

# GRAY | ROBINSON

Relationships. Resources. Results.



## City of Key West RFP #010-19 State Government Relations Services

August 14, 2019



**PRESENTED BY:**

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*\*Denotes non-attorney professional*

## 1. INTRODUCTION

### a. Proposer's name and address of central and satellite offices.

GrayRobinson attorneys and consultants service clients throughout the State of Florida, our nation's capital, across the country, and all over the world from our offices in Boca Raton, Fort Lauderdale, Fort Myers, Gainesville, Jacksonville, Key West, Lakeland, Melbourne, Miami, Naples, Orlando, Tallahassee, Tampa, Washington, DC, and West Palm Beach. Addresses for all offices can be found below.

#### **Boca Raton**

Mizner Park Office Tower  
225 N.E. Mizner Blvd.  
Suite 500  
Boca Raton, FL 33432  
Phone: 561-368-3808

#### **Fort Lauderdale**

401 E. Las Olas Blvd.  
Suite 1000  
Fort Lauderdale, FL 33301  
Phone: 954-761-8111

#### **Fort Myers**

1404 Dean St.  
Suite 300  
Fort Myers, FL 33901  
Phone: 239-340-7979

#### **Gainesville**

720 SW 2nd Ave.  
Suite 106  
Gainesville, FL 32601  
Phone: 352-376-6400

#### **Jacksonville**

50 N. Laura St.  
Suite 1100  
Jacksonville, FL 32202  
Phone: 904-598-9929

#### **Key West**

221 Simonton St.  
Key West, FL 33040  
Phone: 305-294-0252

#### **Lakeland**

One Lake Morton Drive  
Lakeland, FL 33801  
Phone: 863-284-2200

#### **Melbourne**

1795 W. NASA Blvd.  
Melbourne, FL 32901  
Phone: 321-727-8100

#### **Miami**

333 S.E. 2nd Ave.  
Suite 3200  
Miami, FL 33131  
Phone: 305-416-6880

#### **Naples**

3838 Tamiami Trail N.  
Suite 410  
Naples, FL 34103  
Phone: 239-598-3601

#### **Orlando**

301 E. Pine St.  
Suite 1400  
Orlando, FL 32801  
Phone: 407-843-8880

#### **Tallahassee**

301 South Bronough St.  
Suite 600  
Tallahassee, FL 32301  
Phone: 850-577-9090

#### **Tampa**

401 E. Jackson St.  
Suite 2700  
Tampa, FL 33602  
Phone: 813-273-5000

#### **Washington, DC**

439 New Jersey Ave. SE  
Washington, DC 20003  
Phone: 202-546-1761

#### **West Palm Beach**

515 N. Flagler Dr.  
Suite 1425  
West Palm Beach, FL 33401  
Phone: 561-268-5727



**b. Project Manager's telephone number and email address.**

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Attorney and lobbyist **Jason Unger** will serve as the project manager and Team Lead for this proposal. His telephone number is **850-577-5489**, his cell phone number is **850-322-2599**, and his email is **jason.unger@gray-robinson.com**.

**c. Current client list, including local governments.**

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**Florida Legislative and Executive Branch Lobbying Clients**

Allergan USA, Inc.	City of Key West	Florida Brownfields Association, Inc.
Alliance for Safety and Justice, a project of the Tides Center	City of Kissimmee	Florida Library Association
Aramark Correctional Services, LLC	City of Lakeland	Florida Municipal Electric Association
Arnie's Army Charitable Foundation, Inc.	City of Neptune Beach	Florida Municipal Power Agency
Associated Builders & Contractors of Florida, Inc.	City of Orlando	Florida Nurses Association
Atlantic Housing Partners, LLLP	City of Oviedo	Florida Outdoor Advertising Association
Automated Health Systems, Inc.	City of Port St. Lucie	Florida School Boards Association
AvMed, Inc.	City of St. Cloud	Florida Society of Health-System Pharmacists, Inc.
Board of Trustees of Western Michigan University	City of West Palm Beach	Florida Society of Oral and Maxillofacial Surgeons
Broward College Foundation, Inc.	City of Winter Park	Florida Surety Association
Brown & Brown, Inc.	College of Central Florida Foundation, Inc.	Florida's Vision Quest
Camelot Community Care Inc.	Common Threads	FMSbonds, Inc.
Canaveral Port Authority	CORE Construction Services of Florida, LLC	Focus School Software, LLC
Cellebrite Inc.	Cornerstone Hospice & Palliative Care	Frito-Lay, Inc.
Centene, DBA Sunshine Health	Crystal Lagoons U.S. Corp.	Gatorade
Central Florida Hotel & Lodging Association	DeLeon's Bromeliads, Inc.	Gulf County
Central Florida Regional Transportation Authority (LYNX)	Deloitte Consulting, LLP	Gulf Power Company
Central Florida Zoo & Botanical Gardens	Devereux Foundation, Inc.	Hendry County Board of County Commissioners
Centurion Managed Care	Dewberry Engineers, Inc.	Hendry County Economic Development Council
Charlotte County	Disasters, Strategies & Ideas Group, LLC	Hillsborough County Aviation Authority
Chase Enterprise Leisure Resorts, Inc.	Dosal Tobacco Corporation	IMG College, LLC
ChildNet, Inc.	Eskimo Hut Worldwide	ISF, Inc.
Christian Prison Ministries, Inc.	Florida Association of Insurance Agents	Islamorada Village of Islands JEA
City of Clermont	Florida Academy of Physician Assistants	Jetro Rd Inc., DBA Restaurant Depot
City of Fort Myers	Florida Association of Agencies Serving the Blind	JPMorgan Chase Holdings LLC
City of Greenacres	Florida Association of the American Institute of Architects	Kologik
City of Groveland	Florida Association of Counties	Laboratory Corporation of America
City of Hollywood	Florida Association of Rehabilitation Facilities	Lake County
		Lake County School Board

Levy County School Board	Palm Beach County Sherriff's Office	Southern Gardens Citrus Holding Corporation
LifeLink Foundation, Inc.	PDCS, LLC	Southern Gardens Citrus Nursery Corporation
Lighthouse Central Florida	Pepsi Bottling Company	Southern Gardens Citrus Processing Corporation
Lockheed Martin Corporation	Pepsi Cola North America	St. Augustine Distillery
Management & Training Corporation	PepsiCo	St. Lucie County Schools
Melbourne Airport Authority	Public Consulting Group	STEPS, Inc.
Metropolitan Systems, Inc.	Quaker Foods & Beverages	Study Edge
Miami Bridge Youth and Family Services, Inc.	RB Jai-alai, LLC	Sysco Corporation
Miami Dolphins	RiverStone Claims Management LLC	Target Corporation
Miami Downtown Development Authority	Rx Development/Psychological Addiction Services	Tech Care for Kids, Inc.
Miami-Dade County	Rx Development Associates, Inc.	The 4R Foundation, Inc.
Miami-Dade Expressway Authority	Sanford CRA (Lake Monroe Waterfront & Downtown)	Transition House, Inc., The
Monroe County Board of County Commissioners	Santa Fe College Foundation	Tropicana Products, Inc.
MV Transportation, Inc.	SantaFe Senior Living, Inc.	Twin Creeks Development Associates, LLC, a Florida limited liability company
National Association of Industrial & Office Properties	Sarasota Memorial Health Care System	Uber Technologies, Inc. and Affiliates
National Council, Boy Scouts of America, Inc.	SAS Institute, Inc.	United States Sugar Corporation
National Lightning Protection Corporation	SAVE Foundation, Inc.	University of Central Florida Foundation, Inc.
Nelson & Company, Inc.	School Board of Broward County, Florida, The	University of Central Florida Student Government Association
Non-Profit Insurance Services, Inc.	Scott Bartek c/o Stanley Plappert, Esq.	Villages, The
NORESCO, LLC	Seavin, Inc.	Village of Estero
On-Street Media Florida, Inc.	Self-Storage Association	Walt Disney Parks and Resorts, U.S.
OneBlood, Inc.	Seminole County Supervisor of Elections	WeWork
Oracle America, Inc.	Shands Teaching Hospital and Clinics Inc.	Whitis Consulting/Cassidy Holdings LLC
Orange County Government	Sodexo, Inc.	Woodard & Curran, Inc.
Orange County Library District	South Broward Hospital District	Worldwide Interactive Network
Orange County Sheriff	South Central Florida Express, Inc.	ZFPP, LLC
Orlando Economic Partnership, Inc.	Southern Gardens Citrus Groves Corporation	
Orlando Magic		

## 2. FIRM'S OR INDIVIDUAL'S EXPERIENCE AND REFERENCES

**a. This section shall include a description of at least two (2) other professional contracts or experiences that are similar to the scope of services described in this proposal. Each shall include a reference name and telephone number(s).**

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GrayRobinson has a strong and widely acknowledged background in Legislative and Executive branch government relations services, and decades of experience in lobbying the Florida Legislature, both offensively and defensively, on behalf of public entities. Many of our consultants and attorneys began their careers, or have invested portions of them, as staff to the Florida Legislature, the Governor's Office, and state agencies. In addition to veteran lobbyists, the GrayRobinson Team includes two former Speakers of the Florida House, a former State Senator, the former House and Senate General Counsel, the immediate past Chief of Staff and the immediate past General Counsel to Governor Scott, a former counsel to the Speaker of the Florida House of Representatives, multiple local government finance and policy experts, and former political consultants. This experience enables GrayRobinson to provide our clients with a unique perspective on the most efficient means of meeting their legislative goals.

As well, we have decades of experience successfully representing our clients before Florida's regulatory agencies, including but not limited to: the Department of Education, Department of Financial Services, Office of Insurance Regulation, Attorney General, Florida Department of Transportation, Division of Emergency Management, Florida Department of Environmental Protection, Department of Business and Professional Regulation, Agency for Health Care Administration, and Department of Economic Opportunity. We are especially familiar with the Florida Department of Transportation, Florida Department of Environmental Protection, and the Division of Emergency Management, three agencies with which we have worked closely and that are important to achieving the City's goals. Our Firm members are active in the political process, maintaining close and meaningful relationships with legislators, and key statewide and local political leaders. The combined experience of these members affirms the Team's strong working knowledge of legislative, administrative, and regulatory processes at the state level.

Our experience in advocating for and against substantive legislation, pursuing worthy regulatory reforms, advocating within and successfully effecting the appropriations and amendatory processes, and our unmatched understanding of and expertise in legislative and executive lobbying makes GrayRobinson ideally suited to continue serving the City in this capacity. This Team has been strategically chosen in order to provide the City with the most diverse legal, policy, budgetary and political backgrounds and skillsets.

The nature of the representation GrayRobinson has provided to the City of Key West during the past 12 years provides a significant advantage. Through our work with you, we have an intimate understanding of critical issues facing the City, from environmental concerns and emergency management to transportation matters such as the Cow Key Bridge. GrayRobinson opened its Key West office in 2003, and through our community support and commitments as a resident, we have grown to deeply appreciate the City and its culture, its unique geography and economy, its opportunities, and its challenges. There is no one better suited to continue this representation.

