

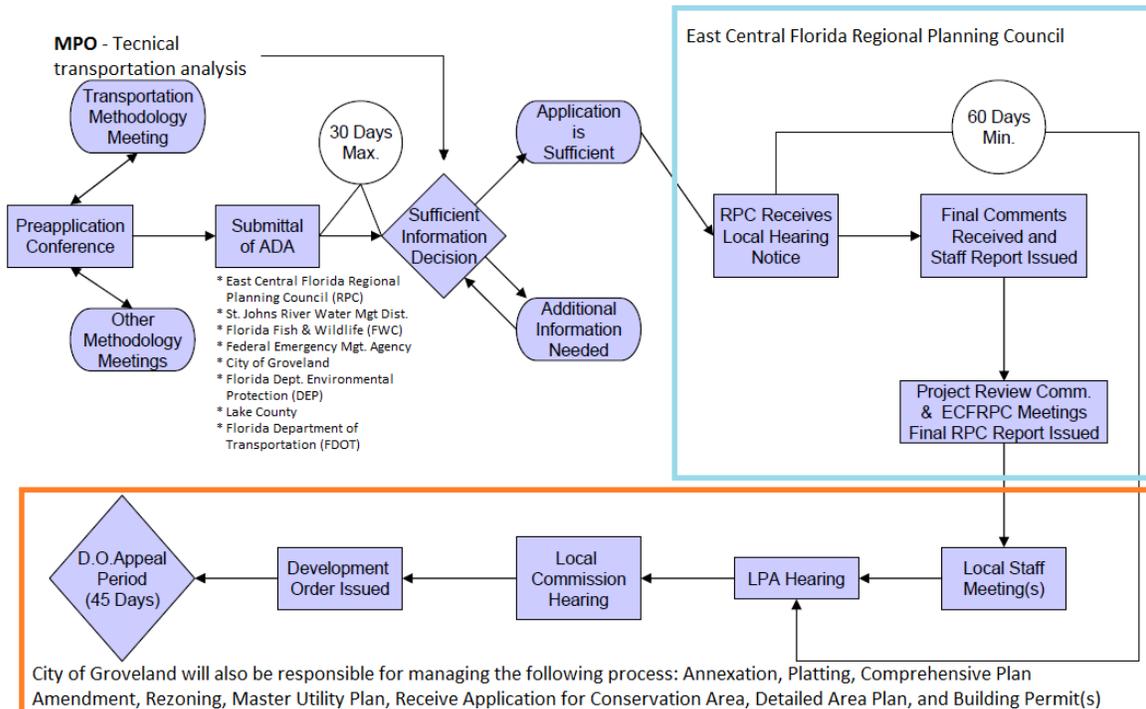
Groveland City Council
 City Manager Report
 March 16, 2015

Pending Action Items:

- SR 50 Realignment Update: The City Manager's Office is working with Representative Metz's Office to get a progress report on his efforts in trying to get Right-of-Way Acquisition Funding for the Groveland SR 50 Realignment. In the same efforts, the City Manager's Office will be working to persuade the District Five Administration to reconsider its funding recommendations. To my understanding, District Five Secretary, Noranne Downs is proposed to oversee \$4.6 Billion in Tentative Five Year Plan for our district, and I hope to make a successful argument that the SR 50 \$20.1 million in acquisition is only a small adjustment in the current version of the Tentative Five Year Plan. However, it could have an incredible impact on the safety, economic development, and coast to coast trail system in Groveland.
- The Villa City DRI Application has been submitted. Background: The project encompasses 5,564 dwelling units, 250,000 square feet of commercial/retail, and 204,000 square feet of office. On a total acreage of 2,630.88

DRI Review Process

(Basic Overview)



At this time the DRI schedule is tentative and still changing but currently the completion goal is February of 2016

- Hunt Industrial Park Update: Due to some unforeseen survey issues and state wetlands approval delays, staff has moved its schedule to present a recommendation for a development agreement with Hunt Industrial to the 1st or 2nd April City Council meeting. Thru a thorough Impact Fee review; identifying restrictive fees and non restrictive fees; exploring a wavier incentive option; staff has found a recommendation that meets the goal of presenting an incentive package that would zero out the impact fees related to the Hunt Industrial Park expansion.

