



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

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**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

**Sunrise Consulting Group Proposal**

**CONTACT INFORMATION**

**Company:**

Sunrise Consulting Group

**Email:**

shawnfoster112@gmail.com

**Contact:**

Shawn Foster

**Address:**

5957 Riviera Lane  
New Port Richey, FL 34655

**Phone:**

(727) 808-4131

**Website:**

[www.scgroup.us](http://www.scgroup.us)

**Submission Date:**

Jul 27, 2022 2:14 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.

Sunrise\_Consulting\_Group's\_Response\_to\_RFP\_22R00049\_TPR.pdf

**Shawn Faster**

*President & CEO*

**July 14, 2022**

**Gene McGee**

*Partner*

**Andrew Kalel**

*Government Relations Consultant*

**Teresa Foster**

*Administrative*

(727) 808- 4131



# SUNRISE

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## CONSULTING GROUP

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**Hernando County, Florida**  
**RFP Number: 22-R00049/TPR**  
**Lobbying Services for Hernando County**

**Sunrise Consulting Group**

5957 Riviera Lane, New Port Richey, FL, 34655



# SUNRISE

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CONSULTING GROUP

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**Tab 1**





July 14<sup>th</sup>, 2022

Mrs. Toni Brady  
15470 FLIGHT PATH DRIVE  
BROOKSVILLE, FL 34604

**RE: RFP No. 22-R00049/TPR – LOBBYING SERVICES**

Dear Mrs. Brady:

Sunrise Consulting Group (“SCG”) is pleased to reply to the Hernando County Government’s (“County”) RFP for Lobbying Services. SCG has been providing state government consulting services to Florida’s local governments for over 20 years. Through your review of our narratives enclosed with this RFP response, you will see SCG is a firm that specializes in Florida’s local governments, and has a great track record of success in providing the same lobbying services described in this RFP to our local government clients. We feel strongly that our response to this RFP will convey our interest and result in a meaningful presentation, conversation and a continued relationship. SCG will assist Hernando County Government with its interactions with Florida state government. Our firm currently has the privilege of achieving success for Hernando County and you can feel secure in knowing that the County will be represented by a firm that is well respected in Tallahassee.

SCG’s highest priority will be to continue to elevate the County’s relationships with Florida’s lawmakers, not just in the Hernando County delegation, but with key lawmakers statewide. This will continue to allow the County’s needs to remain first and foremost on these elected officials’ agenda. So that the right message is delivered at the right time, we will collaborate directly with the elected Board of County Commissioners, the County Manager, Deputy County Manager and other staff as directed to ensure that all issues of concern are addressed in a forward-looking strategic plan. This approach will work to identify, support, oppose, and amend initiatives that may impact the County.

Whether we are in Tallahassee or in legislators’ district offices, we are unwavering in our pursuit to educate, inform and drive the conversation. It is with this same strategy that we will present the unique issues of one of Florida’s fastest growing counties.

In order to advance the County’s priorities, we would be honored to continue to serve as the County’s key partner as the County navigates the corridors of government power. Leaning on SCG’s key relationships will put the County in the best position to achieve its goals. It is with great enthusiasm that we submit this proposal. We look forward to a partnership with the County, serving the citizens of Hernando for years to come. Please do not hesitate to reach out to me at the number below.

Scincerely,

Shawn Foster, President  
Sunrise Consulting Group  
5957 Riviera Lane, New Port Richey, FL 34655  
P. 727. 808. 4131- [foster@scgroup.us](mailto:foster@scgroup.us)  
- Shawn Foster is Authorized to negotiate for SCG.



# SUNRISE

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CONSULTING GROUP

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**Tab 2**



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# SUNRISE

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CONSULTING GROUP

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**Tab 3**



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## **Executive Summary**

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*Sunrise Consulting Group (“SCG”) is a specialty lobbying firm focusing on the needs of Florida’s Local Governments. Not just school boards, municipalities, or special districts, but SCG has had the privilege of representing county governments as well. SCG has represented county governments not just in front of the Florida Legislature, but in front of the Governor and executive branch regulatory agencies, as well. We are headquartered in New Port Richey, with offices and staff one block away from the Florida State Capitol, in Tallahassee.*

*With more than sixty years of combined legislative and executive lobbying, general government affairs, and campaign experience, we bring a unique perspective and deep relationships that give us a time-tested understanding of the political process in Florida. Our team is experienced, and always involved, keeping SCG, and therefore our clients, abreast of the continuous happenings within Florida state government.*

*Through our representation of local governments, we know that agencies are always in exploring opportunities to improve the services provided to citizens, and that will be of the highest priority for an agency like Hernando County Government. Having SCG as the county’s advocate puts the county in the best position to immerse itself in the numerous and complex fiscal policies that affect the availability and potential expenditure of state dollars on Hernando County’s budgetary needs. SCG is a firm that specializes in helping our local government clients achieve success in their appropriation requests. This is supported by our track record of over \$450 million in legislative requests appropriated by SCG’s clients since our inception.*

*Assisting our clients explore and secure funding opportunities is just one part of the value the SCG will provide to the County. We at SCG seek to serve the county as a resource deeply integrated into the County’s operations. SCG can be relied upon to help the County with its relationships with other local governments, local government stakeholders and associations, and with other organizations that are critical to the successful administration of a County government.*

*As we serve our clients, we pair our perspective with a well-supported and comprehensive strategic plan. No other firm our size can match the relationships and trust that we have with Florida’s government leaders.*

*There are 160 legislators, and almost 500 local governments, all with their own elected governance. Having a partner that has the relationships to elevate Hernando County’s policy positions and funding needs to a position of top consideration that is key for continued success in this process.*

**Shawn Foster / CEO & President**

*Shawn Foster brought a wealth of political and government experience when starting Sunrise Consulting Group 20 years ago. Having worked inside the state and federal echelons of government for over 20 years, Shawn has built unique relationships and gained powerful knowledge to achieve successes for his clients.*

