



CITY OF CLEARWATER

REQUEST FOR PROPOSALS #54-24
STATE LOBBYING SERVICES

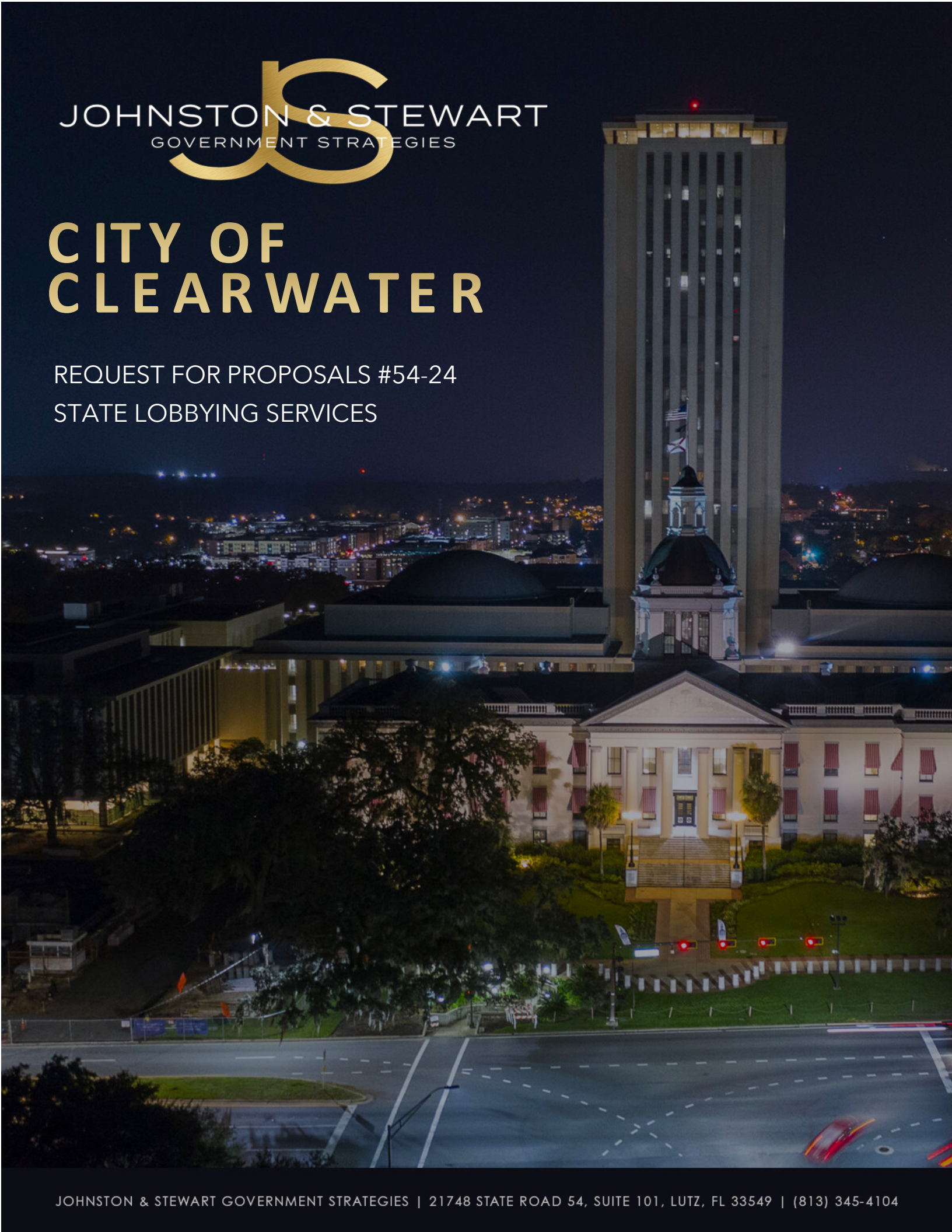


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TAB 1

TAB 1: Letter of Transmittal.

August 9, 2024

Lori Vogel, CPPB
Procurement Manager
City of Clearwater
100 S. Myrtle Avenue, 3rd Floor
Clearwater, Florida 33756

Dear Ms. Vogel:

We are pleased to provide the following information in response to the City of Clearwater's Request for Proposals (RFP) #54-24 for State Lobbying Services on behalf of Johnston & Stewart Government Strategies.

We have built our business on a hard-earned reputation for relentlessly pursuing and achieving our clients' goals and objectives. Our knowledge of the state legislative, administrative, and regulatory processes allows us to seamlessly navigate Florida politics in an unrivaled manner at the state and local levels. With decades of successful experience not only lobbying in Florida, but effectively advocating for governments and organizations that represent large urban and coastal areas, we can leverage specific insights and understanding of municipalities that will provide the City of Clearwater (City) with a strategic path forward. We understand the legislative agenda of the City and are committed to leveraging our expertise and relationships to successfully lobby on your behalf.

We founded Johnston & Stewart Government Strategies in 2019 with the deliberate intention to create a new type of lobbying firm. We have tenured experience lobbying at the state and local level in Florida, and have built a strong working knowledge of legislative, administrative, and regulatory processes at the state and local levels. We are longstanding veterans of this process with the expertise and relationships necessary to be successful in the ultra-competitive Florida political arena, and clients and legislators alike have come to know we have a reputation for tirelessly pursuing and attaining our clients' legislative priorities. Every day we garner our extensive knowledge of Florida politics to deliver an unmatched strategy and results for our clients, many of which have chosen to work with us for decades.

Our lobby team is comprised of our two founding partners, Jeff Johnston and Amanda Stewart, as well as additional team members, Anita Berry, Lauren Lange, and Jennifer Kocher. We work uniquely as a single unit, combining our strengths and relationships to meet your legislative goals and exceed your expectations. We make ourselves available to our clients 24/7, 365-days a year, and will always be in regular communication as we progress towards achieving your legislative agenda. For communication purposes related to this RFP, Jeff Johnston will serve as the main point of contact and may be reached at our office at (813) 345-4104, on his cell phone at (813) 777-9858, or by email at jeff@johnstonstewart.com.

Throughout our work, we have been privileged to build longstanding relationships with leaders across the State of Florida, including but not limited to the Florida Legislature, Executive Branch, and across numerous counties and cities. We are honored to call Speaker-Designate Danny Perez and President-Designate Ben Albritton dear friends and can offer the City unprecedented access as they rise to oversee the Florida House of Representatives and Florida Senate, respectively. We were by Representative Perez's side, even before he was elected, and we are fortunate to now call him one of our closest friends in, and outside of, the legislative process.

As a Tampa Bay based firm, we guarantee unequivocally that no other firm can offer the same relationships with likely incoming House and Senate Appropriations Chairs, Representative Lawrence McClure and Senator Ed Hooper. Our

relationships stretch well beyond incoming leadership to include future House Speakers Sam Garrison and Jennifer Canady, as well as anticipated future Senate Presidents Jim Boyd and Jay Trumbull. We are equally honored to have built significant relationships with the entire Pinellas County Delegation and majority of the Bay Area Legislative Delegation (BALD), including but not limited to, Representatives Danny Alvarez, Adam Anderson, Kimberly Berfield, James Buchanan, Linda Chaney, Lindsay Cross, Fentrice Driskell, Karen Gonzalez Pittman, Jeff Holcomb, Berny Jacques, Traci Koster, Fiona McFarland, Michele Rayner, Will Robinson, Kevin Steele, Josie Tomkow, and Brad Yeager, as well as Senators Danny Burgess, Colleen Burton, Jay Collins, Nick DiCeglie, Joe Gruters, Blaise Ingoglia, and Darryl Rouson.

We have an in-depth understanding of the work you need to have accomplished in Tallahassee, and substantial knowledge of the issues impacting the City of Clearwater. While not exhaustive, we understand your priorities to include programs that fund and promote access to attainable and affordable housing, a variety of public safety initiatives that address issues like cybersecurity and safe waterways, funding for flood mitigation and beach renourishment, as well as initiatives to create economic development opportunities within the City. We know you are focused on advocating against local pre-emption issues, while also encouraging policies that support City resources and community needs.

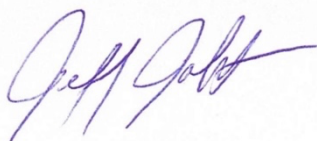
We understand the importance of selecting a lobbying firm that not only understands the legislative priorities of the City of Clearwater, but also offers in-depth familiarity with the legislative goals of municipal governments. We have been fortunate to represent the City of Miami and Manatee County for several years, and Palm Beach County has been a client for decades. We are selective in our work with municipal governments. State funding resources are ultra-competitive, and we never want one municipal client to potentially gain at the loss of another. In addition, we are careful not to take on clients that may have conflicts with our existing clients.

Detailed within this proposal you will find more information into our long history of successfully lobbying for our clients in Florida. Our experience has allowed us to gather expertise in almost every area of policy, including economic development, transportation, public safety, sustainability, resiliency, flood mitigation, clean energy, affordable housing, beach preservation, cybersecurity, local governance, and numerous other areas. With our extensive experience, we know we have a clear strategy for representing the City and we would be committed to achieving your goals at the state level.

