

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

Blue Sheet No. 20040066

**1. REQUESTED MOTION:**

**ACTION REQUESTED:** Concur with the ranking of firms by the Selection Committee for RFQ-04-04 LEGISLATIVE AND AGENCY LOBBYING & OTHER SERVICES FOR LEE COUNTY, and authorize contract negotiations to commence with the number one (1) ranked firm: (1)Florida Lobby Associates/Arnold & Blair, LC as principal lobbyist; (2)Carey, O'Malley, Wittaker and Manson PA; Cruz and Company and Benford Consulting ; (3)Bitner & Associates, Seibert Law Firm; Bryant Miller & Olive PA; and (4) Barreto, Cunningham, May, Dudley, Maloy LLC; and Allen Jordan & Associates. Further authorize the Chairperson on behalf of the Board to execute an agreement for an amount-not-to-exceed of \$75,000.00 per year, with a contract period of two (2) years with the option to renew under the same terms and conditions for one (1) additional year.

**WHY ACTION IS NECESSARY:** Board approval required.

**WHAT ACTION ACCOMPLISHES:** Provides the County with a firm for legislative and agency lobbying services.

**2. DEPARTMENTAL CATEGORY:**

1. County Manager  
COMMISSION DISTRICT #:

*AIA*

**3. MEETING DATE:**

*01-27-2004*

**4. AGENDA:**

- CONSENT
- ADMINISTRATIVE
- APPEALS
- PUBLIC
- WALK ON
- TIME REQUIRED:

**5. REQUIREMENT/PURPOSE:**  
(Specify)

- STATUTE
- ORDINANCE
- ADMIN. CODE *AC-4-4*
- OTHER

**6. REQUESTOR OF INFORMATION:**

- A. COMMISSIONER
- B. DEPARTMENT *County Manager*
- C. DIVISION
- BY: *Holly Schwartz, Assistant County Manager*

**7. BACKGROUND:**

Letters of Qualifications were solicited on behalf of the Board of County Commissioners for Lobbying Services for RFQ-04-04 LEGISLATIVE AND AGENCY LOBBYING & OTHER SERVICES FOR LEE COUNTY. The deadline for receipt of Letters of Qualifications was December 18, 2003. A total of four (4) Qualification Statements were received by the established deadline. All Qualification Statements were considered at the Selection Committee meeting held on January 6, 2004. The Selection Committee consisted of the following staff members: Holly Schwartz, Assistant County Manager as Chairperson; Pete Winton, Assistant to the County Manager; Karen Hawes, Director of Human Services; and David Owen, Legal Advisor. Four (4) firms were selected for interview/presentations: Barreto, Cunningham, May, Dudley, Maloy LLC and Allen Jordan & Associates; Carey, O'Malley, Wittaker and Manson PA, Cruz and Co. & Benford Consulting; Bitner & Associates, Seibert Law Firm, and Briant Miller & Olive PA; and Florida Lobby Associates/Arnold Blair, LC. The interview/presentations were conducted on January 13, 2004 with a reconvene of the Selection Committee for a final ranking on January 15, 2004. On the basis of the information submitted by the firms in their Qualification Submittals, and after conducting the interview/presentations with the "short-list" firms, the Committee agreed to recommend the following ranking of firms: (1)Florida Lobby Services/Arnold & Blair, LC ; (2) Carey, O'Malley, Wittaker and Manson PA; Cruz and Co. & Benford Consulting; and (3) Bitner & Associates, Seibert Law Firm, and Bryant Miller & Olive PA.; and Barreto, Cunningham, May, Dudley, Maloy LLC and Allen Jordan & Associates.

**The County will not be restricted to utilizing, on an exclusive basis, the services of Florida Lobby Services/Arnold & Blair. The County may, at times need additional specialized lobbying services to enhance the position of the County on specific matters.**

Attachment: 1) Ranking Sheet  
Funds are available in account string: GC5190300100.503190

**8. MANAGEMENT RECOMMENDATIONS:**

**9. RECOMMENDED APPROVAL:**

A Department Director	B Purchasing of Contracts	C Human Resources	D Other	E County Attorney	F Budget Services				G County Manager
					OA	OM	Risk	GC	
	<i>[Signature]</i>	<i>N/A</i>		<i>[Signature]</i> <i>1/15/04</i>	<i>[Signature]</i> <i>1/15</i>	<i>[Signature]</i> <i>1/15</i>	<i>[Signature]</i> <i>1/15</i>	<i>[Signature]</i> <i>1/15</i>	<i>HS</i> <i>1/15/04</i>

**10. COMMISSION ACTION:**

- \_\_\_\_\_ APPROVED
- \_\_\_\_\_ DENIED
- \_\_\_\_\_ DEFERRED
- \_\_\_\_\_ OTHER

Rec. by CoAtty  
 Date: *1/5/03*  
 Time: *4:30 p.m.*  
 Forwarded To:  
*C. Aston*  
*1/5/03*

**QUALIFICATION SELECTION COMMITTEE  
OVERALL SELECTION SHEET  
INTERVIEWS/PRESENTATIONS  
FOR  
RFQ-04-04 LEGISLATIVE & AGENCY LOBBYING & OTHER SERVICES FOR  
LEE COUNTY  
Tuesday, January 13, 2004  
1:30 p.m.**

<b>COMPANY NAME</b>	<b>NUMBER SELECTED</b>
Barreto Cunnigham May Dudley Maloy LLC and Allen Jordan & Associates	<u>4</u>
Carey. O'Malley, Wittaker and Manson PA; Cruz and Company Benford Consulting	<u>2</u>
Bitner & Associates, Seibert Law Firm Bryant Miller & Olive PA	<u>3</u>
Florida Lobby Associates/ Arnold & Blair, LC	<u>1</u>

*CHAIR*

**COMMITTEE MEMBER**  
**(PROJECT MGR) SIGNATURE:** *Holly Selway*