*Shawn began his career in Sarasota and Manatee Counties, where he was the student body President of USF-Sarasota, from where he graduated. After college, Shawn started in the legislative process working for a State Representative.*

*Shawn served as Congressman Gus Bilirakis' County Director for six years. This experience allowed Shawn to become well acquainted with not only the numerous issues being debated in Washington, but the opportunity to become engrained in the issues facing the State of Florida.*

*Prior to working for Congressman Bilirakis, Shawn served as a Senior Legislative Aide for State Senator Mike Fasano. In addition to his work inside government, Shawn has an astute political background as he has managed and consulted on numerous political campaigns over the past 22 years.*

*Shawn began lobbying in 2006 and was previously the Managing Partner for the Tampa Bay office for the Southern Strategy Group. He is well versed in the political efforts of both the private and public sectors.*

**COMMUNITY INVOLVEMENT**

- *United Way of Pasco County – Past Chairman*
- *United Way of Florida – Board of Governors*
- *Community Service Council of West Pasco – Past President*
- *Feeding Pasco's Elderly – Founding Board Member*
- *Lighthouse for the Blind & Visually Impaired – VP*
- *Association of Florida Colleges – Member*
- *Florida Association of Professional Lobbyists – Member*
- *Florida Education Legislative Liaisons – Member*
- *Florida Association for Intergovernmental Relations*
- *Elected Pasco County Republican State Committeeman, 2020*



**Years of Government Experience** 22

**Honors and Awards**

*Philanthropist of the Year, 2017*

*Honorary Governor of West Pasco – West Pasco Chamber of Commerce, 2016*

*Volunteer of the Year- 2015  
Community Service Council*

**Military Service**

*United States Air Force*

**Education**

*B.S. Psychology  
University of South Florida*

**Andrew Kalel / Government Affairs Consultant**

*Andrew brings a unique and deep understanding of the intricacies of local and state government to Sunrise Consulting. Andrew's family has been a part of Florida's legislative and regulatory process for many years and has a firm grasp on the importance of building lasting relationships. He also is a critical thinker, thoughtfully crafting strategy to engage decision makers in a variety of subjects.*

*Andrew started his career in and around state government as an undergraduate in college, holding positions with the Florida Department of Law Enforcement, in the Secretary's office of the Florida Lottery, and as a court-appointed auditor for the Justice Administrative Commission. In these roles, he was exposed to executive decision makers and the workflow process of large state agencies with multi-million-dollar budgets impacting every day Floridians. He interned for the Florida Sheriffs Association, the House of Representatives, and with Security First Insurance Company, one of Florida's top five, Florida-based property insurance companies.*

*After college, Andrew leveraged his knowledge of state government to work in the private sector in a project management position under Jason Gonzalez at Shutts & Bowen. There he supported large government affairs projects for the firm by liaising with the Executive Office of the Governor, as well as assisting with tracking legislation and gathering and analyzing political research.*

*Over his career Andrew obtained both his insurance adjuster, and broker license. He has worked as a catastrophe adjuster after Hurricane Matthew, and as a daily claims adjuster. Andrew continues to stay abreast of insurance public policy, and emerging industry trends.*

*Before joining Sunrise Consulting Group, Andrew was the joint Legislative Affairs Director for the Offices of Criminal Conflict and Civil Regional Counsel (Offices). Andrew was successful in building these agencies' first legislative program and devised a strategy to increase awareness of the agencies' mission, purpose, and policy and budgetary needs. During his tenure, the offices saw an over a 30% increase in funding and passed several pieces of legislation that were critical to agency operations and the clients the offices serve.*



**Years of Government Experience** 9

**Education**

B.S. Applied Economics  
Florida State University

**Other**

Certified Public  
Manager®

Influence Magazine  
30 under 30, Rising Stars  
in Florida Politics – 2019



**Gene McGee / Partner**

*Gene has over 30 years of experience working for and with local and state government in Florida.*

*Before providing consulting services to a broad array of large corporate stakeholders for over 20 years, Gene served as Legislative Affairs Director for the Florida Department of State where he successfully secured over \$50 million in state funding annually for Cultural and Historic Preservation projects. He worked to pass the most sweeping elections reform legislation in a decade, served on the State Council for Competitive Government, and passed legislation reducing the corporate filing fees by 25%. While at the Department of State, Gene was appointed Director of International Relations and led the state's efforts in areas such as protocol, sister-city and sister state activities, and consular corps interaction. Gene was instrumental in the legislation that created Enterprise Florida and has served as an appointed Board Member of: Enterprise Florida, the Partnership on International Trade and Economic Development of Enterprise Florida, and the Florida Export Finance Corporation.*

*In addition to his agency work, Gene worked in the Florida Legislature as a Staff Director in the House Republican Office and was instrumental in passing legislation aimed at forcing competition in the delivery of state services including creation of the State Council on Competitive Government. He was also a leader in legislation creating the Florida Department of Juvenile Justice. Gene has extensive knowledge of mental health, substance abuse and child welfare policy issues, and led the Transition Team for the Department of Children and Families by Governor Charlie Crist in 2006.*

*Mr. McGee also served as Chief Deputy Clerk of Courts in Citrus County where he supervised activities in courts and records. While there, Mr. McGee oversaw a massive technology modernization campaign that converted the office to open systems computer architecture and pioneered electronic public access to records in the county.*

*Active in politics for over 30 years, Mr. McGee served as Field Director for Florida House Campaigns in 1992 and 1994 and Director of State Senate Campaigns for the Florida Republican Party during the 2002 cycle.*



**Years of Government Experience** 30 +

**Education**

College of Central Florida,  
Political Science

**Community & Professional Involvement**

- Citrus County Education Foundation – Board Member
- Citrus County Tourist Development Council – Board Member
- Citrus Aid Cancer – Executive Board Member
- Prosperity Citrus – Steering Committee Member
- Florida Association of Professional Lobbyists – Member
- Enterprise Florida Board of Directors – Past Member
- Citrus County Chamber of Commerce – Past Member