The Team's approach to representing the City is outlined in the following pages. We trust the professional accomplishments of individual Team members sufficiently speak to the Team's ability as a whole to continue to develop and execute a strategy for representing the City at meetings with leadership in the Florida Legislature, state agencies and the Executive Office of the Governor.

We provide the following two reference contacts for professional contracts that are similar to the scope of services described in this RFP.

#### REFERENCE #1 CITY OF ORLANDO

**Description:** GrayRobinson provides full-service Legislative and Executive branch advocacy and lobbying for both policy priorities and appropriation projects for the City of Orlando. The following bullet points include successes GrayRobinson has achieved on behalf of the City of Orlando through its representation:

- Secured \$100,000 for Rapid DNA project that will allow the Orlando Police Department and surrounding jurisdictions to more quickly test rape kits addressing both the backlog of untested kits and expediting future investigations. (2019)
- Defeated legislation aimed at restructuring Metropolitan Planning Organizations. (2018)
- Defeated legislation targeting the structure, allowable expenditures, reporting requirements and length of existence of Community Redevelopment Agencies. (2018)
- Helped pass a public record exemption bill related to police body cameras when the footage captured is exempt from public record disclosure. (2016)
- Lobbied to restore the Government Event Tax Exemption without a sunset date. This little known but valuable tax exemption was automatically repealed from statutes in 2009. It allowed counties and/or municipalities to conduct events at their public venues without charging a sales tax on admissions. This was put in place to avoid the “robbing Peter to pay Paul” scenario of a local government collecting taxes on its own event, only to turn it over to the state. Many communities, including the City of Orlando, relied on these events for revenue to support their local venues. (2016)
- Secured passage of legislation that clarifies that the clerk of the courts cannot collect administrative costs on Uniform Traffic Citations (UTCs). This guarantees that local governments will receive their full statutory allotment of a paid citation. (2016)
- Worked with stakeholders to secure \$20 million for the University of Central Florida’s Downtown Campus. Additionally, we defeated an effort to preempt local governments from regulating the use of polystyrene products on public lands. (2014)
- Secured amendment to clarify that, in instances where a municipality is the entity providing the required local financial incentive for an economic development project under the QTI program, it is the municipality, and not the County in which it resides, that handles all coordination with OTTED and provides the required wage-scale calculations. (2013)
- Served as part of the lead lobbying group to enact legislation that would allow counties and municipalities to use red light camera technology in the enforcement of red light violations. This was an eight-year battle culminating in the passage of means to ensure further safety on Florida’s roads. While there were other lobbyists working on this issue, our Team participated in and often led the meetings that developed the final form of this legislation. (2010)

**Reference Contact Name:** Kyle Shephard, Director of Intergovernmental Relations

**Telephone Number:** 407-246-3475

**Email Address:** kyle.shephard@cityoforlando.net

#### REFERENCE #2 CITY OF WEST PALM BEACH

**Description:** GrayRobinson provides full-service Legislative and Executive branch advocacy and lobbying for both policy priorities and appropriation projects for the City of West Palm Beach. The following bullet points include successes GrayRobinson has achieved on behalf of the City of West Palm Beach through its representation:

- Secured an amendment to a claim bill to rewrite the entire whereas clauses section to comply with the City's settlement agreement. (2019)
- Secured passage of a local bill pertaining to the City's firefighter pension program. (2019)
- Secured \$400,000 for road improvements to the Rosemary Corridor. (2018)
- Secured \$300,000 for enhancements to the City's critical incident response, including emergency vehicles and a police patrol boat. (2018)
- Secured passage of a local bill relating to the City's police pension fund. (2018)
- Secured amendment to allow a local government to remove vessels affixed to a public dock within its jurisdiction. (2018)
- Secured \$500,000 for stormwater improvements to historic Pineapple Park. (2017)
- Secured \$450,000 for Broadway Avenue improvements Phase 2. (2016)
- Secured \$400,000 for Broadway Avenue Improvements Phase 1. This funding helped fund a redevelopment project along a major roadway that had become blighted. The funding was a first step in attracting millions of dollars in private investment into an area that had fallen behind economically. This was the number one priority for the City of West Palm Beach and represents a major victory. (2013)

**Reference Contact Name:** Kimberly Rothenburg, City Attorney

**Telephone Number:** 561-822-1360

**Email Address:** krothenburg@wpcb.org

The following list represents further outstanding accomplishments achieved in the delivery of services similar in scope to those requested by the City, including a list of successes we have achieved on behalf of the City of Key West throughout our representation:

#### CITY OF KEY WEST

- At the direction of the City, the Team successfully advocated for \$6 million in Florida Keys Stewardship Act funding for water quality improvements and \$33 million in Florida Forever funding for Areas of Critical State Concern. All local governments within Monroe County will receive their portion of funding via inter-local agreements with Monroe County. (2019)
- Successfully secured exemption for the Florida Keys Area of Critical State Concern from legislation that would have preempted the affordable housing efforts in the Florida Keys and handicapped their planning, zoning, and building departments. (2019)
- Secured two-hour meeting with Division of Emergency Management Director Moskowitz and senior staff to rectify Keys Electric reimbursement issues stemming from Hurricane Irma. (2019)
- Successfully lobbied the Governor's office to help secure a veto of House Bill 771, which among other provisions would have preempted a local government's authority to prohibit the use of single-use plastic straws. (2019)
- Successfully lobbied to defeat a Senate proposal that would have barred Visit Florida from promoting communities that have banned certain sunscreens, such as the City of Key West. (2019)
- Successfully amended the tree trimming preemption bill to exempt the delegated authority for mangrove protection and worked to defeat the bill after the Senate would not concur with the House language. (2018)
- Successfully lobbied the Constitutional Revision Commission to defeat Proposal 95 (preemption on the local regulation of commerce, trade, and labor). (2018)



- Successfully helped defeat Senate Bill 1828, which would have handicapped the City's emergency operations and increased liability to the City and Keys Electric. (2018)
- Successfully argued that based on geography and other unique factors, the Legislature should disregard the Supreme Court in a recommendation that the Legislature decertify a Monroe County Judge. Doing so would have left one of Monroe County's courthouses with no county judge since the two outside Key West only have one county judge each. The impact on the Key West courthouse dockets and additional travel in and out of the City was a huge concern. The decertification was eliminated in both the House and Senate Bills. (2018)
- Helped secure passage of the Florida Keys Stewardship Act. The Act adds Key West to the list of eligible areas for which Everglades restoration bonds may be issued and expands the range of uses for the funds. In addition, the bill allocates a minimum of \$5 million annually to the Florida Keys Area of Critical State Concern beginning FY 2016-2017 through FY 2026-2027. The bill also provides a specific appropriation of \$5 million in FY 2016-2017 to be distributed in accordance with the existing inter-local agreement for various water purposes and to enhance water supply or for land acquisition. (2015)
- Helped secure \$50 million for the Florida Keys Wastewater Treatment Plant. (2012)
- Lobbied for the passage and approval of legislation that designated the Schooner Western Union, currently harbored in Key West, as the official Flagship of the State of Florida. (2008)
- Secured \$1 million for the City of Key West's Vandenberg Project. The City of Key West sought state funding to purchase and sink the USS Vandenberg off the coast of Key West. This sinking has already led to increased tourism to the area by both the recreational fishing and diving industries. (2008)

#### CITY OF CLERMONT

- Secured \$450,000 for equipping the City's world-famous bike trail network with Wi-Fi coverage to enhance public safety and tourism marketability. (2018)
- Secured \$500,000 for a priority alternative water supply project. (2014)

#### CITY OF FORT MYERS

- Secured \$750,000 for the Fort Myers Reentry Initiative, a job training initiative of the City focused on recently-released former inmates who have settled in the City. The program is designed to transition recovering offenders into full-time employment either with the City or other private employer partners following the development of necessary skills. (2019)
- Secured \$1,000,000 for rehabilitation and replacement of playground equipment at Centennial Park, Fort Myers' premier public space. The funding allows for an expansion of the play area as well as creating an accessible space for children with special needs in accordance with the Park's master plan. (2019)
- Secured \$1,500,000 for the joint Fort Myers/Cape Coral Reclaimed Water Project. This critical infrastructure project benefits both cities and is the result of years of negotiation to redirect Fort Myers' reclaimed water away from the Caloosahatchee River to supplement Cape Coral's irrigation needs - a win/win for local governments and the environment. (2019)
- Secured \$1 million for STARS Complex Expansion Phase 1. (2018)
- Secured \$500,000 for Fort Myers Billy's Creek Restoration. (2018)

#### CITY OF HOLLYWOOD

- Successfully worked to defeat the vacation rental preemption bill after proponents refused to add "party house" language vital to the interests of the City. (2018)

- Successfully worked to defeat two harmful amendments that would have preempted the sale of domestic animals. (2018)
- Secured water project funding and worked with the Department of Environmental Protection to modify requirements that resulted in an estimated \$200 million savings for the City utility. (2014)

#### CITY OF KISSIMMEE

- Helped secure passage of a local alcohol licensing bill that loosened the traditional requirements on liquor licenses in restaurants. This change in law will allow restaurants in the City's downtown entertainment district to provide liquor service without having to obtain a full liquor license. (2019)
- Secured \$500,000 for Woodside drainage. (2017)

#### CITY OF NEPTUNE BEACH

- Worked successfully with FDOT to line up funding for the City's priority stormwater project through 5-year workplan. (2019)
- Secured \$375,000 in funding for Florida Boulevard Stormwater Culvert Improvements project in the City's downtown core. (2018)

#### CITY OF OVIEDO

- Secured \$500,000 for a regional stormwater pond that will both alleviate flooding issues within the City and assist in reducing the TMDL into Lake Jessup. (2019)
- Defeated legislation aimed at reclassifying rural settlement districts located within three miles of State University System Institutions that could have undercut local control of land use classifications and regulations. (2018)
- Leveraged relationships within FDOT to secure and expedite state funding for a major road project in the City that lacked sufficient dollars to complete Phase 1 and begin Phase 2. (2011)

#### CITY OF PORT ST. LUCIE

- Secured \$987,000 for Hegener Road Extension. This economic development project will serve as a catalyst to continued development of the City's Tradition Center for Commerce. (2019)
- Secured an appropriation of \$180,000 from the Florida Jobs Growth Grant Fund for the design of McCarty Ranch Phase 3 water reservoir. This, coupled with previous legislative successes on behalf of the City, marks over \$3 million in funding towards this reservoir project that will relieve nutrient flow in the C-23 Canal. (2018)
- Secured \$1.02 million for the McCarty Ranch Extension. (2016)

