



Presented To:

The City of Clearwater

**Request for Proposals
#46-20
State Lobbying Services**

July 24, 2020

Presented by:

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July 24, 2020

Ms. Lori Vogel, CPPB
Procurement Manager
City of Clearwater Procurement Division
100 S Myrtle Ave
Clearwater, FL 33756-5520
PO Box 4748, 33758-4748

RE: Request for Proposals: #46-20 – State Lobbying Services

Dear Ms. Vogel:

Dean, Mead & Dunbar ("Dean Mead" or "the Firm") is pleased to respond to the City of Clearwater Request for Proposal Number 46-20 for **State Lobbying Services**. On the following pages, you will find our detailed proposal to provide full-service lobbyist representation for the City.

We are honored to currently represent the City of Clearwater before state government and hope to continue our successful and productive tenure as the City's lobbyist. We also represent a range of private sector interests, as well as public entities. That experience, coupled with our specific knowledge of the issues impacting the City of Clearwater, allows us to continue to seamlessly provide the services outlined in the scope of services as the Legislature prepares for the 2021 Legislative Session.

Our successes for the City of Clearwater and our other public sector clients are detailed in the proposal below, and they span a wide variety of substantive and budgetary issues. The members of the Firm's Government Relations and Lobbying Team have been active stakeholders in many statewide issues which impact the City, such as beach nourishment, tourist development taxes, public mooring, vacation rentals, law enforcement body cameras, municipal elections, red-light cameras, local business taxes, economic development programs, homelessness initiatives, public records abuses and water supply and water quality.

Our team has a great depth of relationships with the people who are key in the legislative process and with state agencies, and we know that we are trusted and respected by governmental leaders and their staffs.

At Dean Mead, our Government Relations and Lobbying Team is very experienced and hands-on. We have developed a highly effective governmental relations team because we are knowledgeable and strategic, but also because we are good communicators, both with our clients and Florida's elected leaders. The City of Clearwater has had, and will continue to have, direct access to a former State Representative and veteran lobbyist, Mr. Peter Dunbar, who celebrated his 54th

legislative session in Tallahassee this year. Mr. Dunbar is surrounded by an excellent team with the combined experience of over 150 years working on the ground in Tallahassee. The Dean Mead team includes Martha Edenfield, Marc Dunbar, Christopher Moya, French Brown, Jennifer Ungru, and Angela Bonds. Key Project Managers, Peter Dunbar and Martha Edenfield, will serve as the main points of contact for the City regarding State Lobbying Services. You have our commitment the City will have immediate access to our entire team, and will always have timely and in-depth attention to your issues.

We have a strong base of knowledge of the unique characteristics and issues facing the City of Clearwater, and we hope to continue to put this knowledge to work for you. We have a keen understanding of the nature and scope of the work to be performed pursuant to this RFP for State Lobbying Services, including the representation of the City in advocating its Legislative Priorities.

Dean Mead recently celebrated its 40 year anniversary of being established as a Florida law firm. Dean Mead is qualified and financially capable of providing the necessary resources to fulfill the duties as described in this response and as required in the RFP. Our firm and all assigned professionals possess all licenses, registration and certifications required to provide the requested services in the State of Florida, and the City of Clearwater. We are committed to perform the services outlined in the RFP for the duration of the contract.

Thank you for considering our qualifications. We welcome the opportunity to interview in-person or by other means if the City would like to do so in advance of making a selection. We believe our skills, knowledge and relationships are an asset to the City of Clearwater's state lobbying program and hope to continue to have the opportunity to serve you.

Sincerely yours,



Marc D. Chapman
President
Dean Mead

Introduction and Executive Summary

The Law Firm of Dean Mead is pleased to submit this Proposal to provide State Lobbying Services in representation of the City of Clearwater. Our experience and expertise make us uniquely able and well-qualified to provide the services outlined in the Scope of Work as the Legislature goes into the 2021 Legislative Session.

Our Team members have long histories and excellent track records in representing counties, cities and other political subdivisions of the state. Our seven person Government Relations & Lobbying Team in Tallahassee currently has decades of experience representing local governments before the Florida Legislature and Executive Agencies. We know the issues that are unique to local government, the hot spots of controversy both now and historically, and have a good sense of what to expect in the future. We often assist our local government clients with a myriad of executive agency matters, such as permitting and contract issues that need special attention and action.

In addition to our expertise in local government matters, we have been effective representatives for local government because we communicate well with our clients. We offer a range of policies, procedures, and techniques to be used in performing the services identified in the RFP. These include the capability to communicate effectively with the City, the ability to draw on years of experience to recommend proactive strategies to benefit the City, the depth and experience to advocate for the City on any issue, and the ability to provide in-depth research and complicated legislation drafting service to the City. Functioning as a true team, it is our practice is to assign client issues and tasks to the team member(s) with the most experience, best contacts and overall capabilities to perform the task.

The Scope of Services describes a communication process that we use with our local government clients. We will coordinate and advise early as the City is developing its agenda and communicate often both in writing, in person, or over the telephone. The City of Clearwater will, no doubt, have its own unique issues and goals, and our first step is to learn what those are. If we are selected to continue to represent the City, we are available to meet the City of Clearwater – whether in-person or virtually- for in-depth briefings on your concerns and goals. That way, we can begin working very early in advance of the legislative session to advise the City on strategies for achieving those goals. Developing the strategy early allows us to begin working well in advance with the key players so they are familiar with the issue before the press of legislative business divides their time in smaller slices.

There is always the unexpected though during a legislative session especially on issues requiring a defense against efforts to preempt local government, diminishing local revenue sources and other attacks on home rule. Our legislative and legal experience allows us to analyze and spot issues with what may appear to be innocuous changes proposed in bills or amendments, and nimbly respond.

We have a system in place to provide detailed reports weekly during committee weeks and during the legislative session that are specific to the City of Clearwater's issues. We will be in constant contact with your designated representative outside of our weekly reports, passing on or asking for information or feedback. We communicate often with our local government contacts outside of legislative activities as well to make sure you are aware of grant opportunities and other agency or gubernatorial activities. We will provide you with the written materials and advice on how to be most effective with staff and Councilmember contacts with elected and appointed officials and staff of the Legislature and agencies. We are available for in-person or virtual meetings.

We are also effective as representatives for our clients because we know state government, the legislative process and the people in it. The most senior member of our Team served in the House. Two of our Team members worked for the Legislature, and five Team members have worked at high levels for state government. Understanding how it all works within the rules, both written and unwritten, is how we are effective with the knowledge we have. Through years of working with staff members, Legislators and executive level policy makers, we have earned a solid and stellar reputation for representing clients with zealous and strategic advocacy, armed with a thorough understanding of the facts and statutory environment of the issues. In areas where we may not have the depth of understanding, we work hard to develop it, and pride ourselves in being able to digest complex subjects and make the client's position understandable.

Legislators, agency officials and staff rely on us for our knowledge, and frequently turn to us for advice and assistance. Staff personnel and elected officials are continually changing and we work hard at maintaining this relationship of trust and respect in an ever-changing landscape. Our relationships often provide us early intelligence on proposals and the ability to influence their content before they are officially surfaced. There isn't an elected official or staff member that we don't have some relationship or other insight on how to communicate our clients' needs. Our success in this arena is a testament to our adaptability in a changing environment. Part of that strategy is growing the Team with younger lawyers/lobbyists with different contacts, experience and expertise. We operate as a team, and put our best person forward for each task.

We are good team players with like-minded parties and local government Associations when a broader team approach is warranted. We have worked closely with the Florida League of Cities on many issues, including those related to preemption of the regulation of short term rentals and municipal elections issues. We have worked closely with legal counsel for the City and for other local governments to find strategic solutions to complex legal problems.

Of course, success in legislative representation is measured not only in the issues which have gained legislative passage, but often in those measures which did not pass. We have worked successfully to defeat or neutralize legislation on issues such as the control of solid waste recovered material, mandatory property set asides for working waterfronts and mandatory restriction of public library internet access. We have been instrumental in passing and later defending the grandfather clause protecting local ordinances relating to fertilizer, short term rentals and pain clinics. We also worked to defeat legislation that would preempt local ordinances related to transient rental property.

The City of Clearwater would remain a valued and important part of our lobbying clientele. The City will always have immediate access to us and the breadth of experience, expertise and relationships of the entire Team. We are also a law firm, and we take our responsibilities to avoid conflicts seriously, whether the work is legal work or not. We don't foresee any conflicts with the City of Clearwater, only mutual goals.

This response to the RFP details the credentials of our Team and will provide a compilation of our expertise and experiences on the variety of matters that could be of interest to the City. We are looking forward to the opportunity to continue as the City of Clearwater's smart and effective partner in state government.

TAB 2 - Demonstrated Experience Providing Lobbying Services with Local Governments and/or Organizations; References

1) Statement of Qualifications, Abilities, Experience and Expertise in Providing the Requested Services.

With 54 lawyers in five offices statewide, Dean, Mead & Dunbar (“Dean Mead”) has provided legal representation to clients throughout Florida for over 40 years. Dean Mead’s Tallahassee office opened in December 1, 2013. The Tallahassee office is home to 11 attorneys, including the Tallahassee-based Government Relations and Lobbying Team. Four lawyers who specialize in State and Local Tax and Administrative Law are also based in the Tallahassee office, which also includes 4 administrative assistants and an office manager. Our Dean Mead Team will maintain an appropriately staffed presence in the State Capital on behalf of the City of Clearwater.

Our Government Relations and Lobbying Team at Dean Mead has extensive experience in representing local governments and governmental type entities in legislative, legal, agency, and appropriations matters. **Our Team is comprised of seven lawyers and professionals with a combined experience of over 150 years working with state government in Florida.** Collectively, our team is one of the most respected and effective firms representing governmental and private entities before Florida government. Individually, each of our team members is experienced and respected in the way that only years of hard work and good results are earned.

Personnel

The seven-person Dean Mead Governmental Relations and Lobbying Team is based in the Tallahassee office of Dean Mead. The Firm was established over 40 years ago, and started the Tallahassee office in December, 2013 by bringing in the veteran lobbying team of Pete Dunbar and Martha Edenfield. The team now includes attorneys Marc Dunbar and French Brown, along with Government Relations Professionals Chris Moya, Jennifer Ungru, and Angela Bonds.

Our combined experience in lobbying and state governmental relations totals over 150 years. We are one of the most effective and respected firms representing local governments and private entities in Tallahassee, and each member brings their own distinct skills to the table for our clients. Our individuals have gained a reputation in the halls of government as a result of outstanding results and years of hard work. The Team combines experience and youth, assuring our clients the benefit of both deep history and freshly made relationships, combined with gained expertise.

Below is a brief overview of the Dean Mead Government Relations and Lobbying Team members. We have also provided detailed resumes for each of the team members in Tab 3 of this response including a comprehensive summary of the experience and qualifications of our team's proposed main contacts, Pete Dunbar and Martha Edenfield.

Pete Dunbar is our most veteran lobbyist. He has just completed his 54th legislative session, and has spent his entire career assisting local governments as both legal counsel and governmental affairs consultant. As a former member of the Florida House representing part of Pinellas County for a

decade, he brings a special perspective to our Team that only a former member can bring. This greatly assists not only our Team but also members of the Legislature who often call on Pete for his advice and counsel. He is the master strategist and well-respected by both lobbyists and legislators – a tremendous asset to Dean Mead. Pete maintains an active condominium law practice and is Florida Bar Board Certified in Condominium and Planned Development Law.

Martha Edenfield is also a veteran lawyer/lobbyist for local governments and private sector clients, with a vast range of experience on legislative issues. She has managed many economic development initiatives, from stadium funding to infrastructure financing, and has been successful at devising methods to preserve local government authority. She is skilled at assisting clients with agenda setting and has achieved great success by early, consistent and persistent advocacy. After over 34 years in this business, there isn't a local government issue which she hasn't encountered and her achievements have earned her a loyal clientele. Martha and Pete have practiced together and represented local governments since 1996.

Marc Dunbar has represented a wide variety of public and private interests before the Florida Legislature during his 25 year practice of law. Marc has a well-deserved reputation for creative legislative and legal solutions to difficult problems. Marc's law practice focuses on highly regulated industries and he is well-known for his gaming law practice. He also practices ethics and elections law and is a current appointee by Florida's Chief Financial Officer to the board of Citizens Property Insurance Company. Marc previously practiced law with Pete and Martha from 1997-2013 and then became reunited at Dean Mead in 2019.

French Brown joined Dean Mead from another firm where he combined governmental relations work with his expertise in State and Local Tax. He started his career as counsel for the Department of Revenue where he quickly rose to a leadership position managing over 50 people and known as a key member of the agency's legislative team. While working at the Department of Revenue, French served on the 2013 Communications Services Tax Task Force and is well-versed in the Florida communications services tax and how it impacts local governments. French is able to provide quick responses and assessments on tax implications of pending legislation. He is very well respected for his knowledge in this area and is viewed as a key player in any proposals to change state and local tax. The reputation he garnered in that area has transcended to other areas of work, and his ability to digest the raw tax data collected by the state to interpret the future impacts is a valuable tool for local government clients.

