



Greenberg Traurig's
Proposal to Provide
Federal Government Relations Services
(RFP 004-12)

Presented to the City of Key West, Florida

Proposals due by 3:00 P.M. on March 21, 2012

Submitted By:

Diane J. Blagman

Senior Director of Governmental Affairs

Greenberg Traurig, LLP

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March 21, 2012

City of Key West
City Clerk
3126 Flagler Avenue
Key West, Florida 33040

Re: Request For Qualifications for Professional Federal Lobbying Services (RFQ 12-01)

Dear Members of the Selection Committee:

Greenberg Traurig, LLP ("Greenberg Traurig," "GT" or the "Firm") is pleased to present this proposal for professional federal lobbying services to the City of Key West, Florida ("Key West" or the "City"). We look forward to discussing how our capabilities and experience will benefit the City.

Greenberg Traurig, LLP is an international, multidisciplinary law firm with 1,800 attorneys and governmental affairs professionals serving clients from over 30 locations in the United States, Europe and Asia. Over the past 45 years, the Firm has grown rapidly, expanding from its strong local roots in South Florida to a global law firm with over 3,500 employees. The Firm's experience in more than 100 practice areas and its network of contacts in the United States and abroad make GT well-positioned to help its clients achieve their objectives both domestically and globally.

GT's Governmental Affairs practice routinely work with state and federal agencies to identify sources of funding as well as to assist clients in navigating the complex web of local, state and federal regulations and regulators. We have successfully assisted clients in identifying and obtaining sources of funding at the state and federal levels, led them through the grant process, assisted in obtaining necessary permits and, when necessary, assisted the clients with contractual issues.

We are familiar with the issues facing the City of Key West, and understand how local issues translate to federal opportunities. GT has identified the following eight issues of critical importance to the City.

1. Economic Development. GT understands the City's on-going economic objectives regarding the Truman Waterfront, harbor improvements and related community needs, such as water quality improvements and service worker housing. We believe that a multi-prong strategy is critical to supporting the City's diverse needs at the federal level in order to maintain Key West as a premier tourist destination.

2. Water Quality/Infrastructure. We recognize water quality as one of the most important factors in maintaining a sustainable, tourist-based economy. Stormwater and wastewater treatment improvements and recurring maintenance are costly programs which should be supported through state and federal programs. It is not sufficient to simply pursue Section 129 funding through the Army Corps of Engineers. GT will aggressively pursue broader sources of funding, leveraging the Key West Area of Critical State designation to support funding at the federal level.

3. Disaster Recovery and Redevelopment. Key West will continue to experience hurricanes and periodic flooding. Like many of these issues, emergency management involves a close partnership between federal and state programs. We routinely work with these programs and are very familiar with the issues impacting Key West.

4. Transportation. GT has wide ranging experience in developing and implementing funding strategies for major transportation projects. While the North Roosevelt project is underway, Key West is potentially one storm away from an emergency need to expedite reconstruction of the Cow Key Channel bridge. We can assist the City in planning for this type of event and in securing funding through the reauthorization of SAFETEA for its transit and mobility needs. We believe that Key West should pursue federal support for a “complete streets” program that would benefit mature communities, such as Key West, where mobility enhancements rather than extensive capacity improvements, are needed.

5. Beach Renourishment/Shoreline Improvements. GT has substantial experience in permitting beach renourishment and shoreline improvement projects at both the state and federal level. As the City’s Climate Action Plan recognizes, these types of permitting issues will pose increasing challenges as sea level rise impacts the Keys.

6. Military Base Related Issues. We recognize that military installations continue to be a significant consideration in maintaining Key West’s housing stock. While the City has maintained a positive working relationship with the military through the BRAC process, military coordination will continue to present opportunities at the federal level. Team member Joe Corrigan served as the Army’s point person on Capital Hill for Base Realignment and Closure (BRAC), land conveyances, and Army leasing programs, and also led the Army command responsible for the environmental documentation for all Army BRAC actions as well as a command responsible for disposing of real estate made excess by BRAC.

7. Affordable Housing. The Key West economy depends on functional service worker housing as well as workforce housing for police, nurses and other service providers that are vital to the safety of any community. GT understands the housing delivery process from a public and private sector perspective and has extensive experience in working with public officials and private developers to obtain state and federal funding.

8. Permitting Issues. Many of these priorities will continue to require permitting at the federal level. Key West’s natural resources warrant a careful permitting approach that achieves the City’s economic objectives, while maximizing environmental protection. Effective representation at the federal level can also avoid unnecessary problems, such as the recent permitting issues with USFWS and FEMA related to listed species mapping. Proactive communications are critical in such situations and depend on well established relationships with the regulators. Rather than react to a problem, effective representation would ensure that the City is aware of the federal mapping exercise, engages the agencies at the front end, and avoids a misunderstanding. GT has a strong land development and environmental practice group that routinely assists clients with Corps of Engineers Civil Works projects and in obtaining Corps of Engineer permits under both the Clean Water Act and Rivers and Harbors Act.

We understand that priorities evolve and that certain issues may become critical at a given point in time, but we firmly believe that a structured framework is essential for managing short term priorities, while pursuing longer term objectives. Our legislative team will aggressively identify opportunities for additional federal revenue to the City from the many programs which exist throughout the Federal Government. In this regard, we monitor publications identifying grants and funding opportunities. We also maintain extensive communications with appropriate Congressional and Executive officials and staff to ensure we receive relevant information in a timely manner. Our monitoring and knowledge of federal agencies and programs will allow us to provide the City with options on diverse funding opportunities in departments and agencies that would not likely be found by other firms that do not have the broad practice areas of Greenberg Traurig. Greenberg Traurig also understands that policy initiatives undertaken by the federal government

can be just as beneficial, or harmful, to the City as any federal appropriation. This is why we ensure that we are abreast of current and upcoming issues that may affect our clients. Our bipartisan, multidisciplinary team provides a federal coverage that is as broad as it is deep.

Thank you for your time and consideration. Greenberg Traurig is well-positioned to assist the City in setting a new course while supporting its existing program. This proposal is valid for 120 days from the date of submittal. We look forward to working with and achieving results for the City of Key West, Florida.



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Section 1: Introduction

1. Proposer's name and address of central and satellite offices.

Greenberg Traurig, LLP

The work will primarily be performed in our Washington, D.C. office: 2101 L Street, N.W., Suite 1000, Washington, D.C. 20037.

In addition, GT has over 350 attorneys and government affairs professionals in our seven Florida offices (Miami, Tallahassee, Orlando, Tampa, Boca Raton, Fort Lauderdale, and West Palm Beach). GT's attorneys have a thorough knowledge of our Florida communities. Our Firm's culture is built on a strong tradition of community service, which we consider a vital part of our practice. Accordingly, GT holds leadership positions or are otherwise actively involved in civic, professional, and charitable organizations throughout Florida.

GT's experience and resources in Washington, D.C., our strong presence in Miami, and our unparalleled national platform, make us the most qualified team to represent the City before the federal government.

2. Project Manager: telephone number and fax number.

Diane J. Blagman, Senior Director of Governmental Affairs
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3. Current client list, including local governments.

Following is a representative list of current key clients that require similar services to those requested by the City of Key West. More information can be found in **Section 2: Firm Experience and References**.

- Town of Palm Beach, Florida
- Miami-Dade County, Florida
- Commerce City, Colorado
- EL Paso Corporation

Section 2: Firm Experience and References

This section shall include a description of at least two other professional contracts or experiences that are similar to the scope of services described in this Proposal. Each shall include reference name and telephone numbers.

