



County of Hernando
Purchasing and Contracts
Toni Brady, Chief Procurement Officer
15470 Flight Path Drive, Brooksville, FL 34604

PROPOSAL DOCUMENT REPORT

GEN No. 22-R00049/TPR

Lobbying Services

RESPONSE DEADLINE: July 27, 2022 at 3:00 pm

Report Generated: Friday, August 12, 2022

The Southern Group of Florida, Inc. Proposal

CONTACT INFORMATION

Company:

The Southern Group of Florida, Inc.

Email:

lockhart@thesoutherngroup.com

Contact:

Karis Lockhart

Address:

123 S. Adams Street
Tallahassee, FL 32301

Phone:

N/A

Website:

N/A

Submission Date:

Jul 27, 2022 1:04 PM

ADDENDA CONFIRMATION

No addenda issued

QUESTIONNAIRE

1. Proposal Requirements*

Did you read through and confirm that you met all of the proposal requirements including the sections:

- A. General Conditions
- B. Special Provisions and Specifications

Yes

2. Upload Required Forms *

Please upload required forms as indicated per the solicitation instructions.

The_Southern_Group_RFP_No._22-R00049:TPR-Lobbying_Services.pdf

HERNANDO COUNTY

RFP No. 22-R00049/TPR-Lobbying Services

A grayscale photograph of a university campus. On the left is a modern building with vertical slats. On the right is a classical building with a dome and a flagpole. A large tree is in the center. The text 'Tab 1- Letter of Transmittal' is overlaid in white.

Tab 1- Letter of Transmittal

LETTER OF TRANSMITTAL

Professional Services Review Committee:

Please accept this proposal from The Southern Group of Florida, Inc. ("The Southern Group") in response to Hernando County ("County") RFP No. **22-400049/TPR** for Lobbying Services. Our firm offers to continue providing the highest level of professional services in advocacy on behalf of the County. This proposal outlines our experience and history, but also how we will continue delivering results for you.

Our firm pioneered the lobbying industry in Florida and beyond. We were the first to offer a unique type of advocacy that was driven by aligning the best and brightest candidates from business, government, and politics, and establishing a network of offices that offer our clients unparalleled access to local and state government. We have cultivated and retained a strong, diverse team of experts who help our clients build winning strategies, navigate the pathways to power, and connect with decision makers—whether in government or business. Unlike a law firm with a subordinate lobbying component, we dedicate our entire focus to doing one thing exceedingly well, *lobbying*.

The Southern Group has unmatched qualifications to assist the County in navigating the complexities of securing specific budget priorities, crafting strategies to achieve success in the passage or defeat of critical legislation, and engaging with the executive and regulatory agencies who are vital in the implementation of appropriations or rule-making. Our firm represents dozens of local governmental entities throughout the state of Florida, and we are keenly aware of the issues you face on a day-to-day basis as it relates to home-rule, regulatory issues, and federal funding opportunities.

Due to our existing knowledge of Hernando County's priorities, extensive experience working with local governments and comprehension of decision-makers' priorities, we are the perfect partner to advance the County's legislative priorities.

Specific to your interests, we have assigned four lobbyists to the Hernando County team: Laura Boehmer, Rachel Cone, Nicole Kelly and Seth McKeel. Seth and Laura are both Partners in our Tampa Bay office (1646 W. Snow Avenue Suite 282 Tampa, FL 33606), with Seth serving as Managing Partner. Rachel Cone and Nicole Kelly are Partners in our Tallahassee office (123 S. Adams Street Tallahassee, FL 32301), with Rachel serving as the Managing Partner.

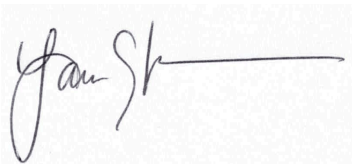
Having represented Hernando County since 2013, Laura will serve as the County's Primary Contact. Residing just an hour to the south, Laura can be available to meet with local stakeholders and to attend County or Community meetings. Having worked inside local government, she is uniquely qualified to assist the County in their legislative priorities. Seth's s experience as the Chairman of the House Appropriations Committee give him the knowledge and experience to navigate the County's state budget requests and priorities. Rachel and Nicole will bring their expertise as it relates to the executive and legislative branches of government. Rachel's experience as the Interim Secretary of the Department of Transportation and Nicole's close relationships with the incoming legislative leadership will provide the County with the ideal team to be successful in Tallahassee.

Each team member will be dedicated to the County's needs and be accessible virtually or on-site. On-site consultations should be coordinated with Laura directly to ensure the appropriate team members are available. While these four partners will be the principal lobbyists on the account, all of The Southern Group team members will be utilized as their relationships and expertise is needed.

We sincerely hope this proposal exceeds your expectations, and look forward to continuing our track record of successfully representing local governments before the Executive and Legislative branches of government.

Being your trusted advocate in Tallahassee since 2013 has been our honor. We look forward to the privilege of continuing to successfully represent the County's interests for years to come.

Sincerely,

A handwritten signature in black ink, appearing to read "Laura Boehmer", followed by a horizontal line extending to the right.

Laura Boehmer, Partner

boehmer@thesoutherngroup.com

(727) 686-0924

An aerial, grayscale photograph of a city skyline. The image shows a variety of buildings, including a tall, modern skyscraper on the left, a large, multi-story building in the center, and a smaller, older building in the foreground. There are also trees and streets visible. The overall scene is a dense urban environment.

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A grayscale photograph of two men in business attire sitting at a table. The man on the right is smiling and holding a smartphone. The man on the left is looking towards the camera with a neutral expression. The background shows a wall with a decorative panel and a window with curtains. The image is overlaid with a semi-transparent dark gray filter.

Tab 3- RESPONSE SUMMARY AND QUESTIONNAIRE RESPONSE

RESPONSE SUMMARY AND QUESTIONNAIRE RESPONSE

4. REQUIRED INFORMATION

4.1 WRITTEN NARRATIVE DESCRIBING THE METHOD OR MANNER IN WHICH YOUR FIRM PROPOSES TO SATISFY THE REQUIREMENTS OF THE SCOPE OF SERVICES.

For the last 22 years, our team has successfully championed our clients' interests; with an unparalleled team of experts, a culture of excellence, and a legacy of winning. We approach every project and client with the same methodical process that is adaptable to the ever-changing environment in Tallahassee.

We are successful because of the broad themes that characterize how we approach projects:

communication, teamwork, and an objective measure for success.

- We evaluate our relationships with key policymakers and staff, maintaining an internal **relationship matrix** of an ever-changing cast of state leaders and staff.
- We hold weekly (and sometimes daily) **internal strategy discussions** during and outside of Legislative Session with our entire team of lobbyists to review client issue.
- We utilize our **project management dashboard** to keep track of tasks and goals across the team.
- We proactively communicate with clients, **providing verbal and written reports**.
- We consistently talk about our clients and their needs. We have developed a process for our team to rapidly communicate so that we can **move information quickly** for the benefit of our clients.

EVERY SUCCESSFUL LOBBYING CAMPAIGN STARTS WITH A PLAN

Our six offices throughout Florida give us unrivaled access to decision-makers across the state of Florida all year long. We are "local" in every major metropolis where legislators are clustered. This means that our lobbyists spend a majority of the year working and socializing with legislators even those outside of your region. This advantage shows in our results: our clients have secured hundreds of millions in state funding year after year. Most recently, during the 2022 Legislative Session, our team successfully secured \$535 million in the budget.