Chris Moya has more than 22 years of consulting experience in strategic management and consulting. His talents combine strategic development with public relations and consulting. Chris began his career in Tallahassee in the Majority Office of the Florida Senate under Majority Leader Jim King (2000-2002) and also served as staff to Majority Leader Dan Webster (2006-2008). In his role as a Government Relations Profession with Dean Mead, he advises some of the world's best known businesses and brands and has represented numerous local government clients. Chris frequently represents client interests before the Governor and the Cabinet. Prior to joining Dean Mead in 2019, Chris was with the Tallahassee office of Jones Walker.

Jennifer Ungru focuses on advocacy, strategy development and execution, policy, messaging, procurement strategy and targeted crisis response/management. She has served in high-profile roles

in the Executive Office of the Governor and served as deputy chief of staff for Governor Rick Scott, overseeing nine agencies, including the Department of Management Services and the Department of State. Jennifer was the chief of staff for the Agency of Health Care Administration, implementing major health reforms including the move to Statewide Medicaid Managed Care. Jennifer is networked closely with state agency policy makers and is frequently called on to provide advice and strategy.

Angela Bonds joined Dean Mead with over 10 years of experience working in state agencies in roles where she worked with government officials at the local, state and national level. Prior to joining Dean Mead, Angela was the Director of Legislative Affairs for the Florida Division of Emergency Management working with communications between federal, state and local officials in response to Hurricane Michael. She was previously with the Florida Department of Highway Safety and worked for the Executive Office of the Governor, Office of Policy and Budget, The Florida Department of Agriculture and Consumer Service and the Florida Department of Environmental Protection. Angela maintains a wide ranging network of contacts throughout the Executive Office of the Governor, the Florida Legislature and state agencies.

The Dean Mead Team maintains a steady workload that is properly balanced among all team members to ensure we provide the most responsive level of service to our clients. Dean Mead offers the City of Clearwater our depth of resources to be able to provide a broad range of services in all areas identified in the Scope of Services. We do have the capacity to incorporate all workload needs for the City in a timely and efficient manner throughout the duration of this contract period.

Complete biographies are outlined beginning on page 33.

Ability to Represent Local Government Clients Before the Legislature

As legislative counsel for local government entities, we have successfully assisted with a wide variety of issues including infrastructure improvement projects, economic development, urban redevelopment, brownfields, annexation, growth management, retirement, court administration, workers compensation, environmental and waste management, telecommunications, health care, transportation, building code and contractor licensing, and consumer issues, hurricane relief, taxation, Article V, as well as appropriations issues.

Our Team's extensive network of contacts within the Legislature and agencies of the state also can provide critical, time-sensitive governmental information that will assist the City of Clearwater in making informed decisions relating to the legislative and regulatory process.

Our Government Relations and Lobbying Team will enhance the City's position in numerous ways. We focus our political efforts throughout the entire state. Because of this statewide focus of political campaign involvement, we have very strong working relationships with legislators from all different regions of the state. We work diligently to maintain bi-partisan relationships at all levels of state and local government.

Our Team has the ability to connect with legislative delegations throughout the state to demonstrate why and how issues impacting the City are important to the rest of the state. We understand local

government and the City's related issues very well through our lengthy experience representing the City of Clearwater since 1996, as well as other governmental entities in Florida. This experience and expertise allows us to ably assist in policy development as issues work their way through the legislative process.

We are unique with regard to these and many other issues addressed by the Legislature in that our Team members are active participants in legislative negotiations. We're looked to by legislators for advice on many substantive and strategic matters, and are well respected in all aspects of the legislative process.

Our experience extends to the executive branch. Three members of our Team have worked with the executive branch at leadership levels. Our contacts within the executive branch are extensive and because we know how they work and under what constraints, we effectively assist our clients in navigating the executive branch.

Notwithstanding the fact that Governors Bush, Crist, Scott and DeSantis were at times very aggressive with the veto power and that state government overall has in recent history been forced to operate with significant financial constraints in a difficult economic climate, our Team has been able to secure funding for our local government clients in past years. In 2020, despite severe budget vetoes due to the financial constraints of the COVID-19 pandemic, we secured over \$18 million in funding for projects on behalf of our local government clients that survived the veto pen. We also regularly monitor and forward grant opportunities and can assist the City with strategizing effective grant proposal approaches. Additionally, we have passed many important substantive bills at the request of our local government clients.

Our legislative team's successes for our clients span a wide variety of substantive and budgetary issues. We have been active stakeholders in many statewide issues, including many attempts at local government preemption and the myriad of legislative proposals that substantially impact local government budgets such as communications services' taxes and local business taxes. Our Team has a great depth of relationships with the people who are key in the legislative process and with state agencies, and we know that we are trusted and respected by governmental leaders and their staffs.

At Dean Mead, we have developed a highly effective lobbying team because we are knowledgeable and strategic, but also because we are good communicators, both with our clients and governmental decision makers. The City of Clearwater has and will have constant access to our entire Team, and continue to have timely and in-depth attention to your issues. We will provide timely information and assessments regarding budgetary and regulatory issues affecting the City. This includes regular written reports and communications on issues of specific interest to the City. We will provide written status reports on the State Legislative Agenda on a weekly basis during the Legislative Session and will be available for weekly status calls with your designated contact.

During the Interim we provide information about state agency and legal issues that are of interest. Amid the Coronavirus pandemic state of emergency we have provided frequent updates and reports on emergency orders, such as the extension of the mortgage and evictions. We have also shared frequent updates and assessments regarding the impact that the state of emergency has had on tax collections and the state budget.

Through years of working with staff members, Legislators and executive level policy makers, we have earned a solid and stellar reputation for representing clients with zealous and strategic advocacy, armed with a thorough understanding of the facts and statutory environment of the issues. We are often in the great position to work with Legislators and agency heads as trusted advisors and experts on legislation and policy. In other areas where we may not have the depth of understanding, we work hard to develop it, and pride ourselves in being able to digest complex subjects and make the client's position understandable.

Our Team maintains a steady workload that is properly balanced among all proposed team members to ensure we provide the most responsive level of service to our clients. Dean Mead offers the City our depth of resources to be able to provide a broad range of services in all of the areas identified in the Request for Proposals. During the committee weeks and the Legislative Session, the hours we work are expanded and our availability is as well. We do have the capacity to incorporate all workload needs for the City of Clearwater in a timely and efficient manner throughout the duration of the contract period.

Our Team is well acquainted with the House Rules for Lobbyist and Public Contract Disclosure, as well as statutory and Joint Rule requirements. Dean Mead complies with all State requirements for ethics and accountability in lobbying activities and we are equipped to advise the City on compliance with the current rules and any new rules adopted by incoming Legislative leadership. Our Team has the ability to research and provide opinions on compliance with statutes, administrative rules and legislative rules governing lobbying activities, and we are available to work with the City's general counsel regarding recommended compliance measures. As members of The Florida Bar, our lawyers are held to the Ethical Standards of The Florida Bar Rules of Professional Conduct. In addition, our Team includes a former chairman and two-term member of the Florida Ethics Commission. Our activities will always be to the highest standard.

History of Demonstrated Competence

Below are some highlights of our Team's history and experience in the representation of local governments and public sector entities:

- **Economic Development, Commerce, Tourism and Taxes**
 - Secured legislation which expanded and created enterprise zones for various local government clients.
 - Assisted Charlotte County in obtaining economic development assistance monies by gubernatorial decision.
 - Played an integral role in passage of legislation which required a local referendum in Dade and Broward Counties on the question of whether to allow slot machines at pari-mutuel facilities.
 - Helped to pass and re-implement caps on attorney's fees in workers' compensation cases.
 - Actively participated in the effort to substitute comparative fault for joint and several liability issues.
 - Defeated legislation and proposed constitutional amendment which would have imposed review and repeal of sales tax exemptions including sales tax on services.

- Played a leadership role in defeating the Online Travel tax exemption bills during the multiple Legislative Sessions.
- Played an integral role in the creation and expansion of the statewide Brownfield Program and extended the Brownfield Loan Guarantee Program.
- Worked with FDOT and Enterprise Florida and FDEO on facilitating the location of multiple economic development projects in Glades County.
- Obtained ad valorem incentives and a sales tax exemption for data centers.
- Successfully teamed with Florida League of Cities and others to defeat legislation imposing additional restrictions on local regulation of short-term rentals.
- Worked multiple years to successfully defeat legislation and amendments preempting regulation of pet stores (puppy mills).
- Amended legislation to ensure that restructuring the timeframe for local governments to include tax referendum on a local ballot would not adversely affect the planned Penny for Pinellas ballot referendum.
- Advocated and successfully secured recruiting dollars to maintain and expand the State Reel Fish Survey to improve data collection that is necessary to effectively manage offshore fisheries.
- Worked in collaboration with state agencies and the Governor's office, successfully secured funding for coral reef restoration and protection for 3 budget cycles.
- Increased the statutory TDT population threshold from 750,000 to 950,000 to allow the continued use of tourist development taxes to fund a fishing pier for Lee County.
- Secured funding for causeway park improvements including beach sand, beach parking, picnic pavilion, event parking and improved access to fishing.
- Worked with local government and the local legislative delegation to successfully pass legislation exempting a project from state regulations to allow for the construction of a first-in-the hemisphere development.
- Worked with the Florida League of Cities and the Florida Association of Counties to amend legislation enacting The Taxpayer Bill of Rights (TABOR) to hold local governments harmless.

➤ **Transportation**

- Authored and secured passage of legislation which allowed the Department of Transportation to reinterpret the law in our favor and thereby making our client eligible for up to \$13 million in funding for the Clearwater Memorial Causeway Bridge.
- Facilitated the acceleration of numerous FDOT projects within the 5 year plan.
- Authored and secured passage of legislation creating Port Citrus.
- Played a significant role in the creation and structuring of the Tampa Bay Area Regional Transportation Authority (TBARTA).
- Modified budget and statutory constraints on Small County Outreach Program transportation funding and Transit funding.
- Facilitated state funding assistance for a local roadway serving as an access road to a state park and as a critical hurricane evacuation route.
- Expanded local control over golf cart use on state roadways.
- Facilitated state funding assistance for economic development projects.
- Worked with stakeholders to secure \$3,000,000 for Manatee County road expansion project.

- Worked with the FLC and other stakeholders to defeat repeated attempts to repeal or preempt regulation of red light cameras.
- Secured funding for Lee County to stabilize the causeway evacuation route from Sanibel and Captiva Islands.
- Secured \$10,000,000 appropriation for road expansion project in Manatee County.

➤ **Coastal Issues**

- Played an integral role in the creation of the Tampa Bay Water Transfer Act and negotiation of the partnership agreement with the SWFWMD.
- Led the successful effort to restrict the ocean release of sewage and other waste by day cruise gambling vessels.
- Secured millions of dollars in funding for Hurricane Disaster Relief Funds.
- Facilitated FEMA/FDEM approval and funding for emergency beach re-nourishment, from application through funding.
- Secured millions of dollars over the years in beach re-nourishment funding.
- Worked closely with the Florida Shore and Beach Preservation Association in securing passage of the Dennis L. Jones Beach and Shore Preservation Act, landmark beach restoration legislation and continue to work with them on funding and modifications to the Act.
- Continued to lobby in opposition to offshore oil drilling in the Gulf of Mexico.
- Worked with the offices of Senator Rubio and then Senator Nelson on RESTORE Act issues related to the BP oil spill.

➤ **Law Enforcement, Public Safety**

- Secured funding for an opioid pilot project for Manatee County.
- Obtained funding for the establishment of the Willa Carson Health and Wellness Center (formerly North Greenwood Health Resource Center).
- On behalf of local governments, the Dean Mead Team has worked for many years to secure full funding of the Medically Need program, Transportation Disadvantaged, nursing home payments and other programs which greatly impact local governments.
- Successfully grandfathered local ordinances regulating “pill mills.”
- Helped defeat legislation that crippled local pre-trial detention programs.
- Defeated efforts to undermine local control of ambulance services.
- Worked closely with the Florida Association of Counties to legislatively and administratively mitigate the impact of the state collection of county Medicaid backlog payments.
- Worked with the Department of Juvenile Justice and the legislature to enact a more equitable billing formula for county detention facilities.

➤ **Energy, Environment and Natural Resources**

- Played an integral role in the creation of Tampa Bay Water Transfer Act and negotiation of the partnership agreement with the SWFWMD.
- Led the successful effort to restrict the ocean release of sewage and other waste by day cruise gambling vessels.
- Played an integral role in the creation and expansion of the statewide Brownfield Program and extended the Brownfield Loan Guarantee Program.

- Actively and successfully defended against removal of the provision grandfathering local fertilizer ordinances.
- Played an integral role in growth management statutory changes for the last two decades.
- Helped rewrite law in 2001 and 2015-16 for the planning and implementation of water resource protection and integration with local government planning.
- Assisted with location and permitting of solar and biofuel facilities, and statutory implementation of the 2016 constitutional amendment on solar tax exemptions.
- Successfully amended environmental resource permit bills to exempt certain counties from mandatory program delegation.
- Obtained \$1.5 million for Lake Seminole Sediment Removal project.
- Secured \$1 million appropriation for the City of Indian Harbour Beach for muck dredging project. Actively and successfully defended against the preemption of local occupational licensing related to water quality and water supply.