Greenberg Traurig's governmental affairs team represents major corporations and governmental entities before the Congress and the executive branch every day. These interests rely on our attorneys' and governmental professionals' knowledge of the process and access to policy makers to keep them informed on all federal programs, legislation and regulations. The Greenberg Traurig legislative team possesses years of experience working with Capitol Hill, the executive branch, the public and private sectors and both political parties. Armed with this experience, our legislative team effectively identifies the issues and opportunities that affect client decision making and provides timely, strategic plans to achieve clients' objectives.

Our significant experience permits us to provide a full range of legislative services. We assist in drafting legislation, bill analyses, talking points and congressional testimony. We utilize our strong working relationships with administration officials, members of Congress and their staffs to provide our clients with effective, strategic counsel to further their policy objectives. Our experience extends over a broad range of administrative, regulatory and legislative issues including, but not limited to, grant and appropriations work, community and economic development, housing, environmental and energy, health and human services, homeland security, job training, water/wastewater and infrastructure development, as well as obtaining funds from the Department of Defense to assist communities impacted by Base Realignment and Closures.

Greenberg Traurig's proposed team is unique because we will be utilizing the expansive experience of our attorneys and lobbyists based in Washington, D.C. and Tallahassee. This team will provide an unmatched range of opportunities and services ideally suited for the City.

Representative Experience

Town of Palm Beach

Peter Elwell, Town Manager, 561.227.6302, townmanager@townofpalmbeach.com

Greenberg Traurig has represented the Town of Palm Beach for years assisting with the implementation of its comprehensive coastal management program, including the federal and state permitting for the Midtown and Phipps beach restoration projects and subsequent nourishments, the emergency dune for Reach 8, and currently the Reach 8 beach and dune restoration project.

Joe Corrigan is currently working with the Town of Palm Beach to develop a satisfactory solution to the disposal of dredged material as well as to obtain federal cost sharing on the upgrade of a sand transfer plant. This project requires coordinating cost sharing of ongoing dredging as well as changing the cost sharing arrangement for the future. This effort requires coordination with the Florida Congressional delegation as well as with the authorization and appropriations committees.

Miami-Dade County, Florida

Eric Olafson, Manager Port of Miami, 305.577.6427, Olafson@miamidade.gov

Joe Rasco, Intergovernmental Affairs Director, 305.375.5124, jrasco@miamidade.gov

Our 18-year representation of Miami-Dade County has been a fiscal and policy success. Annually, Greenberg Traurig is tasked with specific appropriation assignments and policy issues to lobby. We have

secured over \$300 million in Congressional earmarks spanning a variety of areas for Miami-Dade County. In addition to providing funding assistance, our federal team assists the County in facilitating meetings and strengthening their relationships with Members of the Florida Congressional delegation.

A summary of the funding achieved on their behalf is as follows:

- **Environmental:** Miami-Dade's primary environmental concerns are the Everglades, environmental restoration and dredging of the Miami River, beaches, and coastline. After a vigorous campaign we succeeded in having maintenance funding for the County's beach projects included in the President's budget request.
- **Transportation and Infrastructure:** This category includes aviation, a railway extension, bus purchases and enhancements, traffic mitigation, bridge replacement, highway improvements and other surface transportation projects.
- **Economic Development:** We have worked on a variety of projects that have brought significant economic benefits to the County including a performing arts center, pedestrian plaza, and activity center.
- **Dredging of Miami River:** This was a multi-year project of a low use port with heavily contaminated dredge material. The project is now complete. In order to expedite completion we used Corps authorities such as their ability in certain circumstances to reimburse local sponsors who advance a project funding.

Commerce City, Colorado

Greenberg Traurig has provided federal representation services to Commerce City, Colorado, for the past two years. Our representation focuses primarily on appropriations, legislative authorizations and related issues. As part of this representation, we have organized meetings for the City's elected officials with several members of the Colorado delegation which resulted in a raised awareness of the critical issues facing Commerce City. Also, Greenberg Traurig has facilitated meetings between members of Commerce City's administrative leadership and the federal executive branch in order to advocate for the provision of additional resources to develop a new entertainment park which would abut a national wildlife refuge.

During the brief representation of this client, our efforts have led to the inclusion of a congressionally directed spending request totaling \$400,000 for police equipment enhancements. The request was included in both the House and Senate Commerce, Justice, and Science Appropriations bills for FY 2011.

EL Paso Corporation

James Johnston, Deputy General Counsel, 713.420.4998, james.johnston@elpaso.com

GT is working on a number of projects for El Paso. In the last two years we have assisted in obtaining Corps of Engineer permits around the country for a range of large projects. These include Ruby, a 680 mile, 42-inch interstate gas pipeline connecting Opal, Wyoming with existing gas infrastructure near Malin, Oregon. This project included literally thousands of crossing regulated by three different Corps divisions and numerous districts. We also worked with El Paso on the 300 line in Pennsylvania. This project, which recently was placed into service, required permits from two different Corps districts. We are also assisting El Paso on the Epic site in New Jersey This was a location where the Corps disposed contaminated dredged material in a wetland in the 1950s. The site became part of El Paso's holding later. We obtained all required permits for the clean-up of the wetland and eventual construction of a gas fired electrical generation system in the last

year. This permit required extensive coordination with the Corps at the District, Division, Headquarters level as well as working with the Corps Institute for Water for Water Resources on a challenging policy issue.

Environmental & Infrastructure Issues.

GT represents a number of clients with environmental and infrastructure issues. We routinely work with state and federal agencies to identify sources of funding as well as to assist clients in navigating the complex web of local, state and federal regulations and regulators. We have successfully assisted clients in identifying and obtaining sources of funding at the state and federal levels, led them through the grant process, assisted in obtaining necessary permits and, when necessary, assisted the clients with contractual issues. Following are representative examples which highlight our experience in these areas.

- Our team represented Bexar Metropolitan Water District in federal appropriations matters to secure funding for water infrastructure improvement projects. One matter included working with SAWS to secure funding for Fluoride Expenses through CDC's Oral Health program.
- Our team advocated on behalf of a municipal client for federal funding of an improvement to the waste water plant that allowed reuse of the treated effluent. The project was required because of federal and state limits on the amount of freshwater available to South Florida communities.
- We are involved with developing a model procurement code for one of the nation's largest municipal water systems. This code and the model contracts we are preparing should allow more uniform contracting as well as full compliance with numerous local and federal laws.
- GT has had extensive involvement in working with federal agencies to obtain water from federal projects for local use.
- Over the years, GT has implemented extremely successful strategies to secure funding for beach renourishment in Miami-Dade County. Working in conjunction with the County, similar beachfront communities, and other interested groups – such as the American Shore and Beach Preservation Association and the Congressional Coastal Caucus – we have worked to pass legislation ensuring continued long-term funding of beach renourishment projects. These efforts have culminated in significant wins for the County's renourishment efforts. Most impressively, we have worked with the Executive Branch to have funding for restoration of a majority of County's beaches included in the President's Fiscal Year 2012 budget request.
- On behalf of Miami-Dade County, we have been instrumental in the restoration of the Florida Everglades. Federal agencies began ecosystem restoration activities in the Everglades more than 15 years ago. However, it was not until 2000 when the Florida Delegation, Congress, the Administration and Greenberg Traurig worked to integrate restoration did real change occur. Coordination among all stakeholders yielded an authorization for a 30-year, \$7.8 billion restoration plan.
- Greenberg Traurig, as lead environmental and land use counsel for the Diplomat redevelopment project in Hollywood, Florida, secured federal and state authorizations to address an erosional hot spot through a beach restoration effort in advance of Broward County's implementation of the Segment III project, as well as authorizations to construct bulkhead and seawall improvements for the resort. GT assisted in the formation of a beach coalition group to support the Segment III beach restoration project, as well as lobbying and regulatory support for state and federal permits to facilitate implementation of this project.