#### CITY OF ST. CLOUD

- Helped secure passage of a local alcohol licensing bill that loosened the traditional requirements on liquor licenses in restaurants. This change in law will allow restaurants in the City's downtown entertainment district to provide liquor service without having to obtain a full liquor license. (2019)
- Secured \$300,000 for the Downtown Revitalization Project. This appropriation will support the upgraded pipe infrastructure for the City's downtown district, as well as streetscape improvements. (2019)

#### GULF COUNTY

- Secured \$900,000 for a Hurricane Michael Infrastructure Repairs program to assist the County in recovering from the storm. (2019)

- Secured an allocation of \$115 million from the Sedowski Affordable Housing Trust Fund for the creation of a Hurricane Michael Affordable Housing Recovery Program to assist local governments and private investors in creating affordable housing solutions in the wake of the storm. (2019)
- Currently working to obtain additional funding from FDOT for revetment of existing Cape San Blas Road and infrastructure. While we continue to be in discussion with FDOT, we have received verbal agreement on revetment. Additionally, we were successful in obtaining \$1 million to kick-start the revetment process. (2018)

#### LAKE COUNTY

- Secured \$450,000 for CR 466A Phase 3 construction. This project will complete the widening of 466A between the Villages and Lake County. (2019)
- The County sought at least \$5 million and up to \$10 million for improvements to its Citrus Grove Road. After working with FDOT and the House and Senate Transportation Economic Development Chairs, the GrayRobinson Team successfully secured \$10 million for the completion of this project. (2016)

#### MIAMI-DADE COUNTY

- Secured \$500,000 for Miami-Dade Police Department's Operation Blue and Brown public safety program. (2019)
- Secured passage of legislation expanding the needle and syringe exchange program that has proven to be widely successful in Miami-Dade County. (2019)
- Secured defeat of legislation that would further restrict the retainage amount allowed by local governments pertaining to public construction projects. (2019)
- Secured \$1.5 million for the Miami-Dade County Clerk of Courts via the 2018 tax package. (2018)
- Successfully secured removal of harmful language from the tax package and omnibus condominium bill that would have allowed a condominium association's attorney to represent individual unit owners in Value Adjustment Board ("VAB") appeals, with limited notice to the unit owners. (2018)
- Successfully defeated proposed legislation that would have revamped the legislative claim bill process and increased financial exposure to municipalities and their insurance carriers. (2018)
- Secured passage of legislation exempting law enforcement vehicles from paying tolls while on official business. (2018)
- Successfully worked to amend transportation bills to include a road designation in Miami-Dade County. (2018)

#### SAVE FOUNDATION, INC.

- Successfully advocated for Republican Party of Florida Chairman, Senator Joe Gruters, to file landmark legislation that would prohibit employment discrimination in the State of Florida on the basis of sexual orientation or gender identity. This effort included collaborative efforts with the City's delegation: Senator Anitere Flores and Representative Holly Raschein. (2019)
- Successfully worked with Agriculture and Consumer Services Commissioner Fried to insert nondiscrimination protections on the basis of sexual orientation and gender identity into her department's personnel policies, and for the appointment of the Department's first LGBTQ Consumer Advocate. (2019)
- Successfully worked with the Executive Office of the Governor to edit the Governor's Pulse Memorial Day proclamation to include mention of the LGBTQ community. (2019)

### 3. PERSONAL QUALIFICATIONS AND AVAILABILITY

**a. 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.**

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GrayRobinson will implement a Team approach designed to maximize communication, efficiency, and responsiveness. Jason Unger will continue to handle oversight of the work and ensure overall delivery of satisfaction and value to the City. In addition to Jason, we have identified a Team that will provide high quality legislative guidance, maintain the flexibility necessary to respond swiftly and thoroughly, and facilitate communication and accountability.

Under Jason Unger's leadership, the Team will continue to provide the full scope of state government relations services for the City. As indicated throughout this response, the Team has successfully represented numerous public entities before the Governor, Cabinet, Florida Legislature, state agencies, and the Constitutional Revision Commission. We are experts in the actions needed to ensure the City achieves its goals as they relate to policy, legislation, appropriations, technical matters, and the strengthening of Legislative and Executive branch relationships.

Our workload is such that we would not be hindered by continuing our representation of the City. After 12 years of success representing the City, we are eager to continue to support the City's efforts and achieve the best possible outcomes for your legislative priorities. Each Team member will devote as many hours as are necessary to provide exceptional service to the City. The City will continue to be able to communicate with the Team 24 hours a day, 7 days a week. We commit to attending all meetings as requested by the City. Team Lead Jason Unger will travel to the City of Key West at the Firm's expense prior to Session to meet and strategize with City leadership. Jason will be on call and available for meetings, consultation, advice, and other services as needed by City leadership and staff. In the rare instance that Jason is unable to attend a meeting in Key West in person, an alternate member of the Team will attend in his place. In addition, Team members Joseph Salzberg and Susan Cardenas can be available in person on a more frequent basis as they are geographically in close proximity, such as when Joseph traveled to meet with City Manager James Scholl following the 2019 Legislative Session.

Often in the legislative process, after-hours calls are necessary. The moment we are aware of legislation – either positive or negative – that impacts our clients, we alert them. This is especially so with funding issues. We commit to always communicate with the City regarding the background and political realities of various legislative priorities.

Below you will find a Team staffing plan detailing the Team members, their roles, and the percentage of time each person is assigned to work on this project. In addition to the experience outlined herein, full biographical information, including professional qualifications, can be found beginning on page 16.

#### TEAM LEAD - JASON UNGER

##### **Assigned 35% of Time for the City of Key West**

Jason has served as a lobbyist for the City of Key West since 2008 and is intimately familiar with the challenges the City faces and its priorities in government. During the course of this representation, he has achieved many successes on behalf of the City, some of which are described on pages 8 and 9 of this response. This experience makes him the ideal individual to lead this Team and to continue to represent the City moving forward. Jason has served as Special Counsel to the Speaker of the Florida House of Representatives. He represented the Florida House of Representatives in the 2002 and 2012 redistricting

cycles and members of the Legislature in election law matters. Since 2008, Jason has served on the Supreme Court Judicial Nominating Commission (JNC). He was originally appointed to the Supreme Court JNC by Governor Charlie Crist, and was reappointed by Governor Rick Scott in 2011 and again in 2016 for a term through 2019. Jason served as Chair of the JNC twice, including when Governor DeSantis entered office and selected three Supreme Court Justices. Jason has lobbied for nearly 20 years and represents dozens of public and private entities before the Legislative and Executive branches of Florida government. He will continue to be invaluable in the development of appropriations and grant requests as requested by the City.

#### TEAM MEMBER - DEAN CANNON

##### **Assigned 5% of Time for the City of Key West**

Dean has been involved in governmental services, consulting, and lobbying for more than 23 years. He has been practicing state and local government law since 1995. Dean ceased lobbying prior to his election to the Florida House of Representatives in 2004. He served for eight years in the Florida House of Representatives and for two years as Speaker of the Florida House. He played pivotal roles in education policy, property tax reform, growth management reform, health care and Medicaid reform and major transportation infrastructure policy initiatives, among many others. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term and is credited with leading the Florida House effectively during a time of great economic and political challenge. After leaving the House of Representatives, Dean began his current lobbying practice in 2012 and continues today. Dean currently represents multiple Florida counties, cities and other public entities before the Florida Legislature.

Because of his experience as Speaker of the House and his close relationships with Legislative and Executive branch leadership, Dean will focus on interacting with the President of the Senate and Speaker of the House as well as the Governor and Cabinet. Many of the current members of the Legislature also served while Dean was Speaker, and he maintains excellent relationships with legislative leadership, including Senate President Bill Galvano, Speaker of the House Jose Oliva, and the designated successors to both. Because of his experience with government funding and his ties to Florida's primary economic engine as a board member for Enterprise Florida, Dean will also provide support on economic issues and message development.

#### TEAM MEMBER - SUSAN CARDENAS

##### **Assigned 5% of Time for the City of Key West**

As a Shareholder in GrayRobinson's Key West office, Susan will serve as our on-site client contact and be available at a moment's notice to the City. Her knowledge of the City and her professional background of more than 30 years of experience will provide important support to the Team. Susan is extremely involved in the Key West community, serving on the Community Foundation of the Florida Keys Board of Governors (2010 – present); The Studios of Key West Advisory Board (2013 – present); Key West Art and Historical Society Board of Directors (1997-2000); Past President of the Bahama Village Music Program Board of Directors (2003-2005); and Big Sisters Big Brothers of Monroe County, Florida Board of Directors (1989-1991).

#### TEAM MEMBER - CHRISTOPHER L. CARMODY, JR.

##### **Assigned 10% of Time for the City of Key West**

Chris is a lobbyist and attorney admitted to practice in all Florida state courts. He has worked as a lobbyist for the City of Key West since 2009 and has intimate knowledge of the City's challenges. He has substantial experience handling government relations matters, including representation before the Florida Legislative and Executive branches, purchasing and procurement appeals, and professional licensing. Chris' clients range from small cities to Fortune 500 companies, and his

experience runs the gamut of state-level needs and issues, from the passing of landmark legislation to proficiency on the appropriations process. Chris also practices in litigation, land use, construction, and sports law. His practice includes obtaining state and local government regulatory approvals as well as matters related to the acquisition, development, and utilization of real property. In addition, Chris has a proven success record working with his contacts at FDOT to collaborate with the state on funding initiatives for his clients. His work in this regard has included the several district offices of FDOT equally important in setting policy and appropriations priorities. Further, Chris maintains strong working relationships with all committees of subject matter relevance to transportation within the Florida Legislature.

**TEAM MEMBER - KIM MCDUGAL, PH.D.**

**Assigned 5% of Time for the City of Key West**

Kim served as Chief of Staff to Florida Governor Rick Scott. She has nearly three decades of education policy knowledge and experience, having served in multiple leadership roles at the Department of Education, including Governmental Relations Director and Senior Policy Advisor for several Commissioners of Education. As a former Chief of Staff to Governor Scott, Kim holds very specific knowledge pertaining to the Executive branch and brings an insider's perspective on the Governor's office operations. This rare expertise enables our Team to have a unique understanding of how the Executive office of the Governor evaluates legislation. This is the first year Kim will be permitted to lobby the Governor's office and she will do so on behalf of the City of Key West. She was previously prohibited due to limitations that prevent a person from lobbying for two years after leaving government.

**TEAM MEMBER - JOSEPH R. SALZVERG**

**Assigned 30% of Time for the City of Key West**

Joseph has multiple years of experience in Florida's political and public policy arenas, in both the public and private sectors. He has worked as a lobbyist for the City of Key West since 2017. Joseph served as a political consultant to several members of the Miami-Dade Legislative Delegation dating back to 2010, served as a Legislative Analyst on the Regulatory Affairs Committee in the Florida House of Representatives, and has successfully represented public entities before the State of Florida throughout his entire career as an attorney and lobbyist.