➤ **Water Quality & Water Quantity, Sewer Infrastructure**

- Helped acquire funding for the Tampa Bay Regional Reclaimed Water Project (multiple years) in the amount of \$10,500,000.
- Acquired millions of dollars in funding for Sarasota and Charlotte Counties for successive years of septic tank replacement programs.
- Secured funding for Manatee County for reclaimed water system funding and an innovative system to remove taste and odors from drinking water.
- Helped secure regional agreement on water supply infrastructure for Charlotte County.
- Helped secure millions of dollars in DEP/NPDES grant funding for Charlotte County.
- Secured funding for Clearwater Sanitary Sewer expansion program.
- Successfully amended fertilizer preemption legislation to grandfather the Pinellas County ordinance and have successfully defeated efforts to remove the grandfather provision.
- Secured funding for plugging artesian well to stop inter-aquifer intrusion of saline water into potable aquifer for Lee County.
- Amended the budget to require that funds be used by a water management district to conduct a study and recommend scientifically approved watershed boundaries be adopted as basin boundaries.

➤ **Emergency Preparedness and Recovery**

- Helped the City of Clearwater obtain funding for a Homeland Security Volunteer Team and Emergency Operations Center.
- Secured passage of legislation requiring a study of the appropriate boundaries of the Citizens Property Insurance High Risk Account.
- Assisted Glades County in securing improvements for emergency facilities.
- Helped Charlotte County obtain millions of dollars in hurricane relief funding for reconstruction in 2005-2006.
- Assisted Manatee County in revisions to hurricane shelter plans.
- Secured \$1 million for Manatee County shelter hardening renovations and upgrade.

➤ **Arts, Culture, and Leisure Services**

- Drafted and facilitated passage of Spring Training legislation which allowed the City of Clearwater and the City of Sarasota to retain Major League Baseball spring training.

- Obtained full FRDAP funding for many parks in Manatee, Charlotte, Sarasota and Pinellas Counties.
- Assisted local governments with successful FCT grant funding, and amendments to contracts.
- Ensured an interpretation of library funding which enabled Charlotte County to receive funding for its grant application.
- Helped obtain multiple appropriations for a regional rowing center in Sarasota County.
- Worked over the course of several years to successfully defeat legislative attempts to repeal funding scheme for sport facilities, including Spring Training facilities,
- Worked with the City of Clearwater to pass local bills in multiple years amending a 1925 Special Act and ultimately repealing a deed reverter clause allowing for the location of a bandshell on previously submerged lands.

Our Government Relations and Lobbying Team offers additional services and expertise that exceed the requirements of the specifications. For example, we have worked with the City of Clearwater's Office of General Counsel to create easement covenants in a condominium for additional public parking in the downtown core. We have also assisted the City with re-authorizing the authority for anchoring regulations with the Florida Fish and Wildlife Conservation Commission. We have been available to the City for several special legal projects before state agencies including working with the DEP on permit issues related to turtle nesting season and regarding beach activities, including facilitating the revision and renewal of the permit for construction activities at Pier 60 Park. We have been frequently called on by legal counsel to think outside the box and find innovative legal or legislative solutions to issues confronting the City. We will continue to be available to the City's legal counsel to work on special projects.

Our Team has been a key player in crafting and supporting legislation to solve specific problems and issues raised by the City and which has proven to be beneficial to Clearwater and other municipalities including:

- **2018 Local Bill:** Our Team recruited sponsors and worked with the Pinellas County Delegation and the City of Clearwater General Counsel's office in the drafting and passage of a 2018 local bill removing a prohibition on conveyed submerged land being used to host carnivals and shows, further removing the reverter clause returning title in the land to the state if it ever ceases to be used for public parks and recreation.
- **Short Term Rental Grandfather:** We passed legislation grandfathering in the City of Clearwater's ability to regulate short term rentals and successfully defended maintaining the grandfather for multiple sessions.
- **Brownfield Redevelopment:** The Team was active in passage of the 1997 Brownfields Redevelopment Act and in the 1998 Brownfield glitch bill. The purpose of these Acts is to provide meaningful environmental and economic incentives for the cleanup of, and private investment in, the development of contaminated and abandoned urban areas. The Firm has continued to work on obtaining Brownfield Remediation Funding.
- **Retention of Spring Training Franchises:** Our Team, representing the City of Clearwater,

worked to write and pass legislation providing tax dollars to renovate spring training baseball stadiums which is intended to keep major league teams from leaving Florida's Grapefruit League for the Cactus League in Arizona and Nevada. Teams will be required to stay at current Florida sites for at least fifteen years and local governments must be willing to pay for at least half the upgrades to qualify for shares of \$75 million in state sales tax revenue that would be allocated for such projects over 30 years. We have worked multiple years to defeat effort to repeal this program.

- **Submerged Lands Local Bills:** Our Team worked with the City's legal counsel, the Pinellas County Legislative Delegation, the Department of Environmental Protection Division of State Lands and other stakeholders to draft and pass legislation amending a 1925 Special Act and ratifying uses of submerged lands adjacent to the Memorial Causeway.
- **Pinellas County Tourist Development Council Membership:** Our Team helped in the drafting and passage of legislation to change the membership of the Pinellas County Tourist Development Council to provide for the City of Clearwater to have a member.
- **Article V Filing Fees:** Our Team worked on behalf of the City to revise the code enforcement filing fee to \$10.00 for those cases resolved outside of court and \$40.00 for contested proceedings.
- **Implementation of "One City One Future" Programs:** From 1997-2002, the City of Clearwater sought funding to implement its "One City One Future" vision. These appropriations included unique and creative projects. For example, in 1997, Pete Dunbar and Martha Edenfield obtained a \$750,000.00 appropriation for the City of Clearwater to create, transport and showcase a Florida tourism pavilion in the 1998 Olympics in Nagano, Japan, and worked closely with the Secretary of the Department of Transportation to reinterpret substantive law, which made the City eligible for up to \$13 million in funding for the Memorial Causeway Bridge.

Additional Examples of Successes Include:	
Memorial Causeway Bridge Construction	up to \$13 million
Spring Training Franchise Retention	up to \$15 million
Stevenson Creek	\$2,500,000
Clearwater Sister City Program	\$750,000
Brownfield/Enterprise Zone	\$600,000
Brownfield Remediation Clean-up and Redevelopment	\$525,000
City of Clearwater Brownfield Remediation	\$500,000
Job Development Centers at USF Brownfield Site	\$397,000
Enterprise Zone Designation – Tax Refund	\$7,500 per QTI Job; \$2,500 per job Brownfield Redevelopment Bonus
Clearwater Homeless Intervention Program	\$570,000
Clearwater Town Pond	\$400,000
N. Greenwood Branch Library	\$300,000
Clearwater Beach Monorail	\$150,000
Greenwood Community Health Center	\$400,000
Homeland Security Volunteer Team	\$100,000

Emergency Operations Center	\$100,000
East-West Recreation Path	\$100,000
City of Clearwater City Center Park	\$857,302
City of Clearwater Wolfe Preserve	\$140,000
Softball Complex (FRDAP)	\$200,000
Clearwater East/West Trail (FRDAP)	\$150,000
Aquatic Center (FRDAP)	\$200,000
Sanitary Sewer Expansion	\$250,000
Capitol Theatre Renovation	\$1,000,000

Of course, success in legislative representation is measured not only in the issues which have gained legislative passage, but often in those measures which did not pass. We have worked successfully to defeat or neutralize legislation on issues such as the control of solid waste recovered material, mandatory property set asides for working waterfronts and mandatory restriction of public library internet access. We have been instrumental in passing and later defending the grandfather clause protecting local ordinances relating to the seasonal sale and use of fertilizer. We also worked multiple years to defeat legislation that would preempt local ordinances related to vacation rental property and short-term rentals.

Experience and Expertise in the State Legislative Process

We offer the City of Clearwater a range of policies, procedures, and techniques to be used in performing the services identified in the Request for Proposals. These include the capability to communicate effectively with the City, the ability to draw on years of experience to recommend proactive strategies to benefit the City, the depth and experience to advocate for the City on any issue, and the ability to provide in-depth research and complicated legislation drafting services to the City. Functioning as a true Team, the Firm's policy and practice is to assign client issues and tasks to Dean Mead member(s) with the most experience, best contacts and overall capabilities to perform the task.

Much of the Legislature's agenda is established and its business addressed during Interim Committee weeks prior to Session. We will review and provide advice on the development of the City's State Legislative Program prior to Committee weeks to enable the City to be prepared as early legislative activities begin. Our Government Relations and Lobbying Team covers all Interim Committee weeks and any Special Session. Each client will have a specific legislative affairs team member assigned as the lead client contact. For the City of Clearwater, Dean Mead proposes that Peter Dunbar be the primary contact to interface with the City and coordinate the activities of our team.

Dean Mead employs a multi-tiered approach to the organization and management of the issues of a particular client. We will evaluate the client's issues and assign a team of lobbyists. Issues are then broken down by subject matter, and in assigning the lobby team, we will weigh factors such as the scope and complexity of the issues, a particular lobbyist's experience in certain areas and relationships with particular members and committee staff, and other miscellaneous factors.

Once the team is formed, specific issues, general subject matter and administrative assignments are made. Administrative assignments include the primary contact person for the client, bill tracking, calendar development, and report preparation. The entire Government Relations and Lobbying Team meets together at least weekly during the Session, and members from the various teams meet at least daily. All Team members are familiar with all client issues so that they are able to share pertinent information with the appropriate team leaders. A team leader is responsible for strategic management, internal communication, task assignments and oversight of team members. Team members are responsible for appropriately and effectively carrying out assignments and internal communication. This approach ensures that no client priority is overlooked.

Key to effective representation will be the establishment of clear lines of communication between the City and the Firm. During the Legislative Session, we are available days and nights, 7 days a week to respond to any calls, e-mails or texts from the City. We are results-oriented and will devote the hours as necessary to achieve the legislative goals of the City.

To facilitate immediate contact when necessary, our Team will provide the City with a list of the cellular and office telephone numbers, e-mail addresses, and other contact information. While the Legislature is not in Session, we will report via conference call or written updates to the appropriate City representatives on an as needed basis to share information, provide updates and progress

reports, discuss strategy and goals, and assign coverages. We are able to travel to Clearwater to report on activities engaged in while representing the City as desired.

All members of our Government Relations and Lobbying Team will be at the Capitol during Session covering meetings of interest to the City and coordinating as needed with the City. While our lawyers and lobbyists are at the Capitol, our direct support staff assists from the office.

As a law firm with a Tallahassee office, we do not have to contend with any travel issues and are able to be in any state office within 30 minutes. Our Tallahassee office is literally a few hundred feet from the Capitol building, allowing us to respond to emergency issues on behalf of the City, whether the issue arises during Session or in the interim, quickly and efficiently.

Our Firm maintains excellent legal and administrative resources bolstering our Team's ability to draft complicated pieces of legislation. We pride ourselves on the lawyers and former legislative and agency staff members who have drafted some of the most complex legislation considered in recent decades. In addition to our core Government Relations and Lobbying Team, the Firm has lawyers with a broad range of expertise who can be available to assist with research and drafting. We have extensive experience in the process and special procedures for passing local bills, including attending legislative delegation meetings, complying with advertising requirements and providing an economic impact statement. We work closely with the delegation and with legal counsel to navigate the nuances in drafting, amending and passing local bills.

Our Government Relations and Lobbying Team is equipped to handle client legislative research requests. Our advanced research capabilities include utilization of the latest legislative and legal research technologies to track issues related to City government and identify emerging opportunities which might impact the City. These include online access to legislative information via Online Sunshine, Westlaw and other Internet resources.

We subscribe to the LobbyTools legislative tracking system. This system allows our Team to set up accounts for each client and track electronically the movement of legislation through the process. Further, the system can be programmed to e-mail or page the Firm's lobbyists anytime important legislation is acted upon. The system provides us access to all filed legislation, summaries of bills, and bill analyses. Using the LobbyTools system we scan all legislation for amendments to statutes that impact the City and notify Dean Mead of such activity. Our Team is prepared to obtain documentation and research materials and deliver them at the request of the City.

It is also important to mention that our Team has analyzed the House and Senate Rules and procedures regarding budget projects. We are equipped to advise the City on facilitating compliance with all rules.

While we represent numerous governmental entities and private concerns, each of these representations varies in scope and complexity. By utilizing a team approach to lobbying, we ensure that all client projects receive the requisite time, resources and management attention.

Dean Mead's full range of lobbying legislative counsel and advocacy services includes regularly meeting with the individual members of the Legislature from every area of the state in order to

clearly articulate and advocate the City's position on issues. We are available to appear and testify at Legislative Committee hearings on behalf of the City in support of, or in opposition to, legislation. Each and every member of our Team is available to attend and appear before committee meetings on behalf of the City as assigned.