**Military Service**

United States Army





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## **Response Summary and Questionnaire Responses**

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### **4.1 *Written narrative describing the method or manner in which your firm proposes to satisfy the requirements of the Scope of Services.***

*SCG will satisfy the requirements of the scope of services by assisting the County in strategically crafting its annual legislative agenda. Then SCG will work to educate and promote the County's legislative agenda on a year-round basis to the state's elected officials and decision makers such as the Governor, his staff, legislative chamber leadership, and State agencies on a year-round basis.*

*SCG will tenaciously advocate for the County in the State Capitol each day during Florida's legislative session. Keeping the County's priorities at the top of legislative leaders agenda is, in-part, a product of attending legislative session and committee meetings, where policy and budget items of concern to the County are presented and workshopped.*

*After assisting the County with building its legislative agenda, SCG will work with the legislature to secure drafts of legislation for the County's review. SCG will ensure success for the County through consistent communication with the Hernando County Legislative Delegation, by keeping them informed of what both the County is working on, and what we are working on for the County. During session, we will visit the delegation and their staff weekly. This will allow SCG to have conversations that may lead to new opportunities and to gain valuable information for the County about their priorities as session is progressing.*

*We will communicate with the County by sending weekly reports during Legislative session and legislative committee weeks that outline all pending legislation that will have positive or negative consequences for the County.*

### **4.2 *Description of your firm's experience providing the same or similar service as contained in this Request for Proposals.***

*In short, SCG has worked with over a dozen local governments for over a decade providing the same services as requested in RFP No. 22-R00049.*

*Expand on that?*

*SCG has helped local governments create their legislative agendas. Relying on our key relationships, we help local governments create those agendas by receiving information as to the priorities of the legislature, the priorities of the executive branch, combined with the resources available to this state's government. We look at the Florida Association of Counties, and help our county clients work in lockstep with FAC, or, help stakeholders advocate for the priorities of our county clients, so that a unified voice will ultimately lead to success.*



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## **Response Summary and Questionnaire Responses**

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*We have helped our local government clients find success in the following fields:*

- *Water quality improvements and stormwater projects*
- *Water reclamation projects*
- *Local park projects*
  - *Coastal protection services and equipment*
  - *Park facilities*
  - *Bike trails*
- *Emergency services facilities & equipment, such as fire engines*
- *Funding for providers of substance abuse and mental health services*
- *Septic to sewer*
- *Road resurfacing and new road construction*
- *County government capital outlay projects*

*...and the list goes on.*

*Please see exhibit A for a list of our recent successes.*

**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.)*

*Based on the size of Hernando County Government and the requirements of the scope of work, SCG only offers a flat-rate monthly retainer of:*

***\$6,000 per month***

**5.1** *Provide narrative explaining the cost(s) of each of your firm's submitted services/option(s).*

*While some firms separate out their pricing with fees for legislative representation, executive representation, before session, after session, and so forth; SCG's fees are an all-inclusive.*

**6.1** *Full legal name of company.*

*Shawn Foster LLC, D.B.A. Sunrise Consulting Group*

**6.2** *Primary contact information: name, company address, phone, fax and E-mail address.*

*Shawn Foster  
5957 Riviera Lane, New Port Richey, Florida 34655  
(727)808-4131  
Fax N/A  
[foster@scgrop.us](mailto:foster@scgrop.us)*

**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.*



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## Response Summary and Questionnaire Responses

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(6.3) Sunrise Consulting was a sole proprietorship that started in 2006 until 2017, then Shawn Foster, LLC. – DBA Sunrise Consulting Group was formed (9/20/2017).

Sunrise Consulting Group operates out of the following addresses:

5957 Riviera Lane  
New Port Richey, FL 34655

113 East College Avenue  
Lower Level  
Tallahassee, Florida 32301

**6.4 State of incorporation/formation and the date incorporated/formed/qualified to do business.**

SCG was formed in Florida, and corporation filings are in Florida. The most recent effective date of our current structure, Shawn Foster LLC, DBA Sunrise Consulting Group is 9/20/2017. Previously Sunrise Consulting was a sole proprietor since 2006.

**6.5 Type of entity (corporation, general or limited partnership, etc.) Limited Liability Company.**

**6.6 Indicate whether the firm is qualified to do business in Florida.**

SCG is qualified to do business in Florida.

Document number with the Department of State: L17000196056

FEI/EIN Number: 82-2863316

Fictitious name registration number: G17000105751

Pasco County business account number: 108477

**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).**

SCG is not affiliated with any other business entity, SCG is not a subsidiary and does not have any subsidiaries or joint partnerships established.

**6.8 What is the focus of your firm (what are the primary purposes of the firm)? What are the primary markets served?**

SCG is a consulting firm that solely focuses on providing organizations, primarily local governments, with expertise and guidance in their successful interface with Florida's state government.



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## Response Summary and Questionnaire Responses

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**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.*

**Palm Beach State College**

**September 2021 to present**

**\$60,000 per yr.**

*This is a governmental client. Our work for Palm Beach State College is comparable to the scope of services within this RFP. We represent Palm Beach State College on policy matters of higher education and its specific appropriations requests before the Florida legislature. We represent Palm Beach State College interact with the Governor's Office of Policy and Budget and most importantly entities within the Department of Education. Since our representation of the college we have assisted it receiving increased recurring operational dollars, dollars for critical capital outlay maintenance, and \$25 million for the construction of a new dental education building. We also help with the coordination of Palm Beach State Colleges and various other related entities and associations, such as the Association of Florida colleges.*

**Pasco Hernando State College**

**September 2015 to present**

**\$54,000 per yr.**

*This is a governmental client. Our work for Pasco Hernando State College is comparable to the scope of services within this RFP. We represent Pasco Hernando State College on policy matters of higher education and its specific appropriations requests before the Florida legislature. We represent Pasco Hernando State College on its interactions with the Governor's Office of Policy and Budget and most importantly entities within the Department of Education. Since our representation of the college we have assisted it receiving increased recurring operational dollars, dollars for critical capital outlay maintenance, and in this most recent year dollars for the construction of a fire academy. We also help with the coordination of Pasco Hernando State College's and various other related entities and associations, such as the Association of Florida colleges.*

