agencies; provide ideas for programmatic, capital, and innovation funding opportunities; create a list of organizations and special interest groups to collaborate with; provide technical assistance and training to the City regarding legislative process and federal grant making process; provide input from key U.S. Senators and Representatives including the Monroe congressional delegation; prepare regular written and verbal reports.

7. Reporting & Communication (Year-Round)

Objective: Provide regular updates on legislative and regulatory developments.

Key Tasks:

- Stay up to date on legislative priorities.
- Gather data and substantive information from committee hearings, legislative service agencies and outside organizations regarding the legislative agenda.
- Keep contact with allied groups & legislative offices for real-time legislative intelligence.

Deliverables: Verbal communication and weekly written status reports during committee weeks and the legislative session; action alerts; provide a final session report summarizing priorities, the impact of new legislation, and recommendations for future activities; provide status reports on legislative priorities and relevant information regarding congressional activities, policy changes or other pertinent information; provide data, reports, records, strategy recommendations and other information relating to federal lobbying activity; provide in person or virtual briefings for City leaders.

8. Additional Support (Year-Round)

Objective: Provide logistical and strategic support for City officials.

Key Tasks:

- Provide access to Tallahassee and D.C. offices and other resources for City staff to use.
- Participate in annual evaluation and planning based on assigned work.

Deliverables: Provide logistical information for use of offices; participate in annual review.

All reporting and deliverables are included in the cost proposal.

Tab 8: Litigation

Ownership and management structure

Becker is owned by its 27 equity shareholders and led by President & CEO, Gary C. Rosen. Gary is a longtime firm shareholder and practicing attorney. The Firm's Management Committee sets the strategic direction and oversees the management and operation of the firm along with professional staff. The Firm is organized by practice areas: Government Law & Lobbying; Business Litigation; Condo, Co-Op, & HOA; Construction Law & Litigation; Corporate; International; Public, Private Partnerships; and Real Estate. Each office includes an administrative leader and office manager.

Number of years in business and any previous corporate names

Becker & Poliakoff was incorporated on December 22, 1973, and previously operated under the following names: Becker, Poliakoff & Streitfeld, P.A. (filed 11/20/1990); Becker, Poliakoff, Sachs & Streitfeld, P.A. (filed 02/05/1979); Becker, Poliakoff, & Sachs, P.A. (filed 12/18/1978); Becker & Poliakoff, P.A. (filed 06/30/1977).

Experience with similar public-sector lobbying engagements

Government Law & Lobbying has been a core practice area within the firm for more than thirty years. For each of our clients, our goal is to assist with the coordination, development, and ultimately, the success of its legislative program by providing the highest quality, professional, and experienced lobbying services. Our close working relationships with legislative and executive branch leaders and the Florida delegation, along with our extensive network of contacts and deep knowledge of your priority issues, will allow us to provide the City with highly specialized, comprehensive lobbying representation. For decades, Becker has proudly represented cities, counties, and other public entities before the legislative and executive branches in Tallahassee and Washington, D.C.

The synergy of one seamless, integrated state and federal lobbying team demonstrates the value of knowing how to take advantage of the interplay between state and federal funding.

Below is a list of Becker's public-sector state lobbying clients:

- City of Gainesville
- **City of Homestead**
- City of Lauderdale Lakes
- **City of Lauderhill**
- **City of Miami**
- **City of Miami Gardens**
- City of Miami Springs
- **City of North Lauderdale**
- City of North Miami Beach
- **City of Opa Locka**
- City of Pahokee
- **City of Palatka**
- City of Pompano Beach
- City of Sweetwater
- **City of West Park**
- Miami-Dade County
- Miami-Dade County Public Schools
- Orange County
- Town of Lake Park
- **Town of Medley**
- Solid Waste Authority of Palm Beach County
- Village of Pinecrest
- Village of Virginia Gardens

Below is a list of Becker's public-sector federal lobbying clients:

