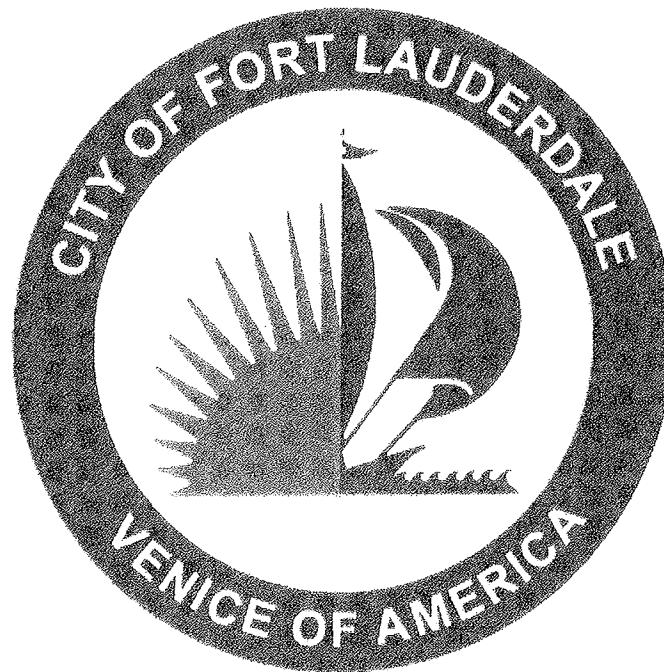




**Proposal For
Governmental Representation and
Consulting Services in Washington, DC**



Submitted By:

**The Cormac Group, LLP
1730 Rhode Island Avenue
Suite 317
Washington, DC 20036**

COPY

TAB 1:

BID/PROPOSAL SIGNATURE PAGE

How to submit bids/proposals: Proposals must be submitted by hard copy only. It will be the sole responsibility of the Bidder to ensure that the bid reaches the City of Fort Lauderdale, City Hall, Procurement Services Division, Suite 619, 100 N. Andrews Avenue, Fort Lauderdale, FL 33301, prior to the bid opening date and time listed. Bids/proposals submitted by fax or email will NOT be accepted.

The below signed hereby agrees to furnish the following article(s) or services at the price(s) and terms stated subject to all instructions, conditions, specifications addenda, legal advertisement, and conditions contained in the bid. I have read all attachments including the specifications and fully understand what is required. By submitting this signed proposal I will accept a contract if approved by the CITY and such acceptance covers all terms, conditions, and specifications of this bid/proposal.

Please Note: All fields below **must** be completed. If the field does not apply to you, please note N/A in that field.

Submitted by: Jonathan Slade (signature) 1/6/15 (date)

Name (printed) Jonathan Slade Title: Principal

Company: (Legal Registration) The Cormac Group, LLC

CONTRACTOR, IF FOREIGN CORPORATION, MAY BE REQUIRED TO OBTAIN A CERTIFICATE OF AUTHORITY FROM THE DEPARTMENT OF STATE, IN ACCORDANCE WITH FLORIDA STATUTE §607.1501 (visit <http://www.dos.state.fl.us/>).

Address: 1730 Rhode Island Ave NW, suite 317

City Washington State: DC Zip 20036

Telephone No. 202-467-4700 FAX No. 202-467-4715 Email: js@thecormacgroup.com

Delivery: Calendar days after receipt of Purchase Order (section 1.02 of General Conditions): N/A

Payment Terms (section 1.04): N/A Total Bid Discount (section 1.05): N/A

Does your firm qualify for MBE or WBE status (section 1.09): MBE WBE

ADDENDUM ACKNOWLEDGEMENT - Proposer acknowledges that the following addenda have been received and are included in the proposal:

Addendum No. Date Issued

P-CARDS: Will your firm accept the City's Credit Card (VISA / MasterCard) as payment for goods/services?

VISA YES NO MasterCard YES NO

VARIANCES: State any variations to specifications, terms and conditions in the space provided below or reference in the space provided below all variances contained on other pages of bid, attachments or bid pages. No variations or exceptions by the Proposer will be deemed to be part of the bid submitted unless such variation or exception is listed and contained within the bid documents and referenced in the space provided below. If no statement is contained in the below space, it is hereby implied that your bid/proposal complies with the full scope of this solicitation. **PLEASE STATE ANY VARIANCES OR EXCEPTIONS BELOW.** If this section does not apply to your bid, simply mark N/A in the section below.

Variations: N/A

TAB 2:

PART VI - PROPOSAL PAGES – COST PROPOSAL

Cost to the City: Contractor must quote firm, fixed, annual fee, billed monthly, for all services identified in this request for proposal. This firm fixed annual fee includes any costs for travel to the City. No other costs will be accepted. This firm fixed annual rate will be the same for the initial contract period. The fixed annual rate should not include cost associated with providing the additional services indicated within this RFP.

Contractor shall not be reimbursed or otherwise paid for internal word processing, data processing or other services (i.e. local telephone services, copies, mail, or postage services) that would reasonably be deemed the Contractor' overhead expense. Contractor will be reimbursed on a monthly basis at a firm fixed annual fee plus charges per additional service provided during the month, inclusive of all expenses.

Failure to use the City's COST PROPOSAL Page and provide costs as requested in this RFP, may deem your proposal non-responsive.

PLEASE FILL-IN THE TOTAL ANNUAL FIRM FIXED FEE BELOW FOR THE (INITIAL CONTRACT PERIOD – (2) YEARS)

1. TOTAL ANNUAL FIRM FIXED FEE \$ 72,000 /ANNUALLY x 2 yrs. =\$ 144,000

PLEASE FILL-IN THE AMOUNT PER ADDITIONAL SERVICE PROVIDED BELOW FOR THE (INITIAL CONTRACT PERIOD – (2) YEARS)

2. TOTAL FEE PER GRANT REVIEWED \$ 500 /GRANT x 4* GRANTS =\$ 2,000

3. TOTAL FEE PER GRANT WRITTEN \$ 5000 /GRANT x 4* GRANTS =\$ 20,000

TOTAL TWO YEAR COST TO THE CITY...(ITEMS 1+2+3).....\$ 166,000

If a Contractor wishes to provide a proposal as a joint venture, Contractor shall provide on this Cost Proposal page a breakdown of their portion of the annual fee and the portion of each joint venture Contractor being submitted. i.e. (ABC Company \$25,000 annual fee and DEF Company \$25,000 annual fee) x 2 yrs. = \$100,000. The total cost of the joint venture, is what will be considered in scoring for the cost criteria. If you do not provide the amount to be paid to each proposer, you may be deemed non-responsive. THE JOINT PROPOSERS MUST ALSO, EACH PROVIDE A BID SIGNATURE PAGE, EXECUTED BY AN OFFICER OF THE COMPANY.

*Estimated number of grants

TAB 3:

NON-COLLUSION STATEMENT:

By signing this offer, the vendor/contractor certifies that this offer is made independently and *free* from collusion. Vendor shall disclose below any City of Fort Lauderdale, FL officer or employee, or any relative of any such officer or employee who is an officer or director of, or has a material interest in, the vendor's business, who is in a position to influence this procurement.

Any City of Fort Lauderdale, FL officer or employee who has any input into the writing of specifications or requirements, solicitation of offers, decision to award, evaluation of offers, or any other activity pertinent to this procurement is presumed, for purposes hereof, to be in a position to influence this procurement.