The Southern Group will help the County formulate an informed, realistic agenda with timelines and action items. The Southern Group has a stellar track record of winning for its clients, be it related to licensure, rule-making, policy or funding-related, and we will bring our time-tested strategies and methods to bear on behalf of the County for its issues.

Knowing and understanding the County's priorities are important to us. We would continue to work to make strategic partnerships with officials within the Florida Department of Transportation (FDOT) and Florida Department of Environmental Protection (DEP). Rachel Cone previously served as interim secretary for FDOT, where she successfully shepherded the department's policy agenda and \$11 billion budget across the finish line of the 2017 legislative session. Rachel understands the Department deeply and brings winning strategies for her clients, whether for funding of projects or advancing policy initiatives.

If honored with the opportunity to continue representing the County, we would like to formulate a strategy that includes the following timeline and our availability which is subject to further enhancement as The Southern Group and the County work together to fine-tune the mission.

The upcoming 60-day Legislative Session will begin on March 7, 2023. The Interim-Committee weeks prior to March have not yet been announced, but are expected to take place after the November General Election and Organization Session.

July/August: This is when the Governor's Agencies begin to develop their proposed budgets.

- Educate elected and state officials on the importance of the County's legislative priorities.
- Compile materials and leave behinds for member meetings.
- Devise our 2023 Session policy and budget strategy.

September - December: State agencies present their Long-Range Program Plan that outlines five years of priority programs, budget needs and agency implementation goals by September 30th. By October 15th, the Program Plans help shape agency Legislative Budget Requests (LBRs), which provide breakdowns of how much money agencies require for personnel and other needs.

- Meet with officials within relevant state agencies and legislative committee staff.
- Make introductions and/or strengthen relationships between the County and the Governor's office leadership team.
- Recruit legislative policy and/or budget champions.
- After the General Election (November 8th) an Organization Session will take place in Tallahassee.

January/February: The Governor uses the LBRs to make his budget recommendations for each state agency. His proposed budget must be presented 30 days before the beginning of legislative session.

- Interim Committee Weeks will take place. Dates are TBA.
- Monitor bill drafts and filings.
- Finalize bill sponsors and complete necessary appropriations project request forms.

March - May: The 60-day legislative session will kick off on March 7th. During session, we will continue navigating the budget and bill processes in both chambers, ensuring bills are heard in their respective committee stops. During the closing weeks of session, budget conference will take place where each chamber negotiates their budget priorities.

May - July: The Governor will be sent the 2023-2024 budget in the early Summer. Your Southern Group team will continue to work with the Governor's office and legislative champions to ensure funding projects and/or legislation is not vetoed.

Executive Branch- In order to grow the County's relationships within the Executive Office of the Governor (EOG), Office of Policy and Budget (OPB) and state agencies, we would assist with introductions amongst key decision makes and leadership teams. Several initial targets could include:

- Chris Spencer, Director of Governor's Office of Policy and Budget
- Stephanie Kopelousos, Governor's Legislative Affairs Director
- Shawn Hamilton, Secretary of Florida DEP and key leadership team
- Dane Eagle, Secretary of the Florida Department of Economic Opportunity (DEO) and key leadership team
- Jared Perdue, Secretary of FDOT and key leadership team

Legislative Branch- Quickly establishing the County's legislative agenda and a sharp focus on key relationship-building will be the top priorities in the legislative branch strategy. Utilizing The Southern Group's existing relationships throughout the legislature, we will quickly focus on building relationships with incoming members of leadership, and key decision makers in the local government policy realm. Key introductions throughout legislative leadership will be critical to short term wins and long term success.

Local Government- A key differentiator between The Southern Group and other lobbying firms in the state is our statewide presence. With five regional offices located in Jacksonville, Orlando, Tampa Bay, Miami and the Florida Keys, our team is keenly aware of the issues facing their individual communities. The partners in our regional offices have built relationships with elected and appointed leaders in our major metropolitan areas. They are very active in local campaigns, serve on community boards and are seen as the community connectors and government navigators in their respective regions.

RELATIONSHIPS ARE KEY

Relationship building and advocacy are The Southern Group's core competency. The Southern Group has great relationships with just about every elected official and stakeholder and decision maker in Tallahassee and throughout Florida, all of which can be utilized in advocating on behalf the County. The political environment moves at a rapid pace and drastically changes as leadership roles evolve.

We will continue cultivating champions among the current class of legislative and executive policy leaders pertinent to the County as well as building for the future, setting up long-term relationships with the up-and-coming leaders. The political environment moves at a rapid pace and drastically changes as leadership roles evolve.

This will be something your Southern lobbying team will evaluate on a regular basis to make sure we are positioning the County in the most successful way possible. In addition to building relationships with government leaders, we enjoy connecting clients with one another. Your Southern team can strategize which existing clients and connections we have that would benefit the County.

Strong relationships with key decision-makers from all over the state are paramount to an effective lobbying operation.

Building trusted and meaningful relationships with decision makers comes naturally to our team. We systematically evaluate our relationships with all 160 legislators, legislative staff, committee staff, and dozens of key executive branch personnel. By evaluating our relationships, we build out a relationship matrix which helps us consistently work to improve relationships were needed with the ever-changing cast of state leaders and staff who create and implement policy election cycle after election cycle.

The team assembled to represent the County has great working and personal relationships with the County's incoming Legislative Delegation. Their support is critical to implementing the County's legislative agenda in Tallahassee. **Perhaps most importantly, our lobbyists have great professional and personal relationships with key committee chairmen and ranking members of the Legislature from outside of Hernando County. As leadership changes, members from across Florida will be instrumental in achieving the appropriation and policy goals of the County.**

MONITORING SERVICES

The Southern Group strives to keep our clients engaged and informed throughout the year. Our daily newsletter, *What's Trending Florida*, offers a high-level, insider's point-of-view of what is happening at all levels of government. Throughout the interim committee weeks and legislative session our team will provide bill and committee reports relative to the County's areas of interests. Additionally, when the legislature is not in Session, our team hosts webinars for our clients to stay engaged in policy discussions and further build their relationships with decision makers.

LOGISITICS

The County's team will have full access to our building for meetings and appointments. The Southern Group's 11,000 square foot Tallahassee office is conveniently located to provide ready access to the capitol and other major state government buildings. It has room for guests and large meetings for our clients. We routinely hold receptions in our office for our clients to engage with legislators and other decision makers.

4.2 DESCRIPTION OF YOUR FIRM'S EXPERIENCE PROVIDING THE SAME OR SIMILAR SERVICE AS CONTAINED IN THIS REQUEST FOR PROPOSALS.

Our firm was built on the simple, but powerful concept that clients could be best served by hiring the most accomplished professionals out of government and politics, arming them with advocacy skills, and deploying them as a highly motivated and coordinated team. Our firm represents dozens of local governmental entities throughout the state of Florida, and our success rate speaks for itself. As one of the incumbent lobbying firms for Hernando County, we have spent the last nine years securing tens of millions of dollars for the County in the form of stormwater and wastewater projects, road projects, economic development grants, park projects, historic preservation funding and airport funding. Additionally, we have worked on a myriad of policy initiatives including working with the Fish and Wildlife Commission to secure language in statute to prohibit anchoring in spring sheds and spring runs.