Report from the Desk of the City Manager:

- Permaculture Community Garden - The Garden has been successfully presented to both the Recreational Activities Committee (RAC) and the Community Redevelopment Agency (CRA), and has gained approval to use 1 acre to start; with allowance to grow as large as 3 acres fully built on the far south-east corner of the Sampey Field site. The CRA approved the use of this location pending a clear soil sampling for contaminants that could affect food crops. Staff has negotiated with Universal Engineering to reduce the soil sampling expense to approximately \$1,000. Final arrangements will be made and soil sampling will be moving forward. Staff has also reached initial agreement to establish an access easement with adjacent property owner Habitat for Humanity for the east entry into the Permaculture Garden. Once complete this agreement will come before City Council for approval.
- Goal Setting Consultant - The purpose of goal setting is to allow the City Council to set and/or reaffirm the vision for our City. The budget sets aside \$5,000 for this activity. Based on interest from the City Council to consider only Florida consultants. The City Manager's Office has extended an invitation and received a proposal from a Florida consultant who is well respected in these services. Lyle Sumek Associates comes with high recommendation from the Florida League of Cities. **The City Manager seeks consensus or motion City Council, Directing the City Manager to move forward this consultant proposal at base rate of \$1,800.00 and an additional consultation hours at a hourly rate of \$225.00; with a total fee that is not- to-exceed our budgeted amount of \$5,000.**
- State Lobbyist Inquiry Update - The City Council has directed the City Manager to research the cost and benefits of seeking out and potentially hiring a lobbyist. The intention is that the lobbyist would work at the state level seeking and advocating city interest with the Legislature and the Governor's Office (state funding priorities). The City Manager's Office has inquired into the cost, availability, and potential benefit of having a lobbyist working on the city's current legislative agenda. At this time, I have received proposals from two firms: Southern Strategy Group and Becker & Poliakoff both of which are very capable and come highly recommended from both the Florida League of Cities and the Florida Associations of Counties. We have also received interest from the City of Clermont to join in on covering the expenses this session and potentially including similar participation from Lake County next session. The City Manager recommends the city's participation in a consortium of one or more partners to divide the cost for an on-going lobbying presence in Tallahassee.
- The City Manager's Office continues to accept new ideas from citizens, city staff, and community stakeholders, as the City moves forward with establishing itself as a "Premier City". The city will continue to benchmark programs, initiatives, and services against the top 10 small communities that have been identified by CNN Money "America's Best Places to Live". These communities

are not only thriving economically, they are also maximizing family friendly amenities, well ran government, and strong community involvement. Anyone interested in learning more are encouraged to contact the City Manager's Office at (352) 429-2141 x250.

- | | | |
|--------------------------------|----------------|--|
| 1. Sharon, Massachusetts - | (781) 784-1500 | www.sharonma.org |
| 2. Louisville, Colorado - | (303) 666-6565 | www.louisvilleco.gov |
| 3. Vienna, Virginia - | (703) 255-6300 | www.viennava.gov |
| 4. Chanhassen, Minnesota - | (952) 227-1100 | www.ci.chanhassen.mn.us |
| 5. Sherwood, Oregon - | (503) 625-5522 | www.sherwoodoregon.gov |
| 6. Berkeley Heights, NJ - | (908) 464-8150 | www.berkeleyheightstwp.com |
| 7. Mason, Ohio - | (513) 229-8500 | www.imaginemason.org |
| 8. Papillion, Nebraska - | (402) 597-2000 | www.papillion.org |
| 9. Apex, North Carolina - | (919) 249-3400 | www.apexnc.org |
| 10. West Goshen Township, PA - | (610) 696-0900 | www.wgoshen.org |

- Ethics Training - The City Manager Office would like to commend several of the City's Key Staff member (positions listed below) for attending the Florida League of Cities and successfully completing 4 Continuing Education hours on Ethics. Key Staff Trained:
 - Community Development Director
 - City Clerk
 - Public Service Director
 - Economic Development and CRA Liaison
 - Finance Director
 - City Manager

Projects in the Funnel / Staff work Room:

(Written only)