For purposes hereof, a person has a material interest if they directly or indirectly own more than 5 percent of the total assets or capital stock of any business entity, or if they otherwise stand to personally gain if the contract is awarded to this vendor.

In accordance with City of Fort Lauderdale, FL Policy and Standards Manual, 6.10.8.3,

3.3. City employees may not contract with the City through any corporation or business entity in which they or their immediate family members hold a controlling financial interest (e.g. ownership of five (5) percent or more).

3.4. Immediate family members (spouse, parents and children) are also prohibited from contracting with the City subject to the same general rules.

Failure of a vendor to disclose any relationship described herein shall be reason for debarment in accordance with the provisions of the City Procurement Code.

NAME

RELATIONSHIPS

In the event the vendor does not indicate any names, the City shall interpret this to mean that the vendor has indicated that no such relationships exist.

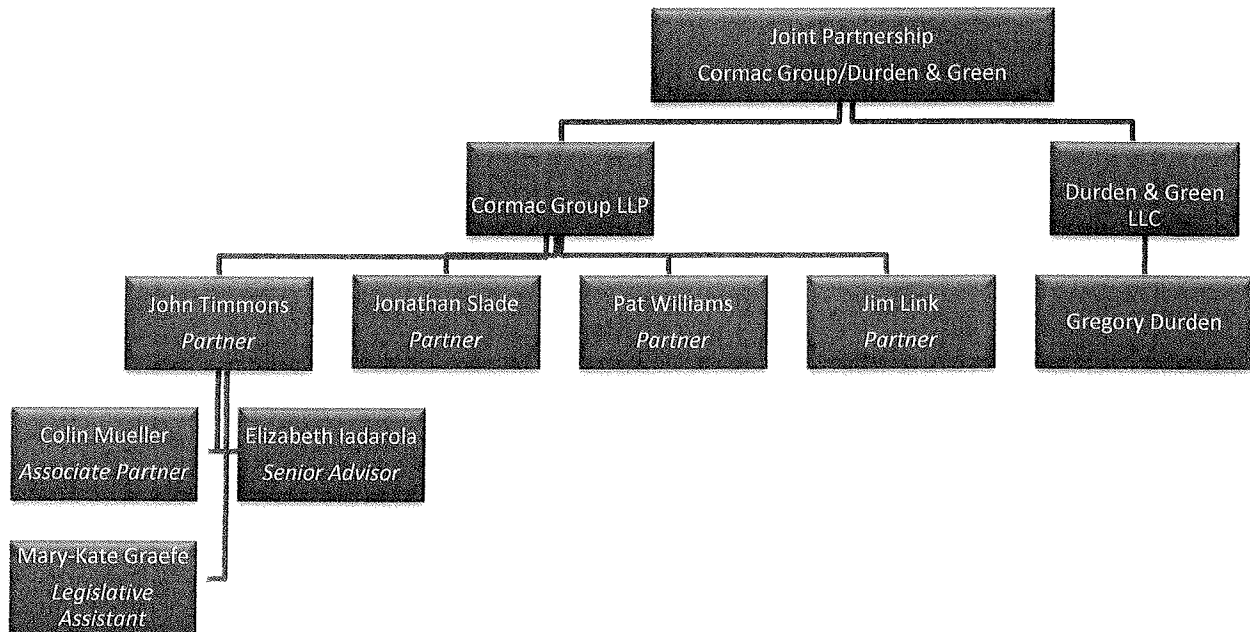
TAB 4:

Company Profile:

The Cormac Group, LLP
1730 Rhode Island Ave., NW
Suite 317
Washington, DC 20037
(p) 202-467-4700
(f) 202-467-4715
www.thecormacgroup.com
Email: JS@thecormacgroup.com

The Cormac Group was founded in 2001 and has been a national lobbying firm headquartered in Washington, DC for over a decade.

Durden & Greene, LLC
633 SE Third Avenue
Suite 4F
Fort Lauderdale, FL 33301
(p) 954-463-4688
Email: ddg05@bellsouth.net



TAB 5:

Letter of Interest

City of Fort Lauderdale
City Hall
Procurement Services Division
Room 619
100 North Andrews Avenue
Fort Lauderdale, FL 33301

To Whom It May Concern:

I submit this Letter of Interest to notify the City of Fort Lauderdale of The Cormac Group, LLP's intent to submit the attached proposal in response to RFP# 455-11519 for Federal Lobbying Services.

The Cormac Group has decades of experience representing Florida municipalities in Washington. We have a proven track record in helping Florida cities win federal grants, amend important pieces of legislation and change Administration policies on key issues. Our firm also has strong ties to the two Florida Senate offices and two House members representing Ft. Lauderdale in Congress.

Jonathan Slade, with The Cormac Group, will be the main point of contact for the purposes of the response to the RFP and can be reached at:

The Cormac Group, LLP
1730 Rhode Island Avenue, NW
Suite 317
Washington, DC 20037
202-467-4700
JS@thecormacgroup.com

Thank you for the opportunity to participate in this RFP for Federal Lobbying Services. We look forward to talking with you in the near future.

Sincerely,

Jonathan B. Slade
Principal

TAB 6:

Statement of Proposed Services

a)

With decades of experience in helping local municipalities, tribes, corporations and non-profit groups, TCG Principals and Advisors have been at the forefront of major debates addressing historic changes across various marketplaces including healthcare, energy, transportation, telecommunications and higher education. TCG continues to specialize in a wide array of Federal funding, transportation, aviation, Indian affairs, healthcare and telecommunications issues. In this capacity we have represented multiple municipalities and tribes in securing millions of dollars in funding through Federal appropriations and grants.

The background and contacts of the Principals and Senior Advisors at the TCG enables our firm to offer our clients timely Congressional updates, strategic approaches and creative solutions that give clients the ability to achieve their goals. Through our years as both staffers and lobbyists, we know it is crucial to become involved in the early stages of project development so we can find related Federal funds and develop and implement a strategic plan to secure funds and favorable legislative initiatives for our clients.

As one of Washington, DC's premier boutique lobbying firms, The Cormac Group, LLP specializes in providing a hands-on approach to all our clientele. Our clients have unfettered access to all Principals and Senior Advisors within our organization regardless of the issue. We pride ourselves on our thorough knowledge of the political process and connections on Capitol Hill and have had tremendous success on behalf of our clients through this approach.

Members of The Cormac Group have worked extensively throughout the years with comparable government entities, like City of Fort Lauderdale, specifically within South Florida. Some of our previous Florida municipal work includes, but is not limited to: Miami-Dade County, Monroe County, Port St. Lucie, City of Doral and City of Coral Gables. Currently, The Cormac Group represents the City of Hollywood, FL and Broward County, FL. TCG covers all aspects of work for Hollywood and Broward County but specifically are focused on Federal grants, HUD, Customs/Trade, Transportation, FEMA and Healthcare related issues. We have also worked on a number of "Sober Home" issues impacting counties and municipalities throughout Florida, by raising awareness in Congress over the problems attributed to the lack of Federal oversight over these organizations.

The Cormac Group has been working closely with City of Hollywood officials in regards to a Hurricane Wilma FEMA reimbursement issue in which TCG has been able to expedite the review process through a series of meetings with the Congressional delegation, senior FEMA officials and professional staff within the Environmental Protection Agency. In the end, the Cormac Group was able to get the City a reimbursement of over \$4,000,000.