**City of Palm Bay**

**January 2021 to present**

**\$48,000 per yr.**

*This is a governmental client. Our work for the City of Palm Bay is comparable to the scope of services within this RFP. We represent the City of Palm Bay on policy matters relating to the administration of local government, along with the City's specific appropriation requests before the Florida legislature. We represent the City on its interactions with the executive branch of government and most importantly entities within the Department of Environmental Protection, Transportation, and Financial Services. Since our representation of the City we have helped them in receiving funding for large stormwater projects as well as a few small grants. We also help with the coordination of the City and various other related entities and associations, such as the Florida League of Cities.*

**Manatee School District**

**January 2018 to present**

**\$45,000 per yr.**

*This is a governmental client. Our work for the Manatee County School District is similar to the scope of services within this RFP. We represent the district on policy matters relating to the administration of a local school district, their position on K12 policy, along with the district's specific appropriation requests before the Florida legislature. We represent the district on its interactions with the executive branch of government, the Governor's Office of Policy and Budget, Department of Education, and the State Board of Education. Since our representation of the county we have helped them in receiving funding for large career and technical education capital outlay projects. We also help with the coordination of the districts and various other related entities and associations, such as the Florida Association of School Boards.*



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## Response Summary and Questionnaire Responses

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### Pasco County Government

September 2018 to present

\$60,000 per yr.

*This is a governmental client. Our work for Pasco County Government is most similar to the scope of services within this RFP. We represent the county on policy matters relating to the administration of local government, along with the county's specific appropriation requests before the Florida legislature. We represent the county on its interactions with the executive branch of government and most importantly entities within the Department of Environmental Protection, Transportation, and Financial Services. Since our representation of the county we have helped them in receiving funding for large stormwater projects and other critical infrastructure projects. We also help with the coordination of the county and various other related entities and associations, such as the Florida Association of Counties.*

### Citrus County Government

Aug 2020 to present

\$60,000 per yr.

*This is a governmental client. Our work for Citrus County Government is most similar to the scope of services within this RFP. We represent the county on policy matters relating to the administration of local government, along with the county's specific appropriation requests before the Florida legislature. We represent the county on its interactions with the executive branch of government and most importantly entities within the Department of Environmental Protection, Transportation, and Financial Services. Since our representation of the county we have helped them in receiving funding for Inverness Airport Industrial Park Infrastructure and Homosassa Septic to Sewer. We also help with the coordination of the county and various other related entities and associations, such as the Florida Association of Counties.*

## 6.10 *How many other assignments is your firm currently handling and what is the timeline for completion?*

*Our firm represents approximately 35 clients, each has a legislative strategy that requires SCG's year-round advocacy. In addition to planning, pursuing and helping our clients implement their successful priorities our clients rely on us to assist them with a gamut of various projects. We help our local government clients connect with businesses that they would like to enter their local market, and, we help our local government clients connect with other local governments around Florida to bridge communications to achieve success.*

*All nonrecurring projects that SCG is currently engaged in outside of our direct legislative work have various timelines. Some projects, such as researching a bill that was passed a few years ago or setting up a meeting with a state agency take a few minutes or a few hours. Other projects such as helping our clients search for surplus vehicles from another local government or guiding our client through a state grant application take weeks or months.*

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## 6.11 Responses

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**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.*

*Please see our answers to 6.11 on the next page. We are unable to locate the reference "attached" form in the RFP.*

**Reference 1** Pasco County Board of County Commissioners  
(governmental client, size: medium to larger county)



Contact: Commissioner K. Starkey      Phone: (727)505-2424  
Email: [kstarkey@pascocountyfl.net](mailto:kstarkey@pascocountyfl.net)      Fee: \$72,000 per year  
Address: 38283 McDonald Street, Dade City, FL 33525  
Contract Dates: Commenced September 2018 and continues today.

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**Reference 2** Manatee County School District  
(governmental client, size: medium sized school district)



Contact: Kevin Chapman      Phone: (941)708-8770  
Email: [Chapman3K@manateeschools.net](mailto:Chapman3K@manateeschools.net)      Fee: \$48,000 per year  
Address: 215 Manatee Avenue West, Bradenton, FL 34205  
Contract Dates: Commenced January 2019 and continues today.

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**Reference 3** City of Palm Bay  
(governmental client, size: top 20 cities by population)



Contact: Suzanne Sherman      Phone: (321) 952-3400  
Email: [Suzanne.Sherman@palmbayflorida.org](mailto:Suzanne.Sherman@palmbayflorida.org)      Fee: \$48,000 per year  
Address: 120 Malabar Road, SE, Palm Bay, FL 32907  
Contract Dates: Commenced January 2021 and continues today.

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**Reference 4** Citrus County Board of County Commissioners  
(governmental client, size: small to medium county)



Contact: Randy Oliver      Phone: (352) 527-5210  
Email: [randy.oliver@citrusbocc.com](mailto:randy.oliver@citrusbocc.com)      Fee: \$60,000 per year  
Address: 3600 W. Sovereign Path, Suite #267, Lecanto, FL 34461  
Contract Dates: Commenced August 2020 and continues today.



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### ***Response Summary and Questionnaire Responses***

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- 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.*

*SCG has not been engaged in any litigation within the past three years.*



6.13 Furnish a statement, under oath, that no member of the Board of County Commissioners, no official or...

**AFFIDAVIT**

The State of Florida

)

) S.S.

County of Pasco

)

I, Shawn Foster, of New Port Richey, in Pasco, Florida, MAKE OATH AND SAY THAT:

1. 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.
2. I have no reason to believe that any member of the Board of County Commissioners, any county official or employee of the County would or may be financially affected, whether affirmatively or negatively, and whether personally or through a spouse or other family member, if a contract resulting from RFP No. 22-R00049/TPR were awarded to Sunrise Consulting Group.

