

**TOWN OF DAVIE
FEDERAL LOBBYIST PRESENTATIONS
OCTOBER 10, 2012**

1. PLEDGE OF ALLEGIANCE

The meeting was called to order at 12:04 p.m.

2. ROLL CALL

Present at the meeting were Mayor Paul, Vice-Mayor Luis and Councilmembers Caletka, Hattan and Starkey. Also present were Town Administrator Lemack and Town Attorney Rayson.

3. PRESENTATIONS

3.1 FEDERAL LOBBYIST SERVICES

a. Smith Dawson & Andrews (12:00 pm - 12:15 pm)

Bob Gaines gave a brief presentation regarding his firm, stressing their ability to work with municipalities and congressional representatives to get grants and draft legislation.

Mr. Gaines confirmed for Councilmember Caletka that he would be the contact for any Councilmember, and that he could be reached via his cell phone, home phone, office phone or fax. Council could designate a staff person to maintain communication. He said the firm would help the Town with the grant process, and noted that they took clients to meet grant readers to discuss upcoming grants, which helped the Town's grant writers with their applications. Councilmember Caletka mentioned the Town's water treatment/reuse plant project, and asked Mr. Gaines if grants might be available to help fund this project. Mr. Gaines said this might qualify as a flood control project, and they had helped another municipality to identify State and federal funding for a similar project.

Councilmember Starkey asked what Smith Dawson & Andrews' strongest benefit would be to the Town. Mr. Gaines said one of their strongest assets was that they made a "team effort" among their 13 lobbyists.

Mayor Paul asked about the firm's experience with Indian affairs, and was specifically concerned about agriculture. She said there were some issues in the Farm Bill that could classify all of the Town's ponds as navigable waterways, putting them under government control. Mr. Gaines stated they had some experience with the Seminole Indians. Regarding the agriculture issue, Mr. Gaines stated his firm represented several cities in California that faced navigable waterway issues and they dealt directly with the Department of Agriculture, as well as the Agricultural Committees of the House and Senate.

b. Becker and Poliakoff (12:17 pm - 12:32 pm)

Bernie Friedman introduced his team: Marcie Nolan, Omar Franco, former Chief of Staff to Congressman Mario Diaz-Balart, and Clarence Williams, former Chief of Staff to Kendrick Meek. Mr. Williams described the experience he and Mr. Franco had with other chiefs of staff and congressional members. Mr. Franco stated his staff was concentrating on the grants process, and how clients could attain funding.

Councilmember Starkey was concerned about conflicts with bordering cities that Becker and Poliakoff represented, as well as their representation of the Indian community. Regarding Southwest Ranches, Mr. Friedman said they were only representing the city regarding the proposed detention facility and he saw no conflicts. He stated Davie would be a priority client. Mr. Friedman stated they no longer represented the Miccosukee Tribe.

Councilmember Caletka asked about the firm members' educations. Mr. Franco reported he had a BA from Florida State University in English Literature and Business Administration, and had done

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graduate work in Political Science at FIU. Mr. Williams stated he had a BA in Political Science from Florida State University with minors in Chemistry and Biology.

Mr. Friedman informed Council that their representation of gaming facilities would not be a conflict; they were 100% aligned on the land and trust issues. Mayor Paul asked about the Farm Bill, which could put the Town's ponds under federal jurisdiction. Mr. Friedman replied that the Farm Bill was "completely up in the air" and they were constantly monitoring it. Mr. Friedman advised Vice-Mayor Luis that the firm would be available to Councilmembers and to the Town Administrator.

c. Van Scoyoc Associates (12:34 pm - 12:49 pm)

Greg Burns gave a brief presentation and stressed the high level of service they offered their clients. Thane Young agreed that the firm tailored their work to the individual client. Mr. Burns said they had read Town newsletters to understand the needs of the community and would use this to create a comprehensive federal legislative agenda.

Councilmember Caletka asked if there would be a conflict due to Van Scoyoc's representation of Coconut Creek, who dealt with the Seminole Tribe. Mr. Burns explained that their clients could decide if there was a conflict. He informed Councilmember Caletka that they would be available 24/7.

Councilmember Starkey asked what the firm's strongest benefit would be to the Town. Mr. Young described the personal, close personal relationships they developed with their clients.

d. Alcalde & Fay (12:51 pm - 1:06 pm)

Skip Bafalis stressed that the firm was bipartisan and probably represented more public bodies than any other firm in Washington.

Maurice Kurland remarked on the firm's client retention rate and success in securing federal funds for a wide variety of projects.

Councilmember Caletka asked how the Town would communicate with the firm. Mr. Kurland stated they would be available via phone, email, teleconference and video conference. They would provide monthly reports and bi-weekly grant alerts.

Mayor Paul asked about sustainability grants and Mr. Kurland explained they had worked with municipalities on obtaining this type of funding. They had met with Department of Energy staff as well. Mayor Paul asked about agriculture and Mr. Kurland stated they had a long record of working with agriculture-focused counties in Florida. Mr. Kurland confirmed for Mayor Paul that they would be willing to negotiate regarding their fee.

Councilmember Hattan asked about the firm's expertise with Indian tribes. Mr. Kurland stated they had experience working with Indian Tribes and the Bureau of Indian Affairs on a variety of issues.

Councilmember Starkey left the meeting at approximately 1:20.

e. Greenberg Traurig, P.A. (1:08 pm - 1:23 pm)

Diane Blagman stated the firm had success in identifying funding for municipalities and described how individual team members worked with various agencies. She said they would meet with department heads to determine the Town's needs and then create a plan.

Councilmember Caletka asked about communication methods and Ms. Blagman stated she would communicate via cell phone and email and other firm members would be available as well.

Councilmember Hattan asked what nearby communities the firm represented and Ms. Blagman replied they represented no other Broward County city.

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Mayor Paul mentioned agriculture issues and Ms. Blagman said firm member Ed Baron had written agriculture bills and was very good at finding funding. Mayor Paul stated the firm's fee was more than double the Town's budgeted amount and Ms. Blagman said they would be willing to negotiate.

Procurement Manager Herb Hyman advised Council that firms should be ranked with 1 being the best qualified. After Councilmembers had submitted their forms, Mr. Hyman announced the results:

Becker and Poliakoff – 5 points

Alcalde & Fay and Greenberg Traurig – 11 points for each

Van Scoyoc Associates – 13 points

Smith Dawson & Andrews – 20 points

Intergovernmental Affairs Manager Phil Holste reminded Council that the Town would negotiate with the second-ranked firm if they could not reach an agreement with the top-ranked firm, so the tie for second should be broken. Mayor Paul suggested that if they could not reach an agreement with the top-ranked firm, Council could discuss breaking the tie as an agenda item at a regular meeting. Mr. Holste advised Council to delete the last sentence of Section 1 of the resolution that referred to the second-highest ranked bidder.

4. APPROVAL OF CONSENT AGENDA

Resolution

4.1 A RESOLUTION OF THE TOWN OF DAVIE, FLORIDA, ACCEPTING THE BID RECOMMENDATION FOR "FEDERAL LOBBYIST SERVICES", AND PROVIDING FOR AN EFFECTIVE DATE.

Vice-Mayor Luis made a motion, seconded by Councilmember Hattan to approve the resolution, deleting the last sentence in Section 1 that referred to the second-ranked firm. In a voice vote, with Councilmember Starkey absent, all voted in favor. (Motion carried 4-0)

4. ADJOURNMENT

There being no further business to discuss and no objections, the meeting was adjourned at 1:55 p.m.

Approved _____

Mayor/Councilmember

Town Clerk