During the 2022 Legislative Session, The Southern Group team helped secure over \$535 million in new or sustained state funding for our clients, with the average appropriation project landing over \$5 million.

Our team members' areas of expertise extend to legislative appropriations, agriculture, water and natural resources, local government, transportation, land use and environmental permitting, rules and appointments, utilities, economic development, education, energy, technology, telecommunications, public safety and law enforcement, taxation, insurance, and many other substantive specialty areas.

We have the most knowledgeable state budget and policy team in the Florida lobby corps which includes former Chiefs of Staff from state agencies and the Governor's office, Seth McKeel, a former House Appropriations Chairman, Rachel Cone, former Secretary of Department of Transportation, Erin Rock, former Secretary of Management Services and Nicole Kelly, a superb relationship builder with upcoming leadership members. Additionally, we have lobbyists, most notably, Laura Boehmer who have served inside local government who have first-hand experience working on issues that matter most to the County.

Due to our extensive experience working with local governments and knowledge of Legislative leadership priorities, we can advise the County on which appropriations projects have the most chance of success. Once the priority issues have been identified, The Southern Group will coordinate with the relevant officials in front of the appropriate legislative member(s), committee staff, and/or agency official(s) to advocate the County's position

4.3 FEE(S) FOR SERVICES (INCLUDE ANY OPTION(S) YOUR FIRM OFFERS - PLEASE PROVIDE SEPARATE DESCRIPTION FOR EACH OPTION(S) AND PRICE OF EACH OPTION.)

The Southern Group proposes a monthly fee of \$6,000 per month.

5. COSTS

5.1 PROVIDE NARRATIVE EXPLAINING THE COST(S) OF EACH OF YOUR FIRM'S SUBMITTED SERVICES/OPTION(S).

Our work does not begin and end with legislation session. The team's year-round efforts of arranging meetings between decision makers and the County, coordinating strategy sessions, and guidance of the political landscape is what makes The Southern Group the perfect investment for enhancing the County's success throughout the state of Florida. The Southern Group proposes a fee of \$6,000 per month, \$72,000 annually, for wrap-around state lobbying and advocacy services.

We would be honored to continue representing Hernando County.

6. INFORMATION ABOUT THE FIRM:

6.1 FULL LEGAL NAME OF THE COMPANY.

The Southern Group of Florida, Inc.

6.2 PRIMARY CONTACT INFORMATION: NAME, COMPANY ADDRESS, PHONE, FAX AND E-MAIL ADDRESS.

Laura Boehmer 123 S. Adams Street Tallahassee, FL 32031 (850) 671-4401 (850) 671-4402
boehmer@thesouthernngroup.com

6.3 HOW LONG HAS THE FIRM BEEN IN BUSINESS UNDER THE PRESENT NAME, ADDRESS AND STRUCTURE? PROVIDE ANY OTHER NAMES UNDER WHICH THE FIRM HAS DONE BUSINESS AND THE DATE IF OPERATED UNDER EACH NAME AND THE LOCATIONS AT WHICH IT OPERATED UNDER EACH NAME.

The Southern Group changed its name from Southern Strategy Group, Inc. (June 21, 1999) to The Southern Group of Florida, Inc. in August of 2019. The firm's principal address was previously listed as P.O. Box 10570 Tallahassee, FL 32302, which is currently the firm's mailing address. Our firm's current principal address is 123 S. Adams Street Tallahassee, FL 32301.

6.4 STATE OF INCORPORATION/FORMATION AND THE DATE INCORPORATED/FORMED/QUALIFIED TO DO BUSINESS.

The Southern Group of Florida, Inc. was incorporated in the state of Florida on June 21, 1999 and is qualified to do business within the state of Florida.

6.5 TYPE OF ENTITY (CORPORATION, GENERAL OR LIMITED PARTNERSHIP, ETC.)

The Southern Group of Florida, Inc. is a Florida Profit Corporation.

6.6 INDICATE WHETHER THE FIRM IS QUALIFIED TO DO BUSINESS IN FLORIDA.

The Southern Group of Florida, Inc. is qualified to do business in Florida.

6.7 IS YOUR FIRM AFFILIATED WITH ANY OTHER BUSINESS ENTITY, I.E., IS YOUR FIRM A SUBSIDIARY, DOES YOUR FIRM HAVE SUBSIDIARIES OR JOINT PARTNERSHIPS? IF YES, PLEASE IDENTIFY ORGANIZATION(S) AND THE RELATIONSHIP(S).

The Southern Group of Florida, Inc. has relationships with our sister offices in Alabama, Georgia and South Carolina.

6.8 WHAT IS THE FOCUS OF YOUR FIRM (WHAT ARE THE PRIMARY PURPOSES OF THE FIRM)? WHAT ARE THE PRIMARY MARKETS SERVED?

Unlike a law firm with a subordinate lobbying component, we dedicate our entire focus to doing one thing exceedingly well, *lobbying*. The Southern Group has offices throughout the South including Alabama, Georgia and South Carolina. With offices located throughout Florida—Tallahassee (1999), Orlando (2005), Tampa Bay (2006), Jacksonville (2009), Miami (2009) and the Florida Keys (2018), The Southern Group is the largest lobbying firm in the state of Florida.

6.9 PROVIDE A DETAILED DESCRIPTION OF COMPARABLE CONTRACTS (SIMILAR IN SCOPE OF SERVICES TO THOSE REQUESTED HEREIN) THAT YOUR FIRM HAS EITHER ONGOING OR COMPLETED WITHIN THE LAST THREE (3) YEARS:

THE DESCRIPTION SHOULD INCLUDE THE FOLLOWING (FOR EACH CONTRACT):

- A. CLIENT NAME**
- B. DESCRIPTION OF WORK**
- C. TOTAL DOLLAR VALUE OF CONTRACT**
- D. RESULTS OF THE CONTRACT**
- E. TENURE OF THE SELECTED CANDIDATE IN THE POSITION**

PLEASE IDENTIFY THOSE CONTRACTS PERFORMED FOR GOVERNMENTAL CLIENTS.

The Southern Group has supported the goals and interests of Florida's cities, counties and local government entities for decades. We believe in the power of local advocacy and we are prepared to continue championing your causes. Below is a comprehensive list of our current local government clients and the year we began representing them:

- Bay County (2019)
- Broward County (2019)
- City of Bradenton (2021)
- City of Coral Gables (2017)
- City of Crystal River (2018)
- City of Jacksonville Beach (2020)
- City of Lakeland (2001)
- City of Marathon (2020)
- City of Miami Beach (2017)
- City of Orlando (2007)
- City of Palm Coast (2018)
- City of Panama City (2019)
- City of Plant City (2017)
- City of Sanford (2018)
- City of Sarasota (2020)
- City of St. Petersburg (2022)
- DeSoto County (2014)
- Hernando County (2013)
- Jackson County School Board (2018)
- Miami Shores Village (2021)
- Miami-Dade County (2018)
- Miami-Dade Clerk of Court (2016)
- Osceola County (2019)
- Pinellas County (2018)
- Polk County Clerk of Courts (2015)
- Polk County Sheriff's Office (2019)
- Putnam County (2018)
- Sarasota County (2012)
- Seminole County (2019)
- Polk County Tax Collector (2019)
- Town of Medley (2018)
- Town of Miami Lakes (2017)
- Town of Southwest Ranches (2014)
- Volusia County (2018)

Examples of our most recent successes with comparable contracts, similar in scope of services identified in this RFP, within the past three years, can be found on the following pages.