TCG has a great deal of experience in transportation and appropriations issues, as well as mobilizing the relevant Committees and Florida delegation. We are innovative, proactive and work quickly. For example, we approached the City of Hollywood with an idea and were able to mobilize the Fort Lauderdale Congressional delegation in just two weeks and secure a \$1.8 million allocation for road improvements relating to the new ArtsPark project in the House-passed Transportation bill. We went on to obtain \$1 million for the project in the Senate companion bill.

TCG also obtained passage of an amendment to the Transportation Technical Corrections bill that allocated \$1 million for the North Young Circle project and worked with Senator Nelson's office, Federal Highway Authority and FDOT to obtain the nearly \$1 million in funds for the North Young Circle project.

TCG personnel were instrumental in writing and enacting a provision which gave a major airline client the ability to secure a unique economic opportunity. We worked through the regulatory process to ensure a competitive opportunity was awarded to our client. We achieved this in two consecutive FAA reauthorizations.

We were part of a team that negotiated with transportation and environmental interests to achieve a regulation which provides for substantial environmental protection while allowing for satisfactory business engagement.

TCG staff was also part of a team that helped the Doral City Council and transportation planning office on light rail right of way issues involving the implementation of a trolley circulator within the city. Our staff helped secure over \$1 million in funding for the Doral Transit Circulator in 2009 and 2010 which allowed for a feasibility study and implementation, including the purchase of two new trolleys. This program, launched in February 2008, allows the City to provide public transportation services to help alleviate some of the traffic congestion and reduce carbon emissions within the city and Miami-Dade County.

Furthermore, TCG has been able to secure grant funding from the Department of the Army's Congressionally Directed Medical Research Program. This funding will provide crucial research support to the Department of Defense on the current work they are doing on Gulf War Illness and our veterans affected by this condition. TCG was also able to help further expand VA-PACE funding to Miami Jewish Health Systems providing much needed homecare for elderly veterans.

Our management methods and communications with City staff would be designed to accomplish the specific purposes of the projects for which we are retained. Certain elements of our efforts, however, are universally applied to all client engagements. These elements include: a strict ethic of bipartisanship; operation as a functional extension of our clients in Washington, DC; aggressive two-way communication with our clients; the establishment of specific and measurable goals to achieve ambitious yet realistic objectives; a Teamwork approach that best leverages our talents and strengths; and compliance with all applicable laws and the highest ethical standards.

Greg Durden, brings years of legal expertise and experience to the team and would act as our local liaison to the City for the Team down in Fort Lauderdale. His background and knowledge of both the City and County's needs will be an invaluable resource for the team on the local level. His work as former Assistant County Attorney for Broward County and his decades of experience working for the County give him incredible insight into the needs of Fort Lauderdale.

b)

Our Team brings more than 100 years of Federal experience to the table. Having represented the Federal interests of municipalities and worked on Florida issues for decades, our experience in developing and pursuing municipal Federal agendas has been direct and immediate. We have a record of accomplishment on behalf of municipalities and non-profits of which we are proud. Our partnership with localities that we are intimately familiar with has been and will continue to be a central feature of our Federal practices.

The Team is a flexible organization that can adapt to the various nuances of our clients. Some clients prefer a rigid outline detailing each step of the process, while others prefer to hit certain targets and then re-evaluate before proceeding. First, our Team will work with the City of Fort Lauderdale to establish priorities and set goals, for which we will create a strategy and work plan. Then we will engage key stakeholders and interested parties as determined in consultation with the City of Fort Lauderdale.

The Team can manage any Federally related project in support of the City of Fort Lauderdale's Federal goals at the beginning of its term of representation. This is done initially through the following:

- Identify key stakeholders, decision-makers and opinion leaders at the Federal level that the City of Fort Lauderdale will be engaging on an ongoing basis. The starting point would be Members of the City of Fort Lauderdale Congressional Delegation.
- Draft correspondence and briefing materials to be used in support of the City of Fort Lauderdale agenda.
- Facilitate meetings and schedule visits for the City of Fort Lauderdale officials with key Congressional Members and executive agency officials to brief them on the issues and needs of the City. We would attend these meetings and conduct appropriate follow-up with Members, Committees, staff and agencies.
- Work closely with the relevant Congressional Committee Chairman and key Members of Congress outside the Florida delegation to ensure that the City of Fort Lauderdale's priorities are being consistently and appropriately advanced at the Committee level in Congress and within the relevant Federal agencies.

On an ongoing basis, the Team can maintain a continuous presence for the City of Fort Lauderdale in Washington, DC by engaging in the following activities:

- Proactively educate key administration officials, Congressional Members and appropriate staff, and the relevant state officials on the City of Fort Lauderdale's initiatives, priorities and agenda.
- Facilitate city officials testifying before key Congressional Committees when appropriate, drafting testimony and preparing witnesses as needed.

- Conduct the appropriate Congressional Member, Committee and staff follow-up, along with related ongoing and targeted meetings with Members and staff, on specific issues of concern.
- When appropriate, mobilize the City of Fort Lauderdale Congressional Delegation on behalf of the City to engage the executive branch regarding issues of interest and importance.
- Attend key Committee hearings and mark-ups in the House and Senate, as well as important regulatory hearings related to the City of Fort Lauderdale agenda, and provide written summaries on these activities. Brief Congressional Members on proposed legislation and draft questions for allies to ask at hearings and amendments that would accomplish the City of Fort Lauderdale's objectives.
- Monitor all Committees of jurisdiction related to the Federal agenda, review legislation that may affect priorities, and identify opportunities for the City of Fort Lauderdale and policy changes that are adverse to the County's interests.

Members of The Cormac Group and Durden & Greene, LLC have extensive backgrounds working within the field of government affairs. Their resumes and qualifications have been built from years of experience working within the Federal government as staff for various Members of Congress. The biographies listed below outline the qualifications of Cormac Group staff that would be working on behalf of the City of Fort Lauderdale.

Gregory Durden attended Georgia State University where he received a B.S. degree in Governmental Administration and a Master's degree in Public Administration. He graduated from Mercer University School of Law in 1980. He is admitted to practice law in Florida and Georgia and has an AV rating with Martindale-Hubbell.

In June of 1992, Mr. Durden was appointed by Attorney General Robert A. Butterworth as Chief of the newly created Office of Civil Rights. In that capacity, he developed working relationships with state and local civil rights agencies as well as with HUD, EEOC, Department of Justice, and the U.S. Attorney's Office. As Chief of Civil Rights, the position necessitated his involvement in numerous civil rights complaints involving law enforcement state-wide. He co-chaired the National Hate Bias Crime Task Force that was created by the National Association of Attorney Generals and the United States Department of Justice and was responsible for providing Hate Crime training to law enforcement in the State of Florida. He was involved in national task forces on fair housing, disability rights, mortgage lending and employment discrimination issues. He represented the Attorney General on the Advisory Board of the newly created Florida Martin Luther King, Jr. Institute for Nonviolence.

In April 1997, the Florida Supreme Court created the Commission on Fairness. This Commission was created to address biases in Florida's judicial system based on gender, race, ethnicity, age, and disabilities. Chief Justice Gerald Kogan appointed Mr. Durden to serve on the Commission. In 1999, he was reappointed by Chief Justice Major Harding. Mr. Durden served as a Special

Assistant State Attorney for the Palm Beach State Attorney's Office and assisted in the investigation and prosecution of hate crime cases.