- | | |
|---|--|
| • Neighborhood Grant | • Capital Budget to the RAC |
| • Fishing Pier (grants committee and/or budget process) | • Osprey Cove Property Maintenance |
| • SR-50 Letter Writing & Petition Campaign | • Palisades Annexation Waiver Letter |
| • Permaculture Community Garden | • Paint ??? / Refurbish Gazebo / Lake David |
| • City Bi-Annual News Letter | • Jim Stivender Presentation |
| • Light Receptacles / Ryan's Electric | • Inter-local Home Investment Partnership |
| • Water Rate Study - (Detailed Timeline) | • Hwy 27 Welcome Sign (basic) |
| • Arranging City Council Goal Setting | • Irrigation Inspector / Conservation Specialist & Program Development |
| • Groveland Youth Council (program design) | • Police / Community Citizen Advisory Board |
| • Bradshaw Property Talks | • Amending Economic Development Resolution |

Follow up / Reminder items:

- No Items

Events:

- Box Car Racing -- February 28th, 2015 -- was cancelled due to weather.
- Next Box Car Racing Event -- March 28th, 2015



28 W. CENTRAL BLVD., SUITE 260 • ORLANDO, FL 32801 • (P) 407.650.5052 • (F) 407.650.2069 • SOSTRATEGY.COM

March 3, 2015

Redmond Jones
City Manager
City of Groveland
156 S. Lake Ave.
Groveland, FL 34736

Re: Retainer Agreement with Southern Strategy Group of Orlando, LLC

Dear Mr. Jones:

Thank you very much for your interest in Southern Strategy Group of Orlando, LLC. We appreciate the opportunity to provide lobbying services for the City of Groveland in Florida. Southern Strategy Group of Orlando, LLC is committed to providing the highest level of service in furtherance of your goals. This agreement will describe the terms under which that representation will occur.

You have asked that we represent City of Groveland before the state of Florida on issues related to water and transportation. In addition, as part of our scope of service, Southern Strategy Group of Orlando, LLC will provide ancillary services such as electronically forwarding to you on a daily basis relevant newspaper articles, analyses, and important governmental announcements.

The entire team of Southern Strategy Group's lobbyists will be available to advance the City of Groveland's interests. You may wish to review in detail the qualifications of the team at www.sostrategy.com. However, in order to ensure that your needs are efficiently and fully addressed, I will be the primary contact for this representation. If I should ever be unavailable, I would encourage you to contact Alex Setzer. Our contact information is reflected on the attached sheet.

In exchange for these services, City of Groveland has agreed to pay Southern Strategy Group of Orlando, LLC \$7,500 per month beginning March 1, 2015. Southern Strategy Group of Orlando, LLC will send an invoice on the first of each month for the current month's services and payment is due by the end of each month. All payments should be remitted to P.O. Box 10570, Tallahassee, FL 32302. This agreement will proceed until May 1, 2015 and may be terminated by either party upon receipt of 30 days written notice. Costs directly attributable to the performance of this work will be billed in addition to the monthly retainer, and these costs may include travel and other expenses incurred on the City of Groveland's behalf. No monthly costs that in the aggregate exceed \$250 will be incurred without your prior approval. Also, by signing below, you agree that you will complete any forms necessary to comply with lobbyist registration requirements under Florida law that may arise as a result of our representation of City of Groveland during the term of this contract or after its termination should reporting periods overlap.

EVERY
INDUSTRY

EVERY
INTEREST

POWERFUL
ADVOCACY
BEGINS HERE

Please be aware that Florida has a lobbying fee disclosure law that requires quarterly disclosure of fees. Please review the attached fee disclosure form to fully understand this regulatory requirement and ensure that you agree with the information we will be submitting to comply with it.

It should also be noted that Southern Strategy Group of Orlando, LLC has affiliated offices in other states and within the state of Florida. Southern Strategy Group of Orlando, LLC has a policy of declining representation of clients when that representation would immediately create a direct conflict with other clients in the region in which the representation occurs. You have retained Southern Strategy Group of Orlando, LLC for representation in Central Florida, and we know of no conflicts with our current clients. In order to ensure the candor and trust in our relationship that forms the basis of effective representation, it is the policy of Southern Strategy Group of Orlando, LLC to keep confidential within each office all information about your business interests and strategies.

I believe the above reflects our understanding. If it does, please sign this agreement and return with the enclosed client information form. I appreciate your attention to this matter and look forward to working with you. Please never hesitate to contact me if we can assist the City of Groveland in any way.