**TEAM MEMBER - ROBERT F. STUART, JR.**

**Assigned 10% of Time for the City of Key West**

Robert is a Senior Government Affairs Consultant who has worked as a lobbyist for the City of Key West since 2009. His experience includes a leadership role on major local projects with a state impact, including: SunRail, the Central Florida Downtown Venues Project (funding and construction of the new Amway Center, Dr. Phillips Performing Arts Center, and Citrus Bowl Stadium), the University of Central Florida Downtown Campus, and the construction of the Orlando City Soccer Stadium. He has significant lobbying experience in the areas of economic development, education, finance and tax, transportation, insurance, alcohol, and local government issues.

Full biographies are located on the following pages.

## Jason L. Unger

**Tallahassee Managing Director**  
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## Experience

Jason concentrates his practice in the areas of governmental affairs and administrative law matters, and regularly works with the executive branch agencies and the Legislature on behalf of his clients. Jason has successfully defended cities, counties, sheriffs, school boards, and/or their insurers in the claim bill process.

Prior to joining GrayRobinson, Jason served as Special Counsel to the Speaker of the Florida House of Representatives. While at GrayRobinson he represented the Florida House of Representatives in the 2002 and 2012 redistricting cycles and members of the Legislature in election law matters. In 2001, Jason was appointed by Gov. Jeb Bush and U.S. Congressman E. Clay Shaw, Jr., to the Florida Federal Judicial Nominating Commission. From 2008 through 2019, Jason served on the Supreme Court Judicial Nominating Commission (JNC). He was originally appointed to the Supreme Court JNC by Gov. Charlie Crist, and was reappointed by Gov. Rick Scott in 2011 and again in 2016. Jason served as Chair of the JNC for 2009-2010 and again for 2016-2019. He chaired the Supreme Court Judicial Nomination Commission (JNC) process when Governor DeSantis entered office and selected three Supreme Court Justices.

## Areas of Practice

- Administrative & Regulatory
- Government Affairs & Lobbying
- Health Care
- Transportation
- Alcohol Beverage
- Government
- Election Law
- Attorney General Defense

## Background

Jason was born in New Jersey and has lived in Florida since 1982. He received his bachelor's degree from the University of Florida in 1990 and received his juris doctor from the University of Florida College of Law in 1993. He moved to Tallahassee from Fort Lauderdale in 1998.

## Education

- University of Florida, B.S.B.A. (1990)
- University of Florida, J.D. (1993)

## Admissions

- Florida
- U.S. District Court, Southern District of Florida

## Professional Associations & Memberships

- Judicial Nominating Commission
  - Florida Supreme Court, 2008-2011, appointed by Gov. Charlie Crist; 2011-2019, reappointed by Gov. Rick Scott
    - Chair, 2009-2010
    - Chair, 2016-2019
  - Florida Federal, 2001-2005, appointed by Gov. Jeb Bush and U.S. Congressman E. Clay Shaw, Jr.
- National Republican Congressional Committee, Florida Counsel, 2010 and 2016 elections
- Florida House of Representatives, Redistricting Counsel, 2002 and 2012 cycles
- Rudy Giuliani Presidential Campaign, Florida Counsel, 2007-2008
- Republican Party of Florida, Election Law Counsel, 2002
- Litigation Counsel to George W. Bush and Richard Cheney, 2000 Presidential Election Contest
- Speaker, Florida House of Representatives, Special Counsel, 2000
- Appointed by Gov. Jeb Bush to the Boards and Commissions Review Panel, 1999-2000
- The Florida Bar
  - Governmental and Public Policy Advocacy Committee

## Media Mentions

- "New Florida Governor Moves Quickly With Supreme Court Pick, Environmental Plan," *The Wall Street Journal*, January 2019
- "Legislating Libations: What Comes Next for the Craft Distillery Movement," *Jacksonville Business Journal*, September 2016
- "Publix, ABC Fighting Supermarket Liquor Sales Bill," *Daily Business Review*, October 2015
- "Publix, Liquor Stores Unite to Keep Walls Between Groceries, Booze," *Orlando Sentinel*, October 2015
- "Backroom Briefing: Liquor Dispute Could be a Wallbanger," *Sunshine State News*, October 2015
- "Federal Medical Marijuana Bill Backed by Senate Trio," *Examiner*, March 2015



- "Publix, Wal-Mart at Odds Over Separating Liquor, Groceries," *News Service of Florida*, February 2015
- "Florida Legislation and Regulation to Watch in 2015," *Law360*, January 2015
- "Craft Beer Brewers Go Head to Head With Beer Distributors," *Florida Trend*, January 2014
- "Casino Resort Fight Creates Windfall for Lobbyists," *Daily Business Review*, December 2011
- "Smooth Operators," *AmericanLawyer.com*, November 2011
- Interview on Fox News Channel, October 2010
- Interview on Fox News Channel, Election Day, November 2010

## Civic

- Florida Sports Foundation, Board of Directors, 2005-2007, appointed by Gov. Jeb Bush
- Florida Tax Watch, Board of Trustees, 2004-2006
- National Jewish Coalition, South Florida Chairman, 1996-1998
- Florida Blue Key

## Reported Cases

Significant reported cases include:

- *In re Senate Joint Resolution of Legislative Apportionment* 1176, 83 So.3d 597 (Fla. 2012)
- *Martinez v. Bush*, 2002 WL 31740366 (S.D. Fla. 2002)
- *Florida Senate v. Forman*, 826 So.2d 279 (Fla. 2002)
- *In re: Constitutionality of House Joint Resolution* 1987, 817 So.2d 819 (Fla. 2002)
- *Palm Beach County Canvassing Board v. Harris*, 772 So.2d 1273 (Fla. 2000)
- *Gore v. Harris*, 2000 WL 1770257 (Fla. Cir. Ct. 2000)
- *In re: Constitutionality of House Joint Resolution* 25E, 863 So.2d 1176 (Fla. 2003) (NO.SC03-1912)

## Dean Cannon

**Executive Vice President**  
**Chair of Government Affairs**  
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## Experience

A fifth-generation Floridian, Dean Cannon began his career as a lawyer in Orlando, practicing state and local government law since 1995. From the Panhandle to the Keys, he has represented sophisticated clients before local, regional and state government entities. He has also represented cities and counties and quasi-governmental authorities, as well as local governments on issues ranging from electric and wastewater utilities to land-use and administrative law.

Dean served in the Florida House of Representatives from 2004 until 2012. During his eight-year tenure, he played pivotal roles in property tax reform, growth management reform, health care and Medicaid reform, and major transportation infrastructure policy initiatives, among many others. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term and is credited with leading the Florida House effectively during a time of great economic and political challenge.

Dean's Legislative and Executive branch lobbying experience includes representing private clients and local government entities on issues including transportation, education, health care, insurance and appropriations matters. He has also handled civil litigation, administrative law, and regulatory matters before the Division of Administrative Hearings, and appellate matters before district courts of appeal and the Florida Supreme Court.

## Areas of Practice

- Administrative & Regulatory
- Government
- Election Law
- Litigation
- Government Relations & Lobbying

## Background

Dean served as general counsel to the Orange County Charter Review Commission in 2000 and previously represented the City of Orlando before the Florida Legislature and the executive branch.

Dean lives in Tallahassee with his wife, Ellen, and their three children, Dean III, Katherine and Sarah.

## Education

- **University of Florida, B.S.** telecommunications management (1989)
  - UF Student Senate, 1987-1988
  - UF Hall of Fame, 1989
- **University of Florida Levin College of Law, J.D.** (1992)
  - Florida Blue Key, Vice President, 1990
  - Student Body President, 1991-1992

## Admissions

- Florida

## Professional Associations & Memberships

- The Florida Bar
- Florida Association of Professional Lobbyists
- Enterprise Florida, Board Member

## Awards & Recognitions

- AV Preeminent™ rated by *Martindale-Hubbell*

## Civic

- Kissimmee/Osceola County Chamber of Commerce
- Leadership Florida, Class 19

## Susan M. Cardenas

**Key West Managing Director**  
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### Experience

In 2014, Susan M. Cardenas, P.A. became of counsel to GrayRobinson. With more than 30 years of experience, Susan represents clients in a range of real estate transactions, including financing, leasing, and acquisition and sale transactions. Her financing experience includes representing borrowers and lenders in mortgage loans and representing institutional lenders in loan workouts, restructures, short sales, deed-in-lieu transactions and commercial foreclosures. Susan frequently represents business entities in formation issues, contract disputes and commercial leasing.

### Areas of Practice

- Banking & Finance
- Corporate
- Real Estate

### Areas of Emphasis

- Real Estate Acquisitions and Sales
- Banking, Lending and Structured Finance
- Retail Leasing and Development
- Corporate and Business Transactions
- Commercial Disputes

### Representative Experience

Representation of institutional and private lenders in commercial real estate transactions, including financing, loan workouts, restructures, short sales, deed-in-lieu transactions and commercial foreclosures. Representation of commercial developers in financing, leasing, and acquisition and sale transactions, including shopping center sales and acquisitions, guesthouses, restaurants and mixed use developments.

## Education

- University of Florida, B.A. (1979)
- University of Miami School of Law, J.D. (*high honors*, 1983)
  - *Law Review*, 1981-1983
  - Moot Court Board, 1980-1981

## Admissions

- Florida

## Professional Associations & Memberships

- The Florida Bar
  - Grievance Committee, 1992-1994, 1997-1999, 2004-2007; Past Chair

## Awards & Recognitions

- AV Preeminent™ rated by *Martindale-Hubbell*

## Civic

- Community Foundation of the Florida Keys, Board of Governors, 2010-present
- The Studios of Key West, Advisory Board, 2013-present
- Key West Art and Historical Society, Board of Directors, 1997-2000; Past President
- Bahama Village Music Program, Board of Directors, 2003-2005
- Big Sisters Big Brothers Monroe County, Florida, Board of Directors, 1989-1991

## Christopher L. Carmody, Jr.

**Shareholder**  
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## Experience

Chris earned his certification as a Designated Professional Lobbyist from the Florida Association of Professional Lobbyists and is an attorney admitted to practice in all Florida state courts. He has substantial experience handling government relations matters, including representation before the Florida Legislative and Executive branches, purchasing and procurement appeals, and professional licensing. Chris' clients range from small cities to Fortune 500 companies, and his experience runs the gamut of state-level needs and issues, from the passing of landmark legislation to proficiency on the appropriations process.

Chris also practices in litigation, land use, construction and sports law. His practice includes obtaining state and local government regulatory approvals as well as matters related to the acquisition, development and utilization of real property. He has represented contractors, engineers, architects, developers, owners, subcontractors, and suppliers in issues relating to land use and construction law. Chris provides legal work to the Central Florida Sports Commission and has handled numerous high-level sports matters at the legislative level, including tax exemptions, workers' compensation and other matters that affect sports franchises.

## Areas of Practice

- Government Affairs & Lobbying
- Government
- Election Law
- Higher Education
- Land Use Law
- Litigation

- Restaurant
- Environmental & Sustainability Law
- Construction

## Background

Chris was born and raised in Orlando, Florida. He graduated from Bishop Moore Catholic High School in 1998. Four years later, he received his undergraduate degree in political science from the University of Florida, with a minor in human nutrition. While at UF, Chris was active in student government activities.

