



**Request for Proposals
State Government Relations Services
RFP #010-19**



David Sermak, Central Purchasing Specialist
City of Key West
Office of the City Clerk
1300 White Street
Key West, Florida 33040

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Introduction

August 12, 2019

Mr. David Sermak
Central Purchasing Specialist, City of Key West
1300 White Street
Key West, Florida 33040

Re: RFP #010-19, State Government Relations Services

Dear Mr. Sermak,

On behalf of Capital City Consulting (CCC), we are excited to submit this proposal to provide state legislative lobbying services for the City of Key West (City). At CCC, we understand that the City is uniquely situated because of its geography, natural habitats, and tourism-driven economy. We believe that our team of consultants has the background and expertise needed to effectively represent those unique interests before the executive and legislative branches in Tallahassee. As you'll see in this proposal, CCC has a proven track record of accomplishing client goals through strategic planning, accessing key relationships, and handling complex and controversial government initiatives; all skills and resources we will put to work for the City if selected to represent you.

CCC, a full-service government relations firm, has been in existence for 16 years and is managed by founding partners Nick Iarossi and Ron LaFace. CCC has 13 full time lobbyists, two Florida office locations, and over 150 current clients. CCC's Tallahassee office is a block from The Capitol and would be the central location where state government relations efforts are coordinated on behalf of the City. If selected, Ron LaFace and Megan Fay would be the City's project managers.

Capital City Consulting, LLC
101 East College Ave., Suite #502,
Tallahassee, FL 32301
Megan Fay Cell: 727.424.6919
megan@cccfla.com
Ron LaFace Cell: 850.445.7258
ron@ccclfa.com

CCC also has a satellite office in downtown Tampa, managed by Justin Day, who represents clients before Florida's state government and in Hillsborough and Pinellas counties.

Capital City Consulting, LLC
400 North Ashley Drive, Suite 1100
Tampa, FL 33602
Justin Day Cell: 850.544.1932
justin@cccfla.com



Additionally, CCC proposes to subcontract with John W. Smith, founding member of Peebles, Smith & Matthews (PS&M), to further expand our ability to effectively represent the City.

Peebles, Smith & Matthews, Inc.
301 S. Bronough Street, Suite 500
Tallahassee, FL 32301
John W. Smith Cell: 850.570.7242
john@psmfl.net

At CCC, we successfully build lasting relationships with Florida's government leaders and welcome the opportunity to advance the City's state government agenda. Our team has access to the highest levels of decision makers within state government, and if selected, we are confident that we will be able to effectively advocate for the City's legislative priorities.

Sincerely,

A handwritten signature in black ink, appearing to read "Ron LaFace", with a long horizontal line extending to the right.

Ron LaFace
Owner, Capital City Consulting



Capital City Consulting Client List as of 8/1/2019

CCC has a diverse portfolio of 154 clients, which includes Fortune 500 corporations, not-for-profit entities, and local governments. A complete list of our current clients is included below.

AAJ Technologies, LLC
A Better Miami-Dade, Inc.
Accenture LLP
Advancement Via Individual Determination
Aetna, Inc.
Ajax Building Corporation
American Bankers Insurance Group
American Traffic Solutions (d/b/a Verra Mobility)
Ameritas Life Insurance Corp.
Arrive Alive Traffic Control, LLC
Associated Industries of Florida
AT&T Services
Atkins North America, Inc.
Avesis, Inc.
Axon Enterprises, Inc.
Baptist Health South Florida
Bayfront HMA Healthcare Holdings, LLC
Benefit Focus, Inc.
bestbet Jacksonville
Brandt Information Services
Broward County Clerk of Court
Buc-ee's Limited
C.W. Roberts Contracting, Inc.
Central Florida Health
Ceres Environmental Services, Inc.
Chubb INA Holdings, Inc.
CitiGroup Global Markets, Inc.
Citigroup Washington, Inc.
Community Care Plan
Comprehensive Health Management, Inc. aka WellCare
Consumer Health Alliance
CVS Health
Delta
DentaQuest, LLC
Distilled Spirits Council of the US
Elevated, LLC
Elite DNA Therapy
Enviva
eQHealth Solutions, Inc.
Ferreira Construction
Florida Association of District School Superintendents
Florida Association of Health Plans, Inc.
Florida Association of Orthotists & Prosthetists
Florida Atlantic University Foundation, Inc.
Florida Coalition for Children
Florida Community Financial Services Association
Florida Healthy Kids Corporation
Florida International University Foundation
Florida Justice Reform Institute
Florida Keys Community College Education Foundation
Florida Pet Retailers
Florida Power & Light
Florida Realtors
Florida Surplus Lines Association
Gartner, Inc.
George Hackney, Inc. dba Trulieve
Global Technology Solutions, LLC
Gordian Group, Inc.
Green Rock Strategies, LLC
Guardian ad Litem Foundation, Inc.
Health Management Systems, Inc.
HNTB Corporation
Homee, Inc.
Houghton Mifflin Harcourt Publishing Company
Hygea Holding Corporation
Hyperloop Transportation Technologies, Inc.
Image API, LLC
Imperial Parking
Innovative Emergency Management, Inc.
Insurance Auto Auctions
KK Storm, LLC
Las Vegas Sands
League of Southeastern Credit Unions
Lennar Ventures, LLC



Lexmark International, Inc.
Lime
Loggerhead Marinelife Center
LogistiCare Solutions, LLC
Lost Tree Village Property Owners Association,
Inc.
Majestic Realty Co.
Melbourne Greyhound Park
Memorial Healthcare System
Memory Garden at Tanglewood
Neal Land Development Group
New College Foundation, Inc.
NJ Lotto
North Highland Co.
NTT Data, Inc.
Nu Image Medical
NuShore, LLC
Ocala Breeders' Sales Co.
OBS Real Estate Holdings, LLC
Office Depot, Inc.
Old Republic National Title Insurance Company
Oportun
Orange Barrel Media
Osceola County
Palm Beach County Sheriff's Office
Pinellas County School Board
Pollard Banknote Limited
Prevost Care (US) Inc.
Primerica Life Insurance Company
Prosperity Medical
Qualtrics, LLC
RAI Services Company
ReedHein & Associates
RELX, Inc.
Renaissance Learning, Inc.
Rick Staab
RiverCaddis Development
ROADIS USE Holdings, LLC
Ruvos
Safelite Group, Inc.
Safety Net Hospital Alliance of Florida
Sandhill Recycling, LLC
SESCO Lighting, Inc.