STATE OF FLORIDA

COUNTY OF PASCO

SUBSCRIBED AND SWORN TO BEFORE ME, by means of ☒ physical presence or ☐ online notarization, on the 20<sup>th</sup> day of July, 2022


Signature Andrew J. LaForge (Seal)

NOTARY PUBLIC

My Commission expires: 02/24/2024



ANDREW J. LA FORGE  
Commission #GG 961783  
Expires February 24, 2024  
Bonded Thru Budget Notary Services

  
(Signature)

Shawn Foster





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## Response Summary and Questionnaire Responses

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### 6.14 What distinguishes your firm from your competitors?

*The most important question! There are many other great firms out there that do a noteworthy job representing clients. These firms may be bigger, they may have more*

*clients, they may have an appealing name too, but, they may not always be the best fit for an agency like Hernando County Government. At SCG, we know that there is competition, and we know that through hard work and a genuine engaging partnership with our clients, we will find continued success.*

*Emphasizing on “engaging”, there are firms that assist their clients, as requested, but do not actively take part in two-way conversations with their clients. SCG follows up with our clients, offers thoughtful alternatives or modifications to assist our clients in quickly pivoting a strategy, and we work to gather information regarding new and changing policies and opportunities that will impact Hernando County.*

*At SCG, we often say “we traffic in information”. This isn’t reactionary, we proactively traffic in information. This will allow us to be aware of when other government agencies may be competing for opportunities that the County is also seeking. This allows us to advise the County as how to align needed support to best position the County for success.*

*SCG will act as the County’s trusted intermediary with the state’s leadership, but we will also work to serve as a key contact for the County with the Hernando County delegation. While any firm would ostensibly serve in that role, SCG brings the additional benefit of being close to home, as we are headquartered in New Port Richey. The element of SCG’s location plays a key role not just in our interactions with the County’s delegation, but with our availability to interact with the state’s leadership. With offices in New Port Richey and Tallahassee, we are able to more easily interact with legislative leaders year-round from Pensacola to Miami; only serving to bolster the County’s relationships statewide.*

*On top of year-round opportunities to interact with the County’s delegation, it is an SCG standard to visit with each member of the County’s delegation during each committee week and each week of legislative session. We believe that this emphasis on delegation interaction during the most critical time of a successful legislative strategy prevent important items from being lost in the hustle and bustle of legislative session and sets SCG apart from other firms.*

*No job is too small, or, outside of our scope of work. If we can help, we do. From helping a County department find a grant that will assist with equipment costs, to helping search for surplus vehicles from another agency, we are here to help.*

### 11.1 Collusion

*Shawn Foster LLC, D.B.A. Sunrise Consulting Group, and Shawn Foster as an individual, are the parties interested in the proposal and are the only principals. This response was made without collusion with any other person or entity submitting a proposal pursuant to this RFP. Sunrise Consulting Group employs several personnel contained within this RFP.*

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## ***Legislative References***

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*Please see the below list of Sunrise Consulting Group's chosen references. We encourage you to call their offices for a reference of our services, as we are close and well respected by these leaders.*



*Representative Chris Sprowls,  
**Speaker of the House**  
P. (727)793-2810  
E. [chris.sprowls@myfloridahouse.gov](mailto:chris.sprowls@myfloridahouse.gov)*



*Senator Wilton Simpson,  
**President of the Senate**  
P. (352)688-5077  
E. [simpson.wilton@flsenate.gov](mailto:simpson.wilton@flsenate.gov)*



*Representative Ralph Massullo,  
**Chairman, House State Affairs  
Committee**  
P. (352)527-4510  
E. [Ralph.Massullo@myfloridahouse.gov](mailto:Ralph.Massullo@myfloridahouse.gov)*



*Representative Daniel Perez,  
**Speaker Designate 2024-2026**  
P. (305)442-6800  
E. [Daniel.Perez@myfloridahouse.gov](mailto:Daniel.Perez@myfloridahouse.gov)*



## **Recent Successes**

**Appropriations.** *The state budgeting and appropriations process requires skill and direction. Understanding how this process works and providing the needed assistance with decision makers, we help our clients from start to finish submit well-rounded proposals. When Sunrise Consulting Group helps you succeed, that is our reward.*

*Every session SCG works directly with Appropriation Chairs and committee staff in the House and the Senate during the budgeting process to secure funding for our clients. Our success has totaled over **\$453 million** in appropriations for our government clients. Here are some of our successes for the past two years:*

### **2022**

- **City of Palm Bay** - \$1,200,000 for construction of a baffle boxes
- **Pasco County Government** - \$4,988,000 Pioneer Museum Road Intersection
- **City of DeBary** - \$750,000 Springshed stormwater infrastructure improvement
- **Bradford Schools** - \$16,657,226 Supplemental funding for new k-7 school
- **City of Inverness** - \$2,250,000 connection to Withlacoochee State Trail
- **Pasco County Government** - \$5,919,000 Lacoochee Industrial Area Right-Of-Way Improvements
- **Manatee Schools** - \$5,500,000 capital outlay for construction of a career & technical aviation maintenance school
- **Palm Beach State College** - \$25,000,000 construction of a dental training facility
- **Lifestream** - \$1,500,000 Citrus County Mental Health Facility

### **2021**

- **Brooksville** – Sewer Rehab Phase IV, \$360,000; Stormwater Quality Improvements, \$387,500; Lamar Water Drinking Plant, \$175,000.
- **American Legion Auxiliary** – Boys & Girls State, \$200,000
- **Pasco County Government** – Lindrick Sewer & Water Quality, \$3,218,808; Handcart Road Water & Wastewater, \$6,500,000; Ackerman Street Drainage, \$200,000.
- **Hernando County Schools** – CTE Building \$9,350,000, CTE Criminal Justice Programs, \$350,000.
- **Pasco-Hernando State College**– Operational Enhancement (Base Recurring) \$5,000,000; Operational Enhancement (Non-Recurring) \$1,000,000, East Campus Student Success Center \$25,000,000, STEM Stackable, \$2,306,206.
- **Bradford School District** – Year 2/3 Funding + Increased Costs Allotment, \$36,098,000
- **Manatee County Schools** – WOZ U, \$950,000
- **City of Palm Bay** – Nutrient Baffle Boxes, \$300,000
- **City of Palm Bay** – Grant Fire Department Equipment Grant, \$42,000



## **Recent Successes**

**Public Policy.** Guiding public policy through both chambers of the Florida Legislature commands experience, communication, and collaboration. At SCG, we have successfully guided legislation through both chambers, leveraging our relationships and expertise throughout the policy-making process.