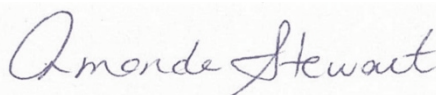
Tampa Bay is our home and while we are truly honored to represent all our clients, we are extraordinarily proud of the opportunities we have had to assist in shaping the future of the incredible region in which we have chosen to live and raise our families. From the world-renowned sugar sand beaches of Clearwater Beach, to the excitement of the first Phillies game of the season, the wonders of the Clearwater Marine Aquarium, and everything in between, Clearwater is a beach paradise combined with unmatched economic opportunity that attracts tourists and businesses alike. We seek to represent the City of Clearwater so we can tirelessly advocate for the legislative priorities of a region that is not only dear to us, but a gem in a state that is driven by tourism.

We are grateful for the opportunity to respond to the City's RFP and would be glad to further respond to any questions or provide any additional information which could assist in your decision-making process. Thank you in advance for your consideration of our response. We are eager for the chance to discuss working together to benefit the City of Clearwater.

Sincerely,



Jeff Johnston
President & Partner



Amanda Stewart
Chief Executive Officer & Partner

TAB 2

TAB 2: Experience Successfully Lobbying or Advocating for or on the Behalf of Local Governments and/or Organizations; References.

Statement of Qualifications

Created in 2019, Johnston & Stewart Government Strategies has been led for the past 5 years by founding partners who share decades of experience working for the Legislature and with the Legislature. We are a formidable team, with the strengths, abilities, and finesse to go into battle with and against the state's largest firms and emerge as winners. We have meaningful relationships with the leaders of Florida's Legislature, rank-and-file members across the state, and staff within the Executive Agencies, that we can rely on time and time again. Beyond the access we can provide you, we have learned to navigate the political process in a manner that combines strategy and an unrelenting hunger for pursuing our clients' goals.

Jeff Johnston and Amanda Stewart serve as the founding partners of the firm, and lead all strategy and advocacy efforts, whether policy or appropriation focused, for our clients. Along with government consultants, Anita Berry and Lauren Lange, the four make up the lobbying team for the firm. Jennifer Kocher leads the firm's operations and provides up-to-the-second updates on legislation of interest to our clients, including when bills are filed, committee references, committee agendas, amendments, and bill votes, with the help of a state-of-the-art legislative tracking system. Our team has a unique ability to be everywhere at any time. We never take a break from walking the halls of the Capitol, attending committee hearings, meeting with legislators and staff, or communicating with our clients. When others take the summers off, we keep grinding. Florida politics doesn't take a break, so neither do we.

While based out of Tampa Bay, the firm additionally has offices in Tallahassee just a stone's throw away from the Capitol. Being headquartered in Tampa allows us to be conveniently located to any other part of the state when the Legislature is not in Session, so we may effectively serve all markets throughout the state. Whether we need to be in Miami, Jacksonville, Orlando, or the Panhandle, we can be there in just a matter of a few hours drive. When the Legislature is in Session, during committee weeks, or on an ad hoc basis, you can find us in our Tallahassee office. Both offices are available for client use year round, including during Session.

We serve clients in every part of the state, as well as nationwide. Over the years, we have built relationships with legislators and other elected officials that span every corner of Florida. From Pensacola across to St. Augustine, down to the Keys and up to Tampa Bay, we have friends in every part of the state. Our clients have come to rely on those relationships and utilize our access to reach members of their delegation if they are a locally based client or House and Senate leaders to help achieve their state and national agendas. We have built a client expertise that touches almost every industry in our state, including municipal governments, health care, non-profits, environmental protection, technology, transportation, prek-12 education, higher education, mental health, insurance, housing, economic development, and business regulation.

01. You want a firm that will work just as hard as you do and makes your priorities their own.

The legislative process doesn't begin the first day of Session and it doesn't end on Sine Die. It is a 365-day commitment and, by selecting our team as your representation, you have chosen a government relations firm that will represent your interest no matter the time of day, or day of the year. Your business doesn't take a break and neither do we.

02. Relationships are vital.

Our clients need a lobbying firm that offers access to the key decision makers who govern their interest. As a Florida-grown company, we are fortunate to have built an impressive network of relationships with Florida's top elected officials and staff at all levels of government. Whether it is a local, legislative, or executive agency issue, we are incredibly proud of the relationships we can utilize to advance our clients' interests.

We apply the same dedication to our relationships with our clients and are humbled to have a client base that has remained steadfast for years.

03. We are a true team.

Our team- approach ensures that, no matter the issue, you always have the right people on your side. If you need policy and appropriations experts, we've got you. If you want unwavering influence, we can do that. If access is your objective, we can provide that. And if you want a lineup of professionals tirelessly pursuing your legislative goals day-in and day-out, we're the ones for you.

04. We are strategically located.

With offices in Tampa and Tallahassee, we have positioned ourselves to be in the right place, at the right time. When legislators are in our state's Capitol during committee week and Session, we are right there working beside them. During the rest of the year, both offices serve as home-base when we travel throughout the state, cultivating our long-standing relationships and growing new ones. Our work can take us from the coastal towns of the Panhandle to the tropical energy of Miami and every place in between, but our offices remain our homes away from home and are open to our clients for their own use, year-round.

05. We are dedicated to producing results the right way.

To be successful in Florida politics, it takes a lot of grit, determination, and hard work. We are a full-service government relations firm that doesn't shy away from rolling up our sleeves to take our work above and beyond advocacy. Whether it is business development, campaign strategy, or navigating the most treacherous political waters, in addition to providing unmatched lobbying efforts, our team of influencers have proven themselves time and time again. We are honored to have built a reputation for our hardworking pursuits on behalf of clients, while always adhering to the highest ethical standards and never taking conflicts of interest.

What We Do.

The political and governmental landscape in Florida is incredibly complex. Our expertise spans all facets of government relations. We aren't your traditional lobbyists - we are here to complete your goals, no matter what it takes. Whether it's providing access to Florida's top decision makers or helping to grow your business, below is just a sampling of the services we can provide.

- ✓ State Legislative Advocacy
- ✓ Government Agency & Cabinet Advocacy
- ✓ Local Government Advocacy
- ✓ Political Consulting
- ✓ Policy Expertise
- ✓ Appropriations Expertise
- ✓ Day on the Hill Event Planning
- ✓ Business Development
- ✓ Procurement Strategy
- ✓ Association and Coalition Building
- ✓ Grassroots Organization
- ✓ Meeting Access and Facilitation
- ✓ Bill Tracking, Monitoring and Reporting

Qualifications, Staffing, Resources & History of Success.

Qualifications

Our firm would be proud to work with, and on behalf of, the City of Clearwater as your governmental representation and consultant. With our extensive lobbying experience working with all levels of government in Florida, we can quickly understand the significance of your legislative agenda, develop an understanding of what needs to be done to accomplish your goals, and get to work immediately to achieve your objectives in an unparalleled manner.

We have extensive experience in representing public entities, including municipal governments, law enforcement agencies, non-profits, and other quasi-governmental entities. We understand your commitment to your constituents, and focus on promoting policies to support the communities, industries, and people that drive the City of Clearwater. A local government's legislative agenda can be exhaustive, from addressing workforce needs like affordable housing, to providing greater public safety, supporting transportation solutions, and protecting valuable fixed and environmental assets.

Staffing

Each member of our firm has years of experience in the Florida legislative process. Specific details of our experience and expertise is outlined within the resumes included in the RFP response. Briefly, the length of our experience is as follows:

- Jeff Johnston, President & Partner - 19 years
- Amanda Stewart, Chief Executive Officer & Partner - 21 years
- Anita Berry, Senior Government Consultant - 12 years
- Lauren Lange, Government Consultant - 7 years

We take a true team approach when it comes to serving our clients. We believe that each person's relationships and expertise should be utilized to their fullest ability. It is this approach that allows us to be continually successful in Florida politics and the proof is in the longevity of our relationships with our clients. Because each one of us works on every client, we are thoughtful when considering new clients and proactively work to avoid conflicts of interest.

To help streamline communication with clients, we typically designate a lead point of contact with our firm. We make it our priority to ensure our clients have the most up-to-date information as it relates to the progress of their legislative agenda. We strive to ensure that not a day goes by when you do not have some sort of communication from us, whether that be a phone call to discuss strategy, a written report with status updates, an article of interest, or notification of an action by the Governor or an agency.

We will gladly provide regular reports to the City, in addition to pre- and post- Legislative Session comprehensive reports. Reports will always be specific to your legislative priorities, while also incorporating exclusive political intel and insight into the Legislative process. It is our intention that these reports will be augmented by constant communication from our team in the form of emails, phone calls,

team conference calls, and in-person discussions. We know your time is valuable, and we are pleased to tailor our communication to the needs of your staff and City Council.

Resources

Our responsibilities to our clients are year-round and we would start straightaway, by laying the groundwork for your agenda in preparation for the next Legislative Session. If engaged by the City, we would immediately form and begin to execute a strategy consisting of strengthening your existing relationships, building relationships with other key members of the Legislative and Executive branches, facilitating meetings, creating coalitions, engaging in strategic fundraising, helping with policy development, building stakeholder engagement, and forming a grassroots network. When needed, we will seek collaboration with other municipalities and regional partners, as well as the Florida League of Cities.

Our year-round dedication to our clients is partly what sets us apart from other firms. Developing strategies, studying policies, securing sponsors, building coalitions, assisting in the drafting and filing of bills, and solidifying support is an ongoing process from which we believe lobbyists should never take a break. We will also constantly provide you with updates on regulatory actions which may impact local governments.