SHI International, Inc.
SI Group Client Services
Skyport North America
South Automotive Group
South Florida Regional Transportation
Authority
Sunshine State Tag Agency, LLC
Take Stock in Children
Tallahassee Retail Ventures, LLC
Tampa Bay Rays
TEKsystems, Inc.
Tellus, LLC
The Center for Popular Progressive Values and
Democracy
The City of Venice
The Corradino Group
The District School Board of Collier County
The Everglades Foundation
The GEO Group, Inc.
The School Board of Brevard County
The School Board of Sarasota County
The School District of Palm Beach County
The Special Committee for Healthcare Reform
Thinking Media
Thomas Howell Ferguson, PA
TransPro Consulting, LLC
Travelers Indemnity Company
UMA Education, Inc.
United Services Automobile Association
University of Florida Student Government
Association
Versant Health Holdco, Inc.
Veritas Technologies, LLC
Visa, Inc.
Vista Motor Company
Voya Financial Services, Inc.
Washington Intern Student Housing, LLC
Weidner Law, P.A.
Whitaker Contracting Corporation
Zurich American Insurance Company



Experience and References

Capital City Consulting

The City of Venice

After being hired by the City of Venice late in the 2015 legislative session, CCC worked quickly to remove and amend certain negative provisions of proposed legislation relating to the Bert J. Harris, Jr. Property Rights Protection Act that would have resulted in large fiscal impacts on cities and municipalities.

Since 2015, CCC has also secured \$3 million in funding for road improvement projects for the City of Venice, despite the projects not being included in the original Department of Transportation work plan nor the Governor's appropriations recommendations. CCC also successfully lobbied the legislature on behalf of the City of Venice for an additional \$1.75 million that went towards local water projects and the replacement of aging utility infrastructure.

Client Contact: Ed Lavallee

Title: City Manager

Phone Number: 941.882.7399

Email Address: elavallee@venicegov.com

College of the Florida Keys (formerly Florida Keys Community College)

CCC, in partnership with PS&M, has successfully represented the College of the Florida Keys in front of the legislature and executive branch since 2015. Some of our successes during the 2019 Legislative Session include working with Senator Flores and Representative Raschein to pass legislation changing the college's name from Florida Keys Community College to the College of the Florida Keys. We also worked with the delegation and legislative leadership to include language in the Higher Education bill (SB 190) that authorized the college to build additional dormitories on campus through the use of a public private partnership. The College of the Florida Keys is the only Florida college authorized to provide student housing.

Additionally, CCC worked with Senator Rick Scott's office to expedite the award of a \$16 million grant that will allow the College of the Florida Keys to construct a new workforce training facility at their northern campus and provide the College with an alternate headquarters location should another major storm strike the region. During the 2016 Session, CCC and PS&M secured \$4,500,000 to purchase the site for the northern campus and passed legislation authorizing the county to construct an additional 200 residential beds to address affordable student housing.

During the 2018 Session, CCC and PS&M successfully advocated for \$5,000,000 for the hardening of facilities on the Key West campus and enhance footprint for Charter Academy, in addition to \$250,000 in gap funding to help the college sustain operations despite diminished student enrollment following Hurricane Irma. The legislature funded both requests and the appropriation was approved by then-Governor Rick Scott. We also secured state PECO funding for the construction of additional classrooms on the main campus, which can also be used as an on-site Emergency Operations Center, and also secured state funding for a new upper Keys facility.

Client Contact: Dr. Jonathan Gueverra
Title: President, College of the Florida Keys
Phone Number: 781.718.4259
Email Address: president@fkcc.edu

Various Recent Legislative Appropriations

CCC has shown time and time again that hard work, depth of subject matter knowledge, and proximity to the legislative process is the model for success. Below you'll find a variety of examples that illustrate how our firm is consistently successful in navigating the legislative appropriations process on behalf of our clients.

- ✓ Secured a multimillion-dollar appropriation for a feasibility study for high-tech transportation alternatives.
- ✓ CCC secured \$1 million in state appropriations for the Palm Beach County Sheriff to complete a pilot program to prevent violence, as well \$2 million for an unmanned aerial vehicle program to assist search and rescue operations.
- ✓ For Florida International University, CCC secured \$8 million for a campus expansion, \$7.1 million in continuation funding, and \$3 million to deploy UPLIFT, which provides evidence-based instruction, learning technologies, and advanced classroom assessment throughout critical Gateway and STEM courses.
- ✓ CCC's deep experience in education makes our success unmatched in the appropriation process. During the past two legislative sessions, we secured \$750,000 for career and technical funding projects; \$1.5 million in fixed capital outlay for a manufacturing training center; \$2 million for storm surge mitigation; \$150,000 for an African American History Museum, and \$600,000 for a summer learning academy on behalf of our school district clients.



CCC Client Testimonials

“As the smallest public college in the State of Florida, it is often difficult to get on the list of anything that offers a high profile. This is not our experience working with Capital City Consulting or Peebles, Smith & Matthews. We have access to the principals and to dedicated staff who are very responsive and timely. With both firms, FKCC always feels like we are the only client of the day.”

Dr. Johnathan Gueverra, President, Florida Keys Community College

“The folks at Capital City Consulting are widely respected and liked and have an astonishing knowledge of both formal and informal networks in Tallahassee, and in Florida more generally. They have not only provided us with access to lawmakers and their staffs but have provided excellent advice and counsel. They understand New College’s mission and needs, and both alert us to, and anticipate, opportunities that would otherwise have been missed. They function not just as consultants or lobbyists, but as wise, trusted colleagues.”