In May 1992 the Florida legislation passed the Rosewood Bill, which was the first African-American reparation bill in the history of the United States. The bill created compensation for the survivors and descendants of the town of Rosewood, Florida, who were killed or deprived of property during a riot and massacre in 1923. To ensure that appropriate compensation was paid to all eligible survivors and descendants, the Florida legislation and the Rosewood Family Committee requested that Mr. Durden personally oversee the process. This case was successfully concluded in 1995 with more than 3,200 claims being investigated, nine survivors identified and located, and more than 400 descendants located and compensated.

Prior to joining the Attorney General's Office, Mr. Durden worked for five and one-half years as a civil litigation attorney for the Broward County Attorney's Office. In that capacity, he has handled many complex cases including litigation involving civil rights. Mr. Durden's duties were not limited to litigation. He created a mentor program where attorneys were assigned to be mentors for local high school students. As a result of his efforts in the Mentor Program, he was named Attorney of the Year for 1992 by the Law Related Education Association of the Florida Bar.

Before becoming as Assistant County Attorney, Mr. Durden was employed as an Assistant State Attorney in Broward County. As an Assistant State Attorney, he handled a variety of criminal prosecution cases from simple battery to murder. He has tried more than 200 jury and non-jury civil and criminal trials.

Mr. Durden is a past President of the T. J. Reddick Bar Association, Broward's African- American Bar Association. He had served on the Board of Directors of Jack & Jill Child Care Center, a comprehensive daycare program dedicated toward serving the urban poor. He also served on the board of the Broward Community and Family Health Centers, an urban health care program committed to addressing the health care needs of the county's poorest citizens. Mr. Durden was invited to and served on the committee that lobbied for the passage of the bill that created the Children's Services Council. In February, 2001, Governor Jeb Bush appointed Mr. Durden to serve on the Children Services Council and reappointed him to serve again in February 2003.

At its National Convention in Miami, Florida in July 2003, the NAACP presented to Mr. Durden the NAACP Foot Soldiers' Award for his enduring pursuit of justice for those without means of redress. And in September 2003, the Fort Lauderdale Branch NAACP honored Mr. Durden with its Eula Mae Johnson Award for his outstanding efforts in community service. The Fort Lauderdale Branch NAACP continued to recognized Mr. Durden's leadership by honoring him in October 2007 with the NAACP William Ming Advocacy Award. Mr. Durden remains active with the NAACP where he serves as special counsel to the local Branch and provides legal assistance to the State and National offices as well.

In April 2008, Mr. Durden was appointed to serve on the City of Fort Lauderdale Charter Revision Board. The Board is responsible for recommending changes to the City's charter. Members of the Board unanimously appointed him to Chair the Board. In December 2008, Mr. Durden was appointed by the City Commissioners of City of Fort Lauderdale to serve on the Downtown Development Authority, a special taxing district. He began his tenure on January 1,

2009. In 2012, he served as Chair of the Authority. On January 13, 2014, the City Commissioners reappointed Mr. Durden for another four year term on the Authority. Among his many responsibilities on the Board, Mr. Durden was selected by other Board Members to serve as the representative for the downtown business owners on a task force seeking expansion of the County Courthouse.

In October, 2009, the Broward County Historical Commission presented Mr. Durden with the Dr. Cooper Kirk Award, named after Broward County's First Historian. Mr. Durden was recognized for his efforts in preserving and commemorating the historical significance of the "Colored Beach" at John U. Lloyd State Park.

In April, 2010, Mr. Durden entered private practice where he focuses on probate, eminent domain, corporate, labor, complex civil litigation including real and personal property taxation, personal injury, wrongful death and civil rights.

JONATHAN SLADE, Before joining The Cormac Group as a Partner, Jonathan Slade served as the Director of the Washington office and as a Senior Vice-President at The MWW Group. During his tenure at MWW, he helped major municipalities, international companies and non-profit organizations achieve their goals in Washington. Both as a Hill staffer and in the government affairs world, Jonathan has developed a well-known reputation for resolving complex legislative issues and regulatory matters.

Due to his Florida ties, Slade has personally and professionally known Senator Bill Nelson, Alcee Hastings and Congresswoman Debbie Wasserman Schultz for over fifteen years and works regularly with the offices of Congressman Mario Diaz-Ballart, Congresswoman Frederica Wilson, Congressman Ted Deutch, and Congresswoman Lois Frankel. Given his strong Florida ties, he interacts with the City of Fort Lauderdale Congressional delegation on a daily basis.

He currently represents major cities, nursing homes, companies and universities in South Florida. He is particularly known for using innovative ways to help his clients secure funds in Washington from different Federal agencies through both Congressional appropriations and Federal grants.

Prior to joining The MWW Group, Jonathan worked for The Keefe Company, which is another major lobbying firm. He also had his own public affairs company that focused on helping Florida companies and organizations achieve their objectives in Washington. Before entering the government affairs arena, Jonathan worked as a legislative assistant for former Congressman Larry Smith (D-FL). While working on the Hill, he oversaw many foreign affairs, trade, communication and labor issues for the Congressman. Jonathan also served as Executive Director of College Democrats of America, in which he ran all the national student programs for the Democratic National Committee.

In addition to working at The Cormac Group, Jonathan served as an adjunct professor to the Graduate School of Political Management at The George Washington University, where he taught courses on both state and local lobbying and advanced lobbying strategies. As part of his academic activities, he has been invited to give lectures throughout Latin America on lobbying and public affairs including speaking before the Mexican Congress.

Jonathan received his B.A. in political science from The George Washington University with honors and his Juris Doctor from the National Law Center at The George Washington University as well.

PATRICK H. WILLIAMS, Founding Partner: Pat is a recognized advocate for new market entrants who has built extensive relationships throughout Congress, the Executive Branch and industry during his three decades on the Washington political scene. Previously he headed his own successful consulting and lobbying firm, Pat Williams and Associates and gained additional client-focused experience at the firm of Higgins, McGovern & Smith, where he lobbied technology, environment, healthcare and privacy issues before various House and Senate Committees, including Commerce, Judiciary and Appropriations.

Pat also served as Vice President of Federal Affairs for AT&T Corporation. In that capacity, he managed 40 lobbying and consulting firms, dozens of internal government affairs professionals and a multi-million dollar budget. He led AT&T's lobbying team in strategic planning, building industry coalitions and implementing successful grassroots campaigns. Mr. Williams played a major role in all AT&T matters related to the federal government, including Department and Agency activity related to telecom networks and services. With intricate knowledge of the telecommunications industry, Mr. Williams played a key role in the development and passage of the landmark Telecommunications Act of 1996. Prior to AT&T, Pat served as leading advocate for MCI Corporation, supervising MCI's federal procurement program and all matters related to telecommunications policy.

While with the Telecommunications Industry Association, Pat initiated the organization's lobbying and public relations efforts. Representing 600 telecommunications equipment suppliers, he served as the association's chief liaison with Congress and the Executive Branch, focusing on Regional Bell Operating Companies' re-entry into manufacturing. Successfully working to ensure a competitive marketplace at home and abroad, Williams is credited with impacting the substantial growth the U.S. telecom equipment manufacturing industry experienced during his tenure at TIA.