In 2005, Chris graduated from the University of Florida Levin College of Law. During law school, Chris interned at the Florida Supreme Court for The Honorable Raoul G. Cantero. He also researched under Dean Jon Mills in the Center for Governmental Responsibility. He was a member of the Justice Campbell Thornal Moot Court Board and in his final semester served as president.

## Education

- University of Florida, B.A. (2002)
  - Senate President, Student Government
  - Florida Blue Key
  - Hall of Fame
  - Phi Beta Kappa
- University of Florida Levin College of Law, J.D. (2005)
  - Justice Campbell Thornal Moot Court Board
    - President
    - Regional Champion, Thomas Tang National Moot Court Competition
  - Vice President, Florida Blue Key
  - Intern, Honorable Raoul G. Cantero, Florida Supreme Court
  - Research Assistant, Center for Governmental Responsibility
  - Order of the Barristers
  - Chair, Class Gift Committee

## Admissions

- Florida
- U.S. District Court, Middle District of Florida
- U.S. Court of Appeals, 11th Circuit

## Professional Associations & Memberships

- The Florida Bar
- Judicial Nominating Commission, 9th Judicial Circuit, 2013-2016, 2016-2019
  - Chair, 2016-2017
- Orange City Bar Association
- Inns of Court
- Florida Association of Professional Lobbyists, Designated Professional Lobbyist

## Awards & Recognitions

- Insight 100: Central Florida's Most Powerful, *East Orlando Post*, 2016
- "Leader of the Year," University of Florida Alumni Association, 2012-2013
- "Rising Star," Florida *Super Lawyers*, 2009-2018
- Central Florida 100, *Orlando Sentinel*, 2015
- "40 Under 40," *Orlando Business Journal*, 2010, 2014
- Legal Elite, *Florida Trend*, 2015-2016
  - Up and Comer, 2011-2013
- Eagle Scout Award, Troop 76, Orlando, Florida

## Civic

- Kissimmee/Osceola City Chamber of Commerce, Board of Directors, 2013-present
- Seminole City Chamber of Commerce, Board of Directors, 2013-present
- Central Florida Gator Club, President, 2012-2014
- City of Orlando, Certification Board, 2012-2015
- IDignity, Board Member, Chair, 2015-present
- Frederick Leadership Initiative, Co-Chair
- Junior Achievement Professional Connection, Classroom Teacher
- Tiger Bay, Board Member, President, 2014
- Business Force, Board Member
- University of Florida Law Alumni Council, Member
  - Regional Vice President, 2014-present
- Connect Florida Leadership Institute, Class I
- College Leadership Florida, Class VII
- Orange City Young Republicans, Former President
- Central Florida Boy Scout Council, Vice Chair, Golden Eagle Dinner
- Central Florida Partnership, Young Professionals Advisory Board, Co-Founder; Former Chair
- Leadership Seminole, Class 19
- Leadership Orlando, Class 73



## Articles & Publications

- "Right Formula for Economic Incentives Grows Florida Economy: Front Burner," *Orlando Sentinel*, December 21, 2016

## Presentations & Seminars

- Panelist, "Get Ready for the 2018 Election – What's on the 2018 Ballot and What Does it Mean?" Orlando Regional Chamber's Business Leadership Roundtable, September 25, 2018
- Presenter, Seminole City Regional Chamber of Commerce, Good Morning Seminole, August 2, 2018
- Presenter, The Florida Bar Environmental & Land Use Law Section Webcast Series, February 23, 2017
- Panelist, "Florida Politics in 2017: Regional Business Issues," East Orlando Chamber of Commerce and Oviedo Winter Springs Regional Chamber of Commerce, January 31, 2017
- Presenter, Developers Council Annual Legislative Update, Greater Orlando Builders Association (GOBA), Orlando, Florida, June 25, 2015
- "Sales Tax Update on Commercial Leases," National Association of Industrial and Office Products (NAIOP) Central Florida Chapter, Orlando, Florida, January 16, 2014

## Kim McDougal, Ph.D.\*

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## Experience

Kim is a senior government affairs consultant in GrayRobinson's Tallahassee office. She lobbies across a wide range of policy areas on behalf of public and private clients. Kim brings almost three decades of education policy knowledge and experience to the firm's lobbying practice, having served in multiple leadership roles at the Department of Education, including Governmental Relations Director and Senior Policy Advisor for several Commissioners of Education.

Kim began her public service career with the State of Florida in 1989 as a program auditor with the Office of the Auditor General, and later worked for the Office of Program Policy Analysis and Government Accountability. During her 10-year career with the Florida Legislature, she worked on a wide array of policy areas, with the majority of her policy work focused on K-20 education policy. Kim has worked as a senior advisor or in a leadership role for many of Florida's Education Commissioners. She also worked for Governor Bush in several roles within the Executive Office of the Governor, including as the policy coordinator for education in the Office of Planning and Budget.

Most recently, Kim served as Chief of Staff to Florida Governor Rick Scott. In this role, she was responsible for directly serving and advising the Governor on issues pertaining to 100,000 plus executive branch employees and administering an \$83 billion state budget. She also served as Governor Scott's Deputy Chief of Staff, Legislative Affairs Director, Education Policy Coordinator and as Policy Advisor during his successful re-election campaign.

## Areas of Practice

- Government Affairs & Lobbying
- Education

## Education

- Tulane University, B.S.
- Florida State University, M.S.
- Florida State University, Ph.D.

\* Denotes non-attorney professional

## Professional Associations & Memberships

- Florida Association of Intergovernmental Relations (FAIR), January 2019
- Association of Florida Colleges (AFC), January 2019-present
- Governor-Elect Ron DeSantis' Transition Advisory Committee
  - Education and Workforce Development, December 2018-January 2019
- Florida Sports Foundation, December 2018-present
- Florida Association of Professional Lobbyists
  - Designated Professional Lobbyist
- Florida Education Legislative Liaisons

## Presentations & Seminars

- Panelist, "2019 Florida Legislative Review," Jacksonville Session Wrap Up, May 13, 2019
- "Questions for the Governor's Office," Florida State University class Florida Legislative Practice: From Bill Drafting to the Governor's Desk, April 10, 2019
- "Advocacy 101," Florida Nurses' Association Advocacy Days, March 13, 2019
- "Current Education and Political Issues," Florida School Board Association Meeting, November 28, 2018
- State and Federal Appropriations Presentation "Bringing Home the Bacon," Florida League of Cities, November 15, 2018
- Speaker for the Orlando Economic Development Council Political Leadership Institute Class, November 2018
- "Executive Branch Insight—Pulling Back the Curtain," Florida Agency of Professional Lobbyist (FAPL) Retreat, September 5-7, 2018
- "Facility Security Projects and Emergency Preparedness," Florida School Board Association Summer Conference, 2018
- "Building the Foundation for Successful Legislative Advocacy," Florida School Board Association Summer Conference, 2018
- "2018 Florida Legislative Review," Miami Session Wrap Up, April 10, 2018
- "In Focus: Session 2018," Pensacola Chamber Gopher Club Breakfast, April 6, 2018
- "Constitution Revision Commission," The Florida Bar's Education Law Committee Meeting, January 19, 2018
- "Constitution Revision Commission," Florida School Board Association Conference, November 29, 2017

## Civic

- Florida Sports Foundation
  - Board of Directors, December 2018

## E-Lerts & Newsletters

- GrayRobinson Government Relations & Lobbying E-lert: First Steps Taken in the DeSantis Education Plan (02/07/19)

## Joseph R. Salzverg

**Attorney at Law/Government Consultant**  
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## Experience

Joseph is a Miami native with several years of experience in Florida's political and public policy arenas. He has served as a campaign manager and political consultant to several members of the Miami-Dade Legislative Delegation dating back to the 2010 election cycle. He continues to enjoy very productive relationships with members of the delegation.

Joseph currently lobbies Florida's Legislative and Executive branches of government on issues including appropriations, food manufacturing, growth management, health care, insurance, local government, regulated industries, and utilities.

He also represents clients before local governments on procurement, land use, and general government matters. Joseph has successfully represented clients before Miami-Dade County and its various agencies, City of Miami, City of Miami Beach, Town of Bay Harbor Islands, Town of Medley, and Town of Palm Beach.

Notably, Joseph assists corporate and non-profit interests in market entrance strategies and community engagement initiatives throughout South Florida. During his representation, he has developed a market entrance and community network strategy for a Fortune 500 company that engages local government and non-profit partners. This strategy has become a national model for similar efforts.

While in law school, Joseph served as a Legislative Analyst on the Regulatory Affairs Committee in the Florida House of Representatives. During this time, he was responsible for researching, analyzing, and drafting proposed legislation related to banking and insurance regulation, business and professions regulation, and energy and utilities regulation. Subsequently, he was a law clerk with the City of Miami, Office of the City Attorney. In that capacity, he handled zoning, land use, municipal legislation, and general government matters.

## Areas of Practice

- Administrative & Regulatory
- Government
- Government Affairs & Lobbying
- Land Use Law

## Education

- **University of Miami, B.A.** political science and business administration (2010)
- **Florida State University College of Law, J.D.** (2015)
  - College of Law Cuban American Bar Association
    - Founder, 2012
    - President, 2012 - 2015
  - Jewish Law Student Association
    - Founder, 2012
    - Vice President, 2012 - 2015
  - Peer Advisor, Office of Student Affairs
  - The Justice Raoul G. Cantero, III Diversity Enhancement Scholarship, Recipient

## Admissions

- Florida

## Professional Associations & Memberships

- The Florida Bar
  - Governmental and Public Policy Advocacy Committee
- Cuban American Bar Association

## Languages

- Proficient in Spanish

## Awards & Recognitions

- "Lobbying Industry's Rising Star," *Influence Magazine*, 2016
- "30 Under 30 Rising Star," *Florida Politics*, 2014

## Civic

- James Madison Institute, Leaders Fellowship, 2016-2017

## Media Mentions

- "State Rep Provides Housing, Update," *Keys News*, May 9, 2018
- "The Fight for LGBT Civil Rights Will Return Next Legislative Session," *Florida Politics*, April 2, 2018
- "Santa Fe College Looking to Expand Career Opportunities," WUFT TV/FM, February 14, 2018
- "Longboat Key Gains Exemption from State Utilities Bill," *YourObserver.com*, May 5, 2017
- "Florida LGBT Rights Push Reflects Changing Times," *Reuters*, May 2, 2017
- "Florida House Keeps Chipping Away at 'Liquor Wall,'" *Palm Beach Post*, March 14, 2017

## Presentations & Seminars

- "2019 Florida Legislative Review," Fort Lauderdale Session Wrap Up, May 22, 2019
- "2019 Florida Legislative Review," Miami Session Wrap Up, May 21, 2019
- "Look-Back at 2018 Legislative Session; Look-Ahead to 2019," Florida Section Air & Waste Management Association 54th Annual Conference & Expo, Jupiter, Florida, October 24, 2018
- "2018 Florida Legislative Review," Miami Session Wrap Up, April 10, 2018

**Robert F. Stuart, Jr.\***  
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## Experience

Robert began his career as a legislative aide to the Florida House of Representatives for a district that represents much of Orlando and Orange County. This "inside" experience in the halls of our state Capitol gives him a deep understanding of and a unique perspective on the inner workings of the legislative process and the strategy necessary to be successful in Tallahassee.