Sincerely,



Oscar Anderson

Enclosures

For City of Groveland

March 3, 2015

Florida Lobbying Fee Disclosure

Under Section 112.3215, Florida Statutes, lobbying firms in Florida are required on a quarterly basis to publicly disclose fees billed or received from clients for lobbying efforts at the state level. The law mandates that lobbying firms allocate fees between lobbying and non-lobbying services, legislative and executive branch lobbying, and lobbying performed by the firm that occurred at other levels of government.

Having discussed with your organization the scope of services that Southern Strategy Group will be performing on your behalf, set forth below are the allocations we intend to disclose to the State while representing you. If during the course of performing these services we find that the allocations do not accurately reflect our lobbying effort on your behalf, we will write to inform you of a change in the allocations. Should you disagree with the allocations made below, please contact us in writing to express your thoughts.

Lobbying Services* vs. Non-Lobbying Services

X . Compensation under this contract is paid exclusively for lobbying services, and no compensation is being paid for non-lobbying services. Therefore, all compensation paid under this contract should be allocated to lobbying services.

____. Some compensation paid under this contract is for non-lobbying services, and ____% of compensation will be allocated to lobbying services and ____% will be allocated to non-lobbying services.

***Southern Strategy Group is exclusively a lobbying firm. We do not offer other services to clients including: legal, business consulting, public relations.**

State Level Lobbying vs. Lobbying Other Levels of Government

X . Compensation under this contract is paid exclusively for state level lobbying in Florida, and no compensation is being paid for lobbying services performed at other levels of government, in other states, or the federal level.

____. Some compensation paid under this contract is for non-State level lobbying services, and ____% of compensation will be allocated to State-level lobbying services and ____% will be allocated to non-State level lobbying services.

Florida Legislative Lobbying vs. Florida Executive Lobbying

	Legislative	Executive
Q1	90%	10%
Q2	50%	50%
Q3	50%	50%
Q4	10%	90%

I, Oscar Anderson (primary lobbyist for representation) affirm I have completed this form using Southern Strategy Group's fact-based method in providing allocations for the above referenced client.



Signature

Date 3/2/15

February 26, 2015

Via Email: Redmond.Jones@Groveland-fl.gov

Redmond Jones, City Manager
City of Groveland
156 S. Lake Avenue
Groveland, FL 34736

Re: *Retainer Agreement for Florida State Lobbying Services*

Dear Mr. Jones:

On behalf of the Law Firm of Becker & Poliakoff, P.A. (hereinafter the "Firm") it is my pleasure to provide you with this proposed retainer agreement for lobbying services in the State of Florida. Governmental relations has been an important part of the firm's practice since its founding over forty years ago. Our team of lawyers and lobbyists has extensive first-hand working knowledge of governmental and administrative practices and procedures in the Executive and Legislative levels of state government.

As we discussed, the Becker & Poliakoff State Lobbying Team (the "team") has a successful track record of representing municipalities in Tallahassee on a variety of legislative issues, funding opportunities, and program implementation. Founded over forty years ago, Becker & Poliakoff includes more than 170 attorneys, lobbyists and other professionals in thirteen offices throughout Florida. Our statewide network of offices allows us to get to know legislators from all over the state, on their home turf, year-round. These relationships and the many others we have from our decades-long lobbying experience will be instrumental in helping achieve the City's goals.

We are fully prepared to begin working immediately to develop and execute a legislative strategy to achieve your legislative goals, and help identify and secure funding sources.

Lobbying Experience

Becker & Poliakoff is best qualified to perform the work needed by City because our team has strengths and talents that others simply don't have:

- 1) An experienced Tallahassee lobbying team which has deep knowledge and understanding of local government policies, programs, funding opportunities, appropriations line items and grant funding;
- 2) A diverse lobbying team which covers both sides of the aisle, various regions of the state and works closely with the various caucuses to find common ground for our clients;
- 3) Excellent relationships with committee and appropriations members and staff, and agency staff to effectively advance the city's priorities;
- 4) Energy, enthusiasm – no lobbying team works harder or longer hours. We simply cannot be outworked;
- 5) Offices around Florida providing opportunities to get to know legislators year round in their home districts and;
- 6) Track record of success for similar clients.