PAST PROJECT EXPERIENCE



CONTACT INFORMATION:

Bob Majka, *County Manager*

bmajka@baycountyfl.gov

(850) 630-5706

STAFF ASSIGNED:

- Rachel Cone
- Clark Smith

STRATEGY OVERVIEW

In the 2019 Legislative Session, just after a Category 5 Hurricane Michael devastated parts of the Florida Panhandle, The Southern Group drew on its extensive legislative appropriations experience and also its strong desire to help the region recover.

RESULTS

Over the past three years, The Southern Group has successfully secured over \$13 million in appropriations for the County. During the 2019 legislative session, The Southern Group was able to secure \$8.5 million in total funding for the region, which included several infrastructure projects to rebuild the community.

In 2021, The Southern Group was again a champion for Bay County by securing \$4 million for Crayfish Habitat Restoration and \$1 million for the North Bay Water Quality Improvement Program.

Most recently, after the 2022 legislative session came to a close, Bay County had \$22.75 million in appropriations funding dedicated towards water quality projects, infrastructure, a jail facility expansion and public safety training facilities. The Southern Group team continued to advocate for Bay County to the Governor's office as veto season began.

PAST PROJECT EXPERIENCE



CONTACT INFORMATION:

Stevie Freeman-Montes,
Governmental Relations Manager

Stevie.Freeman-
Montes@Sarasotafl.gov

(941) 263-6286

STAFF ASSIGNED:

- Laura Boehmer
- Michelle Grimsley
- Seth McKeel
- David Shepp

STRATEGY OVERVIEW

The Southern Group was selected to represent the City of Sarasota in Tallahassee after a competitive bid in 2020. As one of the Firm's newest engagements, we have worked with the City Administration and their Mayor and City Commission to build strong relationships with relevant State Agencies, the Governor's office and Legislative staff.

RESULTS

In 2022, The Southern Group was successful in securing all three priority appropriations projects for the City which included two streetscape projects totaling \$1.1 million and \$500,000 for the expansion of Legacy Trail. The Southern Group was successful in securing

\$487,000 in the 2021 State Budget for the Bobby Jones Restoration Project.

We continue to work with the City on applying for grant monies through the Governor's Job Growth Grant Fund and the Resiliency Florida Program.

PAST PROJECT EXPERIENCE



CONTACT INFORMATION:

Rob Perry, *City Manager*

rob.perry@bradentonfl.gov

941-932-9442

STAFF ASSIGNED:

- Laura Boehmer
- Michelle Grimsley
- David Shepp

STRATEGY OVERVIEW

The Southern Group was chosen after a competitive solicitation to represent the City of Bradenton in December of 2021. Having not engaged a state lobbyist before, The Southern Group worked with City Administration to educate them on funding opportunities, build relationships with State Agencies and assisted in crafting appropriation and grant applications.

RESULTS

The Southern Group was successful in securing \$500,000 for their priority appropriation request for a sanitary Sewer Lining Program for infiltration/inflow reduction. In addition, The Southern Group assisted the City in securing close to \$3 million in grant funding for drainage improvements in February of 2022.

PAST PROJECT EXPERIENCE



CONTACT INFORMATION:

Rob Lewis, *Government Affairs Manager*

lewis@scgov.net (941) 444-9532

STAFF ASSIGNED:

- Laura Boehmer
- Seth McKeel
- David Shepp

STRATEGY OVERVIEW

Our team has worked with Sarasota County for nearly a decade. Three of our lobbyists are assigned to this team. We provide regular strategic advice to county officials; we have a deep understanding of the county's challenges and priorities and that ability to collaborate effectively and marry strategic government relations advice with county priorities has proven extremely effective. We bring to bear a deep understanding of legislative delegation members interests and priorities and we have been able to successfully match up that unique knowledge with county priorities to secure significant dollars for the county.

RESULTS

Being a coastal county, water quality initiatives are an enormous priority for both the county and the legislative delegation. We have capitalized on those shared priorities and secured million of dollars for their water quality and beach re-nourishment initiatives.

The County's growth has had them faced with transportation and infrastructure challenges. The Southern Group worked with the Florida Department of Transportation on a road swap agreement for the critical redevelopment of River Road and secured \$4 million in funding in 2022 for the expansion of Fruitville Rd. We have also worked with state agencies to advance on behalf of the County. Recently, The Southern Group worked with the County, the Governor's office and the Florida Sports Foundation to secure spring training funding for the Atlanta Braves and worked with state agencies on infrastructure funding for the Construction of their new stadium.

With the county's extraordinary growth, Fire/EMS training has been a critical need and our team with the help of the elected delegation was able to secure \$2 million this year to fund a new Regional Fire/EMS Training Academy.

PAST PROJECT EXPERIENCE



CONTACT INFORMATION:

Brian Lowack, *Intergovernmental Liaison*

blowack@pinellascounty.org

(941) 444-9532

STAFF ASSIGNED:

- Laura Boehmer
- Seth McKeel
- David Shepp

STRATEGY OVERVIEW

The Southern Group has represented Pinellas County since 2018. This is a comprehensive representation and we have worked on a host of local government issues from fending off attacks on home rule, to emergency operations, red tide response, and numerous local appropriations projects.

Outside of committee weeks and legislative session, our lobbyists are meeting with decision makers at every layer of government, advocating for additional funding, or policy priorities for the County.

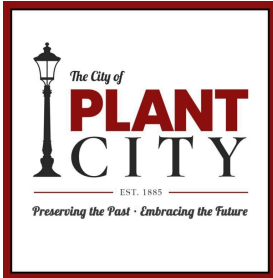
RESULTS

Most recently, The Southern Group secured \$24.9 million in the budget solely for Pinellas County. Of those funds, \$15 million were provided for the environmental remediation of the site of the former Toytown Landfill in Pinellas County in order for the site to be used for the purposes of youth sports. The remaining \$10 million secured were dedicated to stormwater improvements and a joint-use recreational facility between the school district and the county.

During the 2021 legislative session, the firm successfully secured \$1.5 million for the Pinellas County Gladys Douglas Property Acquisition – a joint acquisition with the City of Dunedin – to protect significant species found in the area and to enhance the property with recreational opportunities for both residents and visitors to Pinellas County.

The Southern Group is in constant communication with County Leadership and has worked closely with them on State Agency Grant Opportunities and has assisted in securing over \$30 million in project funding.

PAST PROJECT EXPERIENCE



CONTACT INFORMATION:

Bill McDaniel, *City Manager*

billmcdl@plantcitygov.com

(813) 659-4200

STAFF ASSIGNED:

- Seth McKeel
- Sydney Ridley
- David Shepp

STRATEGY OVERVIEW

The Southern Group has represented the City since 2017. Working with their local delegation and city leaders, we are able to put forward appropriations projects and achieve policies goals.

RESULTS

Over the past four years, The Southern Group has secured nearly \$5 million for various City priority projects, including road expansion, a park, and an aquifer augmentation project. In addition to appropriations, The Southern Group continues to defeat legislation that threatens home rule. In 2018, we defeated a bill that would have impacted the City's ability to conduct elections in the years it preferred.