- Broward Metropolitan Planning Organization
- Broward Sheriff's Office
- City of Alexandria, VA
- City of Bartow, FL
- City of Cape Coral, FL
- City of Coral Gables, FL
- City of DeBary, FL
- City of Flagler Beach, FL
- City of Hialeah, FL
- **City of Homestead, FL**
- City of Jacksonville, FL
- **City of Lauderhill, FL**
- **City of Miami Gardens, FL**
- **City of Miami, FL**
- **City of North Lauderdale, FL**
- City of North Miami, FL
- **City of Opa-Locka, FL**
- **City of Palatka, FL**
- City of Plantation, FL
- City of South Miami, FL
- City of St. Pete Beach, FL
- City of Tamarac, FL
- City of Virginia Beach, VA
- **City of West Park, FL**
- City of Winter Garden, FL
- Collier County, FL
- Hennepin County, MN
- Loudoun County, VA
- Mecklenburg County, VA
- Okeechobee County, FL
- Palm Beach County, FL
- Palm Beach Zoo
- Port Tampa Bay
- Sarasota County, FL
- Town of Bay Harbor Islands, FL
- Town of Davie, FL
- **Town of Medley, FL**
- Virginia Port Authority

*We represent the bolded clients at both the state and federal levels.

History of litigation, claims, or ethics violations, especially those related to lobbying, government affairs, or municipal representation

As a law firm, Becker is often included in lawsuits relating to nonpayment or as an additional party. Our Government Law & Lobbying team have not been a party to any litigation in its history and has no claims past or present.

Disclosure of any prior litigation involving the City of Key West

Becker's Government Law & Lobbying team confirms that we have not been involved in any prior litigation involving the City of Key West.

References from at least three clients

City of Homestead, FL
Zerry Ihekwa
City Manager
nihekwa@homesteadfl.gov
P: (305) 224-4401

Town of Davie, FL
Leona Henry,
Development Administrator
lhenry@davie-fl.gov
P: (954)-797-1035

Sarasota County, FL
Rob Lewis
Governmental Relations
rlewis@scgov.net
P: (941)-861-7271

Tab 9: City Forms

Consultants shall complete and execute the forms specified below in this RFP, as well as copies of all business licenses and receipts for business tax.

Anti-Kickback Affidavit

ANTI-KICKBACK AFFIDAVIT

STATE OF Florida)

: SS

COUNTY OF Broward)

I, the undersigned hereby duly sworn, depose and say that no portion of the sum herein bid will be paid to any employees of the City of Key West as a commission, kickback, reward or gift, directly or indirectly by me or any member of my firm or by an officer of the corporation.

By: _____

Sworn and subscribed before me this 1st day of December 2025.


NOTARY PUBLIC, State of Florida at Large



My Commission Expires: 6/5/2027

Public Entity Crimes Form

**SWORN STATEMENT UNDER SECTION 287.133(3)(A)
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES**

THIS FORM MUST BE SIGNED IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER
OFFICER AUTHORIZED TO ADMINISTER OATHS.

1. This sworn statement is submitted with Bid or Proposal for RFP # 25-022

State and Federal Lobbying Services for the City of Key West, FL

2. This sworn statement is submitted by Becker & Poliakoff, P.A.

(name of entity submitting sworn statement)

whose business address is 1 E Broward Blvd, Suite 1800, Fort Lauderdale, FL 33301

and (if applicable) its Federal Employer Identification Number (FEIN) is 59-1640708

(If the entity has no FEIN, include the Social Security Number of the individual

signing this sworn statement _____

3. My name is Gary C. Rosen

(please print name of individual signing)

and my relationship to the entity named above is President

4. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including but not limited to, any bid or contract for goods or services to be provided to any public or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, material misrepresentation.

5. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication guilty, in any federal or state trial court of record relating to charges brought by indictment information after July 1, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.

6. I understand that an "affiliate" as defined in Paragraph 287.133(1)(a), Florida Statutes, means

1. A predecessor or successor of a person convicted of a public entity crime; or
2. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "affiliate" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm's length agreement, shall be a *prima facie* case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.