- We obtained a permit from the Army Corps of Engineers to construct a seawall to the edge of the federal channel. This permit allowed a South Florida boat yard to expand in order to handle larger vessels. The permit was critical to a project that will add more than 300 high paying jobs in South Florida.
- A member of the GT team worked on the authorization and construction of a series of seawalls that protect the shores in Southern Mississippi. This project, authorized and funded under the Army Corps of Engineers Continuing Authorities Program, allowed three coastal counties to restore their seawalls and the shores which were damaged by hurricanes.
- A member of the GT team led an interagency team for the beneficial use of dredged material. The efforts led to the construction of a large coastal marsh adjacent to a barrier island thus improving habitat and providing storm damage reduction. This project was funded by the federal government with the state government cost sharing a portion of the project's cost.
- Greenberg Traurig worked to pass legislation to correct mapping errors in the Coastal Barriers Resources System as part of the Omnibus Parks Legislation for a private client.

Some Examples of Successful Federal Funding

- Secured over \$29.5 million appropriated for major transit multimodal corridor projects for a major municipality.
- Secured more than \$25 million to renourish approximately 8,000 feet of severely eroded shoreline in Miami-Dade County and provide a field test of potential new materials. This funding was provided through the annual Energy and Water Appropriations bills. In addition, the Fiscal Year 2011 Energy and Water Appropriations Bill includes another \$11 million.
- Secured \$15 million in appropriation funds to facilitate the flow of incoming and outgoing traffic to an entertainment venue, alleviating traffic congestion and bringing greater economic prosperity to the area.
- Secured \$15 million in the Customs Appropriations Bill for a High Energy X-Ray Inspection System to combat cargo theft at the Port of Miami.
- For a municipal client, secured \$5 million in federal appropriations for a railroad cut for a northeastern city's economic development project.
- For a municipal client, secured \$5 million in federal appropriations for a major economic development project in the center of the City.
- Secured \$4.2 million grant from the Federal Aviation Administration to build a replacement control tower at airport in Miami Dade County.

Section 3: Personnel Qualifications and Availability

Identify the names, qualifications and availability of all individuals who will be assigned to this account. Proposals shall also include the role and percent of time that each person will be assigned for work on this project.

Key West would be afforded the full services of our Federal Governmental Affairs team as soon as a contract is signed. Our **Core Team** of Diane Blagman, Ed Barron, Kenneth Metcalf and Joshua Sanderlin will provide direct support to Key West in all issues that require Federal Relations services. In addition, we would draw upon the expertise of other GT colleagues as needed on behalf of the City, and they will be assigned on an as-needed basis.

Full biographies for our team can be found in **Appendix A**. Diane Blagman will be our team leader and is authorized to make representation on behalf of Greenberg Traurig.

Professional	Title	Project Responsibilities
Core Team		
Diane Blagman	Senior Director of Governmental Affairs	<ul style="list-style-type: none"> ▪ Project Manger / Team Leader ▪ Appropriations ▪ Community Development ▪ Housing ▪ Economic Development ▪ Aviation ▪ FEMA
Ed Barron	Shareholder	<ul style="list-style-type: none"> ▪ Appropriations ▪ Environment
Kenneth Metcalf	Director of Planning	<ul style="list-style-type: none"> ▪ Florida Liaison ▪ State-federal interaction ▪ Land Use/Environmental Issues
Joshua Sanderlin	Assistant Director of Governmental Affairs	<ul style="list-style-type: none"> ▪ Day-to-Day Administration ▪ Appropriations ▪ Housing ▪ Transportation ▪ Legislative Analysis
Additional Support		
Joseph Corrigan	Director of Governmental Affairs	<ul style="list-style-type: none"> ▪ Water Projects & Clean Water ▪ Defense ▪ Beach Renourishment ▪ BRAC
Hayden Dempsey	Shareholder	<ul style="list-style-type: none"> ▪ State-federal interaction
Alan Slomowitz	Shareholder	<ul style="list-style-type: none"> ▪ Transportation ▪ Aviation ▪ Water Projects ▪ FEMA ▪ Hazardous Waste Control Programs



Diane Blagman, Senior Director of Governmental Affairs. Diane Blagman specializes in representing municipalities before the federal government and has won millions of dollars in funding for her municipal clients. Among other municipalities, Diane has served as the federal lobbyist for Miami-Dade County, the City of Mt. Vernon, New York, and the City of Oakland. Diane is an expert in the federal appropriations process and has been named a "Top Gun" by Influence Magazine. On Capitol Hill, Diane served as the Chief of Staff to a former Chairman of the House Transportation Appropriations Subcommittee as well as associate staff to the full House Appropriations Committee. Through her tenure, Diane developed a sophisticated knowledge of and proven results in obtaining funding for cities and counties. Over the past 16 years, she has secured well over \$400 million dollars for her municipal clients.



Ed Barron, Shareholder. Ed has experience in Congressional and federal legislative matters and regulatory issues, and has worked with various federal departments and agencies including the White House, the Office of Management and Budget, and independent federal agencies. Ed worked for the U.S. Senate Committees on the Agriculture, Nutrition and Forestry; Judiciary; and Environment and Public Works (EPW). As Deputy Chief of Staff of the U.S. Senate EPW Committee with jurisdiction over the Army Corps of Engineers) Ed met with and did field trips with the Army Corps of Engineers. He continues to meet with senior staff of Members of that Committee as well as the House Transportation and Infrastructure Committee as well as the appropriations subcommittees that fund Army Corps projects.



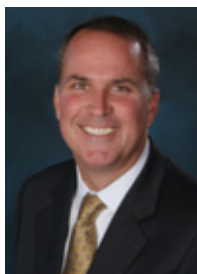
Kenneth Metcalf, Director of Planning. Ken has 27 years of professional planning experience in the public and private sector, including 16 years with the Florida Department of Community Affairs. As DCA Regional Administrator for the Southeast and Treasure Coast Regions of Florida, he regularly interacted with state and federal agencies in implementing the Area of Critical State Concern program, Florida's coastal consistency program and in implementing Florida's growth management program. During his tenure with DCA, he served on numerous committees addressing planning and permitting issues in the Keys and the Everglades. In private practice, he has continued to interact regularly with state and federal agencies on land use, transportation, environmental and housing issues. While serving as the Administrator for the Florida Keys/Key West Area of Critical State Concern program, Ken lived and worked in Key West. He understands the issues in the City very well and has remained actively involved in assisting the City with hurricane evacuation issues and in working on various development projects in the City for private sector clients.



Joshua Sanderlin, Assistant Director of Governmental Affairs. Josh, who received his Masters of Public Administration from Florida State University, has worked in the office of Florida Senator Bill Nelson as well as in the Florida State Senate. Josh heads our legislative research and writing department within our Governmental Affairs practice. He provides our team and our clients with up-to-date information on Congressional actions and media coverage of client issues. Josh is also charged with monitoring all relevant legislation for clients as well as developing issue reports for utilization in our lobbying efforts.