Now twelve years in private practice with GrayRobinson, Robert is a senior government affairs consultant and has a leadership role in the strategic direction of the practice, the recruitment of new business, servicing existing firm clients and building/maintaining strong personal and working relationships with elected officials throughout Florida. While the bulk of his practice is Tallahassee-centric (lobbying the Florida Legislature, Executive Office of the Governor, the Florida Cabinet, and the various state agencies), he also represents clients at the local level throughout the state on matters of procurement and policy. He has significant lobbying experience in the areas of Economic Development, Education, Finance and Tax, Transportation, Insurance, Alcohol, and Local Government Issues.

Robert and his partners in the government affairs practice leverage the firm's statewide presence to ensure that elected leaders throughout the state trust the GrayRobinson Team and their involvement in the communities that the firm calls home. These relationships serve to both grow the practice and better advocate for their clients.

Robert's familiarity with local and state level policymaking stems from his personal experience and from being part of a family steeped in public service. His family consists of a former state senator and city commissioner, a 30-year president of the local chamber of commerce, a current elected member of the Orlando City Council and a recent congressional candidate. This has given Robert firsthand knowledge of the work and dedication required to create and implement good public policy.

*\* Denotes non-attorney professional*

Robert's lobbying experience includes representing clients of all shapes, sizes and interests. From public sector clients, such as cities, law enforcement offices and clerks of courts, to Fortune 500 companies, Robert interacts with every committee and every legislator in Tallahassee regardless of party affiliation.

## Areas of Practice

- Government Affairs & Lobbying
- Government
- Higher Education
- Restaurant
- Environmental & Sustainability Law
- Alcohol Beverage
- Hospitality

## Background

Robert is a senior government affairs consultant based in our Orlando office. Born and raised in the Orlando area, he is a graduate of Edgewater High School and the University of Florida with a degree in political science. During his time at the University of Florida, he was president of his fraternity, was active in student government, and held leadership positions in a number of student-led community service initiatives, raising money for organizations such as the Children's Miracle Network.

## Education

- **University of Florida, B.A.** (political science, 2005)
  - Sigma Chi Fraternity, President

## Professional Associations & Memberships

- Florida Association of Professional Lobbyists, Member
  - Designated Professional Lobbyist

## Awards & Recognitions

- Executive Profile, *I-4 Business Magazine*, October 2015
- "40 Under 40," *Orlando Business Journal*, 2010
- Most Influential Businessmen Nominee, *Orlando Business Journal*, 2010
- 10 Businessmen to Watch, *Orlando Business Journal*, 2010

## Civic

- GrayRobinson Political Action Committee, Chair
- Orlando Economic Partnership, Legislative Affairs Committee, Chair
- Princeton Elementary PTA, First Vice President, 2015



- Tiger Bay Club of Orlando
  - Board Member
  - Treasurer, 2015
- Florida Citrus Sports, Executive Board Member, 2014-present
- Leadership West Orange Graduate, Class of 2009
- Leadership Orlando Graduate, Class 67
- Central Florida Partnership, Young Professionals Advisory Board, Co-Founder

## Presentations & Seminars

- Presenter, Public Risk Management of Florida 2019 Educational Conference, Naples, FL, June 19-21, 2019
- Presenter, Pensacola Chamber of Commerce's Gopher Club Meeting, June 2, 2019
- Panelist, "2019 Florida Legislative Review," Orlando Session Wrap Up, May 15, 2019
- Panelist, "2019 Florida Legislative Review," Jacksonville Session Wrap Up, May 13, 2019
- Panelist, "2018 Florida Legislative Review," Jacksonville Session Wrap Up, April 18, 2018
- Panelist, "2018 Florida Legislative Review," Orlando Session Wrap Up, March 29, 2018
- Panel Presenter, "Session Overview 2017," Florida Executive Women, June 6, 2017
- Presenter, The Florida Bar Environmental & Land Use Law Section Webcast Series, February 23, 2017
- Panelist, "2017 Florida Legislative Review," Jacksonville Session Wrap Up, June 8, 2017
- Panelist, "2016 Florida Legislative Review," Jacksonville Session Wrap Up, May 18, 2016
- Panelist, "2016 Florida Legislative Review," Orlando Session Wrap Up, April 16, 2016
- Panelist, "2016 Florida Legislative Review," Fort Lauderdale Session Wrap Up, April 14, 2016
- Panelist, "2016 Florida Legislative Review," Tampa Session Wrap Up, April 11, 2016

## 4. IMPLEMENTATION OF SCOPE OF SERVICES

### **a. Identify the consultant's proposed methods and an estimate of time necessary for specific activities in the pursuit of State funding opportunities.**

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#### Scope of Services

Working in consultation with the City Manager and/or elected officials, the following are areas of responsibility of the State Government Relations firm:

#### FUNDING OPPORTUNITIES

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##### **1. Work closely with the CITY to obtain all necessary project information.**

GrayRobinson will continue its representation of the City with a joint legislative workshop to develop a legislative agenda for the upcoming Session. During this workshop, the Team will obtain all necessary project information. For the City, and for us, the agenda must provide clear articulation of goals and expectations which, when combined with the City's scope of services, will serve as a roadmap for our representation. The time necessary for this would be time spent at the workshop and subsequent communications, which we estimate would take about three hours.

##### **2. Secure State funding for the CITY including proactive identification of specific funding opportunities.**

Our strategy for securing state funding for the City on appropriations matters would address projects requested by the City and focus on important advocacy for the City's funding priorities to be included within the Executive branch agencies' budget requests as well as the Governor's proposed budget (submitted to the Legislature prior to each Session). From there, our focus will shift to the leadership of both the House and Senate, beginning with the Speaker and the President. We will spend considerable time and effort educating the respective budget chairs of each chamber along with their staff to ensure they know and fully understand the importance of the City's appropriations requests. Lastly, we will educate the chairs and members of the appropriations subcommittees that have jurisdiction over the specific budget requests. All of our efforts to secure funds for the City will be done in conjunction with its local delegation, just as we have done for the past twelve years.

These steps are important to achieving success in the appropriations process, and GrayRobinson has critical relationships in both the Executive and Legislative branches of Florida's state government that will benefit the City and its priorities. If it is the continued direction of the City, the Team will continue to work collaboratively with Florida Keys stakeholder groups to jointly advocate for continued Florida Keys Stewardship Act funding. This strategy and our involvement in it has led to tens of millions of dollars for the Florida Keys, which has facilitated the enhancement of wastewater facilities, water quality improvements, canal restoration, coral reef restoration, and other projects important to Key West. In addition to our diligence in securing state funding, we will be proactive in identifying funding opportunities throughout Session. As this is an ongoing activity during Session, it is challenging to define an estimate of the time necessary to complete. It will depend on the City's goals and priorities, and be determined and agreed upon after our Agenda is created.

##### **3. Monitor State legislation and programs of State agencies to identify new funding sources.**

Throughout our representation, we will monitor all legislative bill filings, appropriations requests, and amendment filings. We subscribe to LobbyTools as our primary bill tracking and monitoring system. LobbyTools enables us to efficiently research bills, PCBs, statutes, legislators, committees, calendars for executive agencies and licensing boards, Florida and national news, press releases, and other essential information pertaining to the City. We modify the system to generate customized reports specific to the City in order to provide the most targeted, up-to-date and cost-effective information

available. We also monitor all agency rulemaking through a state tracking system. Additionally, we enjoy strong relationships with staff and various members of Florida's state agencies and we will utilize these relationships to assist in monitoring all activity relevant to the City. We will continue to provide the City with weekly bill reports as we have done in previous years. This also is an ongoing activity on which we spend time each day during Session - approximately one hour per day.

#### **4. Prioritize funding opportunities according to their potential as funding sources.**

GrayRobinson will advise the City of potential funding opportunities, and prioritize opportunities according to their potential as funding sources based on our knowledge of the process and our experience. Given our experience in this, time spent prioritizing will be minimal and no more than two hours per week.

#### **5. Develop timelines, giving dates when certain activities should begin and when materials should be compiled to meet State guidelines and deadlines.**

We have found that a timeline of benchmarks helps clients and our Team be better positioned for legislative success. Below are recommendations for a timeline of activities to be accomplished leading up to, during, and following Session. Given the work we have put in to determine the timeline up front, **there is no time necessary for this task.**

- From **September 1** through **October 31**, GrayRobinson will work with the City to foster an in-depth understanding of the City's evolving needs and any new issues for this upcoming Session, as well as the strategy, tactics, and messaging for these, with initial meetings with the City's leadership, directors, and designated staff taking place during this period.
- Following these meetings, we propose the development of a written legislative agenda, including the refinement of proposed statutory or appropriations-based changes from **October 15** through **November 30**. This strategy would include supporting the plan and execution of a successful "Day at the Capitol" for the City to both raise its profile in the Florida Legislature and garner support for its issues. This "Day at the Capitol" can be scheduled during the committee weeks in **November** and **December** or during the first month of Session (January). The plan would also include our collaborative involvement in Florida Keys Day, both as a long-standing and active sponsor, and as the City's liaison/guide during the trip.
- Concurrently identify champions and supporters in the Legislature of each of these goals, as well as avenues to enact these changes. In some cases, this may be through the filing of individual policy bills by House and Senate Members and moving them through the committee process. In those cases, having this strategy in place and beginning to take action would ideally be accomplished during committee weeks sometime from **October 1** through **November 30**.
- After the legislative Session concludes, we will ensure appropriate follow-through on bills impacting the City and strategies/issues for the 2021 Legislative Session by **April 10, 2020**. We will provide the City with a full bill report and will visit Key West in person as we have in previous years.

#### **6. Act as a representative of the CITY and its projects.**

In our representation of the City of Key West, we will act as a representative of the City in Tallahassee on an ongoing basis, as we have done for the last twelve years. Our representation of the City is not something we take lightly and we will continue to be fierce and ethical advocates of the City and take on its projects as our own.

**7. Coordinate with the State delegation in gaining support for State funding for the CITY, assist in drafting appropriate correspondence, schedule briefings and meetings.**

GrayRobinson goes to great lengths to build long and lasting relationships with key decision makers. With 14 offices throughout the state and an office in Washington, DC, we know legislators, agency heads, key staff and other elected officials in their home towns, we support their causes, and we are their neighbors and friends. One cannot effectively advocate without the ability to interact and work with legislators, members of the Governor's staff and with the heads of the state's many agencies in many different venues and circumstances. Some of GrayRobinson's specific relationships are described below and all of these relationships will be used to gain support of State funding for the City. We will draft appropriate correspondence and schedule briefings and meetings as needed to further garner support. The time spent on this would depend on how much effort is needed throughout Session. It would be an ongoing effort with regular reports and open communication with the City.