Donal O’Shea, President, New College of Florida

“Capital City Consulting is an excellent lobbying firm that continually provides results for the Palm Beach Sheriff’s Office. Each legislative session, numerous bills are considered that could be harmful for our office and the citizens of Palm Beach County. As one of Florida’s largest law enforcement departments, we do not have the resources or time to be able to monitor each bill filed and engage Legislators on a daily basis. We must rely on Capital City Consulting to represent us and our interests in Tallahassee before the state government. We hired Capital City Consulting in 2012 and we have been beyond pleased with the level of service, communication, and results delivered. They seem to always have their finger on the pulse and able to successfully plan next moves to achieve optimal results.”

Ric Bradshaw, Sheriff, Palm Beach County Sheriff’s Office

“The entire Capital City Consulting team has been highly effective advocates on behalf of AIA, helping us to reach our goals and objectives year after year. Their deep understanding of the challenges that face our industry has proven invaluable to our association.”

Leigh Ann Pusey, President & CEO, American Insurance Association

“In close to 20 years of guiding multistate lobbying efforts for national trade associations and Fortune 500 companies, I have rarely encountered a lobbying firm as effective as Capital City Consulting. Both on the ability to understand complex client issues and the ability to successfully execute government relations strategies at all levels of state government, Capital City Consulting is simply one of the best.”

Paul Russinoff, Vice President of State Government Relations, Visa

“Success in Tallahassee requires having an outstanding team and Capital City Consulting is just that – outstanding. They understand the issues and have close relationships with key decision makers. Their team stays focused and works hard to achieve our goals. The Everglades Foundation is proud of the work Capital City Consulting has provided in Tallahassee.”

Eric Eikenberg, CEO, Everglades Foundation



Peebles, Smith & Matthews

Monroe County/Village of Islamorada

Peebles, Smith & Matthews began its engagement with the Village of Islamorada in 2011 and successfully exempted the Village from the state's preemption regarding local governments' ability to regulate vacation rentals. The following year, Monroe County engaged the firm to assist with the federal RESTORE Act and to assist in building a state partnership implementing a \$1 billion countywide wastewater mandate. In 2012, PS&M was successful in convincing the state to utilize bonding authority for the first time, providing communities in the Keys with \$50 million (Monroe \$30 million/Islamorada \$20 million). The state repeated the wastewater appropriation in 2014. Two years later, the state passed the Florida Keys Stewardship Act broadening the state's partnership to include other water quality initiatives (\$20 million) including canal restoration, stormwater and land acquisition (\$5 million).

The following is a summary of the Firm's scope of work since 2011:

Monroe County/Village of Islamorada

FKS Act Funding - \$6 million for water quality and land acquisition. (2019)

FKS Act Funding - \$10 million for water quality and land acquisition. (2018)

Florida Keys Stewardship Act – Legislation creating financing mechanism for water quality and land acquisition to protect natural resources in the Keys. (2016)

\$5 million – Land Acquisition (2016)

\$50 million – Keys Wastewater Collection & Treatment (2014)

\$50 million – Keys Wastewater Collection & Treatment (2012)

Monroe County

\$3.5 million – Heritage Trail/Bahia Honda State Park (2016)

\$1 million – Heritage Trail/Long Key State Park (2016)

\$100,000 – Pump Out Program (2016)

\$3.5 million – Land Acquisition funding for Military Buffering Project (2014)

Seven Mile Bridge – Negotiated transfer and operational costs to preserve Seven Mile Bridge and Pigeon Key. (2014)

Client Contact: Roman Gastesi

Title: County Manager

Phone Number: 305-292-4441

Email Address: Gastesi-roman@monroecounty-fl.gov

Village of Islamorada

Pedestrian Bridge – Negotiated construction of pedestrian bridge (DOT) for pedestrian safety. (2018)



Everglades Restoration – Legislation and appropriations to improve water flow and water quality for the Florida Bay. (2018)

Water Policy – Legislation enhancing water quality to protect Florida Bay. (2017)

Vacation Rentals Exemption – Language exempting a local government using property value as criteria from statewide preemption. (2011)

Client Contact: Roget Bryan

Title: City Attorney

Phone Number: 305-664-6418

Email Address: roget.bryan@islamorada.fl.us



Personnel Qualifications and Availability

Capital City Consulting (CCC) and Peebles, Smith & Matthews (PS&M) are excited about the opportunity to submit this proposal to the City of Key West (City) for state lobbying services. CCC is a full-service government relations firm that has been in business for 16 years. CCC is owned by founding partners Nick Iarossi and Ron LaFace and employs 13 full-time lobbyists and five full-time administrative staff. Combined, our team of consultants has over 200 years of experience in government affairs.



Additionally, six members of the firm (Nick Iarossi, Ron LaFace, Ashley Kalifeh, Megan Fay, Scott Ross, and Chris Schoonover) are licensed attorneys and members of the Florida Bar. If selected, all of CCC's professional lobbyists and staff will be made available to ensure that the City has the best possible chance of achieving its goals.

At CCC, our main focus is helping our clients navigate government in ways that increase business opportunities, protect their core mission, reduce problematic regulations, access funding opportunities, and prevent the passage of disruptive legislation. If selected, Ron LaFace and Megan Fay will lead CCC's representation of the City at the state level. The CCC core team assigned to the City will also include Jim Boxold - former Secretary of the Florida Department of Transportation, Andrew Ketchel - former Legislative Affairs Director for the Florida Department of Environmental Protection, and John Wayne Smith – founding member of subcontracted lobbying firm PS&M. While this team will serve as day-to-day liaisons and primary lobbyists for the City, you can be assured that *all* CCC resources will be made available to effectively advocate for your priorities, appropriations and policy initiatives.

Consultant Time and Availability

CCC has developed a deep bench of professionals, all of whom will be available to the City to provide the services described in our contract. We have no current or anticipated workload impediments that will affect the performance of services for any client, nor would it inhibit performance pursuant to a professional services contract with the City. Moreover, given the proposed collaborative relationship with PS&M, the City can be doubly assured that all work outlined in the scope of work will be handled effectively and with fidelity.

It is difficult to allocate beforehand specific amounts of time that each consultant will spend on the City's issues. Also, CCC is known for outworking most of our competitor firms, so 5% of a CCC



lobbyist's time would easily equate to 10%-15% of another lobbyist's time, and during Session and Committee Weeks, our consultants are typically the first arrive at the Capitol and the last to leave.