Joseph Corrigan, Director of Governmental Affairs. Joe has extensive experience working with the Department of Defense, the U.S. Army Corps of Engineers, and the Congressional Committees that authorize and fund Corps of Engineer Civil Works projects. A retired Corps of Engineer officer he served in three districts, one division headquarters, the Corps Headquarters and the Army Secretariat. He has extensive experience leading Corps of Engineer civil works projects including navigation, beach restoration, and flood damage reduction projects in the Southeast as well as other parts of the country. Today he focuses much of his practice on obtaining funding for the construction of civil works projects, as well as obtaining the necessary federal permits and approvals from the Corps and other federal agencies. He also routinely works with coalitions and interest groups ranging from the Florida Shore and Beach Preservation Association to the Dredging Contractors of America. Joe often works with the GT professionals in the Tallahassee office on Florida projects, critical habitat designation, and permits.



Hayden Dempsey, Shareholder. Hayden focuses his practice in representing clients before the Florida Legislature and its executive branch agencies. Prior to joining GT, Hayden served as Director for Legislative Affairs for Governor Jeb Bush where he gained an in-depth knowledge of the Legislature and state government. Hayden also practices in the areas of procurement and administrative law and election law.



Alan Slomowitz, Shareholder. For ten years, Alan served as Chief of Staff to Representative Robert A. Borski (D-PA), senior member of the House Transportation and Infrastructure Committee. Alan also served on the staff of the Investigative and Oversight Subcommittee of the Public Works and Transportation Committee when Representative Borski served as Chairman. His expertise includes transportation infrastructure appropriations and legislation. Alan has worked as a senior campaign advisor on several campaigns, including serving as Pennsylvania state director for the 1988 Gephardt for President Campaign, Illinois state director for the 1988 Dukakis for President Campaign, and Pennsylvania state director for the 1992 Clinton for President Campaign.

Section 4: Implementation of Scope of Services

Identify the consultant's proposed methods and an estimate of time necessary for specific activities in the identification and pursuit of federal funding opportunities.

Greenberg Traurig's team is committed to Key West. We have the resources and availability and we will do whatever it takes to "get the job done." Our legislative team aggressively identifies opportunities for additional federal revenue to the City from the many programs which exist throughout the Federal Government. In this regard, we monitor publications identifying grants and funding opportunities on a daily basis. We also maintain extensive communications with appropriate Congressional and Executive officials and staff to ensure we receive relevant information in a timely manner. Our approach and experience in securing funds is two-fold:

- First, we work closely with Members of Congress, agency and White House officials and their staffs in an effort to ensure that the programs which would benefit Key West are fully funded.
- Second, we work closely with our municipal clients at each stage of their applications in an effort to secure prompt approval. In assisting our clients to obtain federal funds, we evaluate each application on three levels – administrative, technical and political.

Also, we can provide the City with updates on diverse funding opportunities from the government. We have and will contact agency officials on the City's behalf to fight for the release of federal funds and will work with the City's Congressional delegation to ensure that appropriated dollars are brought home to the City.

Greenberg Traurig will assist the City in developing a legislative agenda to promote and protect its interests. At the outset, Team Leader Diane Blagman will meet with officials in the City to assess priorities and formulate a strategic plan, objectives and timelines. Diane will lead GT's team in identifying resources and constraints, such as appropriations and other federal funding timelines, hearing schedules, and calendar issues. Guided by the strategic plan, our team will endeavor to lobby for the City's agenda.

The City's federal representation is largely driven by its established federal priorities. Some of these priorities will revolve around the federal fiscal year while others will require a different time schedule, depending on the nature of any particular priority. When Congress abolished the federal earmark process, they fundamentally changed the way municipalities need to approach Congress. Therefore, although it is still important to follow the appropriations process to identify funding programs, it is imperative that the City's federal representative also focus on policy issues particularly those in multi-year authorization bills that can have a dramatic effect on the City's Wastewater Utility and other critical municipal interests.

GT believes that a federal representative's job is to develop a strong working relationship with the client's Congressional delegation. This will assist in accomplishing policy changes as well as gathering congressional support for any of the City's federal funding applications. With these political realities and approaches in mind, Greenberg Traurig's federal representative schedule for the City would be as follows:

Month	Activity
January	Greenberg Traurig (GT) meets with City elected officials and municipal departments to discuss federal subject areas and federal funding needs and/or pending federal funding applications. The City's legislative agenda for the year is formalized and an informational packet is prepared and presented to the City's Congressional Delegation.
February – March	By the first Monday in February, the President submits his budget to Congress. GT apprises the City of any proposed cuts to important funding programs and possible opportunities. GT begins discussions with the City's Congressional Delegation concerning the its federal priorities. The federal team monitors federal funding announcements and identifies executive agency funding opportunities compatible with the City's priorities. GT will review federal agency funding applications and provide advice on the content.
April – July	Congressional appropriations process begins in earnest. GT schedules a "Key West Day." There, the City's chosen delegation and GT meet with key members of the House and Senate to discuss the City's priorities and any outstanding federal funding applications submitted to any agency. GT will draft letters of support for the Congressional Delegation to send to any agency considering a federal funding application submitted by the City. Throughout this period, GT will advance any policy priority identified by the City.
August	Congress recesses for Summer District work period. GT continues to meet with staff from the Congressional Delegation to advocate for the City's policy priorities.
September – December	September 30, fiscal year ends. Majority of appropriation bills passed by both houses and signed into law. As Congress nears the end of session, legislative activity is expedited. This provides additional opportunities to accomplish policy goals. GT will identify these opportunities and continue to gather support for any federal funding applications submitted by the City. GT begins to work with the City to prepare for the next legislative session. GT reports on all session wins.

Key West would be afforded the full services of our Federal Governmental Affairs team as soon as a contract is signed. In addition, we would draw upon the expertise of other GT colleagues as needed on behalf of the City. Assistance for our teams would be provided by the GT Governmental Services support professionals, a group dedicated to serving the needs of our lobbyists and their clients. This in-house support team provides a distinct advantage beyond the services provided by other Governmental Practices and is described below.

Unique to our Washington, D.C. and Tallahassee offices are a group of professionals dedicated to supporting not only our lobbyists and governmental affairs teams, but our clients as well. Together, with our clients and lobbyists, we work to develop a client-directed reporting plan to ensure that clients are kept up-to-date at their desired frequency and in their desired format. We provide our clients with the following:

- **Monitoring of Committee and Floor Debate** – In addition to the presence of our Federal lobbying teams, our support professionals monitor all debates on legislation of major impact to our clients.
- **Defensive Review of Filed Legislation and Amendments** – Our support teams conducts full text searches of all legislation and amendments filed for language impacting our clients.
- **Access to Live Calendar** – Our firm has access to live Congressional House and Senate Floor Calendars. This provides us with the opportunity for up-to-the-minute review of amendments as they are filed and discussed on the State and Congressional House and Senate Floors.
- **Coordination with Advocacy Groups** – Routine contact and coordination with national and regional advocacy groups of civil works projects as well as the dredging industry.

Section 5. Fees

Provide a fixed fee proposal for performing all the work described in this Request for Proposal. Identify all costs anticipated to be associated with this proposal, including meals, travel, lodging and business expenses.

Please provide a description of the cost basis for your proposal.

Greenberg Traurig proposes to provide Federal Government Relations Services to The City of Key West for:

\$120,000 per year

For this fee, we would commit to provide all of the services enumerated in our RFP response, regardless of the number and status of the individuals involved, or hours required to perform such services. Incidental expenses such as long distance phone calls, photocopying, postage, and various filing fees are included in the monthly fee.