We are most proud of our numerous long term client relationships; they are a testament to our team's hard work, dedication to achieving our client's goals, and most importantly to our ability to achieve successful results. As an example, we have represented Miami-Dade County since 2003, and the cities of Cape Coral since 2007, Pompano Beach since 2000, and Opa Locka since 1999. A great deal of our success can be attributed to our long standing working relationships with elected officials and staff at all levels, our deep understanding of government programs, and perhaps most importantly, the appropriations process and state grant opportunities.

Background & State Lobbying Experience

For over forty years, Becker & Poliakoff has been active in Florida's political landscape. We have been involved in hundreds of campaigns and political races and served as key political insiders in the races of Speaker, Senate President and the House and Senate minority Leaders. Co-founding partner Alan Becker served in the Legislature in the 1970's and he and Gary Poliakoff were active leaders for decades. Alan was recently named the Vice Chair for Enterprise Florida, the state's official economic development organization. As such, he has relationships with key political leaders (the Governor is the "official" Chair) and business leaders from all over the state. Additionally, attorneys in our offices, including Ft. Walton Beach, Orlando, St. Augustine, Tampa, Sarasota, Miami, Ft. Lauderdale, Miramar, Ft. Myers, Naples, Stuart, St. Augustine, West Palm Beach, allow us to get to know legislators from around the state who may be very influential on the City's priority issues. Each office is involved in the local community both at the political and civic level. This is the culture of our

law firm. This involvement greatly benefits our lobbying and gives us a real competitive advantage. Our firm has represented over 7,000 condominium and homeowner associations throughout Florida and we encourage their active participation in the political process as well. Our firm's endorsement and fundraising prowess is a sought after political commodity by candidates and those running for office come to our firm for support from our community association clients.

Our lobbying team is one of the most diverse in Tallahassee in terms of race, gender, ethnicity, and party affiliation. Five members of our lobbying team and law firm have been appointed by Governor Rick Scott to State Boards and positions: George Burgess was appointed to the P3-Public Private Partnership State Board; Jose Fuentes was appointed to the Board of Trustees of Miami Dade College; Mario Bailey was appointed to the South Florida Regional Planning Council; Rosa de la Camera to the Community Association Living Study Council; Alan Becker to Enterprise Florida Board. Hundreds of people compete for each appointment and our firm's ability to have five appointments demonstrate the depth of our institutional relationships and bi partisan capabilities.

State lobbying is a core practice for our firm. Our team includes seasoned lobbyists with decades of experience working both in and outside of government. Our lobbying team is deeply involved in municipal issues from years of experience representing local governments including Opa Locka, Hollywood, Cape Coral, Pompano Beach, Miami Gardens, West Park, Lauderhill, Pinecrest, Homestead, Virginia Gardens, and many others. We have made it our business to intimately understand the programs that can benefit municipalities and their unique funding mechanisms. We have spent countless hours working with legislative staff and members on water, infrastructure, and storm water projects, crime prevention programs, housing funds and numerous others for our municipal clients.

The team works closely with the legislators that represent our local government clients around the state. As an example, we represent the City of Cape Coral and have worked closely Senator Lizbeth Benacquisto and Representative Dane Eagle's districts include the City of Cape Coral. For our clients in Miami Dade County, we have worked closely with Representative Erik Fresen and Senators Flores and Diaz de la Portilla, key leaders on the appropriations committee.

We have strong relationships with the committee leaders and staff that hear the bills that impact local governments. For example, during the 2014 Legislative Session, the Community Affairs Committee heard bills involving local government pensions, development, and environmental regulation, all issues important to our local government clients.

In short, because of our vast experience representing local governments and the many years that our Team has been lobbying the Legislature on behalf of our public and private entity clients, we have lobbied every committee and every committee chair and House and Senate leadership on a large variety of issues.

We work year round to develop relationships with members and candidates including participating in legislative conferences and political events around the country in order to spend time building relationships with Members. We work closely with House and Senate leadership teams of both parties on candidate identification and selection in various districts and often work in the field with candidates in their campaigns and help them before they get elected. We have close personal and working relationships with the current and future Speakers and current and future Senate Presidents. Once elected, we work closely with Members and their staff to assist with the transition into elected office and then meet regularly to help educate them on important issues to their constituents.