## House and Senate Leadership

Our Team has working relationships with the leadership in both the House and Senate. Speaker **JOSE OLIVA** served with Team member Dean Cannon in the House and has a great relationship with our Team. Additionally, Team member Joseph Salzverg worked on the Speaker's special-election to the House in 2011. Our Team also has developed excellent relationships with the Speaker's lieutenants. In the Senate, it is much the same. Senate President **BILL GALVANO** has worked with our Team since his days in the Florida House, including serving with Dean Cannon. We know his priorities (higher education and transit) and know his style of leadership.

As well, we work to establish relationships not just with the current leaders, but with those to come. In the House, we were early supporters of future speakers **CHRIS SPROWLS**, **PAUL RENNER** and **DANIEL PEREZ**, and our Team has been working closely with 2020-22 Senate President-designate **WILTON SIMPSON** since his days at the Tampa Chamber. Thus, whether it is the current Speaker and President, or the incoming presiding officers, we have worked diligently to forge these relationships based on common interests, trust and reliability.

Perhaps the best way to establish the trust and confidence we are asking the City to place in our Team is to point to times when others, similarly situated, placed their trust and confidence in members of GrayRobinson's lobbying Team:

- **TEAM LEAD JASON UNGER** has served as special counsel to the Speaker of the Florida House of Representatives and to members of the Legislature in election law matters. Jason has served on the Supreme Court Judicial Nominating Commission (JNC) since 2008, when he was appointed by Governor Charlie Crist. He was subsequently reappointed by Governor Rick Scott in 2011 and 2016 for a term through 2019. Jason served as Chair of the JNC for 2009-2010 and again for 2016-present.
- **TEAM MEMBER DEAN CANNON** served in the Florida House of Representatives from 2004 until 2012. He served as Chairman and member of the Transportation and Economic Development Appropriations Committee from 2006-2008, and chaired the influential Economic Expansion and Infrastructure Committee from 2008-2010. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term. Through his public service, he formed valuable relationships throughout Tallahassee and across the state, relationships that continue to this day with the current legislative leadership, Legislators, Executive branch agency heads and their staff, Cabinet members, and other elected officials.

- **TEAM MEMBER KIM MCDOUGAL, PH.D.** served as Chief of Staff to Florida Governor Rick Scott where she was responsible for directly serving and advising the Governor on issues pertaining to 100,000 plus Executive Branch employees and administering an \$83 billion state budget. Kim also worked for Governor Bush in several roles within the Executive Office of the Governor, including as the policy coordinator for education in the Office of Planning and Budget.
- GrayRobinson Shareholder **ANDY BARDOS** served as special counsel to the president of the Florida Senate, assisting in the development of legislation, and served as policy coordinator to the Judiciary Committee, the Health Regulation Committee, and the Ethics and Elections Subcommittee.
- GrayRobinson Of Counsel attorney **TIM CERIO** served as General Counsel to Florida Governor Rick Scott. As General Counsel, Tim was the chief legal advisor to the Governor and the Executive Office of the Governor's legal liaison to all state and local agencies. Tim previously served as general counsel and subsequently Chief of Staff of the Florida Department of Health.
- GrayRobinson Senior Government Affairs Consultant **LARRY CRETUL** served on the Marion County Commission from 1994-2002, including two years as Chairman. In 2002, he was elected to the Florida House of Representatives and was selected by his peers in 2009 to serve as Speaker of the House from 2009 to 2010.
- GrayRobinson Shareholder **GEORGE LEVESQUE** served as Special Counsel and policy advisor to the Florida Speaker of the House, General Counsel to the Florida House of Representatives, and most recently as General Counsel to the Florida Senate.
- GrayRobinson Of Counsel attorney **BURT SAUNDERS** served as Florida Senator for District 37 from 1998-2008, Florida Representative from 1994-1998, Collier County Commissioner from 1986-1994, and Collier County Attorney from 1982-1986. Burt is currently serving as Collier County Commissioner.

## Local Delegation

Throughout our representation of the City of Key West, we have built close working relationships with the local delegation. Specifically, we have very strong relationships with **ANITERE FLORES** and **HOLLY RASCHEIN**. Susan Cardenas is a constituent of both. Members of our Miami office are also constituents and close friends of the legislators. Additionally, we enjoy close relationships with several of the candidates running to replace the City's local delegation in 2020.

### **8. Identify and meet with key State agencies, officers of the State government and members of the State legislator related to specific funding sources, propose and implement lobbying and advocacy strategies for gaining their support for CITY projects.**

We commit to identifying and coordinating relevant appointments and meetings with key State agencies, officers of the State government and members of the Florida Legislature related to specific funding sources, and will propose and implement lobbying and advocacy strategies for gaining their support for City projects. In addition to the capabilities of a Team that collectively has served and advocated under five Governors, we maintain excellent working relationships with all of the agency heads, and strong relationships with the Cabinet.

We will also work with the City to identify opportunities for its leadership to not only meet with state officials and legislators, but to speak on matters affecting Key West, so that City leadership continues to be regarded as thought-leaders on issues that impact local government.

**9. Establish and maintain liaisons with key State agencies, officers and elected officials to gain support for CITY projects.**

GrayRobinson is well known and respected in both the Legislative and Executive branches, including the state agencies, and has a broad network of personal and professional relationships with policymakers as well as with their staffs. The GrayRobinson Team has solid working relationships with Department of Economic Opportunity (DEO), Department of Environmental Protection (DEP), Department of Transportation (FDOT), Division of Emergency Management (DEM), Department of Business and Professional Regulation (DBPR), and Florida Fish and Wildlife Conservation Commission (FWC). These are relationships built on trust and respect based on years of honest and forthright interactions. We will engage our relationships with key State agencies, officers and elected officials to gain support for City projects. This is an ongoing activity for which it is hard to determine up front how much time will be spent during our representation of the City. However, we will work and communicate closely with our key contacts so resources can be monitored and, when possible, time determined.

**Agencies of the State of Florida**

Relationships with the agencies of the State of Florida are important to advancing the City’s priorities as well. Specific examples of our relationships here include:

- City of Key West Team Lead **JASON UNGER** enjoys strong relationships with the Florida Department of Transportation and the Division of Emergency Management. His relationship with FDOT has included working with Secretary Kevin J. Thibault on the Cow Key Bridge issue and scheduling productive meetings with him as well as his key staff and City of Key West representatives. He also has a strong relationship with the Department of Revenue.
- City of Key West Team member **CHRIS CARMODY**’s relationship with the Department of Economic Opportunity and Enterprise Florida allows him to provide strong support to county grants;
- As a former Speaker, City of Key West Team member **DEAN CANNON** enjoys relationships with most of the agencies, but also has specific relationships with Florida Department of Transportation, Department of Economic Opportunity, Department of Environmental Protection, and Enterprise Florida (serves on the Board of Directors);
- As the Chief of Staff to former Governor Scott, City of Key West Team member **KIM MCDOUGAL, PH.D.** enjoys great relationships with, among others, the Department of Juvenile Justice, Department of Education, Division of Emergency Management and Department of Corrections; and
- City of Key West Team member **JOSEPH SALZVERG** regularly advocates for his clients on issues related to home rule, transit, affordable housing, professional licensure, vessels and waterways, and emergency operations. As such, he has extensive experience working with DBPR, DEM, DEO, DEP, FDOT, and FWC.

**10. If requested, prepare State grant applications.**

Our Team has experience securing timely approval of grant applications and reviewing documents related to these funding request applications. The time spent on grant applications would depend on the volume we are asked to prepare. Below are just a few examples of how we have assisted in the successful application for and receipt of funds for our clients:

Year	Entity	Grant Amount	Description
2019	Florida Library Association and Miami-Dade County	\$1,000,000	Worked to secure \$1,000,000 in nonrecurring funds for the Library Construction Grants program in the Department of State.

2019	Florida Library Association	\$4,500,000	Worked to secure a \$4.5 million increase in State Aid to Public Libraries grant program through Florida Department of State.
2019	Gulf County	\$25,000,000	Worked to secure a \$25 million appropriation to establish the Hurricane Michael Recovery Grants program to assist local governments with infrastructure repairs following the devastating 2018 storm. The grants will be administered through a competitive program administered by DEO and approved by the Legislative Budget Commission.
2017/2018	Broward College	\$3,187,500	The Firm worked to secure a \$3,187,500 Florida Job Growth Workforce Training Grant from the Florida Department of Economic Opportunity.
2017/2018	Canaveral Port Authority	\$50,000,000	The Firm successfully worked to have a grant application valued at over \$50 million included in the top three preferred grant recommendations from the Florida Department of Transportation to the United States Department of Transportation, for consideration of an Infrastructure for Rebuilding America ("INFRA") grant.
2017/2018	Canaveral Port Authority	\$8,245,000	The Firm worked to secure an \$8,245,000 Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.
2017/2018	City of Port St. Lucie	\$3,003,247	The Firm worked to secure a \$3,003,247 Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.
2018	City of Port St. Lucie	\$600,000	The Firm worked to secure Outdoor Legacy Grants (federal funds) by working with Florida Department of Environmental Protection to find alternative sources of funds, due to the inability of State to apply for federal grants.
2017/2018	Volusia County	\$1,961,564	The Firm worked to secure a \$1,961,564 Florida Job Growth Public Infrastructure Grant from the Florida Department of Economic Opportunity.
2016	City of West Palm Beach	\$500,000	The Firm secured a \$500,000 Cultural Facilities Grant for the stabilization and rehabilitation of the Historic Sunset Lounge from the Florida Department of State.

2015	Cities of Kissimmee, Orlando, Winter Park	\$10,000,000 pot with 50% match	The Firm successfully advocated for the creation of a new matching grant program for the development of quiet zones with the Florida Department of Transportation.
2012/2013	City of Marathon	\$727,000	The Firm assisted the City of Marathon in obtaining an Economic Development Grant (one of the first in the state), and drafted the corresponding sub-recipient grant agreement with a non-profit entity for the proposed construction of a zip-line project.

**11. Provide technical assistance and guidance to CITY staff in preparing correspondence and reports for State funding contracts.**

GrayRobinson is well versed in preparing correspondence and reports for State funding contracts. We will continue to provide assistance to the City of Key West for such activities. This would be an ongoing activity.