Expenses for travel and meals would be incurred only if approved in advance by the City.

Appendix A. Biographies



Diane J. Blagman*

Senior Director of Governmental Affairs
 Governmental Affairs | Entertainment |
 Transportation | Climate Change

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Diane Blagman serves as Senior Director of Governmental Affairs in the firm's Washington, D.C. office. Diane has more than 20 years of experience working on Capitol Hill. She served as a Chief of Staff to a senior Member of Congress and as staff on the House Appropriations Committee.

As Senior Director of Governmental Affairs, Diane brings her knowledge of the political and budget process to Greenberg Traurig and provides strategic advice to various major municipalities, corporations, public entities and major entertainment clients. She represents her clients before government, administrative and regulatory agencies.

Areas of Concentration

- Governmental and administrative
- Appropriations
- Transportation
- Entertainment
- Intellectual Property
- Trade
- Public infrastructure
- Economic development/housing

Significant Representations

- Obtained millions of dollars in federal financial assistance for a major county in the U.S. through the appropriations process in Congress for such items as funding for mass transit system, airport expansion, roads and other infrastructure needs.
- Secured additional immigration, customs and agriculture inspectors at various airports in the U.S. through Congressional earmarks and successfully fought against increased taxes levied against airlines as initially proposed by Congress.
- Identified and obtained through Congress and the Administration new road construction funds for a privately held concert venue.
- Represents major songwriter and performing arts societies before Congress.

Professional and Community Involvement

- Selected by the European Community as one of 12 U.S. participants in its EU Visitors program specializing in transportation and aviation
 - Served on various Presidential, Senatorial and Congressional campaigns
 - Led and participated in official Congressional delegations to Asia, the Middle East, Russia and Europe
 - Addressed and participated in workshops for foreign diplomats and legislatures on the U.S. Congress
 - Board of Governors, National Academy of Recording Arts & Sciences, Washington, D.C. Chapter
 - Board Member, Headcount
 - Board Member, WhyHunger
 - Executive Board Member, Rex Foundation
 - Congressional Liaison, 9/11 Memorial Concert in Washington, D.C.
 - Congressional Liaison for Farm Aid Concert
 - Coordinated the "Live Aid" concert and acted as official liaison and speechwriter to concert officials and Congress
 - Liaison to Executive Producer and Creator of, "Live 8" concert, London, England (2005)
 - Secretary, The Recording Academy, Washington DC Chapter (2007-Present)
 - Supervisor of Credentials, 1992 Democratic National Convention
-

Awards and Recognition

- Selected, *Who's Who in America*
 - Named, *U.S. News - Best Lawyers*® "Law Firm of the Year" in Entertainment Law - Music (2011-2012)
 - Named, "Top Gun," *The Influence Index* (December 2000)
 - Received special commendation from the Alabama State House of Representatives (December 1986)
 - Recipient, Certificate of Appreciation, U.S. Information Agency
-

Key Clients

- The Recording Academy
 - Live Nation Entertainment
 - Miami-Dade County, FL
 - SESAC, Inc.
 - National Association of Bankruptcy Trustees
 - Grammy Foundation/MusiCares
-

Articles, Publications & Lectures

- Quoted, "Holding Hands Across America," *Iberian Lawyer* magazine, May/June 2010

- Diane has spoken for the *Congressional Quarterly* magazine seminars on Congress and Congressional procedure. In addition, she lectures to various federal agency representatives, congressional staff, trade association executives and lobbyists in the federal government and Congress.
-

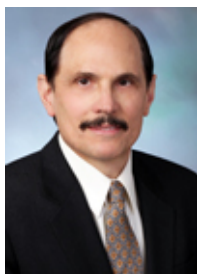
Education

M.A., Legislative Affairs, George Washington University, 1983

B.A., George Washington University, 1974

Admitted to Practice

- * Not admitted to the practice of law.



Edward Barron

Shareholder
Governmental Affairs

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Ed Barron has experience in congressional and federal legislative matters and regulatory issues and has worked with various federal departments and agencies including the White House, the Office of Management and Budget, and independent federal agencies including the Federal Trade Commission (FTC), the U.S. Commodity Futures Trading Commission (CFTC), Federal Communications Commission (FCC), U.S. Copyright Office and the Farm Credit Administration (FCA).

Ed spent 20 years in the public sector at the U.S. Senate as Deputy Chief Counsel of the Senate Judiciary Committee, Deputy Chief of Staff of the Senate Environment and Public Works Committee, and Deputy Chief Counsel and, later, Chief of Staff of the Agriculture, Nutrition, and Forestry Committee.

While legal counsel to the Senate Judiciary Committee, Ed worked on a wide range of matters including: antitrust; patents; telecommunications; compulsory copyright licenses; pharmaceutical issues; radio and broadcast television; land regulation and eminent domain; interstate compacts; wireless issues; competition policy; property rights; international issues and implementation of trade agreements; nominations to the U.S. Supreme Court; and oversight of the U.S. Secret Service, FCC, the U.S. Copyright Office, the FTC, and the Justice Department.

Ed additionally served as a U.S. representative at several World Trade Organization (WTO) Ministerial Conferences, at both World Food Summits and worked on a number of trade issues involving agriculture, environmental policies, conservation, transportation, competition policy, food safety, food security, and intellectual property.

Prior to joining the firm, Ed served as Vice President of Government Affairs and Legislative Counsel for the Air Transport Association (ATAQ), which represents all major U.S. passenger airline and air cargo carriers. In this capacity, he worked extensively on the reauthorization of Federal Aviation Administration (FAA) aviation programs, working with the Senate Commerce and Finance Committees, the House Transportation and Infrastructure Committee, as well as the FAA.

When Ed worked on the Senate Environment and Public Works Committee as well as the Senate Agriculture Committee, he handled issues related to funding highway and bridge construction and issues related to the environment, traffic congestion, MagLev trains, highway safety, Army Corps of Engineers, and intelligent transportation systems. Ed also worked on several farm, conservation, food safety and nutrition laws and issues related to agricultural policies, farm price supports and lending programs; federal nutrition programs; rural telephone and electric matters; water and waste systems; community facilities; international humanitarian aid; trade disputes and agreements; food safety; natural resources; agricultural research; conservation; the organic food program; commodity futures and swaps regulation; and energy and

renewable fuels policy. He also handled some federal litigation on behalf of the Office of the General Counsel of the United States Department of Agriculture (USDA).

An active participant in the community, Ed is on the board of directors of WhyHunger (formerly World Hunger Year), a nonprofit charity and leading advocate for innovative, community-based solutions to hunger and poverty. WHYHunger confronts these problems by advancing models that create self-reliance by offering job training, education and after-school programs, access to housing and healthcare, emergency food assistance, microcredit and entrepreneurial opportunities, and improved access to nutritious foods. WHYHunger was founded in 1975 by the late singer-songwriter Harry Chapin, and operates the National Hunger Hotline under contract with the USDA.