Dean Mead has the ability to work with legislative bill drafting offices to prepare proposed legislation and amendments in the correct form and format. As part of our issue advocacy, we regularly prepare white papers and issue summaries to assist legislators and staff through clear and concise explanations of often complex issues.

Our Team will monitor and review all substantive floor amendments and bills, and will prepare reports advising the City of the status of legislation following committee weeks and during Session.

The Dean Mead Team will effectively communicate City Council policy positions to the Legislature, The Administration and state agencies. This includes scheduling meetings for the Mayor, members of the City Council, City Manager, or City legislative staff with members of the Legislature, the administration and with state agency representatives to discuss the City's priorities, initiatives and concerns. We will provide advice and counsel on the timing, necessity and subject matter, including the key points needing to be discussed at any of these meetings. We will advise the City on the necessity to write letters of support or opposition on pending legislation on state policy issues.

Each and every member of the Firm is available to work on issues based on the needs and best interests of the client. Often, relationships and contacts with the legislators and the staff are as important as knowledge of the issues. The depth of talent on our Team allows for coordination of the best contact person(s) with those with knowledge of the issue in order to gain the best access point and messenger to get the interests of the client presented to the appropriate decision maker. We will coordinate with the City and any and all team members, as needed.

Ongoing Relationships with Key Members and Legislative Committee Staff

Dean Mead's ongoing relationships with Legislative Committee Staff will be of assistance to the City. The Dean Mead Team maintains strong relationships with Legislative Committees based on our expertise and experience. Often committee staff members call on us for input on issues within their committee's purview. We frequently prepare white papers and other information to provide to committee staff on issues of that will likely be considered before their committee. One or more of the Dean Mead Team members has worked closely with the staff of the below listed committees on legislative initiatives and projects. These relationships with committee will benefit the City of Clearwater through Dean Mead's ability to directly communicate the City's positions to key committee staff and have access to advocate on behalf of the City.

For example, when working on local bills on behalf of the City of Clearwater, Dean Mead has worked closely with committee staff to assure accurate completion of the required advertising and economic impact statements, as well as working through the technical requirements to amendment local bills.

Below is a representative listing of some of these Legislative Committees and a staff contact person:

House Judiciary Committee
Contact: Mike Poche, Staff Director

Senate Finance & Tax Committee
Contact: Jose Diez-Arguelles, Staff Director

Senate Judiciary Committee
Contact: Tom Cibula, Staff Director

Senate Health Policy Committee
Contact: Allen Brown, Staff Director

Senate Agriculture Committee
Contact: Katherine Becker, Staff Director

Senate Innovation, Industry, and Technology Committee
Contact: Booter Imhof, Staff Director

Senate Ethics & Elections Committee
Contact: Dawn Roberts, Staff Director

House Ways and Means Committee
Contact: Don Langston, Staff Director

Senate Community Affairs Committee
Contact: Tom Yeatman, Staff Director

House Local Administration and Local, Federal and Veterans Affairs Subcommittee
Contact: Eric Miller, Policy Chief

House State Affairs Committee
Contact: Heather Williamson, Staff Director

Senate Banking and Insurance Committee
Contact: Lisa Johnson, Chief Legislative Analyst

Joint Administrative Procedures Act Committee
Contact: Ken Plante, Staff Director

Coordination with Stakeholders: With years of working in governmental service and experienced lobbyists in private practice representing a wide spectrum of corporate, not-for-profit and governmental clients, Dean Mead has a broad range of experience and expertise. We recognize the value of coordination with other stakeholders such as the Florida League of Cities, Florida

Association of Counties and the Florida Shore and Beach Preservation Association, to create a team of representatives for client needs. We are members of and participate in the FAIR local government coalition and attend weekly meetings at the Capitol during the Legislative Session. We also work closely with environmental consultants on special legislative projects, and we coordinated with the FLC, FAC and the member of FAIR on preemption issues and unfunded mandates. Our Team has demonstrated the ability to work very closely with the Florida League of Cities in support or opposition of legislation, budget issues and agency rules affecting cities. In recent years we have worked successfully with the Florida League of Cities to defeat an attempt to preempt the regulation of short term vacation rentals and to defeat an amendment to the Bert Harris Act requiring that settlements apply to all similarly situated properties.

We are driven to success by achieving the desired result for the client, not by seeking recognition or credit for the accomplishment. As lawyers and government affairs professionals, we are specifically trained to find answers and solve problems, including creating programs and drafting legislation to implement the legislative goals of the City.

Proactive Approach: Throughout the year, Dean Mead will identify and notify the appropriate City representatives in advance of opportunities related to grants and funding availability for transportation, community and economic development, environmental matters, infrastructure improvement, hurricane recovery efforts, housing and urban development, homeless programs, intermodal programs, and any other areas that may be of interest to the City. We will work with City staff to spearhead efforts to seek demonstration grant opportunities for funding the City Commission's priorities. Also, we will work closely to assist the City in obtaining state permits and grants, as well as help to identify grant opportunities.

Dean Mead always strives to get the best outcome for our clients by creating a proactive atmosphere, and our Team's experience creating a state spring training funding program on behalf of the City of Clearwater is a great example. In analyzing the Governor's vetoes of the initial spring training funding, Dean Mead created a strategy for client success in the next Session. Drawing on the legislative experience of drafting and passing the first publicly funded sports stadium in Florida's history and the knowledge of various tax incentive/credit programs, we found an untapped source of tax credits and drafted detailed legislation for a new statewide program to use these tax credits for the benefit of Clearwater. The Dean Mead Team worked with affiliated spring training venues in the passage of the legislation, but always made sure the ranking criteria would have Clearwater safely in the funding allocation. The program was a success, passing the Legislature unanimously and being signed by the Governor, serving as the cornerstone of continuing Clearwater's spring training tradition.

Ongoing Relationships with Members of the Florida Legislature

Dean Mead has ongoing relationships with members of the Florida Legislature, including members and a contact person in each office who can discuss Dean Mead's work.

The members of the Dean Mead Team have longstanding and ongoing relationships with the members and staff of the Florida Legislature and state agencies. These relationships have been forged over four decades of public service and private sector advocacy. We work diligently

throughout the year to maintain strong bi-partisan relationships with the members of the Legislature. Our ongoing relationships with members of the Florida Legislature are further demonstrated in the references included in this response.

Serving as Senate reapportionment counsel has provided members of the Dean Mead Team an opportunity to solidify relationships with current and future members of the Legislature. Additionally, the Dean Mead Team worked with candidates throughout this election cycle to further establish relationships with the potential new members of the Legislature.

While the Tallahassee Office will be the lead office on working for the City of Clearwater in the Scope of Services as contemplated in this proposal, with five offices strategically located throughout Florida, Dean Mead maintains strong relationships with members of the Legislature from all over the state. The Dean Mead Team hosts annual Legislative Updates in coordination with our office locations and featuring moderated panel discussions from the local delegation members. These Legislative Update events are great ways to keep contact with Legislators in the interim statewide.

Dean Mead has also represented numerous Florida cities and counties throughout the state over many years of practice and we maintain close ongoing working relationships with these local government delegations. We participate in candidate forums, meeting and getting to know each candidate for legislative office prior to their election.

In addition to these connections, the Dean Mead Team maintain ongoing relationships with members of the Florida Legislature and Legislative committee staff through our knowledge and experience in legislative subject matter areas.

Of interest, the Dean Mead Team members themselves hail from different areas across the state where we continue to have close relationships with key members and maintain a statewide network. A brief overview of such connections is as follows:

Pete Dunbar and Marc Dunbar both grew up in Pinellas County and maintain family ties to the Tampa Bay area. Pete represented part of Pinellas County for 10 years when he served in the Florida House of Representative and he holds strong relationships with the entire Pinellas County legislative delegation as a former member. Pete is one of the foremost experts on Florida Condominium Law, dating back to his legislative service. Pete works closely members and committee staff on complex real property law and condominium law issues. Marc Dunbar teaches Gaming Law and has been involved in most every piece of legislation relating to gaming for over 20 years. He works closely with legislative leadership and committee staff related to regulated industries and commerce.

Martha Edenfield is originally from Central Florida and has represented local governments and educational institutions in Brevard County. She maintains strong relationships with the Central Florida legislative delegations. She also represents local governments from the Tampa Bay area and Southwest Florida and works closely with their delegations. She has lived in Tallahassee for over 40 years and also works in conjunction with the legislators from North Florida. Additionally, Martha is frequently called on to work with Judiciary Committees and members on civil justice issues.

Chris Moya is originally from Miami and maintains close relationships with the South Florida Legalities delegations. He currently represents Palm Beach County and works closely with Legislators and committee staff on education and economic development issues.

French Brown is from Northwest Florida and maintains close relationships with the western panhandle delegations. French has been involved in writing and working on every major piece of tax legislation that has passed the legislature for over 10 years. He works closely with Finance and Tax Committee members and staff.

Jennifer Ungru has statewide connections through political campaign networks and through her service as Chief of Staff to an Executive agency, and her service in the Executive Office of the Governor. She has worked closely with many legislative offices on Medicaid and healthcare issues including those related to the current COVID-19 pandemic. She is sought out by members and committee members for her expertise in Medicaid funding and health care issues. She also works closely with Agriculture Committee members and staff.

Angela Bonds is from North Central Florida and works closely with the rural delegations of North Florida. She established close relationships throughout Northwest Florida while serving in her role with the Florida Division of Emergency Management before, during and after Hurricane Michael. Angela works closely with legislative delegations on emergency management issues.

Below is a representative list detailing a few of the many legislators we work with from all areas of the state, along with the name of a contact that can discuss the Dean Mead Team's work:

Representative Chris Sprowls (Clearwater)

Staff Contact: Anna Stearns

We have worked with Speaker Designate Sprowls and his office on local government, real property, guardianship, economic development and appropriations issues.

Senator Ed Hooper (Palm Harbor)

Staff Contact: Charles Smith

We have worked with Senator Hooper during the years that he served in the House and continue to work with him in the Senate. We have worked on local government issues, economic development, appropriations, local bills and legal issues.

Representative Chris Latvala (Clearwater)

Staff Contact: Amy Gregory

We have worked with Representative Latvala since he was elected to the House on local bills, appropriations, local government preemption and economic development issues. He previously participated in the Dean Mead Firm Legislative Updates and panels held in the Tampa Bay area.

Representative DiCeglie (Largo)

Staff Contact: Brendan Burke

Representative DiCeglie has worked closely with our office on legislation addressing legal issues related to real property law and legal proceedings. We also work with his office on issues impacting local governments.

Representative Mike Grant, Majority Whip (Port Charlotte)

Staff contact: Jim Browne

We work closely with Representative Grant and his staff on appropriations, local delegation issues, local government issues, transportation and healthcare issues.

Representative Dane Eagle, Majority Leader (Cape Coral)

Staff Contact: Paige LeBoutillier

Leader Eagle is a delegation member for a local government that we represent. We have worked with his office on economic development, tourism, transportation and appropriations issues.

Senator Joe Gruters (Sarasota)

Staff Contact: Victoria Brill

We work closely with Senator Gruters on economic development and finance & tax issues. Dean Mead has worked with his office on bills impacting local governments, amendment to pending legislation, economic development legislation and appropriations projects.

Senator David Simmons, (President Pro Tempore (Longwood)

Staff Contact: Diane Suddes

We have worked closely with Senator Simmons and his staff on legal and judicial issues. He has sponsored numerous bills and amendments for our clients and frequently participated in the Dean Mead Firm Legislative Updates held in Orlando.

Senator Kathleen Passidomo, Majority Leader (Naples)

Staff Contact: Becky Kokkinos

We have worked with Leader Passidomo on real property, probate, guardianship and trust law issues throughout her entire legislative service. We have also worked closely with her office on issues related to local government regulation and preemption. She is a member of the Lee County legislative delegation.

Representative Tommy Gregory (Bradenton)

Staff Contact: David Ballard

Representative Gregory is a delegation member for a local government that we represent. We have worked closely with Representative Gregory and his office on local government issues, appropriations projects, transportation appropriations, economic development issues, real property legislation and issues impacting the judiciary.

Representative Thad Altman (Indian Harbour Beach)

Staff Contact: James Befanis

We have worked with Representative Altman on legislation every year that he has served in both the House and the Senate, often related to construction and real property issues. We also work with him on issues impacting local governments, and he has frequently participated in the Dean Mead Firm Legislative Updates held in Melbourne.

Senator Kelli Stargel (Lakeland)

Staff Contact: Rachel Barnes

We work with Senator Stargel's office and staff on issues related to tax and finance as well as legal and judicial issues.

Representative Joe Geller (Dania Beach)

Staff Contact: Joel Ramos

We have worked with Representative Geller on legislation every year that he has been in office. We work closely with his staff on issues related to local government preemption, condominium and real property law.

Senator Lori Berman (Boynton Beach)

Staff Contact: Abby Ross

We have worked with Senator Berman throughout her service in the House and Senate on issues related to estates and trust law. Additionally, we worked with her on emergency notification legislation and on issues impacting local governments.

