

**Lee County Board Of County Commissioners
Agenda Item Summary**

Blue Sheet No. 20130725

ACTION REQUESTED/PURPOSE:

A) Concur with the ranking of firms by the Qualification Selection Committee for RFQ130410, STATE LEGISLATIVE & EXECUTIVE BRANCH LOBBYING SERVICES, as follows: (1) Gray-Robinson, P.A.; (2) Nabors, Giblin & Nickerson, P.A.; and, (3) Fowler White Boggs, P.A.

B) Authorize contract negotiations to commence with the three short-listed firms for an initial period of one year with the option to re-negotiate and renew for up to two additional one year periods, upon mutual agreement of all parties.

C) Approve a not-to-exceed annual expenditure of \$120,000.

D) Authorize Chair to execute Agreements on behalf of the Board upon receipt.

FUNDING SOURCE:

Fund—General Fund; Program—Non-Departmental. This item is budgeted annually.

WHAT ACTION ACCOMPLISHES:

Provides the County with state legislative and executive branch lobbying services.

MANAGEMENT RECOMMENDATION: Approve.

Departmental Category: A1B

Meeting Date: 8/27/2013

Agenda:

Requirement/Purpose: (specify)

Administrative

- Statute
- Ordinance
- Admin Code AC-4-4
- Other

Request Initiated

Commissioner:

Department: COUNTY MANAGER

Division: No Divisions

By: Glen Salyer

Background:

Statements of Qualifications were solicited on behalf of the Board of County Commissioners for state legislative and executive branch lobbying services for Lee County.

The deadline for receipt of the Statements of Qualifications was June 24, 2013. A total of six Statements of Qualifications were submitted within the established date and time. All of the responses were considered at the Qualifications Evaluation Committee meeting on July 15, 2013. The voting members of the Evaluation Committee were the following staff members: Glen Salyer, Assistant to the County Manager (as Chair); Ann Arnall, Human Services Director; Rob Farmer, Public Safety Director; Patricia DiPiero, Utilities; and, Kurt Harclerode, Natural Resources. Firms were evaluated and short listed on points-based criteria with the 3 firms achieving the highest point score totals invited for interviews/presentations. Criterion included qualifications and experience; project approach; cost proposal; references; and financial ability.

The interviews/presentations were conducted on August 6, 2013. On the basis of the information submitted by the firms in their Statements of Qualifications and during the interview/presentations, the Committee agreed to recommend the following ranking: (1) Gray-Robinson; (2) Nabors, Giblin & Nickerson; and, (3) Fowler White Boggs. The committee further recommended that the County also pursue the services of Nabors, Giblin &

11. Required Review:

<i>Glen Salyer</i>	<i>Robert Franceschini</i>	<i>Thelma Davis</i>	<i>Peter Winton</i>	<i>Dawn Perry-Lehnert</i>	<i>Peter Winton</i>
COUNTY MANAGER	Purchasing	Budget Analyst	Budget Services	County Attorney	County Manager

12. Commission Action:

Nickerson to ensure that the County has the entire spectrum of specialized lobbying services at its disposal to enhance the Board's position on specific matters.

Management Discussion

Upon further review, County Administration recommends pursuing the services of the three firms that were short-listed by the Qualifications Evaluation Committee. The three firms are all eminently qualified and each has particular areas of expertise.

Specifically, management recommends contracting with Gray-Robinson as the lead lobbying firm as recommended by the committee. Gray-Robinson would be tasked with developing the Board's state legislative agenda, serving as the primary lobbyist on a majority of issues, and otherwise providing a full range of professional lobbying services as specified in the RFQ.

Management further recommends that the County attempt to contract with: 1) Nabors, Giblin & Nickerson to cover Finance and Tax and other issues as appropriate; and 2) Fowler White Boggs to lobby issues such as healthcare, transportation, transit and/or appropriations.

As per Section 6 of the contracts manual for annual type master contracts, the Board can concur with the ranking of Consultants and authorize staff to negotiate costs in a single agenda item. Taking action in this manner eliminates the need for an additional Blue Sheet requesting Board approval of the resulting agreements.

Funds will be available: GC5190300100.503190

Attachment: 1) Final Ranking Order of Firms with Meeting Minutes
2) Short List Ranking of Firms with Meeting Minutes
3) Contract Sample
4) RFQ Attachment A – State Lobbying Issues