7. I understand that a "person" as defined in Paragraph 287.133(1)(8), Florida Statutes, means any natural person or entity organized under the laws of any state or of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.

8. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement. (Please indicate which statement applies).

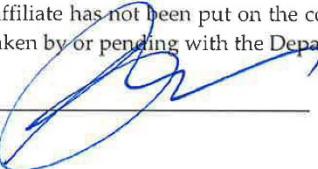
Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members, or agents who are active in management of the entity, nor any affiliate of the entity have been charged with and convicted of a public entity crime subsequent to July 1, 1989, AND (Please indicate which additional statement applies.)

There has been a proceeding concerning the conviction before a hearing of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer did not place the person or affiliate on the convicted vendor list. (Please attach a copy of the final order.)

The person or affiliate was placed on the convicted vendor list. There has been a subsequent proceeding before a hearing officer of the State of Florida, Division of Administrative Hearings. The final order entered by the hearing officer determined that it was in the public interest to remove the person or

affiliate from the convicted vendor list. (Please attach a copy of the final order.)

The person or affiliate has not been put on the convicted vendor list. (Please describe any action taken by or pending with the Department of General Services.)


(signature)

12/1/25

(date)

STATE OF Florida

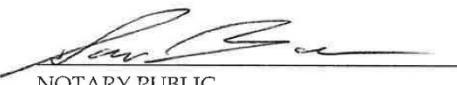
COUNTY OF Broward

PERSONALLY APPEARED BEFORE ME, the undersigned authority,

Gary L. Rosen who, after first being sworn by me, affixed his/her
(name of individual signing)

signature in the space provided above on this 1st day of December, 2025.

My commission expires: 6/5/27


NOTARY PUBLIC



City of Key West Indemnification Form

CITY OF KEY WEST INDEMNIFICATION FORM

To the fullest extent permitted by law, the Consultant expressly agrees to indemnify and hold harmless the City of Key West, their officers, directors, agents and employees *(herein called the "indemnitees") from liabilities, damages, losses and costs, including but not limited to, reasonable attorney's fees and court costs, such legal expenses to include costs incurred in establishing the indemnification and other rights agreed to in this Paragraph, to persons or property, to the extent caused by the negligence, recklessness, or intentional wrongful misconduct of the Consultant, its Subcontractors or persons employed or utilized by them in the performance of the Contract. Claims by indemnitees for indemnification shall be limited to the amount of Consultant's insurance or \$1 million per occurrence, whichever is greater. The parties acknowledge that the amount of the indemnity required hereunder bears a reasonable commercial relationship to the Contract and it is part of the project specifications or the bid documents, if any.

The indemnification obligations under the Contract shall not be restricted in any way by any limitation on the amount or type of damages, compensation, or benefits payable by or for the Consultant under Workers' Compensation acts, disability benefits acts, or other employee benefits acts, and shall extend to and include any actions brought by or in the name of any employee of the Consultant or of any third party to whom Consultant may subcontract a part or all of the Work. This indemnification shall continue beyond the date of completion of the work.

CONSULTANT: 1 E Broward Blvd, Ste 1800, Ft Lauderdale, FL 33301 SEAL:

Address

Signature

Gary C. Rosen
Print Name

President

Title

DATE: 12/1/25

Equal Benefits for Domestic Partners Affidavit

EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF Florida)

: SS

COUNTY OF Broward)

I, the undersigned hereby duly sworn, depose and say that the firm of Becker & Poliakoff, P.A.

provides benefits to domestic partners of its employees on the same basis as it provides benefits to employees' spouses, per City of Key West Code of Ordinances Sec. 2-799.

By: 

Sworn and subscribed before me this 1st day of December 2025.