Our approach always starts with the identification and prioritization of your legislative agenda. If chosen to represent the City of Clearwater, we would begin by requesting a brainstorming session with your administrative team and City Council members to identify the policy, regulatory and/or budget issues to be pursued and then assist in the development of a list of priorities to focus on for Session.

New House and Senate leadership are already at work to begin developing their priorities. We will constantly work to identify and update the City of discussions that are taking place on issues that impact your legislative priorities, while utilizing this information to inform our strategy for pursuing your legislative goals. We will also provide insider-knowledge on key political intel that could impact the fate of any legislative priority so we can more effectively avoid potential landmines.

As you know, once committee weeks begin, bills will begin quickly moving through the committee process. For that reason, we work tirelessly well before committee weeks start to educate legislators on our clients' priorities, move bills through the committee structure, line-up future amendments and have all our appropriations forms and information finalized and advocacy underway. We do this so that, when Session officially convenes, we have done everything possible to tee-up success for your priorities.

History of Success

Our longevity in this arena has made it so we understand the nuances of the actual process of government. We often joke about how the "sausage gets made" but the truth is, it can be a gritty process, and if one piece falls through the cracks, serious consequences can occur. House and Senate rules change often, the way staff members interpret language varies, forms must be submitted, amendments carefully crafted, bills pushed to be placed on agendas - there is a true art to navigating the process. There are too many stages of protocol to name to pass or kill a bill and secure budget items, but each one must be cleared, all while knowing the political nuances of each Chamber, the Governor's Office, and the agencies.

We understand the City's legislative priorities and have been an integral part of many of your key issues' success. We are not only Tampa Bay residents, but we are specifically embedded within the Pinellas

County community. We represent, and have been successful for, many of your allies, including AMPLIFY Clearwater, Habitat for Humanity of Pinellas, West Pasco and Hernando Counties, Clearwater Ferry, Neighborly, HCA Healthcare, Johns Hopkins All Children's Hospital, and Charter Communications, to name a few. We know the difference between North and South County and the resources each area provides, understand your traffic challenges because we experience them every day, appreciate the growth opportunities available for your downtown area, and recognize the economic and tourism driver your beaches are for our entire region and the need to support the tourism workforce.

Your constituents, neighborhoods, and industries are all diverse, so your interests are numerous. You all represent the "Number One Beach in America" and are truly focused on fostering a community for visitors and residents alike. Your priorities will include policies impacting public safety, mobility, and affordable housing. At the same time, you are focused on the resiliency of your public works and utilities, as well as smart growth to enhance economic development. All the while, your autonomy as a local government must be protected, reserving the City's ability to enact policies best suited to allowing your constituents and businesses to thrive.

The tourism industry is the heart of Clearwater. Having represented AMPLIFY Clearwater for the last 4 years, we have an intimate understanding of the needs of your business community and their employees. Year after year we have fought for reauthorization of, and funding for VISIT Florida. We have also prevented numerous efforts that would have diminished the value of tourist development taxes and deflected those vital funds to needs beyond tourism. When the Department of Economic Opportunity was restructured into the Department of Commerce, we worked to ensure that VISIT Florida remained operational.

We understand that improved mobility options for your residents often are reliant upon help from State appropriations. As the sole lobbying firm representing Manatee County, we have secured hundreds of millions of dollars to support multiple road projects within the County. Not only were we successful in obtaining funding within the final budget passed by the House and Senate, but we were successful in ensuring the projects were protected from line item veto by the Governor. On behalf of the Clearwater Ferry, we obtained \$1 million in our first year of representation. Working together with the City of Clearwater, we made the argument that alternative transportation solutions were needed to help alleviate traffic and parking issues within the City and on the beach.

When it comes to public safety, our team has been engaged with leadership in the House and Senate behind the scenes for the last few years, advocating for funding for the local government cybersecurity grant program and other cybersecurity initiatives. Our clients have served as experts, shaping the state's cybersecurity programs through the Legislature, and directly with leadership at the Florida Digital Service. As programs have been deployed, we have engaged directly with local governments and state agencies to help identify solutions to keep their systems and constituents safe. In addition, as the lobby firm for the Hillsborough County Sheriff's Office, we have brought back millions of dollars to support water rescue in the Bay, a K-9 training facility, and most recently, a helicopter to service the entire region.

Our accomplishments on the City's goals do not end there. Over multiple Sessions, we have worked continuously to address access to affordable housing within our State. This has included securing full funding for the Sadowski Trust Fund to support the state's affordable housing programs, as well as obtaining \$2 million for Habitat for Humanity's efforts in Pinellas and West Pasco Counties. Most recently, we engaged to help pass legislation to make permanent an exemption for the state's Habitat for Humanity programs which allows them to broker mortgages at a lower cost, and ultimately helps

their homeowners. House Bill (HB) 1569 was passed unanimously by the House and Senate and signed into law by Governor DeSantis. We anticipate affordable and workforce housing will continue to be a priority for the Legislature, with additional changes to the Live Local legislation anticipated. This creates an immense opportunity for local governments to be involved in improving upon the original legislation.

On behalf of the American Flood Coalition, we led efforts this Session to secure \$100 million for the Statewide Flooding and Sea Level Rise Resilience Plan, which provides funding to local governments to assist with flood mitigation efforts. This is on top of \$20 million that was provided once again in the budget for local government planning grants. In addition, we led efforts to expand and improve the program through the Department of Environmental Protection's legislative package, HB 1557, and advocated for permanent funding from the Seminole Compact gaming revenues passed within Senate Bill (SB) 1638. Both bills were signed into law by the Governor.

Each year, we work to secure millions of dollars in appropriations on behalf of our clients, in every budget category. Our funding successes have helped to benefit law enforcement agencies, criminal justice workforce re- entry programs, water and sewer improvement projects, affordable housing programs, flood mitigation efforts, higher education capital outlay, performing arts centers, and countless other areas. Every budget year is different than the next, and we expect the next two to be more challenging based upon expected state revenues. Engaging a lobbying firm with the right relationships, and ability to offer behind-the-scenes navigation of the budget process, will be extremely important when seeking to obtain state funding.

To achieve your legislative goals, we are confident we can provide the access you need to House and Senate leadership; the Offices of the Governor, Chief Financial Officer, Attorney General, or Commissioner of Agriculture; Agency for Health Care Administration; Department of Transportation; Department of Commerce; Department of Business and Professional Regulation; Department of Environmental Protection; Florida Digital Service; or any other executive agency that you need to build advocates. We are fortunate to call the entire Pinellas Delegation our close friends. Beyond Pinellas, we have built a network of relationships that span the entire state and include up and coming leadership in both the House and Senate, helping ensure legislative success years into the future.

Through our work, we will help to position the City as a subject-matter expert and gain supporters we can rely on throughout each Legislative Session to champion your priorities. We believe utilization of a proactive approach is necessary and from the moment we begin working together, we will be engaged in every step of the legislative process for you, whether that is during Session or out of Session.

Scope of Services - State Lobbying.

Our firm's services include, but are not limited to, the following items:

Providing a year-round presence for the City of Clearwater in Tallahassee, including access to our office and staff located there;

Assisting in development of a list of legislative priorities and the City's State Legislative Program, including policy, regulatory and budgetary issues, of which the firm will actively and aggressively advocate for or against;

Identifying and executing appropriate strategies through which to pursue regulatory and legislative priorities, including the development of talking points for key issues;

Elevating your presence at the state level by providing access to and facilitating meetings with members of the Executive Branch and the Legislature to advance your legislative priorities at the state level;

Building relationships for you between House and Senate leadership and other state legislators, as well as key Executive Branch agencies;

Working closely with the Executive branch and the Legislature to advance your legislative priorities at the state level;

Assisting in the drafting and coordination of legislation, submission of budget requests, and/or filing amendment language, if necessary;

Advocating on your behalf to communicate the City's positions to the Legislature and Executive Branch during office meetings, committee meetings, rule hearings, conferences, and cabinet meetings as requested;

Identifying and advising on opportunities for state funding, both through the annual appropriations process or through state grants;

Communicating, monitoring, reviewing, analyzing, and reporting on proposed legislation and regulatory items that impact your interests;

Providing real-time updates of legislation, news, press releases, calendars, and committee meeting actions during committee weeks and session;

Providing timely information, assessments, and written reports regarding state legislative, budgetary, and regulatory issues affecting the City, including information specific to the City's interests;

Attending meetings in the City of Clearwater to report on activities engaged in while representing the City;

If deemed appropriate, working with other interest groups, such as the Florida League of Cities, to develop coalitions and/or work with opposition to mediate workable solutions;

Exclusive invitations to private client-only events with key members of the Legislature and Executive branch; and

Inclusive consulting, strategy development, fundraising expertise, and recommendations for navigating the political and governmental processes.



Our Abilities and Expertise.

Abilities

We will be active in every step of the legislative process, from bill and amendment drafting, to securing or preventing bills from being placed on agendas, and actively advocating for or against each bill of interest throughout the process. Along the way, we will advocate with members of the legislature, stakeholders, the Governor's Office, and applicable state agencies to promote your priorities. Our goal is to ensure you stay positioned as the foremost expert on issues, so the City is continuously sought after when key policy and budget decisions are being made.