Senator Bobby Powell (West Palm Beach)

Staff Contact: Nazbi Chowdhury

Senator Powell has sponsored legislation in coordination with our team every year that he has been a member of the House and Senate. We have worked with him on legal and judicial issues as well as elections issues. We have also worked with his office on issues impacting local governments.

Senator George Gainer (Panama City)

Staff Contact: Andrea Gainey

We work closely with Senator Gainer's office and staff on issues related to hurricane recovery and emergency management.

Representative Lorraine Ausley (Tallahassee)

Staff Contact: Leisa Wiseman

We have worked closely with Representative Ausley's office over the years throughout her service in the House, most recently issues related to real property and the Uniform Partition of Heirs Property Act and addressing the removal of unlawful and offensive deed restrictions.

Representative Fentrice Driskell (Tampa)

Staff Contact: Raven Sansbury

We have worked closely with Representative Driskell for the past two Legislative Sessions on legislation addressing probate and trust law.

Representative Juan Fernandez-Barquin (Miami)

Contact: Representative Fernandez-Barquin

We work with Representative Fernandez-Barquin on guardianship, probate and trust issues. We also work with him on issues impacting local governments.

Representative Spencer Roach (Ft. Myers)

Contact: Representative Roach

Representative Roach is a member of the Lee County Legislative delegation. We have worked closely with him on issues impacting local governments, including the vacation rentals issue. We also worked closely with his office on appropriations projects.

Representative Ben Diamond (St. Pete)

Staff Contact: Matthew Herndon

We have worked closely with Representative Diamond on local government issues and on legislation relating to legal and judicial issues. He has participated in the Dean Mead Firm Legislative Updates and panels held in the Tampa Bay area.

Representative Erin Grall (Vero Beach)

Staff Contact: Edward Barenborg

We work closely with Representative Grall on legal issues related to probate, trusts and wills. She has participated in Dean Mead Legislative Updates held in coordination with our Ft. Pierce office.

Ongoing Relationships with the Executive Branch Agency Staff

As a prominent Tallahassee presence in the state and local legal community, we are able to fully integrate a work plan on behalf of the City of Clearwater with the policies, procedures and legislative staff of the various state agencies. It's our practice on behalf of our clients to coordinate legislative goals and programs as early as possible with the relevant state agency, thereby dramatically increasing the chances of ultimate success in legislative proposals and gubernatorial approval.

Our Tallahassee location facilitates this year-round contact and fosters close and successful working relationships with Executive agency personnel, as well as Legislative staff. Our Team maintains ongoing relationships with state agencies and successful working relationships with these agencies. It is not an exaggeration to state that, based on our longevity and prestige in the Tallahassee legal community, that one or more members of our Team will have contacts in, and access to, all agencies of state government.

Our Government Relations and Lobbying Team and other lawyers of the Firm represent clients in proceedings involving state agencies under Florida's Administrative Procedure Act, including promulgation of rules, rule challenges, development permitting, bid protests, certificates of need, declaratory statement petitions, electric utility territorial disputes, and public utilities regulation. Familiarity with the extent of agency jurisdiction, policy and rulemaking procedures helps us to be most effective when interacting with state agencies.

Familiarity with State Agencies and a Record of Successful Working Relationships with These Agencies

We have represented clients before the Executive Office of the Governor and most of Florida's administrative agencies, including the Departments of: Financial Services; Business and Professional Regulation; Economic Opportunity; Environmental Protection; Transportation; Management Services; Health; Revenue; and Agriculture and Consumer Services; as well as the Agency for Health Care Administration, the Public Service Commission, the Office of Insurance Regulation, the

Office of Banking and Securities, the Attorney General's Office of Anti-Trust, the Florida Housing Finance Corporation, and the state's water management districts.

Our Team has represented public agencies in matters concerning real estate, eminent domain, land use and zoning, environmental permitting, bid protests, construction disputes and construction contracting, drafting and negotiating joint project agreements, mutual use agreements, interlocal agreements and co-funding agreements. We have also worked extensively with public records and sunshine law matters.

Five members of the Dean Mead Team have held positions with state agencies and maintain close working relationships with those agencies. Jennifer Ungru served in the Executive Office of the Governor and as Chief of Staff to the Agency for Health Care Administration. French Brown is a former Deputy Director with the Department of Revenue. Marc Dunbar served as counsel in the Department of State. Angela Bonds was with the Division of Emergency Management, The Department of Motor Vehicles and Highway Safety, Department of Agriculture, Department of Environmental Protection, Department of State, the Governor's Office of Planning and Budgeting. Pete Dunbar served as the General Counsel to the Governor and later services as the general counsel at the Department of Financial Services.

The Dean Mead Team continues to work closely with these and other executive agencies in representation of clients and in work on legislative initiatives.

2) References from other public entities for whom our team has provided similar services.

- a) Lee County
Mr. Glen Salyer
Assistant County Manager
Lee County, Florida
P.O. Box 398
Fort Myers, Florida 33902
Phone: (239) 533-2221
E-mail: GSalyer@leegov.com

Scope of Services Provided: Dean Mead's Government Relations & Lobbying team currently serves as Legislative Counsel for Lee County. Primary issues include appropriations for water quality projects and transportation initiatives, economic development initiatives, and defense on many proposed changes to home rule authority such as fertilizer ordinances preemption of local occupational licenses.

We have had numerous successes in obtaining funding, passing and often thwarting bad legislation. Our team successfully derailed legislation that would have preempted regulation of local licenses to the state, including those licenses that require specific knowledge and training for protection of the unique ground water resources of Lee County. We also defeated similar legislation that would have required statewide reciprocity of all local licenses. We worked with the Florida Association of Counties and other stakeholders to remove punitive provisions regarding impact fees from proposed legislation.

We worked closely with Lee County's environmental consultant to successfully add language into the budget that requires the South Florida Water Management District to conduct a study to recommend the most appropriate geographic boundaries of the Big Cypress Basin based solely upon the common watershed and scientific support, addressing a longstanding problem impacting the residents of southern Lee County.

Our team has a history of successfully obtaining funding for Lee County projects. Most recently, we secured \$4,250,000 in funding to stabilize the only evacuation route for residents and visitors to Captiva and Sanibel Islands and fund improvements to increase the value of the park as a tourist attraction by adding beach sand, compacted shell parking spaces, picnic pavilion and event parking area, and improve fishing access. We also obtained an appropriation for the Artesian Well Abandonment project to plug the poorly constructed flowing well, stopping inter-aquifer intrusion of Saline water into fresher potable aquifers.

In 2020 we successfully amended the annual tax package to increase the population threshold from 750,000 to 950,000, allowing the continued use of tourist development taxes to fund a fishing pier for Lee County.

Dates of Service: 2017 to present

- b) Manatee County
Mr. Nicholas Azzara, Information Outreach Manager
Manatee County Administrator's Office
1112 Manatee Avenue, West
Bradenton, FL 34205
Phone: (941) 745-3771 Fax: (941) 745-3790
E-mail: Nicholas.azzara@mymanatee.org

Scope of Services Provided: Dean Mead's Government Relations & Lobbying Team performs general governmental affairs activities before the executive and legislative branches of Florida government. We have actively participated on behalf of Manatee County on a number of issues during our representation, including growth management, preemption issues such as fertilizer regulation, pain clinic regulation, juvenile justice and pre-trial detention programs, transportation, workers' compensation, cable regulation, hazardous materials fees, and property and tourist taxes.

We drafted and passed changes for the County on the use of phosphate tax proceeds, obtained appropriations for water projects and working with the Florida Shore and Beach Preservation Association, funding for beach restoration. We have assisted the County Attorney's office with a Cabinet item and have assisted public works on FDEP permitting issues and endangered species issues. We have defended against targeted legislative efforts to undermine a local zoning decision and amended statutes to allow the County to participate in a local transit tax option. In 2016, we spearheaded changes to animal control law to respond to problems in the Statute revealed by a local dog bite case. Working with other interested parties, we were able to successfully modify the law. We have also represented the County on agency items such as rulemaking by DCA, and have

facilitated staff participation in a FDOT study of proportionate share transportation fees. We often participate in work groups of the Florida Association of Counties on behalf of the County.

On behalf of Manatee County, we have been successful in achieving very good results in beach restoration and water project funding in the range of \$3 million over the last several years. We have successfully supported economic development projects in the County, and significant road and port improvements. In the 2020 Legislative Session we were successful in passing and maintaining appropriations of \$13 million for two road projects.

We have worked closely with the County Attorney to craft a solution to the County's apparent lack of lien authority over property with extensive unpaid utility bills. Due to a quirk in the County's special act authorizing the utility, it was an outlier in lacking this authority, yet there was reluctance on one delegation member's part to grant this authority. After thwarting efforts to amend the local act for two years, we negotiated a compromise and the delegation unanimously passed the bill. When the same delegation member attempted again to kill the effort, we organized the delegation and addressing every concern, were able to pass the legislation.

Dates of Service: 2004 to present

- c) Charlotte County
Mr. Cameron Pennant
18500 Murdock Circle
Port Charlotte, FL 33980
Phone: (941) 743-1944
E-mail: Cameron.pennant@charlottecountyfl.gov

Scope of Services Provided: Dean Mead's Government Relations & Lobbying team currently serves as primary legislative counsel for Charlotte County. Primary issues in recent years include appropriations for sewer projects and transportation initiatives, reducing consumer costs associated with advanced treatment wastewater units, economic development initiatives and defense on many proposed changes to home rule authority such as fertilizer ordinances and pain management clinic regulation. Previous representation includes budget priorities associated with hurricane recovery, land use and growth management bills, impact fees, taxation issues, and library funding. We have assisted the County Attorney's office in evaluating options for litigation on DJJ funding, and successfully assisted on grant applications for beach funding and stormwater funding.

We have had numerous successes in obtaining funding, passing and more frequently thwarting bad legislation. Most years that we have worked for the County, we have obtained or enabled funding for water projects in the amount of \$500,000 to \$750,000. We also obtained for Charlotte County beach re-nourishment and monitoring funding over \$3 million; a \$2 million dollar FDEP stormwater grant; funding for a new CAT Team; library funding; and disaster relief. We successfully engaged in an effort to include Charlotte County in qualification for a small county transportation fund which will be a future source of funding and has enabled several projects to proceed in Charlotte County.

We regularly work with similarly impacted entities. For example, we were involved in a study by FDEP to address issues raised by inconsistent policy regarding reclaimed water. We successfully

achieved greater control of reclaimed water by the entity which creates it by ensuring that it was not subject to permitting as an additional source by FDEP.

A few years ago, a threat was posed by legislation for the bail bonds industry to the utilization of successful pre-trial detention programs in most communities in Florida. For several years, we worked alongside other communities to fend off this harmful legislation. It was a great team effort with law enforcement, and one that we were glad was continually successful. Similarly, several efforts have been made to preempt local regulation of pain management clinics. These very effective local ordinances were preserved.

Another great team effort with law enforcement was the effort to thwart an attempt at preemption of local regulations of secondary metal recycling. This successful local effort to combat metal theft was grandfathered while the Legislature adopted desirable statewide regulation.

During our tenure with Charlotte County, there was a proposal to downsize the SFWMD Governing Board, which we helped ensure was short-lived. The importance of representation on this Board is understood as the Water Management District is an important source of water quality project funding, as well as a vital partner in potable water planning.

Dates of Service: 2014 to present

- d) Tampa Bay Water
Ms. Michelle Stom, APR
Chief Communications Officer
Tampa Bay Water
2575 Enterprise Road
Clearwater, FL 33763
Phone: (727) 791-2305
E-mail: mstom@tampabaywater.org

Scope of Services Provided: Members of the Dean Mead Government Relations and Lobbying Team have provided executive branch and legislative representation for Tampa Bay Water since 1994. In that representation, our team members have created and passed the legislative initiative creating Tampa Bay Water, as well as having been a part of every legislative initiative relating to water quality, supply and development since Tampa Bay Water's inception.

On behalf of Tampa Bay Water, we helped author and pursue the passage of the reorganization and modernization of chapter 373, Florida Statutes. We participated in the Florida Water Coalition in the pursuit of adequate funding of water supply initiatives. In a recent Session, we were able to defeat efforts which would have diverted major funding to a few select projects, thereby ensuring that the uniqueness of Tampa Bay Water and its services were recognized and not impaired. In recent years, we secured state appropriations finding of \$10.5 million for the Regional Reclaimed Water and Downstream Augmentation Project and \$650,000 for substation upgrades.

Dates of service: 1994 to present

- e) Indian Harbour Beach
Mr. Mark Ryan
City Manager
2055 South Patrick Drive
Indian Harbour Beach, FL 32937
Phone: 321-773-3181
Email: mryan@indianharbour.org

Scope of Services Provided: The Dean Mead Government Relations and Lobbying Team represents the City of Indian Harbour Beach on issues related to the state preemption of the regulation of short term rentals, proposed amendment to the Bert Harris, Jr., Private Property Rights Protection Act, and on appropriations issues. We worked closely with the Florida League of Cities and other stakeholders in successfully defeating legislation that would preempt the regulation of vacation rentals to the state. We also successfully defeated legislation that would have required the Bert Harris Act settlement terms be applicable to all similarly situated properties. We worked closely with the Florida League of Cities and other stakeholders in developing and coordinating the successful strategy, including weekly meetings, conference calls, obtaining vote counts and entering into negotiations for alternative solutions.