NOTARY PUBLIC, State of Florida at Large



My Commission Expires: 6/5/2027

Cone of Silence Affidavit

CONE OF SILENCE AFFIDAVIT

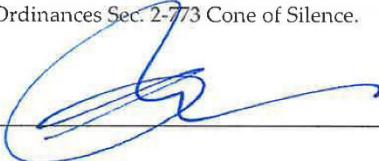
STATE OF Florida)

: SS

COUNTY OF Broward)

I, the undersigned hereby duly sworn, depose and say that all owner(s), partners, officers, directors, employees and agents representing the firm of Becker & Poliakoff, P.A. have read and understand the limitations and procedures regarding communications concerning City of Key West Code of Ordinances Sec. 2-773 Cone of Silence.

By: _____



Sworn and subscribed before me this

1st day of December 2025.



NOTARY PUBLIC, State of Florida at Large

My Commission Expires: June 5, 2027

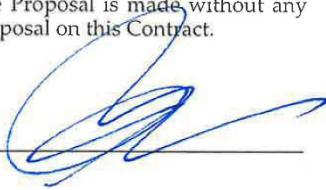


Non-Collusion Affidavit

NON-COLLUSION AFFIDAVIT

STATE OF FLORIDA)
Broward :
SS COUNTY OF MONROE)

I, the undersigned hereby declares that the only persons or parties interested in this Proposal are those named herein, that this proposal is, in all respects, fair and without fraud, that it is made without collusion with any official of the Owner, and that the Proposal is made without any connection or collusion with any person submitting another Proposal on this Contract.

By: 

Sworn and subscribed before me this

1st day of December, 2025.


NOTARY PUBLIC, State of Florida at Large



My Commission Expires: June 5, 2027

City of Key West E-Verify Affidavit

THE CITY OF KEY WEST E-VERIFY AFFIDAVIT

Beginning January 1, 2021, Florida law requires all contractors doing business with The City of Key West to register with and use the E-Verify System in order to verify the work authorization status of all newly hired employees. The City of Key West requires all vendors who are awarded contracts with the City to verify employee eligibility using the E-Verify System. As before, vendors are also required to maintain all I-9 Forms of their employees for the duration of the contract term. To enroll in the E-Verify System, vendors should visit the E-Verify Website located at www.e-verify.gov.

In accordance with Florida Statute § 448.095, **it is the responsibility of the Awarded Vendor to ensure compliance with all applicable E-Verify requirements.**

By executing this affidavit, the undersigned contractor verifies it compliance with Florida Statute § 448.095, stating affirmatively that the individual, firm, or corporation which is engaged in the performance of services on behalf of the City of Key West, has registered with, is authorized to use, and uses the U.S. Department of Homeland Security's E-Verify system.

Furthermore, the undersigned contractor agrees that it will continue to use E-Verify throughout the contract period, and should it employ or contract with any subcontractor(s) in connection with the performance of services pursuant to this Agreement with The City of Key West, contractor will secure from such subcontractor(s) similar verification of compliance with Florida Statute § 448.095, by requiring the subcontractor(s) to provide an affidavit attesting that the subcontractor does not employ, or subcontract with, an unauthorized alien. Contractor further agrees to maintain records of such compliance during the duration of the Agreement and provide a copy of each such verification to The City of Key West within five (5) business days of receipt.

Failure to comply with this provision is a material breach of the Agreement and shall result in immediate termination of the Agreement without penalty to the City of Key West. Contractor shall be liable for all costs incurred by the City of Key West to secure replacement Agreement, including but not limited to, any increased costs for the same services, and costs due to delay, and rebidding costs, if applicable.

12/1/25

Date

(Signature of Authorized Representative)

State of Florida,
County of Broward

Personally Appeared Before Me, the undersigned authority, Gary L. Rosen who, being personally known or having produced his/her signature in the space provided above on this

1st day of December, 20 25.

June 5, 2027

Commission Expires

Sara Lea Barnes



Noncoercive Conduct Affidavit

**AFFIDAVIT ATTESTING TO NONCOERCIVE CONDUCT
FOR LABOR OR SERVICES**

Entity/Vendor Name: Becker & Poliakoff, P.A.