We make it our responsibility to monitor, review and report on proposed legislation and budgetary items, prior to, throughout and after the Legislative Session. We provide real-time updates of legislation, news, press releases, calendars and committee actions during committee weeks and Session. We are on the ground in Tallahassee every day of committee weeks as well as Session, and we operate in a constant state of identifying and executing appropriate strategies through which to pursue your priorities and will actively and aggressively advocate for them as well as against those that adversely affect the City of Clearwater.

Because there is often strength in numbers, we would seek to work in collaboration with other stakeholders whose priorities align with the City's. Those would include, but not be limited to, the Florida League of Cities, Suncoast League of Cities, AMPLIFY Clearwater, Tampa Bay Beaches Chamber, Pinellas County, Forward Pinellas, Visit St. Pete - Clearwater, Tampa Bay Regional Planning Council, Pinellas County Economic Development, and numerous others throughout the state, county, and region. In addition, we will identify further partnerships with local businesses and other interest groups who wish to promote the same priorities as the City and unify all stakeholders under a single voice.

Navigating the appropriations process can be one of the most difficult and treacherous tasks in state lobbying. It takes tenacity, grit, strategy, relationships, knowledge, and often times creativity. Over our decades of experience, we have become well adept at providing counsel to local governments, corporations, and nonprofits alike on successful strategies to obtain state funding through both the legislative process, as well as through grant opportunities made available through, or in partnership with, the state.

Moving legislation and budget items across the finish line is not for the weary. As the final days of Legislative Session wind-down, we keep fighting until the very end. We will remain in continuous communication with House and Senate leadership, our legislative champions, and key stakeholders, sharing information, gathering votes, defeating bad amendments, and passing good ones. We do everything in our power to make sure that when the handkerchief drops, your legislative goals have been met and are ready for the Governor.

Expertise

Our firm is based in Tampa Bay. While our area is flush with attractions, none are as significant as the white sand beaches of Clearwater. You are a driving economic force within our region, and as residents of this region, we feel confident that we can be considered experts in your diverse needs. We understand your commitment to your constituents, and focus on promoting policies to support the

communities, industries, and people you serve. From road congestion, water quality, school funding and safety, continuous development and construction, tourism, hospitality, beaches, homelessness, poverty, and everything in between - this is where we are from and what we experience every day.

Because of our longevity in this process, experience representing numerous industries, and as residents of Tampa Bay, we know we have a well-defined understanding of the legislative priorities for the City. Through decades of experience, we have had the ability to represent, and continue to represent, numerous stakeholders that interact within every industry in the state, allowing us to build an expertise in nearly every policy or budget area. Year after year, we will work on your behalf to advocate for your agenda, while opposing adverse policies or infringement on your authority.

Over the course of our combined decades of advocacy, we have had the opportunity to represent multiple municipal governments all over the state, several of which have been in urban areas with coastal resources. We understand that local governments require substantial funding, an offensive and defensive strategy for policy, and that there are numerous individual areas of interest when it comes to the legislative goals for elected officials and staff. And at the end of the day, you have residents who hold you accountable for their quality of life.

We understand the significance of promoting at the state level the various components that are vital to the City's sustainability and growth, such as transportation legislation and appropriations, business development, and tourism. However, your priorities also include diverse transit options, economic development, public safety, affordable housing, and the complexities surrounding home rule. Securing funding, and promoting policy, for initiatives that enhance each of these areas, will be of the utmost importance. We will also need to work to support elements of importance to the greater Tampa Bay region, understanding that a vibrant ecosystem around the City helps to support you as well.

Tampa Bay continues to grow, and with that growth, has come significant challenges that need to be tackled to maintain the economic prosperity of our community. As a destination within our region, we understand that policy that benefits the people, businesses, and nonprofits in our community, also has an impact on the continued development of the City of Clearwater. From the roadways and public transit options around the City, access to affordable housing, promotion of tourism, furtherance of environmental sustainability, and development of resiliency efforts, they are all key components to your success. As locals in the community, we are in frequent communication with the local chambers of commerce, Visit St. Pete-Clearwater, Pinellas County Economic Development, Forward Pinellas, and countless others. We recognize that there may be times when it is appropriate for the City to work in partnership with these organizations to promote policy that may not be City-specific but may help the region as a whole.

References & Florida Legislature Relationships.

References

Palm Beach County

Funding for transportation solutions, affordable housing and workforce programs are vital to the economic development of any region. For the last 20 years, our team has advocated, and obtained funding for Palm Beach County. Working with the delegation and utilizing relationships in the House and Senate, our firm has supported the County in acquiring millions in funding for projects that range from beach access for tourists, to pavement of roads in underserved areas, and criminal justice workforce re-entry programs. In the last 4 years alone, we have led efforts and achieved the following specific to the budget:

- \$400,000 for the Palm Beach County Fire Rescue Bunker Gear Contamination in 2020
- \$400,000 for the Palm Beach County Fire Rescue Diesel Exhaust System Installation in 2020
- \$500,000 for RESTORE Ex-Offender Reentry in 2020, plus \$500,000 in 2021, \$375,000 in 2022, \$500,000 in 2023, and \$500,000 in 2024
- \$500,000 for the Scripps Research Molecular Imaging Center in 2020
- \$363,650 for the South Indian River Water Control District Section 7 Drainage Project in 2021
- \$750,000 for the Everglades Restoration Agricultural Community Employment Training program, despite the project not being funded in either the House or Senate original proposed budgets, and \$1,700,000 in 2022

Contact Person: Kasey Denny,

Phone Number: (954) 495-6333

E-mail Address: kdenny@pbcgov.org

Mailing Address: 301 North Olive Avenue, West Palm Beach, FL 33401

Type of Service: State Lobbying

Dates of Service: 2004 to Present

Hillsborough County Sheriff's Office

Our team was first engaged in the final days of the 2020 Legislative Session to obtain funding for a top priority of the Hillsborough County Sheriff's Office (HCSO), prior to the 2021 National Football League (NFL) Super Bowl in Tampa. Working directly with the Senate President, we secured over \$540,000 for an Explosive Ordnance Disposal Team Response Vehicle in our first Session and have been successful on their behalf every year since. On the policy side, we have spearheaded multiple adjustments to the Florida Retirement System (FRS) to benefit the law enforcement workforce.

- \$540,000 for an Explosive Ordnance Disposal Team Response Vehicle in 2020
- \$575,000 for a Port Tampa Safe Boat in 2021
- \$2,000,000 for a K9 Training Unit to serve the Tampa Bay region in 2022
- \$2,000,000 to complete the K9 Training Unit for the Tampa Bay region in 2023
- \$7,500,000 for a helicopter to serve the Tampa Bay region in 2024

Contact Person: Thomas St. John, Chief Deputy of Support Operations

Phone Number: (813) 363-3109

E-mail Address: tstjohn@hcsso.tampa.fl.us
Mailing Address: 2008 E. 8th Avenue, Tampa, FL 33605
Type of Service: State Lobbying
Dates of Service: 2020 to Present

Manatee County

Just prior to the 2022 Legislative Session, our firm was brought on board as the sole lobbying firm representing Manatee County at the state level. As the Tampa Bay region has continued to grow, so has Manatee County, creating a significant need for funding to support economic development through transportation and environmental resources. We have successfully obtained the following on behalf of Manatee County:

- \$23,000,000 for Rattlesnake Key
- \$7,500,000 for the Moccasin Wallow Road Expansion, Segment 2
- \$2,500,000 for the Pedestrian Overpass over US 41
- \$950,000 for Water Quality Improvement with Native Oysters and Clams
- \$900,000 for the Palmetto Green Bridge Fishing Pier Replacement
- \$3,000,000 in 2023 for Fort Hamer Bridge Design and Permitting
- \$2,500,000 in 2023 for Fort Hamer 4-Lane Design
- \$4,000,000 in 2023 and \$1,000,000 in 2024 for 44th Avenue East Connection
- \$2,500,000 in 2023 for 51st Street West Extension
- \$8,000,000 in 2023 for Moccasin Wallow Road Expansion Segment 3
- \$6,000,000 in 2024 for Moccasin Wallow Road Expansion Segment 5
- \$1,200,000 in 2024 for State Road 64 PD&E Study

Contact Person: Andy Butterfield, Chief of Staff
Phone Number: (941) 720-0772
E-mail Address: andy.butterfield@mymanatee.org
Mailing Address: 1112 Manatee Avenue West, Bradenton, FL 34205
Type of Service: State Lobbying
Dates of Service: 2022 to Present

AMPLIFY Clearwater

As the primary voice for the business community in Clearwater, we have engaged at the state level on behalf of AMPLIFY in almost every policy area imaginable. We have been successful in numerous aspects from VISIT Florida funding and reauthorization, to safeguarding Tourist Development Taxes, and addressing transportation issues, such as Drew Street, within the City. During their Board's annual trip to Tallahassee during the Legislative Session, we have facilitated key meetings for AMPLIFY with not only the Pinellas Delegation, but also key members of House and Senate leadership to elevate AMPLIFY's voice at the state level.