Mr. Williams gained extensive legislative experience as he served on the staffs of Congressman Dennis Hertel (D-MI) and Congressman Jim Blanchard (D-MI). With Congressman Hertel, Pat developed a strong relationship with members of the House and Senate Armed Services Committees as he worked with counterparts to forge legislation such as the DoD Authorization bill. He received his B.A. from the University of Maryland

JOHN W. TIMMONS, An attorney, lobbyist and former Congressional aide, John Timmons, Partner, brings to The Cormac Group access to political leadership gained over 30 years of experience in Washington, D.C. At the law firm of Higgins, McGovern & Smith, he specialized in technology, telecommunications, transportation and consumer law. While there he played a key role in the passage of AIR-21, a revolutionary piece of aviation infrastructure and pro-competitive legislation. He has led numerous clients successfully through the legislative and regulatory processes and his in-depth knowledge on issues such as deregulation enable him to serve as a

resource for Senators, Congressman and their staffs. He is currently recognized as one of Washington's leading aviation lobbyists.

Prior to his tenure at the firm, he was Senior Managing Director in the Washington, D.C. office of Hill and Knowlton where he counseled numerous business leaders, both national and international, on a variety of crucial corporate matters. In his previous position as Vice President of Government Affairs for America West Airlines, he was principal strategist for political achievements at the Federal level, and additionally developed and implemented strategies to help the company reach its state and local public affairs goals.

Formerly, Mr. Timmons was Senior Minority Counsel for the Senate Committee on Commerce, Science and Transportation. Working with Senate and House counterparts and building consensus, he was the primary minority staffer responsible for drafting and passage of the Airport Noise and Capacity Act and the Aviation Security Act. Prior to joining the Committee, he served as Deputy Assistant Secretary for Government Affairs, U.S. Department of Transportation where he was the Department's principal liaison to Congress and the Executive Branch. Mr. Timmons joined the Department after serving Senator John McCain as Legislative Counsel. In that capacity, and as Legislative Director, he worked to advance Senator McCain's legislative agenda with particular emphasis on commerce, energy and environmental issues, authoring several bills involving public lands.

Mr. Timmons holds a Juris Doctor degree from Washington & Lee University, School of Law, and a B.A. from Albion College.

JAMES E. LINK, Partner with The Cormac Group brings over 17 years of lobbying experience as well as eight years of Capitol Hill experience to the firm. He joined The Cormac Group from The American Capitol where he served as a partner and government affairs counsel. While at Fleischman and Walsh, Jim built an impressive lobbying practice comprised primarily of health care, non-profit and corporate clients. Jim currently represents the City of Port St. Lucie, Florida. Prior to that, he led the government relations team at the National Association of Chain Drug Stores where he served as the association's chief lobbyist as Vice President of Federal Government Affairs. In that capacity, he developed and executed lobbying strategies on behalf of the association's Members, including CVS, Walgreen's, Kerr Drugs, Longs Drug Stores, Albertson's and Rite-Aid on issues including Medicare reimbursement and Medicaid, as well as labor, tax and trade issues. Prior to NACDS, Jim was co-manager of the Washington, DC office for The MWW Group and was the chief lobbyist for the American Iron and Steel Institute.

While on Capitol Hill, Jim spent nearly four years as a top aide in the Senate Republican Whip office and Legislative Assistant for Senator Alan Simpson (R-WY). He helped manage the Senator's leadership and Senate floor responsibilities and participated in Republican leadership strategy meetings on pending business and future floor action. He also directed the Senator's legislative initiatives relating to health care, labor, banking, commerce and telecommunications and was a primary speechwriter for the Senator. Jim's other posts on Capitol Hill include serving as an aide to then Representative William Dickinson (R-AL), Representative Dick Cheney (R-WY), as well as a fundraiser for the National Republican Senatorial Committee.

Jim holds a Bachelor of Arts degree in Political Science from Miami University (Ohio) and a Master of Business Administration in International Business from The American University in Washington, DC. Jim was a Bryce Harlow Scholar while attending The American University.

ELIZABETH IADAROLA, With fifteen years' experience in various facets of politics and communications, Elizabeth Iadarola brings a wide range of capabilities to The Cormac Group.

Starting her career in Washington, Iadarola served on the staffs of Senator John Ashcroft (R-MO) and the Cato Institute. She went on to serve as a lobbyist and Deputy Director of Government Affairs at The MWW Group, a nationwide lobbying and public affairs firm, where she specialized in tax, trade, education and gaming issues, and was Director of Marketing and Communications at The George Washington University where she oversaw media affairs, advertising and political events.

As Senior Advisor at The Cormac Group, Elizabeth lobbies Congress for a variety of corporate, non-profit and education clients, secures Federal appropriations and grants, and creates and implements strategic parallel grassroots campaigns to support legislative initiatives. Iadarola holds a Master of Arts in Political Management from The George Washington University.

COLIN G. MUELLER, Prior to joining The Cormac Group as Senior Advisor, Colin Mueller was a Partner with Cardenas Partners, LLC and Director of Government Affairs at Tew Cardenas LLP. During this time he worked on multiple client issues including Healthcare, Indian Affairs, Energy, Financial services, Federal appropriations and Transportation. He has also served over ten years in both legislative and political capacities for multiple Members on Capitol Hill including Senators Bill Nelson (D-FL), Patrick Leahy (D-VT), Carl Levin (D-MI) and Mary Landrieu (D-LA).

For over seven years he served on the staff of Senator Bill Nelson (D-FL), and most recently worked as his Deputy Chief of Staff/Special Projects Coordinator handling Healthcare related issues pertaining to Medicare and Medicaid, Federal Appropriations, Indian Affairs and Banking.

In the private sector, he has represented multiple healthcare interests such as The Kessler Foundation, U.S. Preventive Medicine, Preferred Care Partners, Palmetto Health Systems, Villages Regional Hospital and the National Biomedical Services Inc. He also works closely with a number of financial institutions advising them on the effects of Medicare regulations under healthcare reform. He has also represented multiple Florida municipalities and has a proven track record in securing Federal funding for his clients. Mr. Mueller has previously represented Miami-Dade County, Monroe County, City of Doral, City of Coral Gables and the Village of Palmetto Bay.

During healthcare reform (ACA), working closely with Members of the Senate Finance Committee, Mr. Mueller was able to insert language within ACA that lowered the MLR (Medical Loss Ratio) requirement, included quality bonuses and extended the time period that Medicare Advantage Insurers needed in order to meet the new MLR requirement. Once ACA became law, Mr. Mueller worked closely with various political and career CMS officials to define within the regulations, what private insurers could list as a cost attribute to their new MLR requirement.

Mr. Mueller holds an honors degree in Political Science from Rollins College and his MBA in Finance from George Mason University School of Management. He is also a Volunteer Firefighter with the Arlington County Fire Department.

MARY KATE GRAEFE, Legislative Analyst Mary Kate Graefe joined The Cormac Group in July of 2010. Previously, she worked as a Legislative Correspondent for Senator Dianne Feinstein (D-CA) for over three years, where she handled the Senator's entire health care portfolio.

During this time she was an integral component of Senator Feinstein's healthcare agenda creating multiple initiatives within the Affordable Care Act. She has extensive knowledge on research and grant programs within the Federal government and tracks all potential Federal opportunities for our clients.