*Whether we are working a larger policy package, a stand-alone bill or an amendment, we work diligently with all our partners to achieve our clients' goals. Below are some of our other recent successes*

- **HB 741, Net Metering** – Sunrise Consulting Group worked with two different solar stakeholder clients, solar associations, think tanks, and other advocacy groups to achieve two major accomplishments within the states proposal to eliminate the net metering programs. First, we worked to take the bill from its initial form that was deadly to the industry, to a more phased form that allowed the industry to have some time to pivot their operations. Second, through coordination and the winning positions of our clients, SCG worked to help out client coordinate a successful plea to the Governor for a gubernatorial veto.
- **SB 2524, Education** – This is one of the implementation bills for the state education funding. This bill sets various rates and minimums and maximums for certain funding programs. SCG worked to increase the population cap for school the sparsity supplement
- **HB 1107, City of Inverness** – Local bill creating a special zone where the city can issue a special permit for certain licensed vendors to sell alcoholic beverages for consumption off licensed premises & on public rights-of-way & public park property during city-approved special events.
- **HB 381, Transportation costs** – clarified the costs that surety agents would pay when transporting certain individuals between jurisdictions in Florida.
- **SB 50, Taxation (2021)** – led the charge for several associations, letters drafted from several cities and counties stating support for the bill. Governor signed the bill. 2021.
- **SB 1108, Education (2021)** – added language making Voting Education about the Ballot part of 11th and 12th Grade Civics. 2021
- **SB 192, Student's w/ Disabilities in Public Schools (2021)** – had language removed that created Volusia Schools Pilot Program where cameras would be placed in all self-constrained classrooms. 2021
- **HB 877 and HB 879 (2020)** – SCG led the charge to have a homestead continuation amendment placed on the 2020 General Election Ballot for those individuals whose spouse was a disabled veteran. 2020
- **HB 35 (2021)** - SCG worked directly with Chairman Fine, other key legislators, chamber leadership and committee staff to reform the notification requirements through 2021's HB 35. This legislation allowed governmental agencies the option to publish legal notices online for the first time in Florida's history.

\*



***Successes for Hernando County Government***

- *HB 1591, Local bill for Hernando County which designates board of county commissioners to serve as Hernando County Port Authority. (2022)*
- *\$4,880,000 for a major rehabilitation of Brooksville airport, and the surrounding related series of facilities. (2022)*
- *\$1,500,000 for Historic Chinsegut Hill restoration (2013)*
- *Worked w/ the Department of Transportation and the Department of Economic Opportunity to secure an \$3 million in economic development grant funding. (2013)*
- *\$3,000,000 for Nature Coast Education Plaza. (2014)*
- *Worked with DOT to obtain funding of \$1.5 million for an instrument landing system at the Hernando-Brooksville Regional Airport. (2015)*
- *\$1,200,000 Fire station. (2018)*
- *\$1,300,000 Cyril Drive Bypass Roadway Creation Project. (2018)*
- *\$260,000 Calienta Street Stormwater and Roadway Improvement Project. (2018)*
- *\$3,000,000 Airport Water Reclamation and Facility Expansion. (2019)*
- *\$1,000,000 Airport Runway 27 Extension. (2019)*
- *\$900,000 Glen Water Reclamation Facility. (2020)*

## SOLICITATION - OFFER - AWARD

SOLICITATION No.: <b>22-R00049/TPR</b>	SOLICITATION TITLE: <b>Lobbying Services</b>	DATE ISSUED: <b>June 24, 2022</b>	CONTRACT No.: <b>22-R00049/TPR</b>
ISSUED BY: <b>BOARD OF COUNTY COMMISSIONERS HERNANDO COUNTY, FLORIDA</b> Steve Champion, Chairman John Allocco, Vice Chairman Elizabeth Narverud, Second Vice Chairman Wayne Dukes Jeff Holcomb		SUBMIT BID OFFER TO: <b>PURCHASING AND CONTRACTS DEPARTMENT 15470 FLIGHT PATH DRIVE BROOKSVILLE, FL 34604</b>  <b>Toni Brady Chief Procurement Officer</b>	

### SOLICITATION

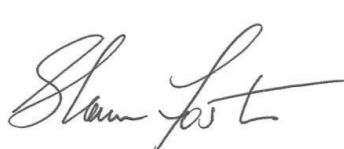
SEALED OFFERS FOR FURNISHING THE SERVICES, SUPPLIES OR EQUIPMENT DESCRIBED HEREIN WILL BE RECEIVED AT THE OFFICE OF PURCHASING AND CONTRACTS DEPARTMENT, VIA HERNANDO COUNTY'S EPROCUREMENT PORTAL AT: <https://secure.procurenow.com/portal/hernandocounty>, **UNTIL 3:00 P.M., LOCAL TIME ON JULY 27, 2022.** NO PROPOSALS WILL BE ACCEPTED AFTER THE ABOVE STIPULATED DATE AND TIME. THIS IS AN ADVERTISED SOLICITATION.