In 2020 we successfully obtained and secured a \$1 million appropriation for muck dredging to improve water quality in the Banana River which leads into the Indian River Lagoon, an Outstanding Florida Waterbody and an Estuary of National Significance. The project as funded will extend Brevard County's current Grand Canal project.

Dates of Service: 2018-present

Additional References:

Representative Chris Sprowls
Speaker-Designate, Florida House of Representatives
2364 Boy Scout Road, Suite 100
Clearwater, FL 33763-0901
Phone: (727) 793-2810
Email: Chris.Sprows@myfloridahouse.gov

Senator Ed Hooper
Florida Senate
3450 East Lake Road
Suite 305
Palm Harbor, FL 34685
Phone: (727) 771-2102
Email: Hooper.Ed@flsenate.gov

Representative Chris Latvala
Florida House of Representatives

2963 Gulf to Bay Boulevard Suite 206
Clearwater, FL 33759-4200
Phone: (727) 724-3000
Email: Chris.Latvala@myfloridahouse.gov

Representative Ben Diamond
425 North 22nd Avenue, Suite C
St. Petersburg, FL 33701-4322
Phone: (727) 552-2747
Email: Ben.Diamond@myfloridahouse.gov

Senator Kathleen Passidomo
Majority Leader, Florida Senate
3299 East Tamiami Trail
Suite 203
Naples, FL 34112
Phone: (239) 417-6205
Email: passidomo.kathleen@flsenate.gov

Casey Cook
Florida League of Cities
Senior Legislative Advocate
301 S. Bronough Street Suite 300
Tallahassee, FL 32301
Phone: (850) 701-3609
Email: CCook@flcities.com

E.D. "Ed" Armstrong, III
Shareholder
Hill Ward Henderson
600 Cleveland St Ste 800
Clearwater, FL 33755-4153
Phone: 727-724-3900
Email: ed.armstrong@hwhlaw.com

TAB 3 - Qualifications – Education and Training of Lobbyist(s)

Peter Dunbar and Martha Edenfield will serve as the primary point of contacts for the City of Clearwater on this contracts. Pete was admitted to the Florida Bar in 1972, and during his professional career has worked extensively in the field of real property law and with the law governing condominiums and community associations. He is a member of the American College of Real Estate Lawyers. Martha was admitted to the Florida Bar in 1984 and since then has gained a wide variety of experience representing clients before the Florida Legislature, the Governor, the Cabinet and state agencies, having served as legal and governmental counsel for agricultural trade groups, industrial associations, healthcare providers and local governments.

In addition, Dean Mead's other Legislative Team Members are Marc Dunbar, Christopher Moya, French Brown, Jennifer Ungru and Angela Bonds. The professional bios for all seven members of our Team are provided below:



Peter M. Dunbar

Office: Tallahassee
Title: Shareholder
Phone: (850) 999-4100
Fax: (850) 577-0095
Email: pdunbar@deanmead.com

Pete Dunbar's practice focuses on governmental, administrative, and real property law. Drawing on a distinguished background of public service, he represents and advocates on behalf of a variety of private and public interests before the Florida Legislature and the Executive Branch departments and agencies of Florida state government. Mr. Dunbar began his long career in Florida government in 1967 as a staff director in the Florida Legislature. He served as the Pasco County attorney and later served for 5 terms as a member of the Florida House of Representatives. Upon leaving the Legislature, he held the posts of General Counsel and Director of Legislative Affairs for Governor Bob Martinez and later served as the General Counsel at the Department of Financial Services. Mr. Dunbar served as Chief of Staff during the transition from the Martinez administration to the administration of Governor Lawton Chiles, and he is former Chairman and 2-term member of the Florida Ethics Commission. Currently, Mr. Dunbar serves on the inaugural committee for the Condominium and Planned Development Law Certification for The Florida Bar.

Mr. Dunbar was admitted to the Florida Bar in 1972, and during his professional career has worked extensively in the field of real property law and with the law governing condominiums and community associations. He is a member of the American College of Real Estate Lawyers; he serves as an adjunct professor at FSU College of Law; and he has been selected by his peers as a member of *Florida Trend's* Legal Elite Hall of Fame.

Significant Representation has included more than two decades of representation before the Legislature, the Governor, the Cabinet and state agencies for a variety of interests, including

businesses, professional organizations, the Florida judiciary, local governments, and trade associations.

Projects have included passage of new laws that provide:

- New protection of private property rights for owners of commercial and agricultural properties, condominium owners, and leasehold property interests;
- New options for creation of special purpose agencies for regional water supply and wastewater treatment;
- Statutory rewrites to modernize the chapters of Florida law regulating condominium and community housing, outdoor advertising, land trusts, lien rights and foreclosure.
- New innovative funding options for local governments to provide improved transportation infrastructure, new sports and recreational venues, stormwater treatment facilities, economic development incentives, brownfield remediation and preservation of conservation lands.

Mr. Dunbar has provided testimony as an expert witness in cases involving condominium and real property disputes.

For more than four decades, he has represented condominium associations and homeowners' associations in community operations and governance, covenant enforcement and interpretation, and other legal issues involved with community living.

He has also provided appellate advocacy for clients in the Florida Supreme Court and district courts of appeal.

Key Practice Areas

Governmental & Legislative Affairs

Real Property & Condominium Law

Administrative Law

Water and Growth Management Law

Gambling and Pari-mutuel Law

Professional and Civic Activities

- American College of Real Estate Lawyers – Member
- The Florida Bar
 - Real Property Probate and Trust Law Section – Legislative Counsel, Member
 - Administrative Law Section – Member
- Conference of Circuit Court Judges – General Counsel
- Tampa Bay Water Regional Supply Authority – Past Interim General Counsel
- Institute of World War II and the Human Experience—Advisory Board Member
- FSU College of Law Board of Visitors—Member
- Community Associations Institute—Member
- NOAA Sea Grant Review Panel of the U.S. Department of Commerce – Past Chairman and Member
- Florida Judicial Council – Past Member
- Collins Center for Public Policy – Past Board Member

- Special Olympics volunteer and coach
- Coastal Conservation Association – Member

Education

- Juris Doctor: Florida State University College of Law, Tallahassee, Florida, *with honors*, 1972
- Bachelor of Arts—Political Science: Florida State University, Tallahassee, Florida, 1969

Bar Admissions

Florida

▪ Recognition & Awards

- Recognized among *Florida Trend's* Legal Elite Hall of Fame since its inception
- Named Outstanding Government & Administrative Attorney in *Florida Trend Magazine's* Legal Elite, 2014-2020
- Named an Outstanding Government Relations, Real Estate, Lobbying Attorney in *Florida Super Lawyers Magazine*, 2009-2020
- Martindale Hubbell: AV Rating
- 2012 Recipient of FSU College of Law Distinguished Alumni Award
- 2011 Recipient of *Robert C. Scott Memorial* Service Award from Real Property, Probate and Trust Law Section
- 1999 Recipient of *Conservation Colleague Award* for the Florida Chapter of the Nature Conservancy
- Florida State University Gold Key

Speaking Engagements

Mr. Dunbar is a frequent lecturer at Continuing Legal Education programs, including:

- Annual Legislative Update sponsored by the Real Property, Probate and Trust Law Section of the Florida Bar
- Institute Condominium and Cluster Development sponsored by the University of Miami College of Law
- Demystifying the Legislative Process sponsored by the Government Lawyers Section of the Florida Bar
- Florida Women Lawyers Association
- Common Ownership Realty Association of the Florida Institute of Certified Public Accounts

Frequent lecturer on Florida state government structure and operations, including before:

- Florida Budget and Tax Reform Commission
- Undergraduate political science classes at the University of Florida and Florida State University
- Florida Association of Counties
- Leadership Pinellas
- Government Lawyers Section

Key note addresses on World War II and the Battle of the Solomon Islands at Florida State University, Fordham University, Jacksonville Historical Society and Ringling Institute, Tallahassee Exchange Club, and Real Property, Probate and Trust Law Section of the Florida Bar

Publications

Mr. Dunbar is the author of numerous books and publications including:

- *The Condominium Concept*, Pineapple Press
- *The Law of Florida Homeowners Association*, Pineapple Press
- *Resident Owned Community Guide for Florida Cooperatives*, Pineapple Press
- *Homeowners Association Manual*, Pineapple Press
- *Before They Were the Black Sheep*, University Press of Florida
- “Partial Termination: Good Things Can Happen to Bad Projects,” *Florida Bar Journal*, with Eleanor Taft, Wilhelmina Kightlinger and Kevin Wells
- “Condominium,” *Sage Encyclopedia of Housing* 2nd Edition
- “Four Tenants of the Respected and Successful,” *Points of Personal Privilege*, The James Madison Institute

Mr. Dunbar is a frequent contributor to Dean Mead’s Blogs at www.deanmead.com.

- [Pete Dunbar Presents at Standing Room Only Communities Association Meeting](#)
- [Pete Dunbar Featured at Book Signing in Advance of Veterans Holiday](#)
- [Pete Dunbar Lectures at FSU’s World War II Institute](#)
- [Dean Mead Hosts Florida Legislative Update in Orlando](#)
- [Standing Room Only at Dean Mead’s Legislative Update in Tampa](#)
- [Dean Mead’s Legislative Update Series Draws Big Crowd in Brevard County](#)
- [HOA Blog Part V: Distinguishing Between Condo and HOA Fees, Fines, and Penalties](#)
- [Dean Mead Partners with St. Lucie Chamber and EDC to Host Legislative Luncheon](#)
- [HOA Blog Series Part IV: Why Are HOA Fees Important?](#)
- [HOA Blog Series Part III: What Happens When You Don’t Follow HOA Rules?](#)
- [Dean Mead Sponsors FOAA 2016 Annual Conference](#)
- [HOA Blog Series Part II: What Restrictions Exist in a HOA?](#)
- [HOA Blog Series Part I: What Does it Mean to Live in a HOA?](#)
- [Pete Dunbar Featured in Tallahassee Democrat](#)
- [Dean Mead’s Agribusiness Team: Preserving Florida’s Freshwater Resources](#)
- [Florida Legislature Reaches Turning Point on Water Policy](#)
- [Florida Legislative Post-Session Highlights](#)
- [Dean Mead’s Pete Dunbar Featured on Facing Florida](#)
- [Attorneys Visit Florida Trend to Talk Issues Impacting Businesses Around the State](#)
- [Pete Dunbar Interview on Florida’s Water: Environmentalists Cry Foul Over Land Money.](#)



Martha J. Edenfield

Office: Tallahassee
Title: Shareholder
Phone: (850) 999-4100
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Email: medenfield@deanmead.com

Ms. Edenfield focuses her practice on governmental affairs and administrative law. Since entering into the private practice of law in Tallahassee in 1984, she has gained a wide variety of experience representing clients before the Florida Legislature, the Governor, the Cabinet and state agencies. Ms. Edenfield utilizes her political leadership skills to advocate for her clients and coordinate a legislative team. Ms. Edenfield has extensive experience as legal and governmental counsel for agricultural trade groups, industrial associations, medical professionals, legal and judicial associations and local governments. For over 30 years her legislative practice has focused on state regulation and funding issues related to a wide range of areas including water and the environment, transportation and infrastructure, health law, local governments, the judiciary and real property, probate trust and guardianship law

Ms. Edenfield has been recognized by her peers for her work in the government relations and administrative areas of practice, including being repeatedly selected as one of the state's "Legal Elite" by Florida Trend magazine and other publications. She is also a Martindale-Hubbell "AV Preeminent" rated lawyer by both her peers and judges.

Representative Experience

Projects have included significant involvement in the drafting and passage of legislation including:

- Statutory rewrites to modernize the Florida Trust Code, the Florida Probate Code, the Florida Uniform Principal and Income Act, the Florida Uniform Disclaimer of Property Interest Act, the Florida Power of Attorney Act, and the Florida Land Trust Act. Expanding the courts power to appoint a court monitor and creating emergency court monitors.
- Enactment of public records exemptions for court monitors and estate inventories.
- The Patient Self-Referral Act of 1992.
- The 1996 Administrative Procedure Act rewrite.
- The Florida Brownfield Redevelopment Act of 1997.
- Reorganization and rewrite of Part VII of Chapter 373, F.S., Water Supply Policy Planning, Production and Funding (2010).
- Reorganization and rewrite of Part III of Chapter 479, F.S., Sign Removal (2010).
- Innovative funding options for local governments for improved transportation infrastructure, new sports and recreational venues, stormwater treatment facilities, economic development incentives, brownfield remediation and preservation of conservation lands.
- The nationally recognized statutory protection of private property rights requiring just compensation for outdoor advertising property interests.

- Grandfather provisions for private interests and governmental entities.
- Exemption from regulation under the Florida Insurance Code for private entity.
- Local bills on behalf of governmental entities.
- Agricultural tax exemptions.