Contact Person: Amanda Payne
Phone Number: (304) 989-0664
E-mail Address: amanda@amplifclearwater.com
Mailing Address: 1346 S. Ft. Harrison Avenue, Clearwater, FL 33765
Type of Service: State Lobbying
Dates of Service: 2020 to Present

Florida Legislature Relationships

Our team has decades of hands-on experience in state legislative, administrative, and regulatory processes. Our work has taken us to every Cabinet member and legislator's office, to dozens of legislative staff desks, and every state agency in the State of Florida. This effort is one that has provided us the opportunity to make numerous connections. In this industry, one rarely meets a stranger, and while individuals may move between elected offices and workplaces, the relationships remain. Staff is often overlooked or disregarded by the lobby corps but, as some of us are former staff ourselves, we know firsthand how crucial those relationships are. We have known many of the people who are behind-the-scenes for years and feel strongly this has been imperative to our success.

Our state is large and diverse, and it is no insignificant feat to construct a network of contacts. We build relationships from the ground level, getting to know potential candidates and community leaders before they even officially file to run. Because we have been in the game for so long, many of our contacts have transitioned from staff, to local government, to the State Legislature. We knew them from the beginning, and that tenured bond is priceless for our clients.

Every day we provide unmatched access to elected officials for our clients. Whether that's for a meeting in their district or Capitol office, a tour of a client facility, or a virtual call, we help to facilitate meaningful statewide connections for clients. Access is key in this process, and the ability to get in the door for a conversation is half the battle. Execution of successful legislative strategies hinge on the ability of our clients to meet with the decision makers that govern their interests, and we are privileged to provide the access our clients need to accomplish their objectives.

As discussed previously within the RFP, we have been privileged to build longstanding relationships with leaders across the State of Florida, including but not limited to the Florida Legislature, Executive Branch, and across numerous counties and cities. We are honored to call House Speaker-Designate Danny Perez and Senate President-Designate Ben Albritton dear friends, as well as future Speakers Sam Garrison and Jennifer Canady, and future Presidents Jim Boyd and Jay Trumbull. As a Tampa Bay-based firm, we guarantee unequivocally that no other firm can offer the same relationships with expected incoming House and Senate Appropriations Chairs, Representative Lawrence McClure and Senator Ed Hooper, and the anticipated appropriations chairs to follow them in coming years. Our relationships with the Pinellas Delegation run deep, many of whom we knew long before they decided to run for office.

To achieve your goals, we are confident we can also provide the access you need to the Office of the Governor, Chief Financial Officer, Attorney General, or Commissioner of Agriculture; Agency for Health Care Administration; Department of Transportation; Department of Commerce; Department of Business and Professional Regulation; Department of Environmental Protection; Florida Digital Service; or any other executive agency that you need to build advocates.

Our Florida Legislature relationships include, but are not limited to:

Office of President-Designate Ben Albritton

Contact: President-Designate Ben Albritton

Phone: (863) 534-0073

Office of Speaker-Designate Danny Perez

Contact: Speaker-Designate Danny Perez

Phone: (305) 348-1414

Office of Representative Lawrence McClure

Contact: Representative Lawrence McClure

Phone: (813) 757-9110

Office of Representative Adam Anderson

Contact: Representative Adam Anderson

Phone: (727) 722-7000

Office of Representative Kimberly Berfield

Contact: Representative Kimberly Berfield

Phone: (727) 216-6035

Office of Representative Linda Chaney

Contact: Representative Linda Chaney

Phone: (727) 471-4672

Office of Senator Nick DiCeglie

Contact: Senator Nick DiCeglie

Phone: (727) 563-1910

Office of Senator Ed Hooper

Contact: Senator Ed Hooper

Phone: (727) 771-2102

Office of Representative Berny Jacques

Contact: Representative Berny Jacques

Phone: (727) 519-0560

Office of Senator Darryl Rouson

Contact: Senator Darryl Rouson

Phone: (727) 822-6828

TAB 3

TAB 3: Qualifications Education and Training of Lobbyists.

Jeff Johnston | President & Partner

Through years of hard work and dedication, Jeff has risen to become one of the most powerful lobbyists in Tallahassee. His expertise in the legislative, budgetary, and political process has become widely respected by legislators and staff alike and has allowed him to deliver remarkable results for clients.

Jeff's leadership, competitive spirit, and understanding of Florida's business industries has been instrumental in providing strategy and direction to Florida's largest, most recognized businesses. He has proven himself to be a thoughtful leader and partner with a proven track record of delivering strategic solutions for complex issues. His close and extensive relationships allow him to access legislators and members of the executive branch in a way unequivocal to others.

When not in Session, Jeff can be found traveling throughout the state, participating in fundraising and political party events on behalf of the firm and its clients. He is sought after by clients, legislators, and candidates alike to consult on campaign and fundraising strategies, with the understanding that his and the firm's support will open doors in Tallahassee.

Jeff was born in Smithtown, New York, raised in Tampa Bay and received his business management degree from Saint Leo University. He and his wife, Cristina, have two daughters, Juliana and Jasmine, and reside in Tampa. Jeff serves on the board of Balanced Life Warriors, a not-for-profit that works with veterans suffering from PTSD, and More Transplants More Life. He is also a past board member of the Tampa Bay Chamber of Commerce. In 2018, he received second place in Florida Politics' list of Best Lobbyists in Florida.



Bachelor of Arts, Business Management, Saint Leo University (1988)

2019 - Present: President & Partner, Johnston & Stewart Government Strategies

Tampa and Tallahassee, FL

- Leads all advocacy and strategy endeavors for the firm
- Responsible for overall operation of the firm, offices, and staff members
- Identifies and executes appropriate strategies through which to pursue budgetary and legislative priorities
- Responsible for firm's fundraising activities
- Represents the firm's clients before local government, state government, and executive branch of government
- Testifies on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings

- Assists in the drafting and coordination of legislation and amendment language
- Works with clients in the creation of legislative agendas
- Builds relationships between elected officials and clients
- Develops coalitions and works with opposing efforts to mediate workable solutions
- Provides inclusive consulting, strategy development, and recommendations for navigating the political and governmental processes

2005-2019: Managing Partner, Corcoran & Johnston Government Relations

Tampa and Tallahassee, FL

- Responsible for overall operation of the firm, offices, and staff members
- Directed all advocacy efforts for the firm
- Led political strategy discussions for the firm
- Responsible for firm's fundraising activities
- Represented the firm's clients before local government, state government, and executive branch of government
- Testified on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Participated in the drafting of legislation and amendments
- Worked with clients in the creation of legislative agendas
- Provided inclusive government consulting for all clients

Honors and Awards

Inauguration Committee Member, Governor Ron DeSantis

2018 Best Lobbyist in Florida, Runner-Up, Florida Politics

Past Board Member, Tampa Bay Chamber of Commerce

Balanced Life Warriors, Board Member

More Transplants, More Life, Board Member

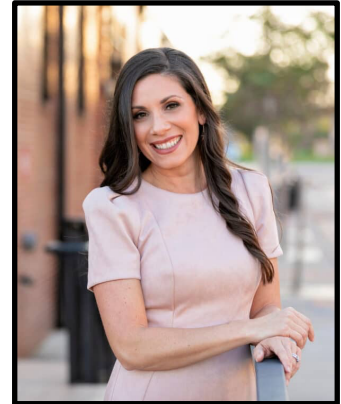
Amanda Stewart | Chief Executive Officer & Partner

Amanda offers more than 20 years of engagement within the legislative process and can attribute her countless career successes to her understanding of Florida’s political processes, as well as her ability to leverage numerous long-term and statewide relationships. Her experience has given way to significant victories in both policy and budget at the state level on behalf of clients.

As a Floridian since the age of four, and a career immersed in local and state government and politics, Amanda’s impressive network of relationships with the legislature and executive branches are abundant and understanding of Florida’s stakeholders is thorough. She is proficient in guiding legislation and amendments and directing communication to elected officials and staff. This is in addition to her mastery of the budget process and ability to direct funding projects, producing hundreds of millions of dollars in funding for clients over the years.

Amanda has an extensive, insider knowledge of the legislative process, having served as Senior Legislative Aide to a former State Representative and Chair of Education Committees. She has directed policy, presented bills, led appropriations, guided communication, operated as an external liaison, and also served as staff alongside current legislators. Outside of the legislative process, Amanda has been an integral part of both local and state campaigns, consulting on grassroots advocacy and funding strategies.

Amanda was born in New Jersey, raised in Tampa Bay and is an alum of Florida State University. She is married to Abe and is the proud mother to their son, Cole, and daughter, Mila. She was named one of the 20 Rising Stars in Florida Politics in 2015.