Areas of Concentration

- Competition policy/approval of mergers
- Federal agriculture, forestry and conservation laws
- Federal aviation programs and rules
- FCC issues
- Federal humanitarian food and medical assistance
- Federal Native American policies
- Federal nutrition programs and regulations
- Federal privacy regulation
- Federal renewable energy programs
- Federal tobacco and alcohol regulation
- FTC activities
- Futures and swaps regulation and legislation
- Intellectual property legislation
- Internet and telecommunications legislation
- Interstate compacts
- Organic food standards, food safety and labeling
- Pharmaceutical, biologic and generic drug issues
- Regulation of satellite TV
- Rural banking and financing regarding rural projects
- Rural development, telecommunications and electric programs
- Rural lending and banking practices and regulation
- Rural water and waste issues
- Transportation financing and intelligent transportation systems
- WTO matters

Professional and Community Involvement

- Board member, WhyHunger
-

Awards and Recognition

- Selected, National WIC Association Award (2007)
 - Recipient, Vermont Food Bank Award (2006)
 - Recipient, U.S. Secret Service Award (2005)
 - Selected, World Hunger Year Award (2005)
 - Recipient, Community Food Security Coalition Award (2001)
-

Articles, Publications & Lectures

Ed drafted many published U.S. Senate committee reports, speeches and papers on a variety of issues related to intellectual property, eminent domain, federal nutrition programs, competition and antitrust policies, telecommunications, rural health and telemedicine, rural development and renewable energy programs, satellite TV regulation, conservation and environmental programs, medical privacy, food safety, trade regulation, pharmaceutical and generic drug issues, transportation policy and highway funding, transportation safety, Native American Indian programs, and intelligent transportation systems.

As a Senior Legal Counsel or Staff Director to three U.S. Senate committees, Ed has lectured throughout the nation and presented over the radio and television.

Education

J.D., State University of New York at Buffalo, 1975

B.A., Psychology, Syracuse University, 1970

- Maxwell Graduate School of Citizenship and Public Affairs Scholarship Award
-

Admitted to Practice

- District of Columbia



Joseph Corrigan*

Senior Director

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Joe Corrigan has wide-ranging experience working with the Department of Defense (DOD), the Army Corps of Engineers, and the Congressional Defense Oversight Committees. An Army veteran, Joe spent many years with the Army Corps of Engineers. He also spent five years as an Army Legislative Liaison working with Congress while defending the Army's \$150 billion annual budget.

Joe has demonstrated success in identifying and developing new markets for engineering and construction services both in the United States and overseas. He has experience with defense contracting, program and project management for projects ranging in size from those in excess of \$100 million to those under \$10,000.

Joe served as the Army's point person on Capitol Hill for Base Realignment and Closure (BRAC), land conveyances, and Army leasing programs for three years. He has also led the Army command responsible for the environmental documentation for all Army BRAC actions as well as a command responsible for disposing of real estate made excess by BRAC.

Areas of Concentration

- Base Realignment and Closure (BRAC)
- DOD real estate leasing programs
- Congressionally directed land conveyances
- Army Corps of Engineers Civil Works programs
 - Permitting
 - Cost sharing agreements between the Corps and Civil Works project sponsors
 - Navigation
 - Concessionaire leases at Corps facilities
- Army Corps of Engineers construction contracting and architect engineer contracting procedures
- DOD acquisition programs
- Army implementation of NEPA, NHPA, and NAGPRA

Previous Employment

- Army Legislative Liaison, The Pentagon, 2004-2005

- Serve as the legislative assistant for the Secretary of the Army. Responsible for preparing the Secretary for Congressional hearings, coordinating the Secretary's contacts with Congressional leaders and executing all required preparation for hearings and visits to include preparation of testimony.
- Deputy District Engineer, Mobile Engineer District, 2002-2004
 - Responsible for a 1,400 person engineering organization executing an annual program in excess of \$750 million in five southeastern states as well as Central and South America. Responsible for executing diverse program including real estate leasing and BRAC real property disposals, leasing of real property, construction of military and civil work projects, facilities planning and management, budget development and funds allocation, execution of family housing programs, and a diverse contracting program.
- Division Operations Officer, Gulf Region Division, Baghdad, Iraq, 2003-2004
 - Deployed to Iraq with the mission of activating the Corps of Engineers' Gulf Region Division in Baghdad, Iraq. Within 90 days, had the Division and three districts activated, staffed and executing a program in excess of \$3 billion in 2004. Coordinated the funding, design, contract execution and prosecution of the reconstruction of the Iraqi electric infrastructure, oil infrastructure and the military construction program supporting U.S. forces.
- Army Legislative Liaison, The Pentagon, 2000-2002
 - Deputy Chief of Programs Division, Army Legislative Liaison. Responsible for coordinating all Army activities with the House and Senate Armed Services Committees. Had daily contact with senior Army leaders as well as with members of Congress and their personal and professional staffs ensuring Army needs were adequately articulated to the Congress. Led formation of Senate Army caucus which in the first year grew to 30 Senators. Received the 2002 Pace Award as the outstanding Lieutenant Colonel on the Army staff.
- Army Legislative Liaison, The Pentagon, 1998-2000
 - Served as the legislative liaison responsible for all actions with Congress involving Army Real Estate transactions, BRAC, Military Construction and Real Property Maintenance accounts. In the BRAC program, had extensive involvement in both the authorizing legislation for a new round as well as the execution of earlier rounds. Had daily contact with Deputy Assistant Secretaries of the Army having BRAC responsibilities.
- Defense CEETA, Activity Engineer, 1997-1998
 - Activity Engineer charged with the construction of a 50,000 square foot highly classified facility. Led a diverse group of users in fast tracking the construction of a very complex facility to meet a tight construction completion date while maintaining stringent security standards. Additionally, maintained an existing facility while closing out numerous old construction contracts. These last duties required budgeting and reprogramming The Manne Corps Military Construction Program (MILCON) and other funds.
- Deputy District Engineer, Honolulu Engineer District, 1996-1997
 - Served as Deputy District Engineer for a Corps of Engineer District executing military construction in Hawaii, Kwajalein Atoll, and the Pacific region. Led partnering sessions with contractors to ensure that projects were completed on time and within budget while meeting the customers' requirements. Conducted programs reviews of military funded projects including BRAC. Supported

U.S. Army Hawaii with base operations and the construction and repair of family housing by using private contractors. Supervised Corps of Engineer Real Estate operations in Hawaii.

- Project Manager, New York Engineer District, 1991-1994
 - Project Manager in the West Point Area Office, West Point, New York. Served as the project engineer on numerous military construction projects as well as on environmental restoration projects. Participated in numerous architect engineer selection panels for projects including the renovation of the Cadet Gymnasium and the Cadet Mess Hall; projects with an aggregate construction contract amount in excess of \$140 million. Responsible for contract administration and quality assurance for all Corps projects at West Point totaling over \$50 million per year.
-

Articles, Publications & Lectures

- Speaker, Industrial College of the Armed Forces Weapons Industry Seminar, Spring 2001
-

Education

M.A., Science in Civil Engineering, Purdue University Calumet

B.A., Science, U.S. Military Academy at West Point

Admitted to Practice

- * Not admitted to the practice of law.



Hayden R. Dempsey

Chair, Florida Governmental Affairs Practice
 Governmental Affairs | Procurement |
 Election Law | Global Energy &
 Infrastructure

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Hayden is the Chair of Greenberg Traurig's Governmental Affairs Practice for the State of Florida. He focuses his practice in the areas of lobbying and public policy advocacy, procurement, health care, Attorney General investigations, and election law. Hayden has extensive government experience having served in four governors' administrations. Combined with his many years as a private sector lobbyist and lawyer, Hayden is able to provide clients with an insider's understanding of state government and advise them on both public policy matters and strategic direction.