PAST PROJECT EXPERIENCE



CONTACT INFORMATION:

Ken Frink, *City Manager*

kfrink@crystalriverfl.org

(352) 795-4216 Ext. 301

STAFF ASSIGNED:

- Laura Boehmer
- Nicole Kelly
- Seth McKeel
- David Shepp

STRATEGY OVERVIEW

The Southern Group was hired by the City of Crystal River in 2016 and has worked with City leadership to secure state appropriations and DEP grant funding. Additionally, the Southern Group has assisted with many regulatory issues with both the Florida Department of Transportation, The Florida Department of Environmental Protection, and the Florida Fish and Wildlife Commission.

RESULTS

The Southern Group has been successful in securing over \$31 million in the state budget for the cleanup of Kings Bay. In 2022, The Southern Group secured \$3 million for the final phase of their Riverwalk. Previously we have additionally secured \$400,000 for the City of Crystal River to make improvements to the Three Sisters Springs Refuge, \$450,000 for a park project within the City, and \$100,000 for a master sewer plan study. In 2021, The Southern Group worked to successfully pass legislation to limit anchoring in spring runs, which has been invaluable to the restoration of Kings Bay.

6.10 HOW MANY OTHER ASSIGNMENTS IS YOUR FIRM CURRENTLY HANDING AND WHAT IS THE TIMELINE FOR COMPLETION.

Over the years, our great success in advocacy has helped grow our list of amazing clients. While we have a large list of clients, we have an equally large team to serve them. Throughout the growth of our firm, we have continually represented many of our clients for decades. This is because we take great pride in providing every client on this list with the same level of attention, support, and ultimately – success. We encourage you to reach out to both the nonprofits and large companies we have provided as references; we believe you'll find that they all feel equally valued as clients of our firm

6.11 PROVIDE AT LEAST THREE (3) REFERENCES ON THE ATTACHED FORM. INCLUDE SIZE OF THE GOVERNMENT ENTITY AND THE NAME, ADDRESS AND TELEPHONE NUMBER OF A CONTACT PERSON CURRENTLY AVAILABLE.



BRIAN LOWACK, INTERGOVERNMENTAL LIAISON

The firm has represented Pinellas County since 2018. This is a comprehensive representation and we have worked on a host of local government issue from fending off attacks on home rule, to emergency operations, red tide response, and numerous local appropriations projects.

PHONE: (727) 464-3485

EMAIL: blowack@pinellascounty.org

ADDRESS: 315 Court St # 501, Clearwater, FL 33756



ROB LEWIS, GOVERNMENTAL RELATIONS MANAGER

Our team has worked with Sarasota County for nearly a decade. We provide regular strategic advice to county officials; we have a deep understanding of the county's challenges and priorities and that ability to collaborate effectively and marry strategic government relations advice with county priorities has proven extremely effective. We bring to bear a deep understanding of legislative delegation members interests and priorities and we have been able to successfully match up that unique knowledge with county priorities to secure significant dollars for the county.

PHONE: (941) 444-9532

EMAIL: lewis@scgov.net

ADDRESS: 1660 Ringling Blvd, Sarasota, FL 34236



KEN FRINK, CITY MANAGER

The Southern Group has successful in securing over \$31 million in the state budget for the cleanup of Kings Bay. In addition, in 2022, The Southern Group secured \$3 million for the final phase of their Riverwalk. Previously, we have additionally secured \$400,000 for the City of Crystal River to make improvements to the Three Sisters Springs Refuge, \$450,000 for a park project within the City, and \$100,000 for a master sewer plan study.

PHONE: (352) 795-4216 Ext. 301 **EMAIL:** kfrink@crystalriverfl.org

ADDRESS: 123 NW US-19, Crystal River, FL 34428

6.12 DESCRIBE ANY PRIOR OR PENDING LITIGATION, EITHER CIVIL OR CRIMINAL, INVOLVING A GOVERNMENTAL AGENCY OR WHICH MAY AFFECT THE PERFORMANCE OF THE SERVICES TO BE RENDERED, IN WHICH THE FIRM, ANY OF ITS EMPLOYEES, SUBCONTRACTORS OR SUB-CONSULTANTS IS OR HAS BEEN INVOLVED WITHIN THE LAST THREE (3) YEARS. INCLUDE THE NATURE, RESOLUTION AND/OR CURRENT STATUS OF THE LITIGATION.

The Southern Group, nor its employees have any prior or pending litigation, either civil or criminal, involving a governmental agency which may affect the performance of the services outlined in the RFP within the last three (3) years.

6.13 FURNISH A STATEMENT, UNDER OATH, THAT NO MEMBER OF THE BOARD OF COUNTY COMMISSIONERS, NO OFFICIAL OR EMPLOYEE OF THE COUNTY, AND NO MEMBER OF ANY COMMISSION, BOARD OR CORPORATION CONTROLLED OR APPOINTED BY THE BOARD OF COUNTY COMMISSIONERS, HAS ALREADY RECEIVED, IN CONNECTION WITH OR RELATED IN ANY WAY TO A CONTRACT RESULTING FROM THIS QUOTE, OR HAS BEEN PROMISED, IN THE EVENT A CONTRACT IS AWARDED TO THE FIRM, ANY COMMISSION, FINDER'S FEE OR OTHER THING OF VALUE. IN ADDITION, THE FIRM SHALL FURNISH A STATEMENT THAT IDENTIFIES ANY MEMBER OF THE BOARD OF COUNTY COMMISSIONERS AND ANY OFFICIAL OR EMPLOYEE OF THE COUNTY WHO, THE FIRM HAS REASON TO BELIEVE, WOULD OR MAY BE FINANCIALLY AFFECTED, WHETHER AFFIRMATIVELY OR NEGATIVELY, AND WHETHER PERSONALLY OR THROUGH A SPOUSE OR OTHER FAMILY MEMBER, IF THIS CONTRACT WERE AWARDED TO THE FIRM. UPON REQUEST BY THE BOARD OF COUNTY COMMISSIONERS OR AN AUTHORIZED AGENT OF THE BOARD, THE FIRM SHALL RESPOND TO ANY QUESTIONS RELATING TO THIS SUBJECT.

No member of the Board of County Commissioners, official or employee of the County, member of any commission, board or corporation controlled or appointed by the Board of County Commissioners, has received, in any way, a contract resulting from this quote or has been promised a contract, been awarded any commission, finder's fee or other thing of value.

The Southern Group has no reason to believe a member of the Board of County Commissioners, official or employee of the County would be financially effected, affirmatively or negatively, either personally or through a spouse or another family member, if this contract were awarded to The Southern Group.

6.14 WHAT DISTINGUISHES YOUR FIRM FROM YOUR COMPETITORS?

Numerous factor distinguish The Southern Group and other lobbying firms in the state: our statewide presence, diverse team of experts and deep understanding of the political landscape. With a six full-time offices located throughout the state, our lobbyists spend a majority of the year working and socializing with legislators, even those outside of your region, who have great impact on your priorities. Additionally, our team's existing knowledge and success for the County over the past nine years, makes us the perfect partner to continue representing the County in Tallahassee. For the past nine years, we have been successful in securing tens of millions of dollars of funding for the County. As the only governmental entity that The Southern Group represents in the County, there will be no conflicts or competition for funding from other clients. Hernando County Government will get the undivided attention of our team with our legislative delegation.

Additionally, our team members are recognized as experts in their fields, understanding any and all available resources available to local governments.

