

WRITTEN PROPOSAL EVALUATION SUMMARY

PROJECT: State Lobbying Services

RFP#: CMGR-210048-MS

DATE: 6/28/2021

	FIRM NAMES	EVALUATOR 1					EVALUATOR 2					EVALUATOR 3					RANKING POINT TOTAL	FINAL RANKING			
		TECHNICAL	WRITTEN	PRICE	LP	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	PRICE	LP	TOTAL POINTS	RANK	TECHNICAL	WRITTEN	PRICE			LP	TOTAL POINTS	RANK
1	Ronald L Book	90.00	90.00	41.67		221.67	2	85.00	78.00	41.67		204.67	2	75.00	70.00	41.67		186.67	3	7	3
2	Pittman Law Group	80.00	88.00	50		218.00	3	95.00	92.00	50		237.00	1	85.00	75.00	50		210.00	2	6	2
3	GrayRobinson & Peebles, Smith & Matthews	98.00	96.00	29.76	12.00	235.76	1	77.00	73.00	29.76	12.00	191.76	3	90.00	90.00	29.76	12.00	221.76	1	5	1
4																					
5																					
6																					
7																					
8																					
9																					

Local Preference (LP)= 5 points (5% x 100 total points)

**CITY OF GAINESVILLE
GENERAL GOVERNMENT PURCHASING DIVISION**

BID #: CMGR-210048-MS

BID NAME: State Lobbying

DUE DATE: 6/14/21

Evaluator #: 1

<u>PAGE # of Bid Document</u>	<u>MINIMUM REQUIREMENTS (Must/Should)</u>	<u>PAGE # of Ronald L Book Proposal</u>	<u>PAGE # of Pittman Law Group Proposal</u>	<u>PAGE # of Gunster, Yoakley & Stewart Proposal</u>	<u>PAGE # of GrayRobinson & Peebles, Smith & Matthews Proposal</u>	<u>PAGE # of Jeff Kottkamp & Bishop Consulting Proposal</u>
Pg. 10	<ul style="list-style-type: none"> A minimum of ten (10) years providing professional legislative consulting and lobbying services including five (5) years providing such services to local government(s) and five (5) years' experience lobbying on behalf of a publicly owned utility. 	✓	✓	?	✓	?
Pg. 10	<ul style="list-style-type: none"> Each person engaged in lobbying services on behalf of the City of Gainesville must be registered as a legislative and executive lobbyist with the State of Florida. 	✓	✓	✓	✓	✓

? minimum qualification could not be determined based upon the information provided.

Franklin May 6/28/2021

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: _____

RFP/RFQ #: 210048

EVALUATOR: one I

DATE: 6/28/21

FIRM NAME: Gray Robinson + PSM

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	55-	strong Proposal with. Gray Robinson - local contract Firm has a Federal Lobbying Component as well -
o Capability of Meeting Time and Budget	45	45 43	strong Proposal
TOTAL	100	98	

WRITTEN PROPOSAL EVALUATION

PROJECT: STATE Lobbying Services .

RFP/RFQ #: _____

EVALUATOR: 1

DATE: _____

FIRM NAME: Gray Robinson + Peebles Smith + Mathews

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	28	Very Strong Proposal STATE as well as a Federal Component - local contact as well
o Project Approach	30	28	
o Project Manager	15	15	
o Project Team	15	15	
o Project Schedule	5	5	
o Proposal Organization	5	5	
TOTAL	100	96	

**TECHNICAL PROPOSAL
QUALIFICATIONS EVALUATION**

PROJECT: STATE Lobbying Services

RFP/RFQ #: _____

EVALUATOR: 1

DATE: _____

FIRM NAME: ROBERT L. BOOK, PA.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	Error on Page 7 - NOT House + Senate leadership of Broward Co.
o Capability of Meeting Time and Budget	45	40	Believes has the ability to meet Time + Budget deadline
TOTAL	100	90	

~~STATE~~ *STATE* Lobby Services

WRITTEN PROPOSAL EVALUATION

PROJECT: ~~Ronald L. Book~~

RFP/RFQ #: _____

EVALUATOR: 1

DATE: _____

FIRM NAME: Ronald L. Book, PA.