Before returning to Greenberg Traurig, Hayden served as Special Counsel to Gov. Rick Scott where he oversaw the Legislative Affairs Office and advised the Governor and his staff on legislative and public policy matters. As Gov. Scott's "top lobbyist," Hayden was responsible for passage of the Governor's legislative priorities. He also worked closely with the Governor's agencies to assist in development and passage of their legislative priorities.

Hayden was a shareholder at Greenberg Traurig before joining Gov. Scott's administration. He lobbied on behalf of numerous private and public clients before both the Legislature and state agencies and represented clients in procurement disputes, Attorney General investigations, health care regulatory matters, and election matters. Hayden has represented the presidential campaigns of Bush-Cheney '04, Florida and McCain-Palin 2008, and the gubernatorial campaigns of Gov. Rick Scott, Gov. Charlie Crist, and Gov. Jeb Bush. Hayden also successfully represented Congressman Vern Buchanan in the 2008 recount and Congressional contest of his election.

Hayden previously served as Legislative Affairs Director, Deputy General Counsel, and Special Counsel for Gov. Jeb Bush. He started his professional career working for Gov. Bob Martinez and Gov. Lawton Chiles.

Hayden has been listed in *Best Lawyers in America* and is active in numerous professional, community and political organizations.

Areas of Concentration

- Lobbying and public policy advocacy
- Administration and regulatory litigation
- Procurement
- Attorney General investigations
- Health care regulation

- Election law
 - State appropriations
 - Healthcare
 - Campaign finance
-

Professional and Community Involvement

- Member, Board of Directors, Enterprise Florida, Inc., the State of Florida's official economic development organization, 2011-Present
 - Member, Board of Directors, Space Florida, 2011-Present
 - Member, Capitol Region YMCA Board of Directors 2010-Present
 - Member, Federal Judicial Nominating Commission appointed by Senator Mel Martinez, August 2005-2007
 - Chair, Florida Chapter, Republican National Lawyers Association, 2006-2008
 - Member, Board of Governors, Republican National Lawyer's Association, 2006-2008
 - Member, Gulf States Marine Fisheries Commission (Gubernatorial Appointment), May 2004-January 2007
 - Member, Judicial Nominating Procedures Committee, 2002-Present
 - Member, Governor's Workers' Compensation Reform Commission (Gubernatorial Appointment), 2002-2003
 - Member, Board of Trustees, Florida TaxWatch, 2003-2004
 - Member, ABA House of Delegates, 2000-2002
 - Member, The Florida Bar
 - Member, American Bar Association
-

Awards and Recognition

- Listed, *Best Lawyers in America*, 2007-2011
-

Other Experience

- Co-Chair, Lawyers for McCain, 2006
 - Statewide Chair, Lawyers for Crist-Kottkamp
 - Statewide Chair, Lawyers for Bush-Cheney '04
-

Articles, Publications & Lectures

Articles

- Featured, "Hayden Dempsey: Gov. Rick Scott's Valuable Insider," *Miami Herald*, July 5, 2011
- Featured, "Hayden Dempsey is the Insider in Gov. Rick Scott's Team of Outsiders," *St. Petersburg Times*, July 3, 2011

- Featured, "North Port's Money Really Talks," [HeraldTribune.com](#), March 24, 2007
- Featured, "North Port Finds Success with Lobbyist," *Englewood Sun*, June 03, 2005
- Featured, "Law Teams Poised for Battle," *Miami Herald*, October 31, 2004
- Featured, "Florida's Population to Increase on Election Day," *USA Today*, October 28, 2004
- Featured, "Legal Battle for Presidency Underway," *Washington Post*, October 20, 2004
- Featured, "Lawyers Cram for Election Day," *St. Pete Times*, October 17, 2004
- Featured, "The New Breed," *St. Pete Times*, March 7, 2004

Lectures

- Lecturer, "Florida Election Law Seminar," Republican Party of Florida Annual Meeting, January 28, 2004
-

Education

J.D., Nova Southeastern University Shepard Broad Law Center, 1994

- *Nova Law Review*
- Moot Court Society
- Inns of Court

B.A., Political Science, Wake Forest University, 1990

Admitted to Practice

- Florida
- U.S. District Court for the Northern District of Florida
- U.S. District Court for the Southern District of Florida



Kenneth B. Metcalf*

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Kenneth Metcalf joined Greenberg Traurig's Tallahassee office in 2004 as Director of Planning for the Environmental and Land Development Practice group. He has 27 years of professional planning experience in the public and private sector, including 16 years with the Florida Department of Community Affairs. As Director of Planning, Ken works with Greenberg Traurig attorneys and planners to help clients understand Florida's growth management and permitting arena, providing public and private sector clients with innovative solutions and planning strategies across a broad range of planning issues. Based on his extensive governmental experience, he routinely negotiates with regional, state and federal agencies in regard to compliance permitting and planning issues. Ken is actively involved in the legislative process and presents before the Senate Committee on Community Affairs on planning and development issues.

Prior to joining Greenberg Traurig, Ken served as DCA Regional Administrator for the Southeast and Treasure Coast Regions of Florida where he directed a team of managers and planners in implementing Florida's growth management program, including comprehensive planning, developments of regional impact, areas of critical state concern and coastal zone management. As a high level administrator, he was actively involved in formulating Department growth management policy and implementation strategies, particularly as related to urban sprawl control, smart growth strategies, multimodal transportation planning, concurrency and coastal/environmental planning. Ken also worked closely with state and federal agencies in implementing state-wide environmental and coastal zone management strategies and was active in developing Department policy regarding coastal high hazard area requirements, marina siting and manatee protection plans. He also served as Administrator for transportation planning. In this capacity, he focused on integrating land use and transportation policy, developing land use and transportation standards for multi-modal planning, and working on technical analysis requirements related to concurrency, DRI methodology and hurricane evacuation modeling.

As DCA Administrator for the Florida Keys ACSC Program, Ken was active in developing and implementing State growth management policy in the Florida Keys and Key West. In this role, he interacted regularly with local governments and regional agencies in conducting rulemaking activities, compliance negotiations and enforcement actions. His work involved extensive amendments to the local government comprehensive plans and land development regulations, including major initiatives resulting from rulemaking negotiations on behalf of the Administration Commission (Governor and Cabinet), including the permit allocation system, carrying capacity program, and the ACSC work program involving wastewater facility master planning, land acquisition and special area planning for listed species. Ken has extensive experience in working with regional permitting agencies on habitat protection strategies, including habitat conservation planning efforts for the Florida Key deer and other listed species. During his tenure, he served on numerous federal, state and regional interagency committees.

Mr. Metcalf has been accepted as an expert witness in more than 40 administrative and circuit court proceedings involving a variety of planning subjects, including: urban and regional planning,

comprehensive planning, Florida's growth management requirements, Development of Regional Impact program, Area of Critical State Concern Program, Monroe County and Key West Comprehensive Plans and Land Development Regulations, aerial photograph interpretation and assessment of development impacts. Ken also serves as an adjunct professor at Florida State University, teaching graduate courses in growth management and infrastructure planning and is a frequent lecturer on growth management, planning and development strategies.