Mary Kate works with all Partners and Senior Advisors on multiple issue fronts focusing on healthcare, telecommunications and Federal grant opportunities. She holds a B.A. in History from Tulane University.

c)

Scoping: When selected by the City of Fort Lauderdale for Federal representation, the Team would commence the first phase of activities. This would involve evaluating the City's current priorities pertaining to particular issues and identifying the strengths and weaknesses associated with those goals given the current Federal funding environment and your Congressional legislative priorities. Given the familiarity of our Team with issues of importance to major metropolitan areas and Florida specifically, we will not face a steep learning curve. Instead, we will hit the ground running and begin outreach to all Members of the City of Fort Lauderdale Congressional Delegation, relevant Congressional Committees and Federal agencies. This is done to collect their perspectives on current priorities for integration into the City's long-term plans, including Committees with jurisdiction over appropriations, tax, transportation, energy, natural resources and other key issues for the City.

Develop Action Plans: During the second phase, our Team would draft a strategic action plan that establishes specific goals and timelines for the various activities contemplated.

Final Review and Briefings: In the third phase of the project our Team, along with City officials, will review the drafted strategic action plan with a goal of modifying it based on changing priorities or circumstances, including revisions based on policy changes originating on Capitol Hill. These activities would lead to a formal strategic plan of action. If necessary, we would arrange to meet with City department heads in order to determine the Federal nexus and whether financial support for a county project could be secured.

Implementation: Upon approval of the strategic plan of action, our Team would embark upon a fourth phase involving a more intense period of outreach to the City of Fort Lauderdale Congressional Delegation to present the plan and to enlist specific Members to play roles in its execution. Further, Phase Four would also involve the roll out of the plan to stakeholders in the

City of Fort Lauderdale and to secure both their cooperation and active involvement in the tasks included in the plan. We will provide regular updates to Fort Lauderdale officials on timely basis for all projects from the approved strategic plan.

At this point in the process, we would work with city officials to introduce this plan to Members of the City of Fort Lauderdale Congressional Delegation. If funding related, we would execute the requisite procedural steps associated with appropriations requests, including: development of request summaries; draft request letters to jurisdictional Subcommittees, testimony and supplemental correspondence, as required; collection of data and completion of Member project request forms, as required; adherence to Subcommittee deadlines; outreach to jurisdictional Subcommittee staff and Members; and appropriate intervention at various stages of the appropriations process, including House and Senate mark-ups (Subcommittee and full Committee), floor consideration and Committee on conference deliberations.

Once the support of the local Congressional delegation is secure, we will reach out to other appropriate Senate and House Members on the key Committees.

TAB 7:



Office of
Commerce

CITY OF
FORT LAUDERDALE BUSINESS TAX YEAR 2014-2015

BUSINESS TAX DIVISION
700 NW 19 AVENUE, FORT LAUDERDALE, FLORIDA 33311
(954)828-5195

Business ID: 90411143 Business Name: DURDEN GREGORY
Business Address: 633 SE 3 AVE # 4F
Tax Category: ATTORNEY AT LAW
(EACH LICENSED INDIVIDUALLY) Tax#: 714812

DURDEN GREGORY

633 SE 3 AVE # 4F
FORT LAUDERDALE, FL 33301

Fee:

DETACH AND POST THIS RECEIPT IN A CONSPICUOUS PLACE

TAB 8:



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
01/06/2015

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER WEAVER BROS INS ASSOCIATES 4550 MONTGOMERY AVE STE 300 BETHESDA, MD 20814 (888) 661-3938	CONTACT NAME: PHONE (A/C, No, Ext): (888) 661-3938 FAX (A/C, No): (888) 872-8921 E-MAIL ADDRESS: Service.center@travelers.com	
	INSURER(S) AFFORDING COVERAGE INSURER A : TRAVELERS CASUALTY INSURANCE COMPANY OF AMERICA INSURER B : THE TRAVELERS INDEMNITY COMPANY OF CONNECTICUT INSURER C : INSURER D : INSURER E : INSURER F :	NAIC #

COVERAGES **CERTIFICATE NUMBER:** 106233857321600 **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS	
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> HIRED AUTO <input checked="" type="checkbox"/> NON OWNED AUTO GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:			680-1055M838-15	02/07/2015	02/07/2016	EACH OCCURRENCE	\$1,000,000
							DAMAGE TO RENTED PREMISES (Ea occurrence)	\$300,000
							MED EXP (Any one person)	\$5,000
							PERSONAL & ADV INJURY	\$1,000,000
							GENERAL AGGREGATE	\$2,000,000
							PRODUCTS - COMP/OP AGG	\$2,000,000
								\$
							COMBINED SINGLE LIMIT (Ea accident)	\$
							BODILY INJURY (Per person)	\$
							BODILY INJURY (Per accident)	\$
PROPERTY DAMAGE (Per accident)	\$							
	\$							
	<input type="checkbox"/> UMBRELLA LIAB <input type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE <input type="checkbox"/> DED <input type="checkbox"/> RETENTION \$						EACH OCCURRENCE	\$
							AGGREGATE	\$
								\$
B	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	N/A		UB-1057M635-15	02/07/2015	02/07/2016	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER	
							E.L. EACH ACCIDENT	\$ 100,000
							E.L. DISEASE - EA EMPLOYEE	\$ 100,000
							E.L. DISEASE - POLICY LIMIT	\$ 500,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

CERTIFICATE HOLDER CORMAC GROUP 1730 RHODE ISLAND AVE NW#317 WASHINGTON, DC 20036	CANCELLATION SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE <i>Mary J. Swan</i>
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TAB 9:

Assessment of Cities' Needs:

Given our years of experience working on Broward County and South Florida issues, we have a unique understanding of Fort Lauderdale's issues. Moreover, in an economic and political environment where Federal dollars are scarce, The Cormac Group are experts in being able to identify Federal funding revenue streams on behalf of our clients. While the Congressional earmark ban has all but eliminated direct Federal appropriations for local governments and municipalities, there are still avenues to access Federal funding.

One such avenue is in regards to Federal grants. Every year Congress appropriates money to each Federal agency. While much of this money is used for their operating budget a significant portion is delineated to be used for various grants within that agency. The Cormac Group has a long standing track record in securing grant funding for our clients within the process. After discussing areas where our clients would like to access increased funding TCG identifies potential grants that our clients can apply for. Once submitted, TCG gets the client's Congressional delegation to write letters of support on behalf of the submitted grant.

Outside of Federal grants, there are also incentives that are often released in the form of tax breaks or rebates. A majority of these incentives focus around energy and transportation/infrastructure initiatives allowing local governments to invest capital into projects like natural gas conversion for municipal vehicles. Most of these incentives are on a first come first serve basis and therefore it is crucial for municipalities to be made aware of these programs as soon as possible.

There are many factors that a municipality should consider in choosing a Federal lobbyist. Some government officials believe that a lobbying firm should be judged based on how many appropriations or Federal grants have been secured for their clients. However, with Washington changing the way business is conducted and with a Congressional earmark ban in place, both City governments and Washington lobbyists need to be more innovative and persistent.

Just last year, the Miami Jewish Home was trying to secure a new Veterans PACE grant to provide service to seniors in their homes. A crisis had developed in treating veterans in Miami Dade County after several ex-soldiers were mistreated. We first had the entire Miami Congressional delegation write a letter about the need for this grant to help veterans. We then organized a meeting between the Veterans Department with all the relevant Senate and House Congressional staff. After the Veterans Department continued to stall the process, several Senate Chiefs of Staff and key Miami Dade Members called both the VA and the White House. After a six month effort, the Miami Jewish Home was finally awarded this important grant that they were seeking for years.