Without question we are a highly active, bi-partisan political firm that is involved in all major campaigns in Florida. As the *Sun-Sentinel* said, we “wield influence and make a difference” (for our clients).

Appropriations Success

To illustrate our success on behalf of our clients, see below our 2014 appropriations successes:

2014 State Legislative Appropriations	Allocation
Private HBCUs	
Library Resources	\$907,844
Black Male Explorers	\$214,701
Florida Memorial University	
ARG	\$3,932,048
Edward Waters College	
ARG	\$3,329,526
Bethune-Cookman University	
Entrepreneurship Institute	\$750,000.00
ARG	\$4,474,096
City of Lauderhill	

Floridian Well Installation	\$300,000
SHIP Housing and Community Development Funding	\$305,530
City of Lauderdale Lakes	
Water Quality Improvements	\$500,000
City of Miami Gardens	
Vista Verde Stormwater Project	275,000
NW 195/204 Stormwater Project	\$75,000
Neighborhood Swale Re-grading	\$10,000
Miami Gardens Crime Prevention	\$500,000
SHIP Housing and Community Development Funding	\$310,498
City of West Park	
S.W. 40th Ave. Drainage Project	\$500,000
Retention Pond for Development	\$200,000
City of Opa-locka	
NW 127th St./Cairo Lane	\$400,000
NW 135th St./Cairo Lane	\$600,000
Historic City Hall Restoration	\$350,000
City of Pompano Beach	
Reclaimed Water Project	\$300,000
Cultural Affairs Grant - New Construction	\$500,000
SHIP Housing and Community Development Funding	\$470,923
Broward County Public Schools	
Minority Males Success	\$200,000.00
City of Virginia Gardens	
Virginia Gardens Stormwater ADA Improvement 40th St.	\$275,000
City of Cape Coral	
Burnt Store Road Widening	\$3,850,000
SHIP Housing and Community Development Funding	\$740,341
Reclaimed Water Interconnect	\$790,135

Jewish Federations	
Florida Holocaust Museum Education program	\$150,000
Holocaust Memorial - Miami Beach	\$400,000
Florida Holocaust Museum	\$750,000
Tampa Jewish Community and Federation project	\$2,000,000
Holocaust Task Force	\$100,000
Gulf Coast Jewish Family and Community Services	\$1,416,000
Holocaust Victims Assistance	\$308,007
Miami Jewish Health Systems Program, Elderly Care	\$1,424,812
Jewish Federation Agencies, Senior Care & Activities	\$974,363
Holocaust Memorial - Miami Beach	\$150,000
Holocaust Documentation and Education Center	\$257,000
Recurring Funds, Local Service Program Dept. Elder Affairs.	\$1,500,000
Space Florida-Israel Aerospace Coordination	\$1,000,000
Enterprise Florida, Tel Aviv Office	\$100,000
Ruth and Norman Rales Jewish Family Services	\$250,000
City of Miami Springs	
City of Miami Springs Hot Meals Program	\$99,457
Children of Inmates	
Support for Children of Inmates	\$500,000
Florida Resident Access Grant	
Florida Resident Access Grant	\$112,359,000
City of Hollywood	
Fred Lippmann Senior Center	\$228,000
SE Focal Point Senior Center - Joseph Meyerhoff Center	\$141,550
SHIP Housing and Community Development Funding	\$656,000
Urban League	
Minority Communities Crime Prevention	\$4,389,055
Broward County Support	\$2,000,000
Urban League Youth Consortium	\$2,000,000

Team Members

Using a true team approach has served the Becker & Poliakoff lobbying team well when it comes to creating consensus among legislators, meeting critical deadlines, and successfully handling complex legislative initiatives and funding requests. Juggling dozens of client demands and providing 24/7 client service requires a true team effort. Fortunately, our team of lawyers and lobbyists has worked together for many years and has excellent working relationships in which they depend on each other to uphold the high level of service that our clients have come to expect. They meet every morning and every evening to compare notes and nimbly adjust their lobbying strategy based on the intelligence gathered during the day.

The diversity of our lobbying team provides our clients with a distinct advantage because of the array of relationships with legislators from both sides of the aisle as well as the various caucuses. Additionally, each member of our lobbying team has a strong working knowledge of the legislative and executive processes, and issues affecting local governments. Another added value of the Becker & Poliakoff lobbying team is our legal background as attorneys; our lawyer/lobbyists can help clients with questions regarding legislative intent and interpretation that a non-lawyer lobbyist may not be able to adequately address, as well as the attorney-client privilege.