Bachelor of Science, Political Science, Florida State University (2002)

2019 - Present: Chief Executive Officer & Partner, Johnston & Stewart Government Strategies

Tampa and Tallahassee, FL

- Leads all advocacy and strategy endeavors for the firm
- Responsible for overall operation of the firm, offices, and staff members
- Represents the firm’s clients before local government, state government, and executive branch of government
- Identifies and executes appropriate strategies through which to pursue budgetary and legislative priorities
- Responsible for firm’s fundraising activities and clients’ political contribution strategy development
- Assists in the drafting and coordination of legislation and amendment language
- Works with clients in the creation of legislative agendas
- Builds relationships between elected officials and clients
- Develops coalitions and works with opposing efforts to mediate workable solutions

- Provides inclusive consulting, strategy development, and recommendations for navigating the political and governmental processes

2015-2019: Partner, Corcoran & Johnston Government Relations

2009-2015: Associate, Corcoran & Johnston Government Relations

Tampa and Tallahassee, FL

- Assisted in overall operation of the firm, offices, and staff members
- Assisted in all advocacy and strategy efforts for the firm
- Responsible for firm's and clients' political contribution strategy development
- Represented the firm's clients before local government, state government, and executive branch of government
- Testified on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Participated in the drafting of legislation and amendments
- Responsible for the firm's intern program
- Responsible for the overall creation, planning and execution of clients' Days at the Capitol
- Worked with clients in the creation of legislative agendas and provided policy and budgetary recommendations
- Assisted in the preparation of all appropriations documents and forms mandated by the Florida Legislature
- Provided inclusive government consulting for all clients

Honors and Awards

2021 Golden Rotunda Award for Best Boutique Lobbying Firm, Influence Magazine

Inaugural List of Rising Stars in Florida Politics, Influence Magazine

Anita Berry | Senior Government Consultant

With more than a decade of experience, Anita brings a background in healthcare, business development and community relations to the firm. Combining her expertise and network of local relationships, she has proven adept at quickly learning client issues and navigating Florida's political process to bring success on behalf of clients. Her proficiency in business development and community relations has helped to facilitate numerous strategic partnerships with private-sector companies, non-profit organizations, and governmental agencies throughout her career.



Anita previously served as the Government and Corporate Relations Manager for Johns Hopkins All Children's Hospital in St. Petersburg, after relocating from Johns Hopkins Medicine in Baltimore as part of the hospital integration in 2012. At Johns Hopkins All Children's Hospital, Anita managed government relations activities at the local, state, and federal levels, working to successfully advocate for the hospital's policy and budgetary agenda. Accordingly, she has an extensive understanding of health care policy and has built relationships at all levels of government throughout the Tampa Bay region.

Anita began her career as a legislative assistant for a mental health organization in Washington, D.C. Born and raised in Maryland, she received her degree in communications from Susquehanna University and holds a Master of Public Administration from Rutgers University. She and her husband, Ben, live in St. Petersburg with their daughter, Laureline, and two dachshunds.

Anita has served on the Board of PACE Center for Girls Pinellas, as well as on the respective policy committees for the Tampa Bay Chamber of Commerce, St. Petersburg Chamber of Commerce, and AMPLIFY Clearwater. She was named a 2019 30-Under-30 Rising Star in Florida Politics.

Master's in Public Administration, Rutgers University (2017)
Bachelor of Arts, Public Relations, Susquehanna University (2010)

2019 - Present: Senior Government Consultant, Johnston & Stewart Government Strategies
Tampa and Tallahassee, FL

- Represents the firm's clients before local government, state government, and executive branch of government
- Identifies and executes appropriate strategies through which to pursue budgetary and legislative priorities
- Assists firm's fundraising activities and clients' political contribution strategy development
- Assists in the drafting and coordination of legislation and amendment language
- Builds relationships between elected officials and clients
- Assists in building coalitions and works with opposing efforts to mediate workable solutions
- Assists in the preparation of all appropriations documents and forms mandated by the Florida Legislature
- Responsible for the firm's intern program
- Responsible for the overall creation, planning and execution of clients' Days at the Capitol

- Testifies on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Leads local Tampa Bay area lobbying effort for the firm
- Provides inclusive consulting, strategy development, and recommendations for navigating the political and governmental processes

2016-2019: Associate, Corcoran & Johnston Government Relations

Tampa and Tallahassee, FL

- Represented the firm's clients before local government, state government, and executive branch of government
- Testified on behalf of clients before the Florida House of Representatives and Florida Senate committee hearings
- Participated in the drafting of legislation and amendments
- Assisted with the firm's intern program
- Assisted in the overall creation, planning and execution of clients' Days at the Capitol
- Worked with clients in the creation of legislative agendas and provided policy and budgetary recommendations
- Assisted in the preparation of all appropriations documents and forms mandated by the Florida Legislature

2012-2016: Government and Corporate Relations Manager, Johns Hopkins All Children's Hospital

St. Petersburg, FL

- Oversaw government relations initiatives for the hospital on the local, state, and federal levels, ensuring children's health priorities were reflected in legislative and regulatory decisions
- Led the identification, analysis, and tracking of relevant policy issues, including engaging stakeholders and elected officials to convey impacts to the hospital
- Advocated with state legislative leadership to successfully advance the mission of the hospital and raise awareness for specialty children's hospitals throughout Florida, including protection of vital state funding and consideration of the unique impact of healthcare policy on pediatrics
- Managed relationships with a team of third-party lobbyists, in addition to the Johns Hopkins Medicine federal affairs team, Children's Hospital Association, Florida Hospital Association, and Safety Net Hospital Alliance to ensure a synchronized approach on issues
- Regularly consulted with a national network of professionals to identify legislative and regulatory trends in other states and determine an appropriate strategy in Florida
- Utilized an internal hospital advocacy council to review progress on legislative priorities, discuss additional priorities, and monitor value creation from past and current advocacy efforts
- Cultivated and managed relationships with state and local officials, regulatory agencies, and community organizations, including participating on various public policy boards, representing the hospital at external functions, and targeting key leaders for hospital tours or meetings

Honors and Awards

Board Member and Public Policy Committee Member, AMPLIFY Clearwater

2019 30-Under-30 in Florida Politics, Influence Magazine

Past Board Member, PACE Center for Girls Pinellas

Past Public Policy Committee Member, St. Petersburg Chamber of Commerce

Past Public Policy Committee Member, Tampa Bay Chamber of Commerce

Lauren Lange | Government Consultant

Lauren brings over eight years of experience in the public sector, serving in both state and federal government capacities.

Most recently, Lauren served as the Health and Human Services Policy Chief in the Executive Office of Florida Governor Ron DeSantis. In this role, she oversaw the implementation of a portfolio of healthcare policy priorities within six state agencies for the Governor, while also advising and delivering briefings on pending healthcare legislation and initiatives. Prior to that, she acted as the Special Projects Coordinator, helping to advance the Governor's policy priorities and work on a wide range of complex policy issues including local government initiatives, healthcare, higher education, insurance reform, appropriations, and immigration policy.



Before joining the Governor's Office, Lauren served as a Legislative Assistant to former Senate Majority Leader Debbie Mayfield and as an Office Aide to former Representative Frank White. She provides additional experience through her time with the Children's Bureau at the U.S. Department of Health and Human Services and in Legislative Affairs at the Florida Department of Children and Families. This work has led her to have both a thorough understanding of the legislative process, and valuable insight into child welfare and healthcare policy.

Lauren is a proud graduate of Florida State University where she received both her Master's in Public Administration and her Bachelor's in Political Science and Sociology. She serves on the Whole Child Leon's Board of Directors and was named a 2022 30-Under-30 Rising Star in Florida Politics.

Master's in Public Administration, Florida State University (2019)

Bachelor of Science, Political Science and Sociology, Florida State University (2017)

July 2024 - Present: Government Consultant, Johnston & Stewart Government Strategies

Tallahassee, FL

- Represents the firm's clients before local government, state government, and executive branch of government
- Strategizes and advocates for the best avenues to secure budgetary and legislative priorities for clients
- Assists in the drafting and coordination of legislation and amendment language
- Builds relationships between elected officials and clients
- Assists in the preparation of appropriations documents and forms mandated by the Florida Legislature
- Helps plan and execute clients' Days at the Capitol
- Provides consulting, strategy development, and recommendations for navigating the political and governmental processes
- Engages with clients on the creation of legislative agendas

August 2020- July 2024: Executive Office of the Florida Governor, Office of Policy and Budget
Tallahassee, FL

Policy Chief, Health and Human Services

- Supervise, coordinate, and advise on all pending legislation, policy analysis, legislative bill tracking, and legislative member communication within the HHS unit
- Provide direct coordination and oversight of the HHS Unit's six state agencies' legislative priorities and policies (state agencies include AHCA, DCF, DOH, APD, DOEA, and DVA)
- Prepare and deliver legislative briefings to the Governor and senior staff on health and human services initiatives that include, but are not limited to, child welfare, Medicaid, substance misuse, access to quality care, mental health, public health threats, homelessness, veterans, developmental disabilities, and healthcare providers
- Assist in formulating, assessing, prioritizing, and making policy recommendations
- Draft legislation, amendments, executive orders, and state agency directives for the Chief of Staff and the Governor
- Act as the OFARR Delegate and review all rules for each of the HHS agencies
- Assist the First Lady with major HHS initiatives
- Oversee implementation of all policy initiatives to ensure follow through and collaboration between the executive branch, state agencies, and legislators
- Provide coordination, response, and recovery assistance for major disasters
- Supervise research and development of reports

Special Projects Coordinator

- Draft legislation, amendments, executive orders, and state agency directives for the Chief of Staff and the Governor
- Prepare and deliver legislative briefings to the Governor and senior staff
- Monitor and coordinate the progress of priority legislation throughout the legislative process
- Collaborate with Communications, External Affairs, Legislative Affairs, the General Counsel's office, and other senior staff members on the Governor's key policy announcements and related events across the state
- Organize and oversee implementation of all policy initiatives to ensure follow through and collaboration between the executive branch, state agencies, and legislators

Policy and Special Projects Analyst, Health and Human Services

- Create and develop policy initiatives to advance the Governor's priorities
- Develop and edit bill one pagers, committee notes, presentations, and briefing documents
- Write, track, and review proposed and filed legislation
- Coordinate the completion of health and human services related special projects
- Meet with key stakeholders, agency staff, and lobbyists on all health and human services related topics
- Assist the First Lady of Florida with her health and human services initiatives
- Review all health and human services related proclamations