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30 30	good understanding
o Project Approach	30	25	Error / Cookie Cutter Presentation. - Did not pay attention to fact that this Gainesville
o Project Manager	15	15	good history
o Project Team	15	12	good
o Project Schedule	5	4	- good
o Proposal Organization	5	4	good
TOTAL	100	90	

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: STATE Lobbying Services

RFP/RFQ #: _____

EVALUATOR: I

DATE: _____

FIRM NAME: Pittman Law Group, P.L.C.

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	40	Has the ability to provide the services however the format was hard to follow.
o Capability of Meeting Time and Budget	45	40 -	Believes the firm has the ability to provide the services - Format in the issue in the proposal
TOTAL	100	<u>80</u>	

WRITTEN PROPOSAL EVALUATION

PROJECT: _____

RFP/RFQ #: _____

EVALUATOR: _____

DATE: _____

FIRM NAME: Pitman

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	Understand the job + the services needed for the City - Town
o Project Approach	30	25	
o Project Manager	15	15	understand the approach has a Federal lobbyist component - good exp
o Project Team	15	15	good exp
o Project Schedule	5	4	- good exp
o Proposal Organization	5	4	good
TOTAL	<u>100</u>	<u>88</u>	

**CITY OF GAINESVILLE
GENERAL GOVERNMENT PURCHASING DIVISION**

BID #: CMGR-210048-MS

BID NAME: State Lobbying

DUE DATE: 6/14/21

Evaluator #: 2

<u>PAGE # of Bid Document</u>	<u>MINIMUM REQUIREMENTS (Must/Shall)</u>	<u>PAGE # of Ronald L. Book Proposal</u>	<u>PAGE # of Pittman Law Group Proposal</u>	<u>PAGE # of Gunster, Yoakley & Stewart Proposal</u>	<u>PAGE # of GrayRobinson & Peebles, Smith & Matthews Proposal</u>	<u>PAGE # of Jeff Kottkamp & Bishop Consulting Proposal</u>
Pg. 10	<ul style="list-style-type: none"> A minimum of ten (10) years providing professional legislative consulting and lobbying services including five (5) years providing such services to local government(s) and five (5) years' experience lobbying on behalf of a publicly owned utility. 	10	25	6-7	26	6-7*
Pg. 10	<ul style="list-style-type: none"> Each person engaged in lobbying services on behalf of the City of Gainesville must be registered as a legislative and executive lobbyist with the State of Florida. 	49-69	26-27	21-34**	53-54	1-3***

- * Do not meet minimum qualifications for 5 yrs lobbying experience for local govts & 5 yrs experience lobbying for public utilities.
- ** NO documentation for 'executive' or 'legislative' lobbying for lead - Lila Taber
- *** NO documentation for 'executive' lobbying

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS

EVALUATOR#: # 2

DATE: _____

FIRM NAME: Gray Robinson/Pebbles, Smith + Matthews

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	37	
o Capability of Meeting Time and Budget	45	40	
TOTAL	100	77	

Evaluator Signature: _____ Date: _____

WRITTEN PROPOSAL EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS _____

EVALUATOR#: ER

DATE: _____

FIRM NAME: Gray Robinson/Pebble, Smith + Matthews

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	
o Project Approach	30	20	detailed action plan but "generic" in context - not specific to COG's needs
o Project Manager	15	10	
o Project Team	15	10	
o Project Schedule	5	5	
o Project Organization	5	3	no proof of insurability
TOTAL	100	73	

Evaluator Signature: _____ Date: _____

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS

EVALUATOR#: # 2

DATE: _____

FIRM NAME: Pittman Law Group

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	50	
o Capability of Meeting Time and Budget	45	45	
TOTAL	100	95	

Evaluator Signature: _____ Date: _____

WRITTEN PROPOSAL EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS _____

EVALUATOR#: 2

DATE: _____

FIRM NAME: Pitman Law Group

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	
o Project Approach	30	25	<i>detailed actions addressing each test required as outlined in RFP</i>
o Project Manager	15	15	
o Project Team	15	12	<i>secondary contact served Syrs w/ EPA</i>
o Project Schedule	5	5	
o Project Organization	5	5	
TOTAL	100	92	

Evaluator Signature: _____ Date: _____

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS

EVALUATOR#: 1

DATE: _____

FIRM NAME: Ronald L. Book

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	45	
o Capability of Meeting Time and Budget	45	40	-5 (no proof of insurability)
TOTAL	100	85	