Over the last several years we've seen unprecedented amounts of new money flowing from both the federal and state levels of government. Several pandemic relief programs have sent billions to the states and local governments, and then late last year came the authorization of the Infrastructure Investments and Jobs Act (IIJA) which will send billions more for infrastructure projects. State agencies and local governments have scurried to put teams in place to make sense of newly developed federal guidance, undergo their own rule-making and get the money out the door quickly.

New programs for broadband and environmental resilience leverage both state and federal funds, and agencies are currently in the process of setting up those programs. We are currently assisting clients by connecting them with these decision makers to ensure their project plans align with any future guidance the agencies release related to eligibility.

In addition to state and federal grant opportunities, the IIJA authorized more than \$19 billion for Florida –35 percent more than the typical federal transportation reauthorization bills. While some of this money will come in the form of grant programs, more than \$16 billion will be formula funds for highways, transit organizations, airports and other transportation partners. It is just as important to understand how to position your project for these funds as it is to access the federal grant dollars. Partners in our firm have served in these State Agencies and the experience and the relationships necessary to do both. We believe this sets us apart from our competitors and make us best positioned to help the County achieve their goals, specifically when it come to transportation.

The team outlined in this proposal has the experience, unlike any other lobbying firm in the state of Florida. We would be honored to continue representing the County in Tallahassee.

A woman with long, wavy hair, wearing a light-colored trench coat over a dark top and a necklace, is walking and smiling. She is holding a light-colored bag. In the background, there is a large, classical-style building with a prominent dome and columns, surrounded by trees. The entire image has a light, semi-transparent overlay.

Tab 4- Required Forms

SECTION IV REQUIRED FORMS

ATTACHMENT 1

STATEMENT OF NO PROPOSAL

If you do not intend to submit a proposal, please return this form immediately to:

**Hernando County
Purchasing and Contracts Department
15470 Flight Path Drive
Brooksville, FL 34604**

We, the undersigned, have declined to submit a Proposal on: RFP NO. 22-R00049/TPR – Lobbying Services.

Reason:

- Specifications too tight, geared toward one brand or manufacturer (explain below)
- Insufficient time to respond.
- Specifications unclear (explain below)
- We do not offer this product/services.
- Our present schedule does not permit us to perform.
- Unable to meet specifications or provide services.

Remarks:

We understand that if this Statement of No Proposal is not executed and returned, our name may be deleted from the list of qualified Proposers.

COMPANY NAME: The Southern Group of Florida, Inc.

ADDRESS: 123 S. Adams St., Tallahassee, FL 32301

PHONE: 850-671-4401

SIGNATURE: 

REMAINDER OF PAGE INTENTIONALLY LEFT BLANK

SECTION IV REQUIRED FORMS

ATTACHMENT 2

PROPOSER’S CERTIFICATION

I have carefully examined the Request for Proposals (RFP), Instructions to Proposers, General and/or Special Conditions, Specifications, RFP Proposal and any other documents accompanying or made a part of this invitation.

I hereby propose to furnish the goods or services specified in the Request for Proposals at the prices or rates quoted in my proposal. I agree that my RFP will remain firm for a period of up to one hundred and eighty (180) days in order to allow the County adequate time to evaluate the proposals. Furthermore, I agree to abide by all conditions of the proposal.

I certify that all information contained in this RFP is truthful to the best of my knowledge and belief. I further certify that I am a duly authorized to submit this RFP on behalf of the Consultant/Firm as its act and deed and that the Consultant/Firm is ready, willing and able to perform if awarded the Contract.

I further certify that this RFP is made without prior understanding, agreement, connection, discussion, or collusion with any person, firm or corporation submitting an RFP for the same product or service; no officer, employee or agent of the Hernando County BOCC or of any other Proposer interested in said RFP; and that the undersigned executed this Proposer’s Certification with full knowledge and understanding of the matters therein contained and was duly authorized to do so.

I further certify that having read and examined the specifications and documents for the designated services and understanding the general conditions for contract under which services will be performed, does hereby propose to furnish all labor, equipment, and material to provide the services set forth in the RFP.

I hereby declare that the following listing states any clarifications, any and all variations from and exceptions to the requirements of the specifications and documents. **The undersigned further declares that the “work” will be performed in strict accordance with such requirements and understands that any exceptions to the requirements of the specifications and documents may render the Proposer’s proposal non-responsive.**

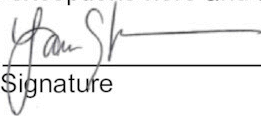
NO EXCEPTIONS ALLOWED AFTER THE RFP IS SUBMITTED:

Please check one:

- I take NO exceptions.
- Exceptions:

(If more space is needed, please indicate exceptions here and attach additional pages as needed)

Laura Boehmer, Partner



07/21/2022

Name and Title

Signature

Date

This document must be completed and returned with your submittal

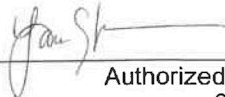
SECTION IV REQUIRED FORMS

ATTACHMENT 3

DRUG FREE WORKPLACE CERTIFICATE

I, the undersigned, in accordance with Florida Statute 287.087 (Current Edition), hereby certify that,
(print or type name of firm) The Southern Group of Florida, Inc.


- Publishes a written statement notifying that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the Workplace named above and specifying actions that will be taken against violations of such prohibition.
- Informs employees about the dangers of drug abuse in the workplace, the firm’s policy of maintaining a drug free working environment, and available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug use violations.
- Gives each employee engaged in providing commodities or Contractual services that are under Proposal a copy of the statement specified above.
- Notifies the employees that as a condition of working on the commodities or Contractual services that are under Proposal or Proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, pleas of guilty or nolo contendere to, any violation of Chapter 893, or of any controlled substance law of the State of Florida or the United States, for a violation occurring in the workplace, no later than five (5) days after such conviction, and requires employees to sign copies of such written statement to acknowledge their receipt.
- Imposes a sanction on, or requires the satisfactory participation in, a drug abuse assistance or rehabilitation program, if such is available in the employee’s community, by any employee who is so convicted.
- Makes a good faith effort to continue to maintain a drug free workplace through the implementation of the Drug Free Workplace program.
- “As a person authorized to sign this statement, I certify that the above-named business, firm or corporation complies fully with the requirements set forth herein”.



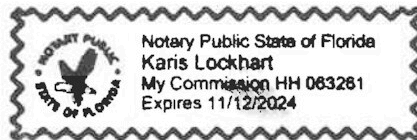
 Authorized Signature
 07/21/2022

 Date Signed

State of: Florida
 County of: Leon
 Sworn to and subscribed before me this 21 day of JUNY, 2022
 Personally known 7 or Produced Identification _____
 (Specify Type of Identification)



 Signature of Notary
 My Commission Expires: 11/12/2024



This document must be completed and returned with your submittal

SECTION IV REQUIRED FORMS

ATTACHMENT 4

**AFFIDAVIT OF NON-COLLUSION AND OF NON-INTEREST OF
HERNANDO COUNTY EMPLOYEES**

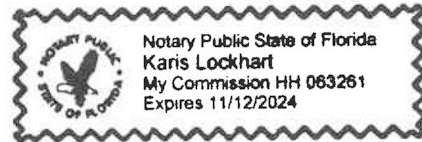
Laura Boehmer, * being first duly sworn, deposes and says that he (it) is the Offeror in the above proposal, that the only person or persons interested in said proposal are named therein; that no officer, employee or agent of the Hernando County Board of County Commissioners (BOCC) or of any other Offeror is interested in said proposal; and that affiant makes the above proposal with no past or present collusion with any other person, firm or corporation.

