

RFP 54-24, State Lobbying Services

Evaluator Name: Rosemarie Call

	Experience Successfully Lobbying or Advocating for or on the Behalf of Local Governments and/or Organizations; References (Tab 2)	Qualifications-Education and Training of Lobbyist(s) (Tab 3)	Cost of Services (Tab 4)	TOTAL	RANKING
Respondents	35 points	35 points	30 points	100 points	
1 Greenberg Traurig P.A.	20+ years Tampa/Tallahassee office H Port 20 yrs Bonita Springs Proposed Timeline 35	two lead attorneys 5 lobbyists on team 35	\$3,750/mo \$45,000 30	150	1
2 Johnston & Stewart Government Strategies	Founded 2019 Tampa/Tallahassee offices NO municipal clients re: public interests 29	No lead attorney 35	\$5,000/mo \$60,000 15	69	3
3 Jones Walker LLP	Tallahassee/Miami office 7 on team - 2 lead References public utility / local govt under history 35	lead are attorneys 35	\$4,800 \$52,800 35	95	2
4 Shumaker Advisors Florida, LLC	Tampa Office (No Tallahassee office) Young firm Gulfport, Ft. Belknap, Red. Blk Eldsmar, Pensacola 20	No attorneys? on lead team experienced staffers 20	\$6,000/mo \$75,000 \$250/mo for expenses 10	50	4

Evaluator Signature: Rosemarie Call

Date: 8/22/24

Evaluator Name: David Margolis

	Respondents	35 points	35 points	30 points	100 points	
		Experience Successfully Lobbying or Advocating for or on the Behalf of Local Governments and/or Organizations; References (Tab 2)	Qualifications-Education and Training of Lobbyist(s) (Tab 3)	Cost of Services (Tab 4)	TOTAL	RANKING
1	Greenberg Traurig P.A.	32	31	27	90	2
2	Johnston & Stewart Government Strategies	33	32	26	91	1
3	Jones Walker LLP	30	32	26	88	3
4	Shumaker Advisors Florida, LLC	31	31	24	86	4

Evaluator Signature:



Date:

8-22-24

Evaluator Name: Daniel Washburn

Respondents	35 points	35 points	30 points	100 points	TOTAL	RANKING
	Experience Successfully Lobbying or Advocating for or on the Behalf of Local Governments and/or Organizations; References (Tab 2)	Qualifications- Education and Training of Lobbyist(s) (Tab 3)	Cost of Services (Tab 4)			
1 Greenberg Traurig P.A.	32 Lots of accomplishments with Big cases. Many practices. Also a few references.	30 Longer exp; mostly w/ SD; needs to appear more; some past exp.	45K 30 longst	92	1	
2 Johnston & Stewart Government Strategies	28 many successful; some from government. Some success, but many w/ failure. Needs edges	25 Similar team; young firm; 20 yrs exp.	40K 15 high performance	48	3	
3 Jones Walker LLP	30 Long list of accomplishments; clients would know depth of experience.	32 Large org; long exp; many years exp; w/ city; good exp. Active in society	48K 28 almost best	90	2	
4 Shumaker Advisors Florida, LLC	25 most relationships greater than 5 years; projects. Local experience.	28 non-lobbying; exp. in local govt. work at high levels in 1990s.	75K 10 most	63	4	

Evaluator Signature: Daniel Washburn

Date: 8/22/24