PURSUANT TO FS 119.071 (2011), SEALED BIDS, PROPOSALS, OR REPLIES RECEIVED BY AN AGENCY PURSUANT TO A COMPETITIVE SOLICITATION ARE EXEMPT FROM INSPECTION UNTIL SUCH TIME AS THE AGENCY PROVIDES NOTICE OF AN INTENDED DECISION OR UNTIL THIRTY (30) DAYS AFTER OPENING THE BIDS, PROPOSALS, OR FINAL REPLIES, WHICHEVER IS EARLIER.

ITEM NO.	DESCRIPTION OF SERVICE/SUPPLIES/EQUIPMENT	QTY	UNIT	UNIT PRICE	TOTAL AMOUNT
1	Hernando County is requesting sealed proposals from qualified individuals or firms to provide for Lobbying Services.  PLEASE SUBMIT OFFER VIA HERNANDO COUNTY'S EPROCUREMENT PORTAL AT <a href="https://secure.procurenow.com/portal/hernandocounty">https://secure.procurenow.com/portal/hernandocounty</a>  (SEE ATTACHED SPECIFICATIONS)	XXXX	XXXX	XXXXXXXX	XXXXXXXXXXXXXX

### OFFER

(TERMS, CONDITIONS AND SPECIFICATIONS ARE INCLUDED AS PARTS HEREOF)

IN COMPLIANCE WITH THE ABOVE, THE UNDERSIGNED, BEING DULY AUTHORIZED TO SIGN THIS PROPOSAL FOR THE PROPOSER.			
DISCOUNT FOR PROMPT PAYMENT: <u>N/A</u> % 10 CALENDAR DAYS <u>N/A</u> % 20 CALENDAR DAYS <u>N/A</u> % <u>N/A</u> CALENDAR DAYS			
OFFEROR'S INFORMATION		NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER:	
Sunrise Consulting Group		OFFEROR'S SIGNATURE	
Company Name			
5957 Riviera Lane		OFFER DATE	
Address		07/26/2022	
New Port Richey Florida 34655			
City State Zip Code			
(727)808-4131		foster@scgroup.us	
Phone Number Fax Number Email Address			

### AWARD

(TO BE COMPLETED BY COUNTY)

REVIEWED FOR LEGAL SUFFICIENCY: June 1, 2022	LR No.: 2022 0307 01	BY: Victoria Anderson
ACCEPTED AS TO ITEM(S) No:	AMOUNT:	ACCOUNTING CODE:
SUBMIT INVOICES TO: <b>HERNANDO COUNTY ADMINISTRATION 15470 FLIGHT PATH DRIVE BROOKSVILLE, FL 34604</b>	NAME AND TITLE OF PERSON AUTHORIZED TO SIGN ACCEPTANCE AND AWARD FOR THE COUNTY:	
	SIGNATURE:	AWARD DATE:

**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:

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

Shawn Foster, CEO

Name and Title



Signature

07/26/2022

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) Sunrise Consulting Group

- 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".

Shu Foster  
7/19/2022 Authorized Signature  
Date Signed

State of: Florida

County of: Pasco

Sworn to and subscribed before me this 19<sup>th</sup> day of July, 20 22

Personally known ✓ or Produced Identification \_\_\_\_\_  
(Specify Type of Identification)

Andrew J. LaForge  
Signature of Notary

My Commission Expires: 02/24/2024



ANDREW J. LA FORGE  
Commission #GG 961783  
Expires February 24, 2024  
Bonded Thru Budget Notary Services

***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**Shawn Foster

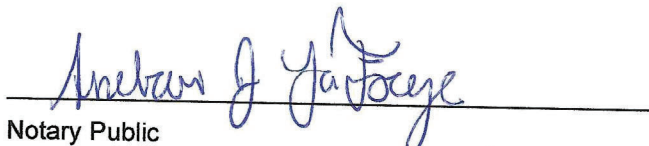
\_\_\_\_\_, \* being first duly sworn, deposes and says that he (it) is the Offeror in the above proposal, that the only person or persons interested in said proposal are named therein; that no officer, employee or agent of the Hernando County Board of County Commissioners (BOCC) or of any other Offeror 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.



Affiant

STATE OF  
COUNTY OF

The foregoing instrument was acknowledged before me this 19<sup>th</sup> day of July, 2022  
by Shawn Foster, who is personally known to me or who has produced \_\_\_\_\_ as  
identification and who did take an oath.



Notary Public

My Commission Expires: 02/24/2024

ANDREW J. LA FORGE  
Commission #GG 961783  
Expires February 24, 2024  
Bonded Thru Budget Notary Services

\*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

Shawn Foster, President/Owner

[print individual's name and title]

for

Surprise Consulting Group

[print name of entity submitting sworn statement]

whose business address is 5957 Riviera Lane/New Port Rchy, FL 34655(If applicable) its Federal Employer Identification Number (FEIN) is 82-2863316

(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 predecessor or successor of a person convicted of a public entity crime; or
  - 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.



JUNE, 2022

\_\_\_\_ 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] 7/19/2022  
[signature] [date]

STATE OF FLORIDA  
COUNTY OF Pasco

PERSONALLY APPEARED BEFORE ME, the undersigned authority

Shawn Foster who, after first being sworn by me, affixed his signature in the space  
[Name of Individual Signing]  
provided above on this 19<sup>th</sup> day of July 2022.