**12. As requested or necessary, arrange meetings between State agencies and members of the Executive branch, Legislators and/or legislative staff with the Mayor, City Commissioners and the City Manager to promote the funding of CITY projects or to discuss legislative issues effecting the CITY.**

We commit to identifying and arranging meetings between State agencies and members of the Executive branch, Legislators and/or legislative staff with the Mayor, City Commissioners and the City Manager to promote the funding of City projects or to discuss legislative issues effecting the City. In addition to the capabilities of a Team that collectively has served and advocated under five Governors, we maintain excellent working relationships with all of the agency heads in the DeSantis administration, and have strong relationships with members of the Cabinet. In 2019, at the request of the City, we secured a meeting with FDOT Secretary Kevin Thibault to discuss the Cow Key Bridge and also secured a meeting with DEM Director Jared Moskowitz to discuss Hurricane Irma reimbursements. We will continue to secure similar meetings moving forward as requested. The time spent to accomplish this will depend on the need to arrange such meetings based on the priorities of the City.

**13. Identify agencies or other local governments which may be competing for specific grants or appropriations and assist in aligning support for CITY Projects.**

We are well equipped to identify agencies or other local governments which may be competing for specific grants or appropriations and will assist in aligning support for City Projects. Our relationships are far-reaching, enabling us to work well with other lobbyists whose clients share a common goal. As an example of aligning support with other interested parties, we have recently worked collaboratively with Florida Keys stakeholder groups to jointly advocate for continued Florida Keys Stewardship Act funding. If this is a continued priority for the City, we will focus on this for 2020 and beyond. This would be an ongoing effort and an estimate of time would depend on whether there are other agencies or local governments we would approach about aligning efforts for City projects.



- 14. Provide quarterly reports to the City Manager or designee demonstrating the progress of the individual or firm toward securing funding for CITY projects. The report shall provide enough information as needed in order for the Mayor, City Commission, City Manager and staff to support any lobbying strategies.**

GrayRobinson will provide regular written briefing reports at the end of each week during committee weeks and Legislative Sessions to the City Manager or designee. We are prepared to provide reports more frequently as requested and will tailor them specifically to the needs and requests of the City. The Team will work diligently to provide the City with an update on its legislative priorities immediately following Session. Although the City will have been kept aware of developments throughout Session, the Team also will provide a detailed written report as soon as possible following Session which will include specific legislation and new requirements affecting the City. Status on the reports will be communicated regularly so the City will know when to expect delivery. The City also will be invited to attend "Session Wrap-Up" events we host across the state. The time to prepare each report is estimated at one hour per report.

- 15. Appear before the City Commission as requested to report on fund development activities, approximately two (2) times annually. Appearances will be scheduled in advance at the request of the Mayor and City Commission.**

GrayRobinson commits to appear before the City Commission to report on fund development activities, approximately two times annually. Our goal is to provide exemplary legislative services. Team Lead Jason Unger will be on call and available for consultation, advice, and other services as requested by leadership and staff. The time spent on this effort will be the time each meeting requires, which we estimate to be no longer than two hours per meeting.

## MONITORING

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- 1. Review on a continuing basis all existing and proposed State of Florida policies and legislation effecting the CITY. Identify those issues that may directly or indirectly effect the CITY or its citizens and regularly inform the CITY as to such matters, both orally and in writing, including the benefits and any inverse impacts of proposed legislation.**

Throughout our representation, we will constantly monitor all legislative bill filings, appropriations requests, and amendment filings. As mentioned previously, we subscribe to LobbyTools and use this as our primary bill tracking and monitoring system. We will modify the system to generate customized reports specific to the City in order to provide the most targeted, efficient, up-to-date information available. We will provide these reports in writing and will communicate important items orally as needed and when it is timely, including the benefits and any adverse impacts of the proposed legislation. This is an ongoing activity that would take about fifteen to thirty minutes each day.

- 2. Work closely with the Mayor, City Commission, City Manager, Assistant City Manager and senior staff in the coordination and development of the City's legislative program for both long and short-term perspectives, as well as legislative priorities.**

We are prepared to continue to work closely with the Mayor, City Commission, City Manager, Assistant City Manager and senior staff in the coordination and development of the City's legislative program for both long and short-term perspectives, as well as legislative priorities. As mentioned previously, we will work on developing the legislative agenda at the outset of the engagement and will be prepared to execute throughout Session, making adjustments along the way as needed. This would be ongoing and would require about two hours each week.

**3. Work closely with the Mayor, City Commission, City Manager and senior staff to develop special or general legislation in keeping with, or supportive of, the City's adopted legislative program.**

To help ensure an even more successful relationship, we propose an approach that includes frequent and ongoing communication with City leadership, including attendance at all appropriate meetings and any other meetings pertaining to the City's legislative agenda. We will work with City leadership to ensure we understand both the immediate and long-term goals that are vital to the advancement of the City's strategic plan. As mentioned previously, the Team will schedule a legislative workshop to develop a legislative agenda for the upcoming Session. For the City, and for us, the agenda should provide clear articulation of goals and expectations which when combined with the City's scope of services, will serve as a roadmap in our representation. The moment these agendas and strategies are set, our Team will begin advocating on behalf of the City and will assist in developing special or general legislation to support this strategic plan and legislative program. This would be an ongoing activity. Time spent will depend on how much development of special or general legislation will be needed to meet the City's goals. We estimate it would be about three to five hours per week.

**BILL TRACKING**

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**1. Obtain and monitor all bills, resolutions, files, journals, histories, etc. that may have an impact on legislative or regulatory interests of the CITY.**

GrayRobinson will obtain and monitor all bills, resolutions, files, journals, histories, etc., that may have an impact on legislative or regulatory interests of the City. Throughout our representation, we will constantly monitor all legislative bill filings, appropriations requests, and amendment filings. As mentioned previously, we subscribe to LobbyTools and use this as our primary bill tracking and monitoring system. LobbyTools enables us to research bills, PCBs, statutes, legislators, committees, calendars for executive agencies and licensing boards, Florida and national news, press releases, and other essential information pertaining to the City. We also monitor agency rulemaking through a state tracking system. Additionally, we enjoy strong relationships with staff and various members of Florida's state agencies. We will utilize these relationships to assist in monitoring all activity relevant to the City. LobbyTools allows us to spend minimal time on this as the work is done for us by the system. Time spent would be about fifteen to thirty minutes each day.

**2. As copies of any bills and amendments are determined to have an impact on legislative and regulatory interests of the CITY, copies shall be forwarded to the Mayor, City, Commission and City Manager.**

GrayRobinson is prepared to notify the City immediately of any bills or amendments that are determined to have an impact on legislative and regulatory interests of the City. In addition, we will modify the LobbyTools system to generate customized reports specific to the City in order to provide the most targeted, up-to-date information available. The time required for this is estimated at 5 hours per week during committee weeks and 10 hours per week during Session.

## 5. FEES

**a. Provide a fixed fee proposal for performing all the work described in the Request for Proposals. 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.**

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GrayRobinson proposes a lump sum price of \$72,000 annually for performing all of the work described in the Request for Proposal. This is the same fee we have charged the City since 2009. We do not anticipate any additional costs for this proposal.

# APPENDIX A: FORMS

## CITY OF KEY WEST INDEMNIFICATION FORM

To the fullest extent permitted by law, the CONTRACTOR 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 CONTRACTOR, 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 CONTRACTOR'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 CONTRACTOR 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 CONTRACTOR or of any third party to whom CONTRACTOR may subcontract a part or all of the Work. This indemnification shall continue beyond the date of completion of the work.

CONTRACTOR: GrayRobinson, P.A. SEAL:

301 South Bronough Street, Suite 600  
Tallahassee, Florida 32301

Address  
*Jason Unger*

Signature  
Jason L. Unger

Print Name  
Tallahassee Managing Director

Title  
8/2/2019

DATE: 8/2/2019

Sworn and subscribed before this 2nd day of August, 2019

*Dawn R. Wilkinson*  
NOTARY PUBLIC, State of Florida, at Large

My Commission Expires:



If Sole Proprietor or Partnership

IN WITNESS hereto the undersigned has set his (its) hand this \_\_\_\_ day of \_\_\_\_\_  
20\_\_.

\_\_\_\_\_  
Signature of Bidder

\_\_\_\_\_  
Title

If Corporation

IN WITNESS WHEREOF the undersigned corporation has caused this instrument to be executed and  
its seal affixed by its duly authorized officers this 2 day of August 2019.

(SEAL)

GrayRobinson, P.A.  
Name of Corporation

By Jason L. Unger

Title Tallahassee Managing Director

Attest [Signature]

Sworn and subscribed before this 2nd day of August, 2019

Dawn R. Wilkinson

NOTARY PUBLIC, State of Florida, at Large

My Commission Expires:



**ANTI-KICKBACK AFFIDAVIT**

STATE OF Florida )

: SS

COUNTY OF Leon )

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: Jason Unger Jason L. Unger 8-2-19

Sworn and subscribed before this 2nd day of August, 2019

Dawn R. Wilkinson  
NOTARY PUBLIC, State of Florida, at Large

My Commission Expires:



\* \* \* \* \*

**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 City of Key West

2. This sworn statement is submitted by GrayRobinson, P.A.  
(name of entity submitting sworn statement)

whose business address is 301 South Bronough Street, Suite 600  
Tallahassee, Florida 32301

and (if applicable) its Federal Employer Identification Number (FEIN) is 59-1300132

(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement)

3. My name is Jason L. Unger  
(please print name of individual signing)

and my relationship to the entity named above is Tallahassee Managing Director

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 of guilt, 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.)

Jason Unger  
(signature)

8/2/2019  
(date)

STATE OF Florida

COUNTY OF Leon

PERSONALLY, APPEARED BEFORE ME, the undersigned authority,

Jason L. Unger Who, after first being sworn by me, affixed his/her  
(name of individual signing)

signature in the space provided above on this 2nd day of August, 2019.

My commission expires:

Dawn R. Wilkinson  
NOTARY PUBLIC





**EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT**

STATE OF Florida )

: SS

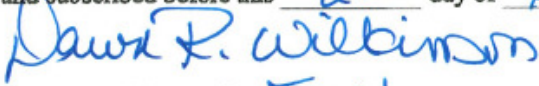
COUNTY OF Leon )

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

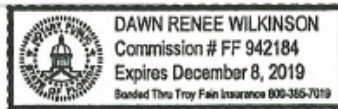
provides benefits to domestic partners of its employees on the same basis as it provides benefits to employees' spouses, per City of Key West Code of Ordinances Sec. 2-799.

By:  Jason L. Unger 8-2-19

Sworn and subscribed before this 2nd day of August, 2019

  
NOTARY PUBLIC, State of Florida, at Large

My Commission Expires:



\* \* \* \* \*

**CONE OF SILENCE AFFIDAVIT**

STATE OF Florida )

: SS

COUNTY OF Leon )

I, the undersigned hereby duly sworn, depose and say that all owner(s); partners, officers, directors, employees and agents representing the firm of GrayRobinson, 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: Jason Unger Jason L. Unger 8-2-19

Sworn and subscribed before me this 2<sup>nd</sup> day of August 20 19.

Dawn R. Wilkinson

NOTARY PUBLIC, State of Florida at Large

My Commission Expires: \_\_\_\_\_



\* \* \* \* \*