Once Congress approves the fiscal years appropriations, only through an intense effort with constant follow-up does a municipality or non-profit have a real chance of obtaining competitive Federal funds. There are thousands of counties and cities seeking this Federal funding. Fort Lauderdale needs to be constantly working with its two Senators and the two House Members on a daily basis to ensure the City has the chance of achieving its Federal goals.

An additional factor that City of Fort Lauderdale should consider in selecting a Federal lobbyist, is how well-respected a firm is in the Fort Lauderdale Congressional offices. Although other Florida Members and key Chairman are important, it is really up to the two Senators and the Fort Lauderdale Congressional Members to work for and deliver on the City's agenda. Colin Mueller

and Jonathan Slade have known the two Florida Senators and two Fort Lauderdale Members of Congress for many years.

By representing major South Florida entities, Jonathan Slade works with the Fort Lauderdale Congressional Members and staffs on a daily basis. Whether it involves meetings in Washington or South Florida, sponsoring various bills, writing letters to key agencies or engaging the White House, Jonathan works with each of these four offices on a daily basis. After working for Senator Bill Nelson in many different capacities, Colin Mueller knows this office better than anyone in Washington and works with their staff on a daily basis. Since these offices have many Florida counties and cities asking them to help on various matters, it is only through this persistent but courteous effort that Fort Lauderdale will increase its chances of obtaining its Washington objectives.

For all these reasons above, we believe that the Cormac Group is the right firm for the City of Fort Lauderdale. We have the experience, contacts and approach which will bring new Federal dollars back to the City of Fort Lauderdale as well as help the City achieve its policy objectives.

TAB 10:

Ability To Assign Appropriate Resources:

The Cormac Group is always searching for new grants opportunities for its municipal and non-profit organization clients. We first develop a strategic plan with our clients which includes its areas of expertise and needs for Federal funds. We then search for grant opportunities with the various Federal agencies through researching grant announcements, meeting with agency officials about new projects, and sometimes convincing Congress to authorize and approve new grant programs.

In the case of Hollywood, we meet with city officials the beginning of each year to determine the new priorities and needs. We then work with the various Members of Congress to look for new grant opportunities. We also send city officials new grant opportunities once they are published. After Hollywood applies for a Federal grant, we usually have the two FL Senate offices and some of the Fort Lauderdale House Members write letters and make calls to that particular Federal agency. Through this process, Hollywood has won numerous new Federal grants in the housing, criminal justice and energy areas.

We also represent the largest Jewish organization in the U.S. which receives annual grants from the Agency of International Development through the American Schools and Hospitals Abroad program. We first work with Congress to ensure this program receives an annual appropriation and then have the key Members of Congress write and call in support of our client's grant applications. In the last five years, the Hadassah Medical Organization has received nearly \$6 million in federal funding.

The Miami Jewish Home was initially turned down by the Veterans Administration to start a new outpatient PACE center in Miami Dade County. After a crisis arose regarding veterans, we mobilized the two Florida Senators and City Congressional delegation to approve his grant application. Just a few months ago, the Miami Jewish Home won its first grant in nearly 20 years from the Department of Veterans Affairs.

TCG is fully prepared and able to comply with the reporting requirements, including deliverables, as described in the Scope of Work. The Team recognizes the importance of complete and regular client coordination and keeping the client informed.

In order to appropriately represent the City, it is critical that our Team become intimately aware of its current and future projects and interests. We would suggest regular interaction with the Director of Intergovernmental Relations on at least a weekly basis resulting in a two-way exchange of information in addition to regular reports. While the preponderance of information will be coming to the City, our contributions can be more targeted and effective when we are most knowledgeable of the City's direct and indirect interests.

As mentioned, TCG prides itself on flexibility to meet the needs and goals of our clients. Therefore, we do not take a one-size-fits-all approach to updating our clients. We will provide regular reports to the City, but will consult with City staff to formalize their preferences for content and format. That said, typically TCG reports contain a legislative update, recommendations/assignments for next steps, and an overview of upcoming issues of interest to the client and suggestions regarding new projects.

TAB 11:

Additional Services Available:

Outside of the Cormac Groups aforementioned lobbying services, we can also provide grant reading/writing services. Members of the Cormac Group have years of extensive experience in the field of Federal grants in both the public and private sector. In this capacity TCG has written a number of grants for different clients predicated upon their needs at the time.

TCG, on a weekly basis, scans all Federal grant/contracting registries to identify possible opportunities for our clients. We provide this service free of charge as we believe it to be complementary to our lobbying and advocacy campaigns for our clients. Should a client seek for us to further read, review and submit an in-depth analysis of said grant we charge a flat \$500 fee for this service.

If after further review of our analysis and recommendation the client would seek our help in writing the grant the fee for such service is scalable. There are clearly some Federal grants, depending on the award size and the agency that are much more convoluted and involved than others (i.e. Department of Defense, Department of Homeland Security etc.). Due to the varying nature of Federal grants we offer a scalable pricing range, which is always approved by the client prior to work being started.

For example, if a grant is very straightforward and “standard” in its request for information, the Cormac Group would most likely charge the client \$1,000 on top of the \$500 to then write the grant. On the other hand, should the grant be more in-depth and require numerous man hours of preparation, as well as the appropriate calls and follow up with the listed contracting officer, the Cormac Group charges upward of \$5,000 to write the grant in its entirety. This of course would be on top of the flat \$500 fee for reviewing said grant.

On average, for our municipal clients, the amount we usually charge to write grants on their behalf is \$3,500. Again, this number is not set in stone and can be negotiated with the client.

TAB 12:

References:

CITY OF HOLLYWOOD, FL

Dates covering the term of the contract: 2005--Current

Client contact person, phone number and email: Lori Mertens-Black (954) 921-3599

Description of work and result of the project: TCG has won over \$5 million in appropriations and Federal grants for the City of Hollywood since representing them in Washington. Currently, The Cormac Group is working with the city on a FEMA hurricane reimbursement issue and has been instrumental in expediting this process.

THE KESSLER FOUNDATION

Dates covering the term of the contract: 2008--Current

Client contact person: Rodger Derose (973) 324-8360

Description of work and result of the project: We have assisted the Kessler Foundation in accessing over \$2 million dollars in Federal funding for their Traumatic Brain Injury and Spinal Cord Injury research.

BROWARD COUNTY, FL

Dates covering the term of the contract: 2012--Current

Client contact person: Marty Cassini 954-357-7575

Description of work and result of the project: Over the last two years, we have helped them obtain nearly \$2 million in Federal grants. We were also instrumental in securing specific language in the recent WRDA (Water Resources Development Act) Bill that passed into law in 2014. We also update and advise them on transportation, healthcare and Medicare issues.

TAB 13:

Examples of Previous Success:

1)

For the City of Hollywood, FL TCG has won over \$1 million in Congressional earmarks for police technology equipment, and received an allocation of \$2.8 million through the Transportation Equity Act for road improvements. Our Team generated Congressional support through meetings and follow-up phone calls which led to over \$1 million in police staffing and outreach programs.

Furthermore, Mr. Slade, Mr. Mueller and Mr. Timmons helped the City reach out to their Congressional delegation and lobby the executive branch to win over \$2 million in various Federal grants. Due to the Team's efforts, the City of Hollywood was the recipient of a \$200,000 Congressional earmark for new recreation and park equipment. TCG further mobilized Congressional support regarding opposing an expansion of Ft. Lauderdale airport into Hollywood.