Key Practice Areas

- Governmental & Legislative Affairs (including drafting and editing of legislation and amendments)
- Administrative Law
- Regulatory matters before state agencies
- Water and Growth Management Law
- Gaming Law

Significant Appointments

- Governor's Administrative Procedure Act Review Commission which provided guidance to the Legislature for the 1996 rewrite of the Florida Administrative Procedure Act, by Governor Lawton Chiles.
- Florida Consumers Council, appointed by Florida Agriculture Commissioner Bob Crawford.

Primary Industries

- Government relations and regulatory representation on behalf of business, professional and governmental entities.

Professional and Civic Activities

- The Florida Bar
 - Environmental and Land Use Law Section
 - Administrative Law Section
 - Real Property, Probate and Trust Law Section
 - Health Law Section
 - Government Lawyers Section
- Tallahassee Bar Association - Member
- Tallahassee Women Lawyers – Past President, Past Vice President, Board Member and Current Member
- Florida Association for Women Lawyers – Member
- Leadership Tallahassee – Member, Class XII
- Capital Women's Network – Member

Charitable and Pro Bono

- Junior League of Tallahassee - Past Board Member (Bylaws and Parliamentarian) and Committee Chair (You and the Environment), Current Sustaining Member
- Keep Tallahassee-Leon County Beautiful – Past Chair and Board Member

Education

- Juris Doctorate: Florida State University College of Law, Tallahassee, Florida, 1984

- Bachelor of Science, Finance: Florida State University, Tallahassee, Florida, 1981
- Associate of Arts: Eastern Florida State College (formerly Brevard Community College), Melbourne, Florida, 1979

Bar Admissions

Florida Bar, 1984

Prior Legal Experience

Pennington, P.A., Tallahassee, Florida, 1996-2013

Akerman Senterfitt, Tallahassee, Florida, 1992-1996

Oertel, Hoffman, Fernandez and Cole, P.A., Tallahassee, Florida, 1984-1992

Recognition & Awards

- 2011 Recipient of the *Robert C. Scott Memorial Service Award* from the Real Property, Probate and Trust Law Section of the Florida Bar
- Named and Outstanding Government Relations Practice Attorney in *The Best Lawyers in America*®, 2018-2020
- Recognized among the Top Florida Lawyers in *Florida Trend*'s Legal Elite, 2007, 2009, 2013, 2016 and 2019-2020
- Martindale Hubbell: Preeminent AV Rating

Publications

- "Attorney Fees and Costs", *Florida Bar Journal*, March 1997
- Ms. Edenfield frequently writes articles for statewide business publications on environmental and administrative law issues

Marc W. Dunbar



Office: Tallahassee
 Title: Shareholder
 Phone: (850) 999-4100
 Fax: (850) 577-0095
 Email: mdunbar@deanmead.com

Marc Dunbar focuses his practice on governmental relations and legislative advocacy, commercial transactions and gaming. He has 25 years of experience, and he advises a wide range of clients, with particular emphasis on businesses in highly regulated industries. Mr. Dunbar handles legal matters and provides lobbying representation for a multitude of regulated industries, including motor vehicle manufacturing and dealerships, gaming, tobacco, alcohol, healthcare services and providers, and medical cannabis.

At the trial and appellate levels, Mr. Dunbar is regularly engaged in litigating complex statutory and constitutional matters. He has more than two dozen reported appellate cases that he has won on behalf of clients in regulated professions. In addition to civil, administrative, and appellate litigation,

Mr. Dunbar has been very active in assisting regulated entities and private equity firms in exploring and evaluating emerging opportunities in industries in which federal and state governments exercise high levels of oversight and law enforcement agencies focus their scrutiny. He is frequently asked by industry clients to draft proposed changes to complex rules and statutes affecting regulated professions in Florida and elsewhere.

Along with his work for regulated industries, Mr. Dunbar also practices ethics and elections law representing a host of statewide campaigns such as the campaign for Governor Ron DeSantis and the Republican Governors Association. He has served as a gubernatorial appointee to one of Florida's water management districts and presently is an appointee by Florida's Chief Financial Officer to the board of Citizens Property Insurance Company.

Furthermore, Mr. Dunbar has extensive private-sector experience outside of his legal practice. Among other examples, he has twice served in senior executive capacities for large, integrated gaming properties; qualified as an expert witness in a gaming-related administrative trial; founded and sold a gaming-related business; and regularly retained as a game-design consultant.

Mr. Dunbar is a member of the Board of Visitors for Florida State University College of Law, where he also serves as an adjunct professor.

Following law school, Mr. Dunbar worked for several years in the public sector. He was recognized for his exceptional legal work by Florida Tax Watch, and he was a recipient of the Davis Productivity Award, which honors state employees for exemplary service to Florida's taxpayers.

Key Practice Areas

- Commercial Transactions
- Gaming Practice
- Government Relations & Lobbying
- State and Local Taxation
- Federal Tax Law

Primary Industries

- Hospitality
- Gaming

Professional and Civic Activities

- International Association of Gaming Advisors
- International Masters of Gaming Law

Education

- Juris Doctor: Florida State University, College of Law, Tallahassee, Florida, 1994
- Bachelor of Arts: *cum laude*, Florida State University, 1991

Bar Admissions

- Florida

- U.S. District Court, Middle District of Florida
- U.S. District Court, Northern District of Florida

Recognition & Awards

- International Masters of Gaming Law Conference, President's Award (2017)
- The Best Lawyers in America®, Gaming Law and Administrative/Regulatory Law (2018-2020)
- AV Preeminent® Peer Review Rating in Martindale-Hubbell
- *Florida Trend*, "Florida Legal Elite" (2013-2020)
- Northwest Florida Water Management District, Gubernatorial Appointee (2015-2018)
- Executive Appointee by Florida's Chief Financial Officer, Citizens Property Insurance Company, Member of Board of Governors (2018 – 2019; and recently reappointed for a term ending on July 31, 2022)

Speaking Engagements

- Moderator, "Effects of the 2016 Elections and Emerging Trends facing Gaming in the United States," May 1, 2017
- Panelist, "Daily Fantasy Sports State Regulation Update," April 27, 2016, San Francisco, California
- "Gambling or Not: Defining the Legal Status of Products at the Intersection of Gambling and Entertainment", February 2, 2016, London, England
- "Legislative and Policy Update," January 16, 2016, Orlando, Florida
- "Sports and Gaming: What's Legal, What's Not," January 16, 2016, Orlando, Florida
- "Internet/Mobile/Social Gaming and Virtual Currencies," August 22, 2015
- "Regulating Skill-based Games," June 22, 2015
- "Regulated Gaming, Grey Games and Entertainment: Where is the Line?" March 3, 2015, Las Vegas, Nevada
- "The Morphing of Social Gaming, Fantasy Sports, and Sweepstakes into Gaming," February 12, 2015, Las Vegas, Nevada
- "Internet Café and Gray Market Slot Machine," January 3, 2015
- "The Comment Period: The Public's Role in Gaming," *Global Gaming Expo (G2E)*, September 25, 2013, Las Vegas, Nevada - Sands Convention Center
- "Horse Racing at a Crossroads," May 9, 2013
- "Gambling and Public Policy," February 26, 2013
- "Gaming Law," July 25, 2012
- "Gaming in Emerging Jurisdictions," April 17, 2012
- "Mid-size and Regional Brick and Mortar Operators Panel," May 3, 2011
- "Sweepstakes and Slot Machine Laws," March 3, 2010
- "Sweepstakes and Slot Machine Laws," March 3, 2009
- "History of Sweepstakes and Slot Machine Laws in Florida," March 3, 2008

Publications

- "Florida chapter, *International Comparative Legal Guide (ICLG) to: Gambling 2020*", Co-Author, November 20, 2019
- "The State of Indian Gaming in Florida," *Indian Gaming Lawyer*, Co-Author, April 19, 2018

- Florida Chapter, *Chambers Global Practice Guides: Gaming, Gambling & Licensing*, Author (1st ed. 2018), February 6, 2018
- Florida Chapter, *International Comparative Legal Guide to: Gambling*, Author (3rd ed. 2017), December 19, 2016
- News from Florida Gaming Congress, December 22, 2015
- Florida Chapter, *International Comparative Legal Guide to: Gambling*, Author (2nd ed. 2016), December 19, 2015
- "Florida's Uncertain Legal Landscape for Fantasy Sports: A Closer Look," *Gaming Law Review and Economics*, November 2015, 19(9): 644-651. doi:10.1089/glre.2015.1994., October 22, 2015
- Florida Chapter, *International Comparative Legal Guide to: Gambling*, (1st ed. 2015), January 1, 2015
- "Tackling a Hidden Danger," *iINTERGAMINGLAW Magazine*, Issue 2, November 18, 2014
- "Does Ruling Spell Doom for Poker as a Skill?" *Ante Up Magazine*, October 18, 2014
- "Divergent Views on Advancing Technology Deployment Across Country," October 1, 2013
- "Florida: A Market Preparing for the Future," *Casino Enterprise Management*, April 24, 2013
- "BLACK FRIDAY: The poker world a year later," *Ante Up Magazine*, March 24, 2013
- "It's time to bet big in the polls," *Ante Up Magazine*, October 24, 2012
- "The History of Internet Cafés and the Current Approach to Their Regulation," *UNLV Gaming Law Journal*: Vol. 3: Iss. 2, Article 5, September 24, 2012
- "No destination casinos in Florida in 2012," *Ante Up Magazine*, February 24, 2012
- "Don't go 'Wild' with those casino markers," *Ante Up Magazine*, January 24, 2012
- "Court says 'Table Talk' not protected in poker," *Ante Up Magazine*, December 24, 2011
- "Florida: Gambling's Next Big Market?" *Casino Enterprise Management*, December 24, 2011
- "Lost money online? It's no surprise," *Ante Up Magazine*, November 24, 2011
- "Florida poker: 15 years of change," *Ante Up Magazine*, October 24, 2011
- "Make judges play poker for money, then see if it's luck," *Ante Up Magazine*, September 24, 2011
- "Anti-gambling enforcement increased," *Ante Up Magazine*, July 24, 2011
- "Get politically active to help online poker," *Ante Up Magazine*, June 24, 2011
- "Will Florida ever get intrastate online poker?" *Ante Up Magazine*, April 24, 2011
- "The house has the edge in the courtroom, too," *Ante Up Magazine*, March 24, 2011
- "Being Banned is Possible if You Misbehave," *Ante Up Magazine*, February 24, 2011
- "Gambling Advice: Don't be a Felon In 2011!" *Ange*, January 24, 2011
- "Elections deal blows to poker, gaming chances," *Ante Up Magazine*, November 24, 2010
- "Wanted: Political champions for poker," *Ante Up Magazine*, September 24, 2010
- "What Constitutes Gambling?" *Ante Up Magazine*, August 24, 2010
- "Struggling with the 'Grey Market,'" *Ante Up Magazine*, July 24, 2010
- "Let the silly season begin," *Ante Up Magazine*, June 24, 2010
- "Struggles at the sausage factories," *Ante Up Magazine*, May 24, 2010
- "The Seminole Compact explained," *Ante Up Magazine*, April 23, 2010

- "Lobbying money paid off big for Florida in 2009," *Ante Up Magazine*, March 24, 2010
- "2010 could be monumental for poker in the Southeast," *Ante Up Magazine*, February 24, 2010
- "Poker profits up in the Sunshine State," *Ante Up Magazine*, February 24, 2010



Christopher Moya

Office: Tallahassee
 Title: Director, Strategy & Management Consultant
 Phone: (850) 999-4100
 Fax: (850) 577-0095
 Email: cmoya@deanmead.com

Mr. Moya has more than 22 years of strategic management consulting experience. He advises some of the world's best-known businesses and brands, and his global network provides his clients with access to key decision makers in the public and private sectors.

With his entrepreneurial capabilities acquired from the starting and running of numerous businesses, ranging from media companies to consulting practices, Mr. Moya offers clients the measures to help achieve results. Currently, his clients include many well-known, publicly traded and privately held companies, as well as government entities. Mr. Moya provides a broad range of strategic development, public relations, and consulting services in addition to serving on the boards of civic organizations, think tanks, and privately held corporations.

Recently, Mr. Moya was appointed to the Federal Judicial Nominating Commission by US Senators Marco Rubio (R-FL) and Bill Nelson (D-FL). The commission selects candidates for lifetime appointment to federal judicial posts, whose names are then forwarded to the White House for final consideration.

Primary Industries

- Government Relations, Lobbying and Administrative Law

Professional and Civic Activities

- Citrapac, Inc.
 - Corporate Board of Directors
- Enterprise Florida, Inc.
 - Board of Directors
- Federal Judicial Nominating Commission of Florida
- Florida Tax Watch
 - Board of Directors
- Hispanic Business Initiative Fund
 - Board of Directors
- National Multiple Sclerosis Society
 - Advisory Board
- State of Florida Children's Home Society

- Board of Directors

Education

- Master of Business Administration: Emory University Goizueta Business School, Atlanta, Georgia, 2016
- Bachelor of Science: Florida State University, Tallahassee, Florida, 2005

Bar Admissions

- Not licensed to practice law



H. French Brown, IV

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Title: Shareholder
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Email: fbrown@deanmead.com

French Brown offers clients 12 years of experience practicing in state and local taxation. Prior to joining Dean Mead, he practiced at another law firm in Tallahassee. He began his legal career at the Florida Department of Revenue, where he quickly rose to the position of Deputy Director of Technical Assistance and Dispute Resolution. There he oversaw more than 50 department attorneys, accountants and auditors in charge of legal guidance, agency rulemaking, and informal audit protests. French assists businesses with Florida tax planning and controversies.