Vendor FEIN: 59-1640708

Vendor's Authorized Representative: Gary C. Rosen, President

(Name and Title)

Address: 1 E Broward Blvd, Suite 1800

City: Fort Lauderdale State: FL Zip: 33301

Phone Number: 954.987.7550

Email Address: grosen@beckerlawyers.com

As a nongovernmental entity executing, renewing, or extending a contract with a government entity, Vendor is required to provide an affidavit under penalty of perjury attesting that Vendor does not use coercion for labor or services in accordance with Section 787.06, Florida Statutes.

As defined in Section 787.06(2)(a), coercion means:

1. Using or threatening to use physical force against any person;
2. Restraining, isolating, or confining or threatening to restrain, isolate, or confine any person without lawful authority and against her or his will;
3. Using lending or other credit methods to establish a debt by any person when labor or services are pledged as a security for the debt, if the value of the labor or services as reasonably assessed is not applied toward the liquidation of the debt, the length and nature of the labor or service are not respectively limited and defined;
4. Destroying, concealing, removing, confiscating, withholding, or possessing any actual or purported passport, visa, or other immigration document, or any other actual or purported government identification document, of any person;
5. Causing or threatening to cause financial harm to any person;
6. Enticing or luring any person by fraud or deceit; or
7. Providing a controlled substance as outlined in Schedule I or Schedule II of Section 893.03 to any person for the purpose of exploitation of that person.

As a person authorized to sign on behalf of Vendor, I certify under penalties of perjury that Vendor does not use coercion for labor or services in accordance with Section 787.06. Additionally, Vendor has reviewed Section 787.06, Florida Statutes, and agrees to abide by same.

Certified By: Gary C. Rosen, who is authorized to sign on behalf of the above referenced company.

Authorized Signature: 

Print Name: Gary C. Rosen

Title: President

Scrutinized Companies Certification

**VENDOR CERTIFICATION REGARDING
SCRUTINIZED COMPANIES LISTS**

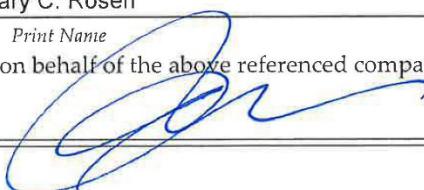
Respondent Vendor Name: Becker & Poliakoff, P.A.
Vendor FEIN: 59-1640708
Vendor's Authorized Representative Name and Title: Gary C. Rosen, President
Address: 1 E Broward Blvd, Suite 1800
City: Fort Lauderdale State: FL Zip: 33301
Phone Number: 954.987.7550
Email Address: grosen@beckerlawyers.com

Section 287.135(2)(a), Florida Statutes, prohibits a company from bidding on, submitting a proposal for, or entering into or renewing a contract for goods or services of any amount if, at the time of contracting or renewal, the company is on the Scrutinized Companies that Boycott Israel List, created pursuant to section 215.4725, Florida Statutes, or is engaged in a boycott of Israel. Section 287.135(2)(b), Florida Statutes, further prohibits a company from bidding on, submitting a proposal for, or entering into or renewing a contract for goods or services over one million dollars (\$1,000,000) if, at the time of contracting or renewal, the company is on either the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, both created pursuant to section 215.473, Florida Statutes, or the company is engaged in business operations in Cuba or Syria.

As the person authorized to sign on behalf of Respondent, I hereby certify that the company identified above in the section entitled "Respondent Vendor Name" is not listed on either the Scrutinized Companies that Boycott Israel List, Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List I understand that pursuant to section 287.135, Florida Statutes, the submission of a false certification may subject such company to civil penalties, attorney's fees, and/or costs and termination of the contract at the option of the awarding governmental entity.

Certified By: Gary C. Rosen President
Print Name Print Title

who is authorized to sign on behalf of the above referenced company.

