




Interoffice Memorandum

November 21, 2018

TO: Mayor Jerry L. Demings
and the Board of County Commissioners

FROM:  Carrie Mathes, Manager, Procurement Division

CONTACT: Kelley Teague, Director, Legislative Affairs Office
(407) 836-5423

SUBJECT: Selection of Consultant, Request for Proposals Y19-106-AH, State
Lobbying Services

RECOMMENDATION:

Selection of one firm and an alternate to provide State Lobbying Services, Request for Proposals Y19-106-AH, from the following firms, listed alphabetically:

GrayRobinson, P.A.
Johnson & Blanton, LLC

Further request authority for the Procurement Division to negotiate and execute a 1-year contract within a budget of \$72,000. Further request authorization for the Procurement Division to renew the contract for four additional 1-year terms.

The proposals were evaluated by the Procurement Committee on October 31, 2018.

PROCUREMENT:

The consultant will represent the County before the Governor, Cabinet, and Florida Legislature, including its committees and state agencies by providing a full range of professional lobbying and advocacy services.

REMARKS:

Two proposals were received in response to this Request for Proposals. Under this contract, the consultant will work closely with the Legislative Affairs Director, Chief of Staff, County Administrator, and appropriate staff to develop the County's legislative agenda and associated strategies.

The consultant will be responsible for communicating the County's state legislative agenda and issues to members of the Legislature, Governor, Cabinet, executive departments, and agencies. Additionally, the consultant will identify areas of potential concern or opportunity that relate to the County's legislative agenda and provide assistance to County staff in the development, review, and follow-up associated with advocating for the County.

The scores of the Procurement Committee are attached.

RFP #Y19-106-AH
STATE LOBBYING SERVICES

| | QUALIFICATION OF STAFF | | QUALIFICATION OF FIRM | | TECHNICAL APPROACH | | FEE PROPOSAL | | M/WBE PARTICIPATION | | DISPL. WORKER | SDV PRIME | SDV SUBS | TOTAL |
|--|------------------------|----------------|-----------------------|----------------|--------------------|----------------|--------------|----------------|---------------------|----------------|---------------|--------------|--------------|--------|
| WEIGHT: | 25 | | 20 | | 25 | | 20 | | 10 | | 5 | 5 | 10 | |
| POINT STRUCTURE: 1= Poor 4= Above Avg. 2= Below Avg. 5= Excellent 3= Average | RAW SCORE | WEIGHTED SCORE | RAW SCORE | WEIGHTED SCORE | RAW SCORE | WEIGHTED SCORE | RAW SCORE | WEIGHTED SCORE | RAW SCORE | WEIGHTED SCORE | BONUS POINTS | BONUS POINTS | BONUS POINTS | |
| FIRM NAME: | RAW SCORE | WEIGHTED SCORE | RAW SCORE | WEIGHTED SCORE | RAW SCORE | WEIGHTED SCORE | RAW SCORE | WEIGHTED SCORE | RAW SCORE | WEIGHTED SCORE | BONUS POINTS | BONUS POINTS | BONUS POINTS | TOTAL |
| GrayRobinson, P.A. | 5.00 | 125.00 | 4.25 | 85.00 | 4.00 | 100.00 | 5.00 | 100.00 | 3.00 | 30.00 | 0 | 0 | 0 | 440.00 |
| Johnson & Blanton, LLC. | 4.75 | 118.75 | 4.50 | 90.00 | 4.00 | 100.00 | 4.29 | 85.71 | 3.00 | 30.00 | 0 | 0 | 0 | 424.46 |



Interoffice Memorandum

October 25, 2018

To: Alina Hernandez Fernandez, Senior Purchasing Agent
Procurement Division

FROM: Kesi Warren, Senior Contract Administrator 
Business Development Division

SUBJ: **RFP #Y19-106-AH, State Lobbying Services**

Below are the respondents to the subject RFP with their firm's certified sub-consultants and M/WBE participation score on a 1 – 5 rating:

| | | | |
|-----------------|---|-----------|-----------------|
| 1. | GrayRobinson, P.A. | | 3 Points |
| *HM | McEwan, Martinez & Dukes P.A.- ATTYS | 24% | |
| | | | |
| | Total M/WBE Participation: | 0% | |
| | EEO Staff | 45% | |
| Bonus Points | | | |
| | Service-Disabled Veterans (SDV) | 0 | |
| | Displaced Workers: | 0 | |

*Per the proposer, the M/WBE sub consultant listed in the proposal does not have a secured commitment with the proposer. Therefore, the evaluator could not assess points for the M/WBE participation.

| | | | |
|-----------------|-----------------------------------|-----------|-----------------|
| 2. | Johnson and Blanton, LLC | | 3 Points |
| | None | 0% | |
| | | | |
| | Total M/WBE Participation: | 0% | |
| | EEO Staff | 63% | |
| Bonus Points | | | |
| | Service-Disabled Veterans (SDV) | 0 | |
| | Displaced Workers: | 0 | |