The core team assigned to the City will collectively be responsible for 100% of the time needed to complete the work of the City. How that 100% will be allocated between team members will depend on the nature of each issue and the team member's expertise. Each team member will then spend whatever amount of time necessary to complete the issue; whether it be 5% of their time or 30% of their time. Also, other CCC members are always available to assist with a particular issue or relationship that may be needed during the course of representation, but since that time would be "as needed" we did not include non-core team members time in ensuring the 100% coverage of the City's issues.

Ultimately we assure you that a consultant will be available to the City at all times and that performance of all services agreed upon in our contract will be completed in a thorough and timely manner.

Core Team Consultants

Ron LaFace

A lawyer by training and co-founder of CCC, Ron's lobbying experience includes assisting clients in shaping legislation, navigating procurements, and developing or influencing agency policy through rulemaking and other executive branch intervention. Ron's skill set and attention to policy nuance has won him accolades such as Health Care Lobbyist of the Year in 2017, as well as winning "Best Lobbyist" in a competition voted on by his peers.

Formerly President of Blue Key at the University of Florida, Ron received his Juris Doctorate from the Florida State University and has been Florida Senate confirmed to the state's Postsecondary Education Planning Commission. Prior to and during law school, Ron worked at the Department of Education, providing him a solid foundation for statewide public policy work.

Ron's Role:

If selected to represent the City, Ron will oversee CCC's advocacy efforts on behalf of the City and will ensure that the firm's consultants and resources are deployed strategically and effectively for legislative and executive branch success.



Megan Fay

A University of Florida and Florida State graduate, Megan began her career as an attorney with the Department of Business and Professional Regulation litigating real estate issues before administrative bodies. She quickly rose through the ranks and joined the Governor’s Office, providing advice and counsel on campaign finance and local government issues.

Soon after, Megan was selected to join the Governor’s senior staff where she helped direct cabinet and legislative affairs. As Deputy Chief of Staff to Governor Rick Scott, Megan was instrumental in shaping issues spanning from tourism and incentives to education. In addition to overseeing VISIT Florida, Florida Housing Finance Corporation, the Department of Education, the Florida Lottery, and CareerSource, Megan was involved in shaping policy as it related to the state’s gaming compact and its response to the Marjory Stoneman Douglas shooting, which culminated in the passage of legislation addressing school safety.



Because of her experience overseeing VISIT Florida on behalf of Governor Scott, Megan truly understands the economic impact of the three million visitors who arrive and spend time in the City of Key West every year. In her role as Deputy Chief of Staff, Megan successfully lobbied the legislature to appropriate \$76 million and fully fund VISIT Florida, despite strong opposition from then-Speaker of the House Richard Corcoran. Through that experience, Megan built strong relationships with industry stakeholders and key staff.

Additionally, Megan oversaw the Florida Housing Finance Corporation on behalf of the Governor’s Office and understands the agency’s critical impact, particularly in the Florida Keys where cost of living is high and many jobs come from the hospitality industry. Megan is well-versed in many sources of supplemental funding that could benefit the City, for example, cooperative marketing opportunities through VISIT Florida, grant programs at the Department of Economic Opportunity, opportunities to secure additional affordable housing through Florida Housing Finance Corporation, and grants from federal government agencies.

Megan’s Role:

If selected to represent the City, Megan will be the day-to-day lead and primary point of contact for the City. She will also take the lead on legislative and policy issues relating to tourism, economic development, and housing where she will be able to apply her previous experience and relationships on behalf of the City.



Jim Boxold



CCC Managing Partner Jim Boxold is the former Secretary of the Florida Department of Transportation where he was responsible for managing a \$10 billion budget and over six thousand employees. His signature achievements were the implementation of the largest work program in departmental history, making record investments in the state’s highways, railways, airports, and seaports, and negotiating a cost-saving highway project with the Federal Highway Administration. While leading FDOT, Jim also spearheaded the development of a new finance program to speed up construction projects, as well as consolidated toll agencies’ customer service center functions.

Jim’s career in state government took off after graduating from The George Washington University, when he served as an aide in the United States House of Representatives to Congressman Porter Goss, managing the Congressman’s legislative portfolio and marshaling congressional approval of the Comprehensive Everglades Restoration Program. After moving to Florida, Jim worked for Governor Jeb Bush as a policy advisor and then for Commissioner Adam Putnam, where he managed cabinet affairs before being appointed to oversee the Department of Transportation by Governor Rick Scott.

As the former Secretary of FDOT, Jim is very familiar with the City’s unique transportation challenges due to its geography and limited access points. During his time at FDOT, Jim worked to adjust the North Roosevelt construction project to accommodate the needs of businesses and the local community, worked with the Monroe County Sheriff on numerous pedestrian and driver safety issues, helped advance plans for Seven Mike Bridge and started pedestrian bridge discussions with the county and Islamorada. In addition to his focus on bicycle and pedestrian safety activities through FDOT’s Complete Streets Initiative, Jim was also a champion for integrating FDOT projects with the natural environment. In 2017, Jim was named the Florida Wildlife Federation’s “Wildlife Conservationist of the Year,” for those efforts, especially regarding wildlife crossings for the endangered Florida Panther.

Jim’s Role:

If selected to represent the City, Jim will take the lead on transportation issues identified by the City and will serve as the primary liaison between the City and the Florida Department of Transportation.



Andrew Ketchel

Andrew joined CCC after serving both as a policy advisor to Governor Scott and as the Legislative Affairs Director for the Department of Environmental Protection. In the latter role, Andrew oversaw the Department's legislative agenda and worked extensively on issues dealing with Florida's springs, the Everglades, state-owned lands, waste management, and the Florida Park Service. Andrew also oversaw the most recent state land statutory overhaul, Florida's coastal permitting reforms, and changes to the Petroleum Restoration Program.

While at DEP, Andrew consistently met with local elected officials from Monroe County and the City, and helped resolve several complicated wastewater and drinking water issues. He was also involved with decisions that were made internally regarding the Florida Keys Aqueduct Authority.