Authorized Signature: 

END OF SECTION 4

Addendum 1



ADDENDUM NO. 1
State and Federal Lobbying Services
RFP 25-022

This addendum is issued as supplemental information to the Request for Proposal package for clarification of certain matters of both a general and a technical nature. The referenced Request for Proposal package is hereby amended in accordance with the following items:

1. **Clarification:** [No Changes]
2. **Changes to Submission Requirements:** [No Changes]
3. **Updates to Project Timeline:**
 - 1) Bids for RFP 25-022 are due on **December 10, 2025, at 2:30 PM** and shall be submitted to **1300 White Street, Key West, Florida 33040**.
4. **Responses to Questions:** [No Changes]
5. **Additional Resources:** [No Changes]

Signature

Becker & Poliakoff, P.A.

Name of Business

Addendum 2



ADDENDUM NO. 2
State and Federal Lobbying Services
RFP 25-022

This addendum is issued as supplemental information to the Request for Proposal package for clarification of certain matters of both a general and a technical nature. The referenced Request for Proposal package is hereby amended in accordance with the following items:

1. Clarification: [No Changes]

2. Changes to Submission Requirements: [No Changes]

3. Updates to Project Timeline:

- 1)** Requests for Information (RFI) are due to the City by November 26, 2025 @ 3:00 PM (Local Time), the City will respond by November 28, 2025 @ 3:00PM (Local Time).

4. Responses to Questions:

- 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?

1. Answer: Questions are due to the City by November 26, 2025 @ 3:00 PM (Local Time)

- 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?

1. Answer: Proposers should only turn in three client references, the city does not need any financial institutions reference.

5. Additional Resources: [No Changes]

Signature

A handwritten signature in blue ink, appearing to read "Becker & Poliakoff, P.A.", is placed over a horizontal line.

Becker & Poliakoff, P.A.

Name of Business

Addendum 3



ADDENDUM NO. 3
State and Federal Lobbying Services
RFP 25-022

This addendum is issued as supplemental information to the Request for Proposal package for clarification of certain matters of both a general and a technical nature. The referenced Request for Proposal package is hereby amended in accordance with the following items:

1. **Clarification:** [No Changes]
2. **Changes to Submission Requirements:** [No Changes]
3. **Updates to Project Timeline:** [No Changes]
4. **Responses to Questions:**
 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?
 1. **Answer:** The City requests that Proposers provide contact information for public-sector client references. Formal reference letters from these clients are not required.
 2. Are financial statements from the past three years required?
 1. **Answer:** Financial Statements from the past three years are not required for submission.
 3. 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.
 1. **Answer:** Yes. The City would be willing to consider a proposal from a firm that focuses solely on Federal Lobbying Services or State Lobbying Services.
 4. **Additional Resources:** [No Changes]

Signature

A handwritten signature in blue ink, appearing to read "Becker & Poliakoff, P.A.", is written over a blue line.

Becker & Poliakoff, P.A.

Name of Business

Business License and Tax Receipt



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

Detail by Entity Name

Florida Profit Corporation

BECKER & POLIAKOFF, P.A.

Filing Information

Document Number 490721
FEI/EIN Number 59-1640708
Date Filed 12/22/1975
State FL
Status ACTIVE
Last Event CORPORATE MERGER
Event Date Filed 10/19/2022
Event Effective Date NONE

Principal Address

1 EAST BROWARD BLVD #1800
FT LAUDERDALE, FL 33301

Changed: 10/22/2020

Mailing Address

1 EAST BROWARD BLVD #1800
FT LAUDERDALE, FL 33301

Changed: 10/22/2020

Registered Agent Name & Address

LESSER, STEVEN B.
1 East Broward Boulevard
Suite 1800
FT LAUDERDALE, FL 33301

Name Changed: 05/11/2001

Address Changed: 03/19/2015

Officer/Director Detail

Name & Address

Title TD

LEVINE, ALLEN M
1 East Broward Boulevard
Suite 1800
FT LAUDERDALE, FL 33301

Title PD

ROSEN, GARY C
1 East Broward Boulevard
Suite 1800
FT LAUDERDALE, FL 33301

Title SD

LESSER, STEVEN B
1 East Broward Boulevard
Suite 1800
FORT LAUDERDALE, FL 33301

Annual Reports

| Report Year | Filed Date |
|--------------------|-------------------|
| 2022 | 01/06/2022 |
| 2023 | 01/06/2023 |
| 2024 | 01/08/2024 |