[Signature]
Affiant

STATE OF Florida
COUNTY OF Leon

The foregoing instrument was acknowledged before me this 21 day of JUNY, 2022 by Laura Boehmer, who is personally known to me or who has produced personally known as identification and who did take an oath.

[Signature]
Notary Public
My Commission Expires: 11/12/2024



*NOTICE: State name of Proposer followed by name of authorized individual (and title) that is signing as Affiant. If Proposer is an individual, state name of Proposer only.

This document must be completed and returned with your submittal

SECTION IV REQUIRED FORMS

ATTACHMENT 5

SWORN STATEMENT PURSUANT TO SECTION 287.133 (3) (a), (CURRENT EDITION)
FLORIDA STATUTES, IN PUBLIC ENTITY CRIMES

1. This sworn statement is submitted to

County of Hernando

by Laura Boehmer, Partner
[print individual's name and title]

for The Southern Group of Florida, Inc.
[print name of entity submitting sworn statement]

whose business address is 123 S. Adams St., Tallahassee, FL 32301

(If applicable) its Federal Employer Identification Number (FEIN) is 59-3584976
(If the entity has no FEIN, include the Social Security Number of the individual signing this sworn statement):

2. I understand that a "public entity crime" as defined in Paragraph 287.133 (1)(g) (Current Edition), Florida Statutes, means a violation of any public entity or with an agency or political subdivision of any other State or of the United States, including, but not limited to, any Proposal or Contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.
3. I understand that "*convicted*" or "*conviction*" as defined in Paragraph 287.133 (1)(b) (Current Edition), 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 or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.
4. I understand that an "*affiliate*" as defined in Paragraph 287.133 (1)(a) (Current Edition), Florida Statutes, means:
 - a. A predecessor or successor of a person convicted of a public entity crime; or
 - b. An entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term "*affiliate*" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in the management of an affiliate. The ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment 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 thirty-six (36) months shall be considered an affiliate.
5. I understand that a "*person*" as defined in Paragraph 287.133(1)(e) (Current Edition), 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 Proposals or applies to Proposal on Contracts for the provisions of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term "person" includes those officers, directors, executives, partners, shareholders, employees, members, and agents who are active in management of an entity.
6. Based on information and belief, the statement which I have marked below is true in relation to the entity submitting this sworn statement: [indicate which statement applies]

Neither the entity submitting this sworn statement, nor any of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, nor any affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989.

____ The entity submitting this sworn statement, or one or more of its officers, directors, executives, partners, shareholders, employees, members, or agents who are active in the management of the entity, or an affiliate of the entity has been charged with and convicted of a public entity crime subsequent to July 1, 1989. However, there has been a subsequent proceeding before a Hearing Officer of the State of Florida, Division of Administrative Hearings and the Final Order entered by the Hearing Officer determined that it was not in the public interest to place the entity submitting this sworn statement on the convicted Consultant/Firm list [attach a copy of the final order].

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE CONTRACTING OFFICER FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM IS VALID THROUGH DECEMBER 31, OF THE CALENDAR YEAR IN WHICH IT IS FILED. I ALSO UNDERSTAND THAT I AM REQUIRED TO INFORM THE PUBLIC ENTITY PRIOR TO ENTERING INTO A CONTRACT.

[Signature] 07/21/2022
[signature] [date]

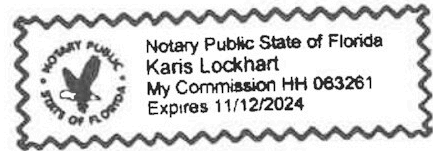
STATE OF FLORIDA
COUNTY OF LEON

PERSONALLY APPEARED BEFORE ME, the undersigned authority

LAURA BOEHMER who, after first being sworn by me, affixed his signature in the space
[Name of Individual Signing]
provided above on this 4 day of JULY 2022.

NOTARY PUBLIC

My commission expires: 11/12/2022



This document must be completed and returned with your submittal

SECTION IV REQUIRED FORMS

ATTACHMENT 6

CONSULTANT/FIRM INFORMATION

In addition to General conditions, your PROPOSAL may be disqualified if the following Consultant/Firm information is not returned with your PROPOSAL.

Firm Name: The Southern Group of Florida, Inc.

Mailing Address: 123 S. Adams St., Tallahassee, FL 32301

Telephone No. 850-671-4401 Fax No. 850-671-4402

Email Address: boehmer@thesoutherngroup.com Web Address: www.thesoutherngroup.com

Consultant/Firm is:
 Corporation
 Partnership
 Sole Proprietorship
 Other _____ (Explain)

Federal Employer Identification Number or Social Security Number: 59-3584976

Do you collect Florida State Sales Tax? () Yes () No

AUTHORIZED SIGNATURES/NEGOTIATORS

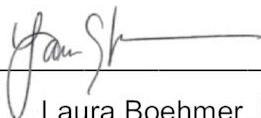
The Consultant/Firm represents that the following persons are authorized to sign and/or negotiate Contracts and related documents to which the Proposer will be duly bound:

Name	<u>Laura Boehmer</u>	Title	<u>Partner</u>	Phone No.	<u>850-671-4401</u>
Name	_____	Title	_____	Phone No.	_____
Name	_____	Title	_____	Phone No.	_____

Commodity or Service Supply: Lobbying Services

If Consultant/Firm is quoting, as a manufacturer's representative and the purchase order should be addressed to the manufacturer in care of the Consultant/Firm, so indicate.

If remittance address is different from the mailing address so indicate below.

Submitted by (SIGNATURE): 
Name and Title Printed: Laura Boehmer, Partner

This document must be completed and returned with your submittal

SECTION IV REQUIRED FORMS

ATTACHMENT 7

LOCAL VENDOR AFFIDAVIT OF ELIGIBILITY

1. This sworn statement is submitted to

HERNANDO COUNTY BOARD OF COUNTY COMMISSIONERS

by Laura Boehmer, Partner
[Print individual's name and title]

for The Southern Group of Florida, Inc.
[Print name of Company/Individual submitting sworn statement]

Whose business address is 123 S. Adams St., Tallahassee, FL 32301

(If applicable) its Federal Employer Identification Number (FEIN) is 59-3584976

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

2. **LOCAL PREFERENCE ELIGIBILITY**

A. Vendor/Individual has been in business in Hernando County for a minimum of twelve (12) months prior to date of Bid or Quote? YES x NO

B. Proof of Real Property Tax Submitted with Affidavit: YES NO x

C. Copy of Florida Division of Corporations Annual Report Submitted with Affidavit: YES x NO

I UNDERSTAND THAT THE SUBMISSION OF THIS FORM TO THE HERNANDO COUNTY PURCHASING AND CONTRACTS FOR THE PUBLIC ENTITY IDENTIFIED IN PARAGRAPH 1 (ONE) ABOVE IS FOR THAT PUBLIC ENTITY ONLY AND, THAT THIS FORM SHALL BE SUBMITTED WITH EACH BID OR QUOTE SUBMITTED TO HERNANDO COUNTY.