The Lobbying Team



Mario J. Bailey is a lobbyist in the Firm's Government Law & Lobbying Practice Group. He concentrates on government relations and lobbying in South Florida and Tallahassee. Mr. Bailey works closely with clients from various sectors including business, municipal government and education to advocate for their issues before various government agencies and the State Legislature. He assists in advancing his client's political and legislative interests and monitoring legislative and regulatory issues that impact their various industries. Mr. Bailey has been successful in guiding legislation and funding priorities through the legislative committee process, to the floor of the Florida House of Representatives and the Florida Senate, and ultimately,

for the Governor's signature.

Mr. Bailey was appointed by Governor Rick Scott to the South Florida Regional Planning Council. The 19-member Council is charged with identifying the long-term challenges and

opportunities facing Southeast Florida and assisting the region's leaders in developing and implementing creative solutions.

Prior to joining Becker & Poliakoff, Mr. Bailey served as the Chief Legislative Aide to Florida State Representative Dwight M. Bullard. This experience taught him the intricacies of the legislative process, committee procedures, and helped him build strong ties to members of both parties and chambers. Mr. Bailey began his political career as a field coordinator on a congressional campaign in South Florida. Since then, he has been active in various civic and business organizations locally. He's an alumnus of the Greater Miami Chamber of Commerce's Leadership Miami Program, and has served twice served as chair of the government focus session.



Yolanda Cash Jackson is an attorney and one of the Firm's primary state and local government lobbyists. She is a shareholder with the Firm and a member of the firm's 7 member Management Committee. She is well-known among the Tallahassee lobbying corps for her representation of several governmental agencies including municipalities, special districts and school boards, and her relationships with legislative leaders from around the State. She has held numerous appointed positions at the State level including serving on the Board of Directors of the Florida Residential Property and Casualty Joint Underwriting Association (JUA) and as Chair of the Florida Hurricane Catastrophe Fund established in the aftermath of Hurricane Andrew. She was selected to become a member of the prestigious Leadership Florida organization and currently sits on their statewide alumni Board, a very high level group of businesspeople and policymakers.

Ms. Jackson has extensive and significant lobbying experience in areas that are important to the City including funding for infrastructure improvements, utilities, wastewater treatment, stormwater drainage, and industrial waste clean up through her representation of several cities including Miami Gardens, Opa Locka, Lauderdale Lakes and Pompano Beach as well as Miami Dade County School Board, Metro-Miami Action Plan, Miami Dade Expressway Authority, plus others such as Florida Memorial University, Bethune Cookman College, AT&T, Service Employees International Union, Health Choice Network. In addition to her strong legislative lobbying experience, she has handled issues at the Executive level and has experience interacting with the Public Service Commission which may be an asset to the SWA. Ms. Jackson is proud that each of these clients has renewed her lobbying contract which is a strong indication of their satisfaction with her skills, knowledge and most of all, results. She has been honored and recognized by various organizations including her client Florida Memorial University for her

outstanding contributions to the university's success; In Focus Magazine as one of South Florida's Most Outstanding Black Professionals; and most recently by the South Florida Business Journal as one of their "Key Partners". She served as General Counsel to the NAACP (Miami-Dade Branch) where she is also a member of the Executive Committee. She is very active in professional organizations at local, state and national level including the National Bar Association, The Virgil Hawkins Chapter and The Wilkie D. Ferguson Chapters; National Bar Association/Women's Law Division, Distinguished Speaker Coordinator; Black Lawyers Association and Dade County Bar Association.