Document Images

| | |
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| 01/29/2025 -- ANNUAL REPORT | View image in PDF format |
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| 01/24/2013 -- ANNUAL REPORT | View image in PDF format |
| 02/16/2012 -- ANNUAL REPORT | View image in PDF format |
| 01/07/2011 -- ANNUAL REPORT | View image in PDF format |
| 09/15/2010 -- Amendment | View image in PDF format |
| 02/03/2010 -- ANNUAL REPORT | View image in PDF format |
| 04/21/2009 -- ANNUAL REPORT | View image in PDF format |
| 05/16/2008 -- ANNUAL REPORT | View image in PDF format |
| 02/25/2008 -- ANNUAL REPORT | View image in PDF format |
| 04/09/2007 -- ANNUAL REPORT | View image in PDF format |
| 04/17/2006 -- ANNUAL REPORT | View image in PDF format |
| 03/25/2005 -- ANNUAL REPORT | View image in PDF format |
| 01/28/2004 -- ANNUAL REPORT | View image in PDF format |
| 03/10/2003 -- ANNUAL REPORT | View image in PDF format |
| 05/13/2002 -- ANNUAL REPORT | View image in PDF format |
| 05/11/2001 -- ANNUAL REPORT | View image in PDF format |
| 01/27/2000 -- ANNUAL REPORT | View image in PDF format |
| 02/20/1999 -- ANNUAL REPORT | View image in PDF format |
| 01/29/1998 -- ANNUAL REPORT | View image in PDF format |
| 01/28/1997 -- ANNUAL REPORT | View image in PDF format |
| 01/31/1996 -- ANNUAL REPORT | View image in PDF format |
| 01/31/1995 -- ANNUAL REPORT | View image in PDF format |

State of Florida Department of State

I certify from the records of this office that BECKER & POLIAKOFF, P.A. is a corporation organized under the laws of the State of Florida, filed on December 22, 1975.

The document number of this corporation is 490721.

I further certify that said corporation has paid all fees due this office through December 31, 2025, that its most recent annual report/uniform business report was filed on January 29, 2025, and that its status is active.

I further certify that said corporation has not filed Articles of Dissolution.

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Twenty-ninth day of January,
2025*



Secretary of State

Tracking Number: 9005303403CC

To authenticate this certificate, visit the following site, enter this number, and then follow the instructions displayed.

<https://services.sunbiz.org/Filings/CertificateOfStatus/CertificateAuthentication>

000160

Local Business Tax Receipt

Miami-Dade County, State of Florida
-THIS IS NOT A BILL - DO NOT PAY

236620

BUSINESS NAME/LOCATION

BECKER
2525 PONCE DE LEON BLVD STE 825
CORAL GABLES FL 33134-6051

RECEIPT NO.

RENEWAL
236620



SEC. TYPE OF BUSINESS

212 P.A./CORP/PARTNERSHIP/FIRM

OWNER

BECKER & POLIAKOFF PA
C/O ALAN BECKER PRES

Employee(s) 1



**EXPIRES
SEPTEMBER 30, 2026**

Must be displayed at place of business
Pursuant to County Code
Chapter 8A – Art. 9 & 10

PAYMENT RECEIVED
BY TAX COLLECTOR

\$45.00 07/31/2025
WFED1-25-018220



This Local Business Tax Receipt only confirms payment of the Local Business Tax. The Receipt is not a license, permit, or a certification of the holder's qualifications, to do business. Holder must comply with any governmental or nongovernmental regulatory laws and requirements which apply to the business.

The RECEIPT NO. above must be displayed on all commercial vehicles – Miami-Dade Code Sec 8a-276.

For more information, visit mdctaxcollector.gov