Andrew J. LaForge

NOTARY PUBLIC

My commission expires: 02/24/2024



ANDREW J. LAForge  
Commission #GG 961783  
Expires February 24, 2024  
Bonded Thru Budget Notary Services

*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: Sunrise Consulting Group

Mailing Address: 5957 Riviera Lane

New Port Richey, Florida 34655

Telephone No. (727)808-4131 Fax No. \_\_\_\_\_

Email Address: foster@scgroup.us Web Address: www.scgroup.us

Consultant/Firm is:

☒ Corporation

☐ Partnership

☐ Sole Proprietorship

☐ Other \_\_\_\_\_ (Explain)

Federal Employer Identification

Number or Social Security Number: 82-283316

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>Shawn Foster</u>	Title	<u>CEO</u>	Phone No.	<u>(727)808-4131</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: Shawn Foster, CEO

***This document must be completed and returned with your submittal***

**SECTION IV REQUIRED FORMS****ATTACHMENT 8****HERNANDO COUNTY E-VERIFY CERTIFICATION**RFP/Contract No: RFP No. 22-R00049/TPRFinancial Project No(s): N/AProject 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: Sunrise Consulting GroupAuthorized Signature: Print Name: Shawn FosterTitle: CEODate: 07/26/2022***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:	Shawn Foster, LLC, DBA Sunrise Consulting Group		
Proposer/Contractor FEIN:	82-2863316		
Proposer/Contractor's Authorized Representative Name and Title:	Shawn Foster, President		
Address:	5957 Riviera Lane		
City:	New Port Richet	State:	FL Zip: 34655
Phone Number:	727 808 4131		
Email Address:	foster@scgroup.us		

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:	Shawn Foster, President
Date:	07/15/2022

**SECTION IV REQUIRED FORMS****ATTACHMENT 10****VENDOR REGISTRATION**  
**HERNANDO COUNTY, FL**

To be completed by vendor:

Vendor type:

- ☐ Corporation  
☐ Partnership  
☐ Sole Proprietorship  
☒ Other Limited Liability Company (Explain)

Federal Employer Identification

Number or Social Security Number: 82-2863316

Please attach your completed W-9 Form

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

Firm Name: SHAWN FOSTER, LLC., D.B.A. Sunrise Consulting GroupMailing Address: 5957 Riviera LaneCity New Port Richey State FL Zip 34655Telephone No. (727)808-4131 Fax No. \_\_\_\_\_Web Address: www.scgroup.us Email: foster@scgroup.usCommodity or Service Supply: Government Consulting, Lobbying Services

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

Firm Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

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: Shawn Foster, President

**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 SPECIFY): \_\_\_\_\_**



Signature

07/26/2022

Date

***This document must be completed and returned with your submittal.***



# Request for Taxpayer Identification Number and Certification

► Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

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

Print or type.  
See Specific instructions on page 3.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <b>Shawn Foster, LLC</b>	
2 Business name/disregarded entity name, if different from above <b>DBA-Sunrise Consulting Group</b>	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes. <input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate <input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ► <b>S</b> <b>Note:</b> 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 <b>not</b> 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. <input type="checkbox"/> 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) _____ <small>(Applies to accounts maintained outside the U.S.)</small>	
5 Address (number, street, and apt. or suite no.) See instructions. <b>5957 Riviera Lane</b>	Requester's name and address (optional)
6 City, state, and ZIP code <b>New Port Richey, FL 34655</b>	
7 List account number(s) here (optional)	

## 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.

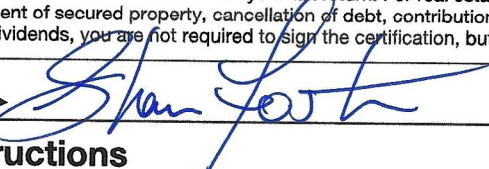
Social security number								
			-				-	
or								
Employer identification number								
8	2	-	2	8	6	3	3	1

## Part II Certification

Under penalties of perjury, I certify that:

1. 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
2. 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
3. I am a U.S. citizen or other U.S. person (defined below); and
4. 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 ► <b>3/21/2022</b>

## 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](http://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.

# PASCO COUNTY BUSINESS TAX RECEIPT

Issued pursuant and subject to Florida Statutes and Pasco County Ordinances. Issuance does not certify compliance with zoning or other laws. This receipt must be posted conspicuously in place of business.

**2022**

**Expires September 30th**



ACCOUNT #:: 108477

SIC CODE: 8000.00

**MIKE FASANO**  
**TAX COLLECTOR**  
**PASCO COUNTY FLORIDA**

TYPE OF BUSINESS  
PROFESSIONAL SERVICE  
STATE LICENSE #

SUNRISE CONSULTING

5957 RIVIERA LANE  
NEW PORT RICHEY, FL 34655

OWNER/QUALIFYING AGENT  
SHAWN EUGENE FOSTER

LOCATION ADDRESS:  
5957 RIVIERA LANE  
NEW PORT RICHEY, FL 34655

DATE	RECEIPT	AMOUNT
11/12/2021	21-1-117644	30.00

Dear Business Owner:

Your **2022** Pasco County Business Tax Receipt is printed above. Please detach the receipt and display it in a place that is visible to the public and available for inspection.

The Pasco County Business Tax Receipt is in addition to any other license or certificate that may be required by law and does not signify compliance with zoning, health, or regulatory requirements. The Pasco County Business Tax Receipt is non-regulatory and is not meant to be a certification of the holder's ability to perform the service for which it is registered.

Business Tax Receipts expire September 30th. Annual renewals are mailed in June to the address of record at that time. Please contact our office if there are any changes to your business name, ownership, physical address, or closing of your business.

*Thank you for allowing us to serve you!*

MIKE FASANO  
PASCO COUNTY TAX COLLECTOR

EAST PASCO GOVERNMENT CENTER  
DADE CITY

WEST PASCO GOVERNMENT CENTER  
NEW PORT RICHEY

TAX COLLECTOR BUILDING  
GULF HARBORS

CENTRAL PASCO GOVERNMENT CENTER  
LAND O' LAKES

COMPARK 75 BUSINESS PARK  
WESLEY CHAPEL

CALL CENTER: MONDAY - FRIDAY 8:30 AM - 5:00 PM (352) 521-4338 • (727) 847-8032 • (813) 235-6076

# *State of Florida*

## *Department of State*

I certify that the attached is a true and correct copy of the Application For Registration of the Fictitious Name SUNRISE CONSULTING GROUP, registered with the Department of State on November 6, 2015, as shown by the records of this office.

The Registration Number of this Fictitious Name is G15000113257.

*Given under my hand and the Great Seal of  
Florida, at Tallahassee, the Capital, this the  
Seventh day of November, 2015*

*Ken Detmer*

*Secretary of State*