[Signature]

[Handwritten Signature]

07/21/2022

[Date]

STATE OF FLORIDA

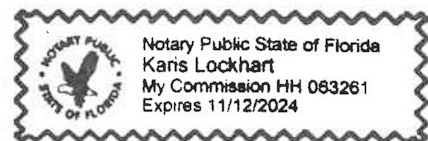
COUNTY OF Leon

PERSONALLY APPEARED BEFORE ME, the undersigned authority
Laura Boehmer Who, after first being Sworn by me, affixed his signature?
[Name of Individual Signing]

in the space provided above on this 21 Day of JULY, 2022.

[Handwritten Signature]
NOTARY PUBLIC

My commission expires: 11/12/2024



Personally Known x or Produced Identification

Type of Identification Produced

State of Florida

Department of State

I certify from the records of this office that THE SOUTHERN GROUP OF FLORIDA, INC is a corporation organized under the laws of the State of Florida, filed on June 21, 1999.

The document number of this corporation is P99000055999.

I further certify that said corporation has paid all fees due this office through December 31, 2022, that its most recent annual report/uniform business report was filed on March 29, 2022, and that its status is active.

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

*Given under my hand and the
Great Seal of the State of Florida
at Tallahassee, the Capital, this
the Twenty-ninth day of March,
2022*



Laurel M. Bee
Secretary of State

Tracking Number: 4214525275CC

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

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

SECTION IV REQUIRED FORMS

ATTACHMENT 8

HERNANDO COUNTY E-VERIFY CERTIFICATION

RFP/Contract No: 22-R00049/TPR

Financial Project No(s): N/A

Project Description: Lobbying Services

Consultant/Firm acknowledges and agrees to the following:

Consultant/Firm shall utilize the U.S. Department of Homeland Security’s E-Verify system, in accordance with the terms governing use of the system, to confirm the employment eligibility of:

1. All persons employed by the Consultant/Firm during the term of the Contract to perform employment duties within Florida; and
2. All persons, including Sub-Contractors, assigned by the Consultant/Firm to perform work pursuant to the Contract with the Department.

Company/Firm: The Southern Group of Florida, Inc.

Authorized Signature: 

Print Name: Paul Bradshaw

Title: Partner

Date: 07/21/2022

This document must be completed and returned with your submittal

SECTION IV REQUIRED FORMS

ATTACHMENT 9

**VENDOR CERTIFICATION REGARDING
SCRUTINIZED COMPANIES LISTS**

Respondent Vendor Name: The Southern Group of Florida, Inc.

Proposer/Contractor FEIN: 59-3584976

Proposer/Contractor's Authorized Representative Name and Title: Laura Boehmer, Partner

Address: 123 S. Adams St.

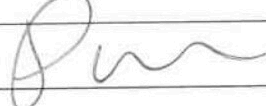
City: Tallahassee State: FL Zip: 32301

Phone Number: 850-671-4401

Email Address: boehmer@thesouthern.com

Section 287.135 (Current Edition), Florida Statutes, prohibits agencies from contracting with companies for goods or services of \$1,000,000.00 or more, that are on either the Scrutinized Companies with Activities in Sudan list, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector lists which are created pursuant to s. 215.473 F.S. (Current Edition), or the Scrutinized Companies that Boycott Israel list, created pursuant to s. 215.4725 F.S. (Current Edition), or companies that are engaged in a boycott of Israel or companies engaged in business operations in Cuba or Syria.

As the person authorized to sign on behalf of Respondent, I hereby certify that the company identified above in the section entitled "Respondent Vendor Name" is not listed on either the Scrutinized Companies with Activities in Sudan list or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector list, or the Scrutinized Companies that Boycott Israel list. I further certify that the company is not engaged in a boycott of Israel. I understand that pursuant to section 287.135 (Current Edition), Florida Statutes, the submission of a false certification may subject company to civil penalties, attorney's fees, and/or costs and does not have business operations in Cuba or Syria.

Certified by: 

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

Print Name and Title: Paul Bradshaw, Partner

Date: 07/21/2022

SECTION IV REQUIRED FORMS

ATTACHMENT 10

VENDOR REGISTRATION
HERNANDO COUNTY, FL

To be completed by vendor:

Vendor type:

- Corporation
- Partnership
- Sole Proprietorship
- Other _____ (Explain)

Federal Employer Identification

Number or Social Security Number: 59-3584976

Please attach your completed W-9 Form

PAYMENT WILL NOT BE MADE UNTIL A COMPLETED W9 HAS BEEN RECEIVED.

Firm Name: The Southern Group of Florida, Inc.

Mailing Address: 123 S. Adams St.

City Tallahassee State FL Zip 32301

Telephone No. 850-671-4401 Fax No. 850-671-4402

Web Address: www.thesoutherngroup.com Email: boehmer@thesoutherngroup.com

Commodity or Service Supply: Lobbying Services

If remittance address is different from the mailing address so indicate below.

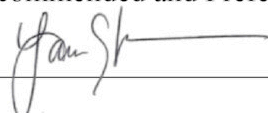
Firm Name: The Southern Group of Florida, Inc.

Mailing Address: P.O. Box 10570

City Tallahassee State FL Zip 32302

An ACH electronic payment method is offered as an alternative to a payment by physical check.

- Please check this box if you accept the ACH electronic payment method. (Recommended and Preferred)

Signature: 

Name and Title Printed: Laura Boehmer, Partner

Request for Taxpayer Identification Number and Certification

Give Form to the requester. Do not send to the IRS.

▶ Go to www.irs.gov/FormW9 for instructions and the latest information.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
The Southern Group of Florida, Inc

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only **one** of the following seven boxes.

Individual/sole proprietor or single-member LLC

C Corporation

S Corporation

Partnership

Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ _____

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is **not** disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ▶ _____

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.
P.O. Box 10570

6 City, state, and ZIP code
Tallahassee, FL 32302

7 List account number(s) here (optional)

Requester's name and address (optional)

Print or type. See Specific Instructions on page 3.

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number

			-			-			
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OR

Employer identification number

5	9	-	3	5	8	4	9	7	6
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Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here Signature of U.S. person ▶  Date ▶ 01/01/2022

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

SECTION IV REQUIRED FORMS

ATTACHMENT 11

ADDENDUM ACKNOWLEDGEMENT

The undersigned acknowledges receipt of the following addenda to the Request for Proposals (indicate number and date of each):

Addendum No. _____ Dated _____

Addendum No. _____ Dated _____

Addendum No. _____ Dated _____

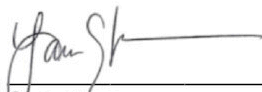
Addendum No. _____ Dated _____

FAILURE TO SUBMIT ACKNOWLEDGEMENT OF ANY ADDENDUM THAT AFFECTS THE PRICING AND OR SCOPE IS CONSIDERED A MAJOR IRREGULARITY AND MAY BE CAUSE FOR REJECTION OF ANY PROPOSAL.

VENDOR SURVEY

Please provide information on where you received the knowledge of the Bid/Request for Proposals (mark all that apply):

- OPEN GOV
- NEWSPAPER
- PURCHASING AND CONTRACTS ADVERTISEMENT BOARD
- REFERRED BY: _____
- OTHER (PLEASE SPEICIFY): _____



Signature

07/21/2022

Date

This document must be completed and returned with your submittal.



Influence creates opportunity.
Let us show you how.

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