Budget Management Analyst

- Assist in creating the Governor's Recommended Budget
- Review agency's Legislative Budget Reports and analyze their priorities
- Data entry into the legislative appropriation system and public budgeting subsystem mainframe and website
- Analyze budget and policy requests on behalf of the Florida Governor
- Track and review legislation and create briefing documents

January 2020- April 2020: Legislative Assistant, Senator Debbie Mayfield, Florida Senate

Tallahassee, FL

- File, track, and oversee all local funding initiative requests for the FY 2020-2021 Florida Budget appropriation process
- Perform extensive background research on a bill or appropriation request in working it through the committee process
- Prepare speeches, letters, summaries, talking points, reports, and informational memoranda for the Senator
- Manage the Senator's calendar and schedule appointments
- Staff the Senator at events and press conferences
- Meet with constituents, lobbyists, and other stakeholders to share concerns, identify key issues for the district, and gather information regarding appropriations or policy requests
- Assist in preparing and distributing press releases, newsletters, social media content, and other public information data
- Advise and brief the Senator on legislation, budget requests, and projects in her district
- Respond to constituent concerns/inquiries by seeking solutions to problems or facilitating in the communication with the appropriate state agencies
- Assist in managing the office and all functions related to overseeing an intern

September 2019 - January 2020: Child Welfare Management Assistant, U.S. Department of Health and Human Services

Washington, D.C.

- Support a variety of initiatives that empower families, individuals, and grantees, and improve access to services to create strong, healthy communities and to establish a standard of care for youth in the child welfare system
- Work closely with the Children's Justice Act Grantees, State Liaison Officers, and the Hotline, Intake and Screening Managers in managing their grants and creating webinars and other supportive resources for these constituencies
- Act as a Children's Bureau Representative at cross-department initiatives, events, and task force meetings like ACF's Early Childhood Collaborative and the Federal Interagency Task Force on Missing and Exploited Children
- Conduct projects either individually or in collaboration with Agency staff on issues concerning ACF programs, strategically reviewing findings and developments for the Agency and their mission
- Support logistics for grantee kickoff meetings, annual meetings, budgets, and summits
- Provide direct administrative, procedural, and informational resource assistance and support to ACF program staff
- Produce, review, and edit social media content to ensure consistency with the Department's branding
- Develop content and draft written materials for manuals, trainings, educational resources, social media content, talking points, information memoranda, and identify data inconsistencies
- Aid the Director of Regional Programs for the Children's Bureau in the creation of a survey to manage training resources and data collection

August 2018- May 2019: Legislative Affairs Staff Assistant, Florida Department of Children and Families

Tallahassee, FL

- Assist legislators, elected officials, and their staff with constituent issues pertaining to programs that are either provided by or overseen by the Department
- Review and analyze all Legislatively Mandated Reports

- Collect and analyze program and budget data and assist in the review and analysis of legislation, research materials, and other information related to assigned child welfare and health policy subject areas
- Organize meetings between Department leadership and key legislators, elected officials, their staff, senior stakeholders, and influencers to prioritize legislative requests for the Department
- Track and handle all requests and inquiries from legislators, elected officials, and their staff and coordinate review across teams to ensure consistent messaging with the Department's mission and values
- Draft and develop written testimony for bill hearings and strategies for bill advancement
- Create and maintain program information briefs, materials, and other resources for use with legislators, elected officials, and their staff
- Assist with coordination of the Florida Children and Youth Cabinet and strategize for its future

May 2018 - August 2018: Finance Assistant, Ron DeSantis for Governor Campaign

Tallahassee, FL

- Research and compile data on donor history, Florida legislative topics, and fundraising trends
- Track/file/report incoming contributions for a statewide campaign and identifying data inconsistencies
- Fundraise in order to support the campaign and the vision of the candidate
- Plan, strategize, and oversee successful fundraising events across the state with individual donations of up to \$500,000 and create strong working relationships with key stakeholders around the state and nation
- Edit and create publications and talking points for emails, flyers, graphics, social media content and event introductions

September 2017- March 2018: Office Aide, Representative Frank White, Florida House of Representatives

Tallahassee, FL

- Fill out and file appropriation requests
- Analyze, track, and research bills and create talking points
- Draft and develop speeches, talking points, and questions for bill hearings
- Help start and oversee the Technology Caucus
- Coordinate site visits, tours, and district events for the Representative
- File amendments to legislation
- Creative initiatives to ensure constituents stay informed through social media accounts (Facebook, Twitter, Instagram)
- Facilitate meetings with lobbyists, constituents, and other stakeholders to ensure their voice is heard and reflected in policies

Honors and Awards

Board Member, Whole Child Leon

2022 30-Under-30 in Florida Politics, Influence Magazine

TAB 4

TAB 4: Cost for Services.

Our firm would be proud to work with you. With our long history and background working with all levels of government in Florida, we can quickly understand your priorities, develop an understanding of what needs to be done to accomplish your goals, and get to work instantly to achieve your objectives in an unmatched manner.

We are eager for the opportunity to work with you on behalf of your residents. If selected as your representation, we would begin immediately working with you to lay the groundwork for your legislative agenda. We believe utilization of a proactive approach is vital and, from the moment you engage with us, we will be active partners every step of the way.

Tampa Bay - and for some of us, Pinellas County specifically - is our home. We are continuously excited for the responsibility of helping to shape the future of this incredible region in which we have chosen to live and raise our families. It would be our distinct honor to represent the City of Clearwater.

We propose the services outlined throughout this proposal for an annual fee of \$60,000, which can be paid in a monthly retainer of \$5,000. This rate is inclusive of all direct and indirect costs.

Tampa Office

21748 State Road 54
Suite 101
Lutz, Florida 33549

Tallahassee Office

101 East College Avenue
Suite 502
Tallahassee, Florida 32301

St. Petersburg Office

1047 38th Avenue Northeast
St. Petersburg, Florida 33704

Phone

813.345.4104

TAB 5

TAB 5: Other Forms.

1. Exceptions/Additional Materials/Addenda Form
2. Vendor Information Form
3. Vendor Certification of Proposal Form
4. Scrutinized Companies form(s) as required
5. E-Verify Eligibility Form
6. W-9 Form

EXCEPTIONS / ADDITIONAL MATERIAL / ADDENDA

Proposers shall indicate any and all exceptions taken to the provisions or specifications in this solicitation document. Exceptions that surface elsewhere and that do not also appear under this section shall be considered invalid and void and of no contractual significance.

Exceptions (mark one):

****Special Note – Any material exceptions taken to the City’s Terms and Conditions may render a Proposal non-responsive.**

- No exceptions
 Exceptions taken (describe--attach additional pages if needed)

Additional Materials submitted (mark one):

- No additional materials have been included with this proposal
 Additional Materials attached (describe--attach additional pages if needed)

Acknowledgement of addenda issued for this solicitation:

Prior to submitting a response to this solicitation, it is the vendor’s responsibility to confirm if any addenda have been issued.

Addenda Number	Initial to acknowledge receipt

Vendor Name Johnston & Stewart Government Strategies

Date: 8/8/2024

VENDOR INFORMATION

Company Legal/Corporate Name: Johnston & Stewart Government Strategies

Doing Business As (if different than above): _____

Address: 21748 SR 54 Suite 101

City: Lutz State: FL Zip: 33549 -

Phone: 813-345-4104 Fax: _____

E-Mail Address: amanda@johnstonstewart.com Website: www.johnstonstewart.com

DUNS # 117258878

Remit to Address (if different than above):

Order from Address (if different from above):

Address: _____

Address: _____

City: _____ State: _____ Zip: _____

City: _____ State: _____ Zip: _____

Contact for Questions about this proposal:

Name: Amanda Stewart

Fax: _____

Phone: 813-404-5216

E-Mail Address: amanda@johnstonstewart.com

Day-to-Day Project Contact (if awarded):

Name: Amanda Stewart

Fax: _____

Phone: 813-404-5216

E-Mail Address: amanda@johnstonstewart.com

____ Certified Small Business

Certifying Agency: _____

____ Certified Minority, Woman or Disadvantaged Business Enterprise

Certifying Agency: _____

Provide supporting documentation for your certification, if applicable.

VENDOR CERTIFICATION OF PROPOSAL

By signing and submitting this Bid/Proposal/Qualification/Response, the Vendor certifies that:

- a) It is under no legal prohibition on contracting with the City of Clearwater.
- b) It has read, understands, and is in compliance with the specifications, terms and conditions stated herein, as well as its attachments, and any referenced documents.
- c) It has no known, undisclosed conflicts of interest.
- d) The prices offered were independently developed without consultation or collusion with any of the other vendors or potential vendors or any other anti-competitive practices.
- e) No offer of gifts, payments or other consideration were made to any City employee, officer, elected official, or consultant who has or may have had a role in the procurement process for the commodities or services covered by this contract. The Vendor has not influenced or attempted to influence any City employee, officer, elected official, or consultant in connection with the award of this contract.
- f) It understands the City may copy all parts of this response, including without limitation any documents or materials copyrighted by the Vendor, for internal use in evaluating respondent's offer, or in response to a public records request under Florida's public records law (F.S. Chapter 119) or other applicable law, subpoena, or other judicial process; provided that the City agrees not to change or delete any copyright or proprietary notices.
- g) It hereby warrants to the City that the Vendor and its subcontractors will comply with, and are contractually obligated to comply with, all federal, state, and local laws, rules, regulations, and executive orders.
- h) It certifies that Vendor is not presently debarred, suspended, proposed for debarment, declared ineligible, voluntarily excluded, or disqualified from participation in this matter from any federal, state, or local agency.
- i) It will provide the commodities or services specified in compliance with all federal, state, and local laws, rules, regulations, and executive orders if awarded by the City.
- j) It is current in all obligations due to the City.
- k) It will accept all terms and conditions as set forth in this solicitation if awarded by the City.
- l) The signatory is an officer or duly authorized representative of the Vendor with full power and authority to submit binding offers and enter into contracts for the commodities or services as specified herein.