Andrew's state government experience also extends to the Florida Department of Highway Safety and Motor Vehicles, where he worked as a member of the Gubernatorial Fellows program, a highly selective annual training program for young leaders. A graduate of the University of South Florida, Andrew was a four-year letterman on the football team.

Andrew plays a key role in CCC's representation of the Everglades Foundation, and can point to many successes such as requiring the state to set aside 25% of Amendment 1 (Florida Land and Water Conservation Initiative) funding for Everglades' restoration and helping to pass legislation directing the state to create a southern storage reservoir to hold, clean, and release water to Florida Bay, a vital part of the Key's economy.

Additionally, Andrew was involved in the Governor's recent appointment of Dr. Julia Nesheiwat as Florida's first Chief Resilience Officer. Dr. Nesheiwat is tasked with preparing Florida for the environmental, physical, and economic impacts of sea level rise. If selected to represent the City, Andrew, along with the rest of our team at CCC, will be able to introduce City leaders to Dr. Nesheiwat, educate her about the specific challenges the city faces as a result of sea level rise, and strategically help position the City for future funding sources.

Andrew's Role:

At CCC, we understand how critical water and environmental issues are to the Florida Keys and the City. If selected to represent the City, Andrew will take the lead on water policy and environmental issues and will represent the City before the Department of Environmental Protection, the Chief Resiliency Officer, and the Legislature.



John W. Smith – Peebles, Smith & Matthews



John has nearly three decades of experience representing local government entities before the Florida Legislature, Governor and Cabinet Offices, and State Agencies. John began his career as an economic researcher for the Florida Public Service Commission. He later joined the Department of Financial Services to analyze and review proposed initial public offerings in Florida. After a short stint in the Governor’s Office of Planning & Budget, he joined the Florida Association of Counties in 1990.

Since then, he has developed a unique expertise in state and local finance. From working as a Financial Analyst for the Department of Banking and Finance to assisting the Deputy Budget Director in the Governor’s Office of Planning and Budgeting during Governor Chiles’s tenure, John gained distinctive skills in the areas of public finance. His focus on public finance includes federal, state, and local tax policy, appropriations, transportation, and economic development. John is recognized as an expert in fiscal policy by virtue of his experience and knowledge in the areas of public finance, the budget and the revenue estimating process.

Prior to establishing the Firm, John served as the Legislative Director for the Florida Association of Counties. He served in a similar role as the Assistant Legislative Director for the Florida League of Cities. John graduated from Florida State University where he earned Bachelor of Science degrees in Economics (Honors) and Political Science.

John’s Role:

John has an extensive history of state legislative advocacy on behalf of clients located in the Florida Keys. Because of these existing relationships, John travels frequently to the Florida Keys giving him the ability to check-in with the Mayor, City officials, and staff more frequently than the two annual appearances required in the RFP’s Scope of Services. If selected, John will also assist CCC in our lobbying efforts on behalf of the City in Tallahassee, where his strong relationships with the Monroe County legislative delegation will be a key asset.

About Peebles, Smith & Matthews

Peebles, Smith & Matthews provides full-service government relations to 30 plus public, private and not-for-profit entities. Peebles Smith & Matthews, Inc. is organized as a Florida corporation, representing clients throughout the state. Mr. Bill Peebles established William J. Peebles, P.A. in 1995 with a long-



term, single focus on “full service” advocacy representation for public entities before state and federal agencies, legislative and executive policymakers.

Mr. John Wayne Smith began working with Mr. Peebles in 2012, establishing Peebles & Smith in 2014. In July of 2017, the Firm added Mr. Ryan Matthews as its third principal. The Firm offers a broad and diverse set of experience and skills including legal, executive, political, budgeting, policy development, public relations and advocacy in an effort to provide our clients the most successful path in the policy making arena.

In short, when it comes to local government advocacy, PS&M tends to know more, care more and plays to win. The Firm encourages a continuous dialogue and interaction with our clients. We routinely visit with clients annually or after the completion of a Regular Legislative Session to evaluate strategies and outcomes. Additionally, the Firm appreciates any feedback from clients on a variety of issues regarding questions or concerns and can expect a quick resolution.

The Firm’s history and perspective provides a credibility and expertise that are relied upon by all who participate in the process, including members of the Legislature, legislative staff, executive agency personnel and, frequently, other lobbyists. This unique role allows the Firm to provide its clients with timely and relevant insight concerning the statewide significance of issues, potential allies and other support that clients may wish to consider when developing their legislative agenda and priorities.



Other Members of Capital City Consulting

Nick Iarossi

As a co-founding member of CCC, Nick has worked on local, state, and federal government policy issues for over 20 years. Recently named by Influence Magazine as one of the 100 Most Influential People in Florida, Nick is considered the best in his field representing a diverse client base before Florida's government that includes: financial services, insurance, environmental, gaming, retail, education, alcohol, information technology, tobacco, and procurement. Over the years, Nick lobbied to pass countless pieces of legislation on behalf of his clients and secured over a billion dollars in legislative appropriations. Nick also served in a high-level capacity in newly elected Governor DeSantis' campaign operation and was appointed Chairman of his 2019 Inaugural Finance Committee. Nick is often relied on by clients to assist on various public affairs aspects such as crisis management, message development, political branding, and press corps.

Before starting CCC, Nick practiced law and government affairs at a prominent Florida law firm after working in the Senate Majority Office and Office of Insurance Regulation as a law clerk. Nick graduated from Florida State University with honors, where he served as student body president and also received his Juris Doctor from Florida State University Law School.

Dean Izzo

Dean's career spans real estate, information technology, operations, and project management as a former Vice President of Operations at JP Morgan Chase Bank, project manager with IBM, Chief Information Officer at the Florida Department of Community Affairs, and Director of Real Estate for the Florida Department of Management Services. Most recently, Dean was the Chief of Staff for the Department of Economic Opportunity (DEO), where he oversaw each division and program, cabinet affairs, communications, and external affairs. Dean has been responsible for overseeing multi-million-dollar budgets, state financial management, human resources, general services, and procurement. While at DEO, Dean also managed all information technology resources.