Representative Experience

- Represents clients on state and local tax issues before the Florida Department of Revenue, in the Florida courts, before the Division of Administrative Hearings and the Florida Legislature.
- Represents businesses before the Florida Legislature by monitoring and reporting on legislation, preparing amendments, testifying before legislative committees, developing coalitions and advocating clients' positions to legislators and legislative staff.
- Served as Deputy Director of the Florida Department of Revenue, Technical Assistance and Dispute Resolution, and counseled the agency on a variety of state and local tax issues, including Florida's communications services, corporate income, documentary stamps, and sales and use taxes.
- Counsels and represents corporate clients with Florida sales tax problems, including commercial rental transactions, real estate development, manufacturing operations, retail operations, construction, publishing, electric and telecommunications utilities, financial services, entertainment and hospitality industries.
- Advised study commissions and task forces on state and local tax policy, including the Communications Services Tax Working Group (2012).

Key Practice Areas

- State and Local Taxation
- Administrative Law
- Government Relations and Lobbying
- Business Expansion & Relocation
- Biofuel & Renewable Energy

Primary Industry Teams

- Government Relations and Lobbying
- Solar Energy

Professional and Civic Activities

- The Florida Bar Association
 - Tax Section (2007 – Present)
- Institute for Professionals in Taxation
 - Member (2013 – present)
- Leadership Florida Connect, Class 7
- Leadership Tallahassee, Class 30
- FICPA State Tax Conference (2014 – Present)
- Rotary District 6940
 - Assistant District Governor (2015 – 2018)
- Tallahassee Sunrise Rotary
 - President (2013 – 2014)

Education

- Juris Doctor: Florida Coastal School of Law, Jacksonville, Florida, 2007
 - Certificate, Environmental Law, 2007
- Bachelor of Science, General Chemistry: Florida State University, Tallahassee, Florida, 2003

Bar Admissions

- Florida, 2007
- U.S. District Court, Northern District of Florida, 2016
- U.S. District Court, Middle District of Florida, 2014
- U.S. District Court, Southern District of Florida, 2014

Recognition & Awards

- Recognized by *Chambers USA- America's Leading Business Lawyers*, 2017 and 2018
- Honored as a Florida Legal Elite “Up and Comer” by *Florida Trend* magazine, 2018, 2020
- Honored as a “Rising Star” in *Florida Super Lawyers Magazine*, 2016-2017

Speaking Engagements

- *Moderator: 2020 Florida Legislative Preview with guest panelists Senator David Simmons, Senator Geraldine Thompson, and Representative Josie Tomkow, Dean Mead's Legislative Series in Orlando, September 2019*

- Featured among the speakers at the COST Southeast State Tax Seminar at Pfizer, Inc. in Memphis on June 27, 2019
- *Lowering the Cost of Doing Business in Florida – Targeted Tax Reform*, Florida Chamber of Commerce, January 2018
- *Amendment 4 and Solar Development in the Sunshine State*, Environmental and Land Use Law Section of The Florida Bar, May 2017
- *Southeast & Federal Tax Legislative Update*, FICPA MEGA Conference, 2016 (co-presenter)
- *Transfer Taxes – Minimizing the Property Taxes Paid at Closing*, IPT Property Tax Symposium, 2014 (panelist)
- *Tax Issues Facing the Department and the Effect on Taxpayers*, Florida Bar and FICPA State Tax Conference, May 2011 (panelist)
- *Florida State and Local Tax Update*, Florida State University Fall Accounting Conference, November 2010 (panelist)
- *Rule Updates*, FICPA Florida State Tax/ Florida Department of Revenue Liaison Meeting, November 2010 and November 2011
- *Sales Tax Issues for Not-for-Profits*, FICPA Florida State University Spring Accounting Conference, May 2009

Publications

- Quoted in an article entitled, *In Florida, 99% of companies pay no corporate income tax — with lawmakers' blessing / Special Report*, published in the *Orlando Sentinel* on November 13, 2019
- Quoted in an article entitled, *Lobbyists for Amazon, Walmart and other big businesses are writing a law to collect Florida sales tax online*, published on September 25, 2019 in the *Orlando Sentinel*
- Guest Columnist of an article entitled, “INSIGHT: Florida Corporate Income Tax Credits Help Recipients and Taxpayers Through New Law,” published in *Bloomberg Tax*, April 2, 2019
- Guest columnist of an article entitled, “Florida Tax Exemptions Are Available for Solar Farms”, published in *i4 Business magazine*, January 2019
- The 2016 Amendments to the APA: *Say Goodbye to United Wisconsin – and More*, Florida Bar Journal, Volume 90, Number 9, September – October 2016 (co-author)
- *Sales Tax Building for Real Property Contractors*, Florida CPA Today, May – June 2009
- *Rebirth of CERCLA Section 107 Contribution Actions: New Life PRPs that Conduct Voluntary Cleanups After Aviall*, 14 Buffalo Environmental Law Journal, 211 (2007)

Blog Articles

- [Florida Department of Revenue Emergency Orders Regarding Sales and Property Tax: March 26, 2020](#)
- [The Florida Department of Revenue Seeks Legislation to Use Business' Credit Card Data Against Them](#)
- [French Brown featured in Orlando Sentinel on Corporate Income Tax](#)
- [French Brown in Orlando Sentinel on Newly Proposed Legislation](#)
- [Florida Corporate Income Taxpayers Must Separately Report Key TCJA Impacts](#)
- [Pre-filed Legislation Would Impose Florida Sales Tax Collection Responsibilities on Remote Sellers and Marketplace Providers](#)
- [Increased Florida Corporate Tax Collections Estimated to Trigger \\$540M in Refunds](#)

- [Florida Wayfair Article in Law360](#)
- [Tax Refunds And Rate Reductions Ahead For Florida Companies](#)
- [Wayfair: Formulating A Florida Response](#)
- [New Florida Corporate Income Tax Credits Explained by French Brown](#)
- [Florida DOR Publishes Report on Impacts to Florida Taxpayers due to TCJA](#)
- [Key Legislative Issues on the Forefront in 2019 – Part II](#)
- [Florida Financial Outlook – Currently Sunny with Slight Chance of Recession](#)
- [Challenging Property Tax Assessments in Court](#)
- [How Amendment 6 Will Impact Florida Tax Law](#)
- [French Brown Explains Possible Florida Taxpayer Effects Due to Proposed Amendments](#)
- [French Brown Shares Insight on Vote of Florida’s Amendment 2 Importance](#)
- [French Brown Comments on Florida Amendment 2 Issue](#)
- [The Florida DOR’s Thirteen TCJA Topics – A Closer Look](#)
- [Florida Department of Revenue Conducts First Public Meeting Regarding TCJA Changes](#)
- [Florida DOR Seeks Input for TCJA Impact Analysis](#)
- [Florida Property Tax Litigation: Procedural Traps for the Unwary](#)
- [A Brave New World: The Taxation of Online and Mail Order Sales in a Post-Wayfair Florida](#)
- [FINDING YOUR ZONE – Florida’s Opportunity Zones Confirmed](#)
- [French Brown Quoted in Florida Politics on Amendment 2](#)
- [Florida Department of Revenue Publishes Tax Refund Forms for Farms, Nursing Homes, and Assisted Living Facilities Impacted by Hurricane Irma](#)
- [Chambers USA 2018 Recognizes Seven Dean Mead Attorneys for Legal Excellence](#)
- [Florida Department of Revenue to Study Impacts of Federal Tax Reform – Seeking Taxpayer Input](#)
- [2018 Florida Legislature Enacts Numerous State and Local Tax Changes](#)
- [Legislative Update: The Federal Tax Cuts and Jobs Act and the Risk for Florida Corporate Taxpayers](#)



Jennifer P. Ungru

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 Title: Corporate Affairs Advisor
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 Fax: (850) 577-0095
 Email: jungru@deanmead.com

Ms. Ungru has over 15 years of political, policy, and governmental experience. She focuses on advocacy, strategy development and execution, policy, messaging, procurement strategy, and targeted crisis response/management.

Ms. Ungru offers clients the knowledge and insight she has acquired from serving high-profile roles in the Executive Office of the Governor, the Florida Legislature, and at the highest levels of national and statewide political campaigns. Using her political acumen and an analytical approach, Ms. Ungru helps clients define their objectives, build a cohesive strategy, and overcome challenges that

stand between them and their goals. She provides a deep understanding of “the how and the why” of policy and the political process that is results-oriented.

During her career, Ms. Ungru has served in the appointed position of deputy chief of staff for Governor Rick Scott, overseeing nine agencies, including the healthcare and public safety departments, as well as the Departments of State and Management Services. Together, these agencies account for more than 45 percent of the state’s total budget.

In addition, Ms. Ungru was chief of staff for the Agency for Health Care Administration (AHCA), which oversees the state of Florida’s Medicaid program and regulates more than 45,000 healthcare facilities. During her tenure, the agency implemented major health reforms, including the movement to Statewide Medicaid Managed Care, the largest procurement in state history.

Nationally, Ms. Ungru has extensive political experience in 13 states, as well as with the Republican National Committee and National Republican Senatorial Committee. Jennifer was tapped by the DeSantis campaign for Election Day Operations. She then led the recount efforts and strategy for Governor DeSantis. She was then asked to both present to the Transitional Advisory Committee on Government Operations regarding the 2018 elections and recounts, and serve as a member to the Health Care Transition team.

Primary Industries

- Government Relations, Lobbying and Administrative Law

Education

- Juris Doctor: Capital University Law School, Columbus, Ohio, 2003
- Bachelor of Arts: Loyola College of Maryland, Baltimore, Maryland, 2000



Angela C. Bonds

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Title: Government Affairs Manager
Phone: (850) 999-4100
Fax: (850) 577-0095
Email: abonds@deanmead.com

Angela Bonds has over 10 years of experience in government and legislative affairs. She has worked with government officials at the local, state and national level. During her career, Ms. Bonds held roles at several state agencies, and she has handled a wide range of government issues. She has assisted with drafting legislation and veto recommendations for complex policy issues; contributed to the development of policy agendas; coordinated the implementation process at the conclusion of legislative sessions; and provided officials with research for bill proposals and impact analysis.

Prior to joining Dean Mead, Ms. Bonds was the director of legislative affairs for the Florida Division of Emergency Management. Along with the other aspects of her position, she was involved in the

response to Hurricane Michael. Ms. Bonds assisted with the communication of vital disaster information to members of the Florida House of Representatives and Senate and U.S. Congress, as well as local officials.

Ms. Bonds also served as director of legislative affairs for the Florida Department of State and deputy director of legislative and cabinet affairs for the Florida Department of Highway Safety. Additionally, she has worked for the Executive Office of the Governor, Office of Policy and Budget, Florida Department of Agriculture and Consumer Services, and Florida Department of Environmental Protection.

Primary Industries

Government Relations and Lobbying

Education

Bachelor of Science, Lee University, Cleveland, Tennessee, 2004

TAB 4 – Cost for Services

Annual flat fee for Legislative Services	\$48,000.
Actual expenses not to exceed	\$4,800.
Total fee and reimbursed expenses	\$52,800.

The scope and complexity of the project dictate the required personnel, expertise and expense necessary to accomplish the desired results. Success in the legislative arena and in the executive agencies of state government depends on the long-term relationships developed with public officials and staff. This includes work on campaigns, responsiveness to research requirements, and problem solving generated by elected officials and by staff, and experience in prior public service.

Providing services for lobbying are hard to quantify at an hourly rate structure where the key to success is access. In order to maintain that relationship for clients, monitoring and lobbying on an hourly basis is unfeasible. Dean Mead proposes a flat fee for legislative services for each legislative cycle. Special projects not contemplated within the scope of services of this RFP will be agreed to in advance and billed separately at the Firm's current hourly rates of \$200 to \$350 an hour.

Although we are not aware of any conflicts of interest at this time, if a direct conflict of interest in the representation of the City for lobbying service is asserted which requires the City to obtain independent representation for lobbying service, we propose that the fee for independent counsel as to the conflict issue be subtracted from the lobbying service contract fee amount.

The annual flat fee for legislative services will be \$48,000 billed monthly in equal installments of \$4000. Actual expenses will be billed separately on an itemized basis and reimbursed on an actual cost incurred based on appropriate governmental schedules.

Travel and out of pocket expenses are projected not to exceed 10% of the fee amount, or \$4800 and will be billed for reimbursement only after incurred.

The total contract amount shall not exceed \$52,800.

TAB 5 – Other Forms

The completed forms that are requested by the City of Clearwater for this proposal are provided on the following pages in this section, including:

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