In 2011, The Cormac Group worked closely with the City and specifically Congresswoman Debbie Wasserman Schultz and Senator Bill Nelson's offices regarding the City's appeal to FEMA for denial of previously approved hurricane disaster mitigation funds. Specifically, The Cormac Group was instrumental in setting up top level meetings with Senior FEMA officials and the Mayor of Hollywood in an effort to stress the need of immediate reimbursement of damages to the city from hurricane Wilma. We were successful in getting over \$4 million reimbursed to the City

2)

While representing Miami-Dade County Members of The Cormac Group were able to obtain millions of dollars in Federal funding. Working with Miami-Dade County officials we were able to obtain over \$500,000 for the Port of Miami River dredging project in an effort to expand access to the port. Members of the Cormac team were also able to secure over \$50 million for the building of SOUTHCOM headquarters within the county. Furthermore, TCG was able to assist the County in creating one of the only Mortgage Fraud Task Forces in the country, securing funding of over \$150,000. While working on behalf of Miami-Dade County, Mr. Slade was able to secure the first ever appropriation for Jackson Memorial Hospital.

3)

Working with Broward County, Florida the Cormac Group has assisted the County in acquiring around \$2 million in Federal grants over the past two years. Moreover, the Cormac Group was instrumental in assisting the County in expediting the widening and deepening process of Port Everglades.

The Port Everglades Deepening & Widening Project feasibility study was authorized in the 1996 Water Resources Development Act (WRDA). Over the course of 18 years, the Army Corps of Engineers has extensively evaluated the project.

Using three different economic models to evaluate the benefits & costs of the project, the project has was re-analyzed, resulting in a much higher project cost and significantly reduced benefit ratio to Port Everglades and Broward County.

The Cormac Group negotiated with the Army Corps of Engineers explaining to them the urgency of this issue and need to issue a Chief of Engineers report for this project that allows for fully laden Post-Panamax ships at Port Everglades. Mobilizing the entire Congressional delegation, Members of the Cormac Group arranged for a stakeholders meeting in Senator Nelson's office to further discuss this with the Army Corps and the need to expedite the process.

After much deliberation the Army Corps agreed with the delegation thereby expedited the process for Port Everglades to move forward with the widening and deepening of the Port.

4)

The Cormac Group was able to get multiple letters written on behalf of Miami Jewish Health System and the Miami-Dade VA expressing their concern and support of the project. In conjunction to the Congressional letters of support, The Cormac Group met with senior level officials at the Department of Veterans Affairs, Health and Human Services and the White House explaining the importance of expanding this program to veterans within South Florida.

After close to a year of work on this project, the Department of Veterans affairs released an RFP to expand their current VA-PACE program. Miami Jewish Health System and the Miami-Dade County VA were then awarded close to half a million dollars for FY 2013 to expand PACE service to veterans within South Florida.

5)

TCG staff was also part of a team that helped the Doral City Council and transportation planning office on light rail of way issues involving the implementation of a trolley circulator within the city. Our staff helped secure over \$1 million in funding for the Doral Transit Circulator in 2009 and 2010 which allowed for a feasibility study and implementation, including the purchase of two new trolleys. This program, launched in February 2008, allows the City to provide public transportation services to help alleviate some of the traffic congestion and reduce carbon emissions within the city and Miami-Dade County.

TAB 14:

Congressional & Federal Relationships:

As mentioned before, Members of the Cormac Group have decades of experience working in the Federal government, especially within the Florida Congressional delegation. We have come to be known as one of the premier boutique lobbying firms with strong relationships within the entire Florida delegation, especially with Senators Nelson, Rubio and the South Florida Members.

Apart from our strong ties with the Florida Congressional delegation, we are very well connected and situated with all Members of Senate Appropriations, Armed Services Commerce, Veterans Affairs, Banking, Finance and HELP (Health, Education, Labor & Pensions) Committees as well as House Appropriations, Armed Services, Ways & Means, Health and Veterans Affairs Committees.

Due to our background and working knowledge of these issues for our clients we also have an extensive network of contacts within the following Federal agencies: Department of Defense, FEMA/DHS, CMS/HHS, Department of Labor, Department of Education, Department of Transportation, Department of Veterans Affairs and Department of Commerce. Through these relationships we have been able to effectuate a number of very positive and tangible results for our clients.

Many of our Congressional friends from Capitol Hill are now serving senior positions in the Obama Administration either in the White House or in important Federal Agencies to the City. For instance, Marcus Jadotte, former Chief of Staff to Congressman Peter Deutsch (D-FL), has just been confirmed as the new Assistant Secretary of Commerce for Trade. His department oversees a number of specific grant programs that could be beneficial to the City. These former Hill allies are usually willing to help Florida municipalities on important issues brought to their attention.

In conclusion, we strongly believe we are the right firm to assist Ft Lauderdale in Washington. The Cormac Group has an extensive background in helping Florida municipalities on important federal issues. Whether it involves finding the right Senate or House champion, applying for and winning federal grants, amending a moving piece of legislation to address an important city concern, we know how to make things happen in order to resolve your critical federal issues and we have the track record to prove it.

Lastly, we are a small but focused firm where the partners and senior advisors do all the work and activate all their member and staff contacts to accomplish a client's goals. Unlike many firms in DC, we are willing to limit the number of South FL municipal clients we work on.

We look forward to hopefully meeting with Ft. Lauderdale city officials and discussing how we might assist your important city in Washington.

TAB 15:

LOCAL BUSINESS PREFERENCE CERTIFICATION STATEMENT

The Business identified below certifies that it qualifies for the local BUSINESS preference classification as indicated herein, and further certifies and agrees that it will re-affirm it's local preference classification annually no later than thirty (30) calendar days prior to the anniversary of the date of a contract awarded pursuant to this ITB. Violation of the foregoing provision may result in contract termination.

- (1) Durden & Greene, LLC
Business Name is a **Class A** Business as defined in City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the City of Fort Lauderdale current year Business Tax Receipt and a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.

- (2) _____
Business Name is a **Class B** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Business Tax Receipt or a complete list of full-time employees and evidence of their addresses shall be provided within 10 calendar days of a formal request by the City.

- (3) _____
Business Name is a **Class C** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. A copy of the Broward County Business Tax Receipt shall be provided within 10 calendar days of a formal request by the City.

- (4) _____
Business Name requests a **Conditional Class A** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

- (5) _____
Business Name requests a **Conditional Class B** classification as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. Written certification of intent shall be provided within 10 calendar days of a formal request by the City.

- (6) _____
Business Name is considered a **Class D** Business as defined in the City of Fort Lauderdale Ordinance No. C-12-04, Sec.2-199.2. and does not qualify for Local Preference consideration.

BIDDER'S COMPANY: The Cormac Group, LLC
AUTHORIZED COMPANY PERSON: Jonathan Slade Jonathan Slade 1/6/15
NAME SIGNATURE DATE



City of America

CITY OF
FORT LAUDERDALE BUSINESS TAX YEAR 2014-2015

BUSINESS TAX DIVISION
700 NW 19 AVENUE, FORT LAUDERDALE, FLORIDA 33311
(954)828-5195

Business ID: 9041143 Business Name: DURDEN GREGORY
Business Address: 633 SE 3 AVE # 4F
Tax Category: ATTORNEY AT LAW Tax#: 714812 Fee:
(EACH LICENSED INDIVIDUALLY)

DURDEN GREGORY

633 SE 3 AVE # 4F
FORT LAUDERDALE, FL 33301

DETACH AND POST THIS RECEIPT IN A CONSPICUOUS PLACE