One of the state's foremost procurement experts, Dean provides valuable insight to clients from real estate to technology and from purchasing to policy. Dean received degrees in Real Estate and Finance from Georgia State University, and he has also earned certifications as a Florida Contract Negotiator and Project Management Professional.



Ken Granger

Serving as a Deputy Chief of Staff and Policy Director for a Governor, a Deputy Secretary for the Department of Management Services, as well as a State Chief Information Officer and Chief of Staff for a major agency all helped shape Ken’s current executive branch-focused practice.

Ken devotes his time to identifying and navigating state procurements, and his experience overseeing agencies such as the Department of Health, Agency for Health Care Administration, Department of State, Agency for Persons with Disabilities, Department of Community Affairs, and the former Energy and Climate Office makes him uniquely qualified to help clients navigate the detailed processes of state government to achieve their goals.

A Florida State College of Business graduate and certified Project Management Professional, Ken has also worked as a senior strategy consultant and project manager for a leading technology firm, providing valuable perspective on the private sector’s relationship with government.

Ashley Kalifeh

Ashley began her career as a practicing attorney, representing regulated entities in administrative and appellate proceedings. Subsequently, Ashley was recruited to serve as Legislative Affairs Director for Florida’s Chief Financial Officer, rising through the ranks to Deputy CFO at the Department of Financial Services. While there, Ashley orchestrated several legislative successes in insurance—including in the property, auto, workers’ compensation, and health insurance markets, as well as in agent regulation, banking, and state contracting—and also oversaw that agency’s cabinet responsibilities, including the Financial Services Commission, the State Board of Administration, and Internal Improvement Trust Fund.

A graduate of Vanderbilt University and the Florida State University’s College of Law, Ashley joined CCC in 2013 and helps clients monitor, engage, and succeed in the insurance, banking, education, and health care sectors.

Dan Newman

With a political career launched by his leadership on a successful constitutional amendment campaign, Dan has served in numerous roles, including at the Florida Chamber’s Political Institute, as a campaign manager for several Florida Supreme Court Justices facing retention challenges, as Political Director for CFO Alex Sink’s gubernatorial campaign, and as Caucus Director for Florida House Democratic campaigns.



Dan's relationships with Florida Democratic policymakers runs deep, and his expertise has translated into numerous fundraising and electoral successes for Florida House campaigns in 2014 and 2016. A graduate of Princeton University, Dan works with Justin Day to manage CCC's Tampa operations, where he does campaign consulting and local government work, while also maintaining an active statewide lobbying practice.

Scott Ross

After graduating from Florida State University and the Nova Southeastern University's School of Law, Scott led the Florida Student Association, comprised of more than 300,000 members statewide. Subsequently, Scott moved to Las Vegas to become the Director of Government Relations for one of the world's largest gaming and entertainment companies.

Upon returning to Tallahassee, Scott joined the Department of Business and Professional Regulation where he served as the chief regulator for gaming, alcoholic beverages and tobacco, hotels and restaurants, condominiums, timeshares, and mobile homes. Scott uses his legal and government expertise to advise and lobby for various regulated entities in the legislative and executive branches.

Chris Schoonover

Chris' career began in the Florida House of Representatives after graduating from Florida State University, where he served as Student Body President and also received a law degree. As a legislative staffer in the areas of health care, rules, and family services, he provided legal and policy analysis to House members.

In addition to his legislative experience, Chris worked at the Department of Business and Professional Regulation and in the Governor's Office under Jeb Bush. Chris currently focuses his practice on appropriations, education, health care, and gaming, and was recently named Top Education Lobbyist by Influence Magazine. His acumen for the legislative policy and appropriations processes provides clients with an unrivaled benefit.

Chris is a member of the Florida Bar and resides in Tallahassee with his wife, Alli, daughter Liberty, and twins William and Andrew.

Justin Day

A graduate of Florida State University's distinguished Applied American Politics and Policy Master's degree program, Justin has put politics into practice and is well-regarded as one of Florida's top Democratic strategists. Upon finishing his education, Justin was a professional campaign consultant and raised nearly \$13 million for various candidates after which he was sought out by state CFO Alex Sink to manage her finance operations for her gubernatorial bid where he led a team of fundraisers and handled donor relations.



Subsequently, Justin continued lobbying and campaign consulting, with experience representing clients before local governments, the Legislature, state agencies, and national organizations such as the Democratic Governors Association. Justin has served on both Hillary Clinton and Barack Obama's National Finance Committees and was the Tampa Bay Regional Finance Chairman for President Obama's reelection campaign. Justin has also been a Co-Chair of the Democratic National Committee's Gen44 program, and currently serves as Deputy Treasurer for the Democratic Governors Association. Justin manages CCC's Tampa office.



Implementation of the Scope of Services

Develop a Work Plan

Should we be chosen to represent the City, CCC and PS&M would waste no time meeting the Mayor, Commissioners, and staff, learning your issues, and developing a strategy for effective representation in Tallahassee. Our initial objective will be to educate ourselves on the City's legislative issues and priorities, which will allow us to develop a strategic course of action to achieve your goals.

Lobbying is a year-round activity and CCC's professionals know that a delay in lobbying government leaders on priority issues could spell defeat. Therefore, it will be critically important to effectively message the City's legislative issues to key policymakers while they are deciding their priorities and before misinformation or other outside interests influence their decisions. Also, as it relates to appropriations, much groundwork is completed well before session to ensure the City's requests are known and understood as internal legislative priority funding lists are generated. We are confident that our team of consultants can provide the City with the services defined in the RFP's Scope of Services section, and we will utilize the following implementation plan to tailor an advocacy strategy to meet your needs.

1) Education

We know that communication is key to any successful relationship. Therefore, we would propose scheduling an initial in-person meeting in Key West as soon as practicable to give us the opportunity to get to know you and your legislative issues so that we can begin designing strategic solutions to achieve your goals. The meeting will serve as a comprehensive workshop that allows us to educate ourselves so we can more effectively advocate on your behalf. The workshop would also include an in-depth discussion about the City's long term plans and a discussion of past challenges that you may have faced acquiring state appropriations or working with the legislative and executive branches. CCC professionals will provide a briefing on Florida politics, executive branch agency makeup, House and Senate leadership, and any expected changes in all branches of government.