Awards & Recognition

- Designated Professional Lobbyist Certification
- Legacy Magazine High Achiever under 40
- Greater Miami-Dade Chamber of Commerce's Leadership Miami Graduate
- Congressional Black Caucus Annual Legislators Conference Emerging Leader



Yeline Goin is a Tallahassee based lawyer and lobbyist who previously practiced law and lived in Lee County. Ms. Goin works closely with a number of the Firm's local government clients to advocate for their issues before various government agencies and the State Legislature. She assists in advancing their political and legislative interests and monitoring legislative and regulatory issues that impact local governments. Ms. Goin has been successful in guiding legislation and funding priorities through the legislative committee process, to the floor of the Florida House of Representatives and the Florida Senate, and ultimately, for the Governor's signature. For example, during the 2014 Legislative Session, Yeline

worked closely with the City of Cape Coral on its legislative priorities and through our efforts, \$790,135 was allocated to Cape Coral for the Reclaimed Water Transmission Main Caloosahatchee River Crossing Project. We also successfully lobbied for inclusion of language in the local government pension bills (SB 246 and HB 7181) which specifically addressed Cape Coral's maximum benefit pension plan which is expected to save the taxpayers in the Cape Coral over \$120,000,000. Although the local government pension bills were not adopted, it is expected that future efforts at local pension reform will include Cape Coral's maximum benefit language. We also successfully lobbied for \$3,850,000 for Burnt Store Road Widening. On behalf of the City of Cape Coral, we successfully lobbied against any amendments to bills that would have invalidated Cape Coral's methodology for its fire assessment fee, and we facilitated a meeting with DEP regarding their interpretation of an administrative rule that deals with the blending of stormwater and reclaimed water which will allow the city to develop a strategy to request a variance from the rule.

She also serves as the Executive Director of Becker & Poliakoff's Community Association Leadership Lobby, or CALL, which represents the interests of the Firm's 4,000+ community association clients by monitoring and responding to legislation emerging from Tallahassee .



Bernie Friedman is the shareholder in charge of the Firm's Government Law and Lobbying Practice Group. He represents a wide variety of businesses, non-profit organizations, developers, and trade associations before local governments, in the Florida Legislature and Executive Agencies. He has helped public and private sector clients secure millions of dollars in government grants, procurements, concessions and contracts. An experienced lawyer-lobbyist, he provides strategic advice and guides clients through the complex governmental procurement process, including responding to Requests for Proposals (RFP) from the early stages of team building through project submittals and presentations to final selection and negotiation.



Jose Keichi Fuentes is a native Floridian with a strong network of contacts and over 25 years of experience working in the government and political arenas. He is a government relations professional who represents local municipalities, other public bodies and private sector clients in environmental, infrastructure and water resources at the federal, state and local levels.

Mr. Fuentes is a Government Relations Consultant in the firm's Government Law & Lobbying Group. He previously served as Managing Partner of The Fuentes & Rodriguez Consulting Group. He is well-known in political circles as a leading provider of strategic lobbying, and business development solutions in Florida. Among others, he has represented the cities of Miami, Homestead, Miami Lakes and Miami Springs as well as All Aboard Florida, VE Restaurant Group, and AMEC Engineering.

In the past, Mr. Fuentes served as Director of Hispanic Affairs for the Cuban American Legislators from Miami-Dade County, Legislative Aide for Rep. Rudy Garcia, Director of the Office of the Speaker of the Florida House, Assistant to U.S. Senator Connie Mack, Government Liaison to the Board of County Commissioners, and Regional Director of Miami-Dade County's South Florida Water Management District.

Mr. Fuentes is committed to public service as proven through his community, civic and volunteer work. Most recently, he was appointed by Governor Rick Scott to the Board of Trustees of

Miami-Dade College, the largest and most diverse college in the nation. He was also asked to serve as Chairman of the Governmental Affairs Committee of the Greater Miami Chamber of Commerce where he has played a key role in engaging the Chamber to support the High Speed Rail construction program.

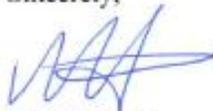
Fee Proposal

Based on my understanding of your interests and goals, I propose a flat fee of \$15,000; \$5,000 per month, i.e. March 1, April 1, and May 1 for the 2015 Legislative Session and the Governor's approval/veto period, starting March 2, 2015 through June 2, 2015.

If this accurately represents your understanding, please sign and return this letter to me as soon as possible. Also please find attached a copy of the Firm's Standard Terms of Engagement, which is incorporated into all of our Agreements.

On behalf of Becker & Poliakoff, we look forward to working with you this session and thank you for your confidence in our lobby team.

Sincerely,



Mario Bailey
Government Relations Consultant

MB/jm

Retainer Agreement Agreed to and Accepted by The City of Groveland, Florida.

By: _____
Redmond Jones, City Manager

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