Previous Employment

- Florida Department of Community Affairs, FDCA
 - Administrator, Southeast Florida Region
 - Administrator, Florida Keys Area of Critical State Concern
 - Transportation Planning Administrator
 - Manatee Protection / Marina Siting Policy Administrator
 - City of Ocala, Florida
 - Senior Planner
 - MPO Coordinator
-

Education

M.S., *summa cum laude*, Urban and Regional Planning, Florida State University, 2002

B.A., University of Florida, 1985

Awards and Recognition

- Listed, *Legal 500 US*, 2008 edition
 - American Institute of Certified Planners
 - Edward McClure Award for Academic Excellence
 - "Excellence in Planning," Florida American Planning Association for Co-authoring Ocala Historic Preservation Element
-

Areas of Concentration

- Comprehensive Planning/Land Development Regulations
- Areas of Critical State Concern
- Developments of Regional Impact
- Legislation and Administrative Rulemaking
- State and Federal Regulatory Programs
- Federal Coastal Consistency Program
- Transportation/Multi-modal Planning
- Emergency Management/Evacuation Modeling

- Coastal Zone Management and Environmental Planning/Permitting
 - Affordable Housing Programs and Development Strategies
 - Development Feasibility/Impact Analysis
 - Redevelopment/Historic Preservation
 - New Towns/Urban Villages/Mixed Use Development/Sustainability
 - Sector Plans/Special Area Plans/Neighborhood Master PlansDevelopments of Regional Impact
-

Admitted to Practice

- * Not admitted to the practice of law.



Alan Slomowitz

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Alan Slomowitz focuses his practice on governmental affairs. He served 10 years as Chief of Staff to Representative Robert A. Borski (D-PA), senior member of the House Transportation and Infrastructure Committee. From 1989 until 1992, Alan also served on the staff of the Investigative and Oversight Subcommittee of the Public Works and Transportation Committee when Rep. Borski served as Chairman. His experience includes transportation infrastructure appropriations and legislation.

Alan has worked as a senior campaign advisor on many Presidential and Congressional elections, including serving as Pennsylvania State Director for the 1988 Gephardt for President Campaign, Illinois State Director for the 1988 Dukakis for President Coordinated Campaign, and Pennsylvania State Director of the 1992 Clinton for President Coordinated Campaign. His previous experience includes serving as the vice president of an international infrastructure development company.

Areas of Concentration

- Federal
- Regulatory
- Legislative

Significant Representations

- Secured legislation eliminating millions in unfair tariffs for large U.S. chemical company that threatened the company's global economic competitiveness as well as thousand of U.S. jobs.
- Secured legislation providing hundreds of thousands for improvements to Milwaukee harbor through implementation of innovative state-federal project design, planning and implementation.
- Secured House passage of legislation providing the first congressionally authorized status plebiscite for Puerto Rico.
- Secured millions in federal appropriations for airport security and capacity improvements.

Key Clients

- Averitt Express
- AtoFina North America Inc.
- Mississippi Choctaw Indians
- Tenix

- Romanian Radio Broadcasting Corporation
-

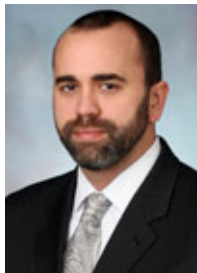
Education

J.D., Hofstra University School of Law, 1979

B.A., University of Wisconsin-Milwaukee, 1973

Admitted to Practice

- District of Columbia



Joshua R. Sanderlin*

Assistant Director
Governmental Affairs

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Joshua Sanderlin serves as Assistant Director of Governmental Affairs in the firm's Washington, D.C. office. He advocates for clients before Congress, monitors and tracks federal legislation, drafts issue briefs and reports, conducts governmental affairs research, and ensures that all clients are kept abreast of the developments surrounding the issues which effect their interests.

Prior to joining the Washington, D.C. governmental affairs team, Joshua was a member of the firm's Tallahassee legislative team. He has also worked for the Florida Senate, U.S. Senator Bill Nelson and the Florida Democratic Party.

Areas of Concentration

- Appropriations
- Transportation
- Project authorization
- Trade
- Housing

Key Clients

- Miami-Dade County, FL
- Research Triangle Institute
- Toyota
- City of North Port, FL

Previous Employment

Florida Senate Committee on Children and Families, Tallahassee, FL

- Performed legislative analyses, drafted amendments, briefed Senators on legislation, tracked legislation, coordinated with state agencies in order to provide legislative analyses to committee members.

Florida Democratic Party, Tallahassee, FL

- Focused on policy analysis and evaluation, researched legislation, provided briefs on legislation and policy areas, and designed methods for legislative analysis.

Office of U.S. Senator Bill Nelson, Washington, D.C.

- Drafted legislative memos for the Senator's review; Attended hearings and provided analysis of the substance; Interacted with constituents visiting Washington, D.C. and responded to constituent correspondence.
-

Education

The Catholic University, Columbus School of Law

- Candidate for Juris Doctorate, May 2012

M.P.A., Florida State University, 2006

B.A., Jacksonville University, 2004

Admitted to Practice

- * Not admitted to the practice of law.

Appendix B. Required Forms

ANTI-KICKBACK AFFIDAVIT

~~STATE OF FLORIDA~~

~~SS~~

District of Columbia

~~COUNTY OF MONROE~~

I, the undersigned, hereby duly sworn, depose and say that no portion of the sum herein bid will be paid to any employee 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.

Diane Blagman

BY: Diane Blagman, Senior Director

Greenberg Traurig, LLP

sworn and prescribed before me this 19 day of March, 2012

Jean Jackson
NOTARY PUBLIC, State of Florida

My commission expires:
JEAN JACKSON
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires May 31, 2014



SWORN STATEMENT PURSUANT TO SECTION 287.133(3)(A)
FLORIDA STATUTES, ON PUBLIC ENTITY CRIMES

THIS FORM MUST BE SIGNED AND SWORN TO IN THE PRESENCE OF A NOTARY PUBLIC OR OTHER OFFICIAL AUTHORIZED TO ADMINISTER OATHS,

1. This sworn statement is submitted to The City of Key West, Florida
by Diane Blagman
(Print individual's name and title)
for Greenberg Traurig, LLP
(print name of entity submitting sworn statement)

whose business address is 2101 L Street, N.W., Suite 1000, Washington, D.C. 20037
and (if applicable) its Federal Employer Identification Number (FEIN) is 13-3613083
(If the entity has no FEIN, include the Social security Number of the individual signing
this sworn statement: _____)

2. 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 of the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "conviction" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record relating to charges brought by indictment of information after July 01, 1989, as a result of a jury verdict, nonjury trial, or entry of a plea of guilty or nolo contendere.
4. 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 a controlling interest in another person, or a pooling of equipment of 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.
5. I understand that a "person" as defined in Paragraph 287.133(1)(e), Florida Statutes, means any natural person or entity organized under the laws of any state 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 a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement (indicate which statement applies).
- Neither the entity submitting this sworn statement, or any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July, 1989.
- The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 01, 1989.
- The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 01, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted vendor list. (attach a copy of the final order).

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH ONE (1) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31 OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT IN EXCESS OF THE THRESHOLD AMOUNT PROVIDED IN SECTION 287.017, FLORIDA STATUTES, FOR THE CATEGORY TWO OF ANY CHANGE IN THE INFORMATION CONTAINED IN THIS FORM.

Diane Blagman
(SIGNATURE)

3-19-2012
(DATE)

STATE OF District of Columbia

COUNTY OF _____

PERSONALLY APPEARED BEFORE ME, the undersigned authority Diane Blagman who, after first being sworn by me, (name of individual) affixed his/her signature in the space provided above of this 19 _____ day of March, 2012

Jean Jackson
NOTARY PUBLIC

My commission expires: **JEAN JACKSON**
NOTARY PUBLIC DISTRICT OF COLUMBIA
My Commission Expires **May 31, 2014**