2) Assessment

Based on information gathered during the initial workshop and our knowledge of the funding programs and opportunities in various state agencies, CCC will assess political allies and opponents, political strengths and weaknesses, as well as relationships that must be fostered to achieve the City's goals.



3) Strategic Plan

If selected to represent the City, CCC will use the information gathered to develop a unique strategic lobbying plan that includes the following actions:

- In-person advocacy with key legislators and staff during Committee Weeks and Legislative Session on behalf of the City;
- Monitor legislation, track agency policy changes, and follow upcoming grants and funding opportunities;
- Coalition building with other similarly aligned entities;
- Interface with the Monroe County Legislative Delegation to develop support for legislative appropriations and policy requests;
- Complete all required House and Senate appropriations forms and bill filings (in consultation with the City if necessary);
- Communicate as frequently as needed with our established point of contact about important dates, deadlines, funding opportunities, and any meetings CCC has on behalf of the City;
- Provide the City with written reports according to the schedule agreed upon in the contract for services;
- Facilitate and coordinate strategic legislative and executive branch meetings for City Commissioners and staff to present and advocate for the City's legislative priorities.

We will also be prepared to propose strategies to secure additional funding available to the City from the current state budget or from funding sources being developed by various state agencies including the Department of Economic Opportunity, the Department of Environmental Protection, and the Department of Transportation. Our expertise and experience with these agencies and their funding programs will be critical to identifying funding opportunities. We will also be able to identify additional funding opportunities through meetings and discussions with executive agency leadership on state initiatives that have synergy with City priorities.

Additionally, CCC's strategic lobbying plan will include a timeline, objectives, goals, important dates, target legislators for relationship building, and potential legislative sponsors for policy or appropriations bills. This strategic plan will provide the City with an accountability roadmap.

4) Implementation

CCC will implement the strategic plan with consideration given to the ever-changing political landscape. Success in government relations requires the ability to anticipate those changes and adapt quickly and decisively. We will continually update the City with any changes to the plan that may affect legislative goals or timing of planned actions. Execution of the plan will include all services set forth in the scope of work and include monitoring legislation and state



funding opportunities, scheduling and attending meeting with key policy makers, coordinating testimony and meetings with legislators, cabinet members, and agency staff.

Considering that Florida’s Legislative Session is limited to 60 days, it is not unusual for us to work with our clients well in advance to develop and refine legislative proposals or appropriations requests to a nearly finished product before any public filing of the proposal occurs. Even in the off-season, CCC is constantly meeting with Committee Chairmen and legislative staff so we stay up-to-date on upcoming legislative concepts, position ourselves to be resources, and provide feedback on behalf of our clients during the policy formulation process. This approach often provides us with the opportunity to head-off or reshape proposals that negatively impact our clients before they get traction.

Identifying state funding opportunities is a relatively easy first step. It takes, however, experience and expertise to actually secure the funding. When it comes to agency opportunities, the core team assigned to the City actually administered or oversaw many of the potential funding programs that will be opportunities at relevant agencies. We know what are the important aspects to these agency programs and how to strategically message the City’s requests to best position for success. CCC has also refined an unmatched process for securing legislative appropriations, which includes:

- Building delegation and legislative support;
- Developing Return on Investment data;
- Demonstrating statewide importance for local funding requests;
- Constant advocacy before the Appropriations Subcommittees and full Appropriations Committee members and chairmen;
- Meeting with the Governor’s Office of Policy and Budget and the Governor’s Executive Office not just once, but during all key stages of the budget process, including development of the state budget (before and during Session), after budget passage, and when the Governor has received and is reviewing the budget; and
- Strategic support of our appropriations projects through coordinated outreach by community members, stakeholders, and key legislative delegation members.

Access to Decision Makers

At CCC, our team has the proven ability to facilitate productive interactions between our clients and key policy makers. We’ve developed long-standing relationships with committee staff and members of the legislative and executive branches to ensure that we have access to the best person when making an ask on behalf of a client. At CCC, we pride ourselves not only in being able to get a meeting with the right person, but in having a deep understanding of the subject matter and always being prepared for meetings with elected officials and staff. This gives our lobbyists the ability to communicate the client’s objectives clearly and effectively when it’s time to make the pitch for funding, project approval, or a legislative change.



It is also important to note that CCC is a bipartisan firm with a long history of supporting candidates in both political parties. This gives us the ability to work with members of both parties to achieve your objectives. Because CCC has an established working relationship with every member of the Florida Legislature and Cabinet, we provide an opportunity for the City to use our relationships to your advantage when asking for funding or policy changes in Tallahassee.

As a public entity, the City is unable to engage in the campaigns of state officials like private industry; however, as one of the top fundraising firms in the state, CCC is extremely involved on the political side of government affairs advocacy. We always encourage potential clients to ask their locally elected state leaders about CCC, and we believe that you'll find we have a reputation for quality and integrity. We also have some of the strongest legislative and executive branch relationships of any lobbying firm because of our team's strong substantive and political expertise.

Communication and Coordination with the City of Key West

Florida government advocacy is a year-round effort and being located in Tallahassee is essential for successful daily interaction with state government. At CCC, our team appreciates that the City will rely on effective communication as issues develop, particularly in light of the physical distance between Tallahassee and the Southernmost Point.

We pride ourselves on always being available to our clients, and when the Legislature is not in Session, we will continue to communicate regularly with our point of contact at the City to ensure that he or she is briefed on meetings with legislators, leadership changes in the legislature or state agencies, legislative issues on the horizon, grant opportunities, or any other issues that could have an impact.

Additionally, CCC will provide quarterly reports to the City Manager detailing our efforts to enact policy changes, build relationships, and secure state funding on behalf of the City. Additionally, during Legislative Session we will prepare weekly reports that include detailed information pertaining to appropriations, policy changes, and anything else that may impact the City. A final written report will also be prepared and presented to the City upon the completion of the legislative session or any special session.