ACCEPTED AND AGREED TO:

Company Name: Johnston & Stewart Government Strategies

Signature: 

Printed Name: Amanda Stewart

Title: Chief Executive Officer

Date: 8/8/2024

SCRUTINIZED COMPANIES FORMS

SCRUTINIZED COMPANIES AND BUSINESS OPERATIONS WITH CUBA AND SYRIA CERTIFICATION FORM

IF YOUR BID/PROPOSAL IS \$1,000,000 OR MORE, THIS FORM MUST BE COMPLETED AND SUBMITTED WITH THE BID/PROPOSAL. FAILURE TO SUBMIT THIS FORM AS REQUIRED MAY DEEM YOUR SUBMITTAL NONRESPONSIVE.

The affiant, by virtue of the signature below, certifies that:

- 1. The vendor, company, individual, principal, subsidiary, affiliate, or owner is aware of the requirements of section 287.135, Florida Statutes, regarding companies on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, or engaging in business operations in Cuba and Syria; and
2. The vendor, company, individual, principal, subsidiary, affiliate, or owner is eligible to participate in this solicitation and is not listed on either the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Sector List, or engaged in business operations in Cuba and Syria; and
3. Business Operations means, for purposes specifically related to Cuba or Syria, engaging in commerce in any form in Cuba or Syria, including, but not limited to, acquiring, developing, maintaining, owning, selling, possessing, leasing or operating equipment, facilities, personnel, products, services, personal property, real property, military equipment, or any other apparatus of business or commerce; and
4. If awarded the Contract (or Agreement), the vendor, company, individual, principal, subsidiary, affiliate, or owner will immediately notify the City of Clearwater in writing, no later than five (5) calendar days after any of its principals are placed on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Sector List, or engaged in business operations in Cuba and Syria.

Amanda Stewart
Authorized Signature

Amanda Stewart
Printed Name

Chief Executive Officer
Title

Johnston & Stewart Government Strategies
Name of Entity/Corporation

STATE OF Florida

COUNTY OF Pasco

The foregoing instrument was acknowledged before me by means of [X] physical presence or [] online notarization on, this 8th day of August, 20 24, by Amanda Stewart (name of person whose signature is being notarized) as the Chief Executive Officer (title) of Johnston & Stewart Government Strategies (name of corporation/entity), personally known X, or produced (type of identification) as identification, and who did/did not take an oath.



Jennifer F Kocher
Notary Public
Printed Name

My Commission Expires: 6/21/2026
NOTARY SEAL ABOVE

SCRUTINIZED COMPANIES FORMS

SCRUTINIZED COMPANIES THAT BOYCOTT ISRAEL LIST CERTIFICATION FORM
THIS FORM MUST BE COMPLETED AND SUBMITTED WITH THE BID/PROPOSAL.
FAILURE TO SUBMIT THIS FORM AS REQUIRED MAY DEEM YOUR SUBMITTAL
NONRESPONSIVE.

The affiant, by virtue of the signature below, certifies that:

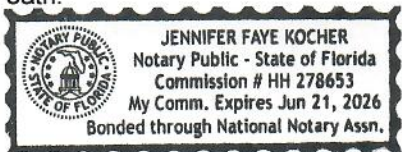
- 1. The vendor, company, individual, principal, subsidiary, affiliate, or owner is aware of the requirements of section 287.135, Florida Statutes, regarding companies on the Scrutinized Companies that Boycott Israel List, or engaged in a boycott of Israel; and
2. The vendor, company, individual, principal, subsidiary, affiliate, or owner is eligible to participate in this solicitation and is not listed on the Scrutinized Companies that Boycott Israel List, or engaged in a boycott of Israel; and
3. "Boycott Israel" or "boycott of Israel" means refusing to deal, terminating business activities, or taking other actions to limit commercial relations with Israel, or persons or entities doing business in Israel or in Israeli-controlled territories, in a discriminatory manner. A statement by a company that it is participating in a boycott of Israel, or that it has initiated a boycott in response to a request for a boycott of Israel or in compliance with, or in furtherance of, calls for a boycott of Israel, may be considered as evidence that a company is participating in a boycott of Israel; and
4. If awarded the Contract (or Agreement), the vendor, company, individual, principal, subsidiary, affiliate, or owner will immediately notify the City of Clearwater in writing, no later than five (5) calendar days after any of its principals are placed on the Scrutinized Companies that Boycott Israel List, or engaged in a boycott of Israel.

Amanda Stewart
Authorized Signature
Amanda Stewart
Printed Name
Chief Executive Officer
Title
Johnston & Stewart Government Strategies
Name of Entity/Corporation

STATE OF Florida

COUNTY OF Pasco

The foregoing instrument was acknowledged before me by means of [X] physical presence or [] online notarization on, this 8th day of August, 20 24, by Amanda Stewart (name of person whose signature is being notarized) as the Chief Executive Officer (title) of Johnston & Stewart Government Strategies (name of corporation/entity), personally known X, or produced (type of identification) as identification, and who did/did not take an oath.



Notary Public
Jennifer F Kocher
Printed Name Type text here

My Commission Expires: 6/21/2026
NOTARY SEAL ABOVE

E-VERIFY ELIGIBILITY FORM

VERIFICATION OF EMPLOYMENT ELIGIBILITY FORM

PER FLORIDA STATUTE 448.095, CONTRACTORS AND SUBCONTRACTORS MUST REGISTER WITH AND USE THE E-VERIFY SYSTEM TO VERIFY THE WORK AUTHORIZATION STATUS OF ALL NEWLY HIRED EMPLOYEES.

THIS FORM MUST BE COMPLETED AND SUBMITTED WITH THE BID/PROPOSAL. FAILURE TO SUBMIT THIS FORM AS REQUIRED MAY DEEM YOUR SUBMITTAL NONRESPONSIVE.

The affiant, by virtue of the signature below, certifies that:

1. The Contractor and its Subcontractors are aware of the requirements of Florida Statute 448.095.
2. The Contractor and its Subcontractors are registered with and using the E-Verify system to verify the work authorization status of newly hired employees.
3. The Contractor will not enter into a contract with any Subcontractor unless each party to the contract registers with and uses the E-Verify system.
4. The Subcontractor will provide the Contractor with an affidavit stating that the Subcontractor does not employ, contract with, or subcontract with unauthorized alien.
5. The Contractor must maintain a copy of such affidavit.
6. The City may terminate this Contract on the good faith belief that the Contractor or its Subcontractors knowingly violated Florida Statutes 448.09(1) or 448.095(2)(c).
7. If this Contract is terminated pursuant to Florida Statute 448.095(2)(c), the Contractor may not be awarded a public contract for at least 1 year after the date on which this Contract was terminated.
8. The Contractor is liable for any additional cost incurred by the City as a result of the termination of this Contract.



Authorized Signature
Amanda Stewart

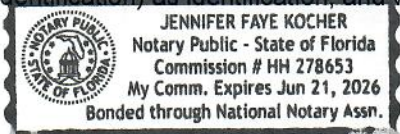
Printed Name
Chief Executive Officer

Title
Johnston & Stewart Government Strategies

Name of Entity/Corporation

STATE OF Florida
COUNTY OF Pasco

The foregoing instrument was acknowledged before me by means of physical presence or online notarization on, this 8th day of August, 2024, by Amanda Stewart (name of person whose signature is being notarized) as the Chief Executive Officer (title) of Johnston & Stewart Government Strategies (name of corporation/entity), personally known X, or produced _____ (type of identification) as identification, and who did/did not take an oath.





Notary Public
Jennifer F Kocher

Printed Name

My Commission Expires: 6/21/2026
NOTARY SEAL ABOVE

Request for Taxpayer Identification Number and Certification

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

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

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. Johnston & Stewart Government Strategies, LLC	
2 Business name/disregarded entity name, if different from above	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.	
<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) ▶ <u>S</u> <small>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small> <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. 21748 State Road 54, Suite 101	Requester's name and address (optional)
6 City, state, and ZIP code Lutz, FL 33549	
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	4	-	3	2	4	3	7	6	9	

Part II Certification

Under penalties of perjury, I certify that:

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

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

Sign Here

Signature of U.S. person ▶ *Amanda Stewart*

Date ▶ *1/15/2024*

General Instructions

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

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

Purpose of Form

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

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
 - Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
 - Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
 - Form 1099-S (proceeds from real estate transactions)
 - Form 1099-K (merchant card and third party network transactions)
 - Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
 - Form 1099-C (canceled debt)
 - Form 1099-A (acquisition or abandonment of secured property)
- Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

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