We believe that effective client communication is crucial to a successful relationship and are always available by phone or email. As stated earlier, CCC will ensure that the City always has coverage



when an unforeseen issue arises. Finally, CCC is prepared to provide multiple, in-person briefings each year for the Mayor, the City Commission, and the City administration leadership. Both CCC and PS&M travel to the Florida Keys regularly for business meetings with other area clients and we believe that face-to-face interaction is essential to developing and executing successful government affairs strategies.

Fees

Capital City Consulting will provide the professional services outlined in this proposal for a fee of \$60,000 per year, payable in monthly installments of \$5,000. This fee will provide the City with access to all of our subject-matter experts at CCC and covers year-round advocacy efforts by CCC and John W. Smith with PS&M.

In addition to our fee for services, we also charge separately for out-of-pocket expenses such as travel required in your representation, lobbyist registration, and any other nonstandard office expenses. We make every effort to keep those expenses to a minimum and are happy to establish pre-approval policies so the City will have the ability to review and approve any additional expenses above the monthly fee in advance of the costs being incurred.

For the purposes of this proposal, additional costs for travel, lodging, meals, and other related business expenses will not exceed \$3,000 annually. Please note that this is an “up to” amount and CCC and PS&M will be physically present at the City far in excess of the two (2) required appearances before the Commission. Even with the large team assigned to the City -- which increases the potential associated travel expenses -- both CCC and PS&M have other clients in the Keys and are able to efficiently travel to the area without the City bearing the full expense by coordinating multiple purposes to our Keys visits.

Additional Requirements

Stipulation of Terms

CCC and PS&M stipulate and certify that the terms found in this proposal shall remain valid for one-hundred and twenty (120) days from the date of submission. Both signatories below have legal authority to bind their respective companies.

A handwritten signature in black ink, appearing to read "Ron LaFace".

Ron LaFace – Owner CCC

A handwritten signature in blue ink, appearing to read "John W. Smith".

John Wayne Smith – PS&M



City of Key West Indemnification Form

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.

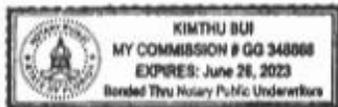
The indemnification obligations under the Contract shall not be restricted in any way by any limitation on the amount or type of damages, compensation, or benefits payable by or for the CONTRACTOR under Workers' Compensation acts, disability benefits acts, or other employee benefits acts, and shall extend 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: Capital City Consulting SEAL:
101 East College Ave. Tallahassee, Florida 32301
Address RZ
Signature Ron LaFace
Print Name Owner
Title
DATE: 8/12/19

Sworn and subscribed before this 12 day of AUGUST, 2019

Kim
NOTARY PUBLIC, State of FLORIDA, at Large

My Commission Expires: 6/26/23



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 12th day of August 2019.

(SEAL)

Capital City Consulting, LLC
Name of Corporation

By Ron LaFace

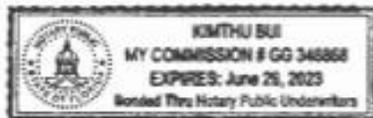
Title Owner

Attest R/L

Sworn and subscribed before this 12 day of AUGUST, 2019

Kip
NOTARY PUBLIC, State of FLORIDA, at Large

My Commission Expires: 6/26/23



Anti-Kickback Affidavit

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.

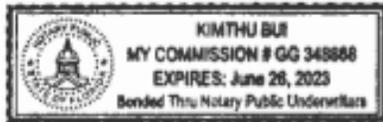
By: _____



Sworn and subscribed before this 12 day of AUGUST, 2019


NOTARY PUBLIC, State of FLORIDA at Large

My Commission Expires: 6/26/23



Florida Statutes on Public Entity Crimes

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 The City of Key West
Request for Proposals # 010-19
2. This sworn statement is submitted by Capital City Consulting, LLC
(name of entity submitting sworn statement)
whose business address is 101 East College Avenue, Suite 502
Tallahassee, Florida 32301
and (if applicable) its Federal Employer Identification Number (FEIN) is 01-0759013

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

3. My name is Bon LaFace
(please print name of individual signing)
and my relationship to the entity named above is OWNER
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.)

RF
 (signature)
8/19/19
 (date)

STATE OF FLORIDA
 COUNTY OF LEON

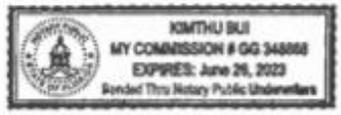
PERSONALLY, APPEARED BEFORE ME, the undersigned authority,

RON LAFACE Who, after first being sworn by me, affixed his/her
 (name of individual signing)

signature in the space provided above on this 12 day of AUGUST, 2019.

My commission expires: 6/26/23

Kimbu Sui
 NOTARY PUBLIC



Equal Benefits for Domestic Partners Affidavit

EQUAL BENEFITS FOR DOMESTIC PARTNERS AFFIDAVIT

STATE OF Florida)

: SS

COUNTY OF Leon)

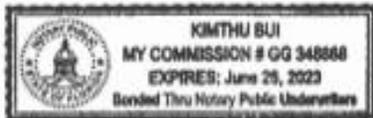
I, the undersigned hereby duly sworn, depose and say that the firm of _____
Capital City Consulting, LLC
provides benefits to domestic partners of its employees on the same basis as it provides benefits to employees' spouses, per City of Key West Code of Ordinances Sec. 2-799.

By: RJ

Sworn and subscribed before this 12 day of AUGUST, 2019

Kimthi Bui
NOTARY PUBLIC, State of FLORIDA, at Large

My Commission Expires: 6/26/23



Cone of Silence Affidavit

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 Capital City Consulting 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: Rf

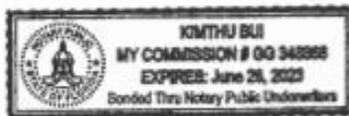
Sworn and subscribed before me this

12 day of AUGUST 2019.

Kim Joo

NOTARY PUBLIC, State of FLORIDA at Large

My Commission Expires: 6/26/23



On behalf of Capital City Consulting and Peebles, Smith & Matthews, thank you for the opportunity to submit this proposal.