Evaluator Signature: _____ Date: _____

WRITTEN PROPOSAL EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS _____

EVALUATOR#: FR

DATE: _____

FIRM NAME: Ronald Book

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	30	
o Project Approach	30	20	provided good overview summary, no specificity to COG's needs
o Project Manager	15	15	
o Project Team	15	7	
o Project Schedule	5	3	
o Project Organization	5	3	no proof of insurance submitted -2
TOTAL	100	78	

Evaluator Signature: _____ Date: _____

**CITY OF GAINESVILLE
GENERAL GOVERNMENT PURCHASING DIVISION**

BID #: CMGR-210048-MS

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DUE DATE: 6/14/21

Evaluator #: 3

<u>PAGE # of Bid Document</u>	<u>MINIMUM REQUIREMENTS (Must/Should)</u>	<u>PAGE # of Ronald L Book Proposal</u>	<u>PAGE # of Pittman Law Group Proposal</u>	<u>PAGE # of Gunster, Yoakley & Stewart Proposal</u>	<u>PAGE # of GrayRobinson & Peebles, Smith & Matthews Proposal</u>	<u>PAGE # of Jeff Kottkamp & Bishop Consulting Proposal</u>
Pg. 10	<ul style="list-style-type: none"> A minimum of ten (10) years providing professional legislative consulting and lobbying services including five (5) years providing such services to local government(s) and five (5) years' experience lobbying on behalf of a publicly owned utility. 	pg 10	pg 25	pg 5 Not sure	pg 26	Not sure
Pg. 10	<ul style="list-style-type: none"> Each person engaged in lobbying services on behalf of the City of Gainesville must be registered as a legislative and executive lobbyist with the State of Florida. 	pg 10	pg 26-27	APPROX 7/26/14 NOT SURE 01/14/14 MAY 15	pg 26-53	4-Trackman? NOT EXECUTIVE 05/11/21

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: State Lobbying


RFP#: CMGR-210048-MS

EVALUATOR#: 3

DATE: 6-28-21

FIRM NAME: GRAY ROBINSON + PERCUS, SMITH + MATTHEWS

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55	30	<p>DEEP EXP / RESOURCES</p> <p>LOCAL GOV EXP (GOVERNMENT)</p> <p>CITY COORDINATION SIMILAR</p> <p>FOR PAST 8 MONTHS</p>
	1-5	10	
	6	10	
	7	10	
		50	
o Capability of Meeting Time and Budget	45	40	
TOTAL	100	90	

Evaluator Signature:  Date: 6-28-21

WRITTEN PROPOSAL EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS

EVALUATOR#: B

DATE: 6-28-21

FIRM NAME: GRAY ROBINSON + PERCUS, SMITH + MATHIAS

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	25	} REAS, SUBSTANTIAL EXPERIENCE OF BOTH COUNTIES
o Project Approach	30	25	
o Project Manager	15	15	RYAN MATHIAS - GOOD QUALITY
o Project Team	15	15	
o Project Schedule	5	5	YES, BY 17
o Project Organization	5	5	
TOTAL	100	90	

Evaluator Signature: 

Date: 6-28-21

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS

EVALUATOR#: 3

DATE: 6-28-21

FIRM NAME: PITTMAN LAW GROUP

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55 1-5 6 7	30 10 5 <hr/> 45	<p style="font-size: 1.2em;">DIVERS CLINICAL STATE WIDE AS BACKGROUND IS TALIAHASKA</p>
o Capability of Meeting Time and Budget	45	40	
TOTAL	100	85	

Evaluator Signature:  Date: 6-28-21

WRITTEN PROPOSAL EVALUATION

PROJECT: State Lobbying

RFP#: CMGR-210048-MS

EVALUATOR#: 3

DATE: 6-28-21

FIRM NAME: PITTMAN LAW GROUP

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	20	EXPERIENCE WITH AFTERMATH OF PUBLIC WORKS
o Project Approach	30	20	
o Project Manager	15	15	EXCELLENT / BROAD EXPERIENCE
o Project Team	15	15	SENIOR PITTMAN - JASMYN WELLS
o Project Schedule	5	0	DID NOT SEE IT
o Project Organization	5	5	
TOTAL	100	75	

Evaluator Signature: [Signature] Date: 6-28-21

TECHNICAL PROPOSAL QUALIFICATIONS EVALUATION

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RFP#: CMGR-210048-MS

EVALUATOR#: 3

DATE: 6-28-21

FIRM NAME: RONALD L. BOOK

TECHNICAL QUALIFICATIONS (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Ability	55 1-5 6 7	25 10 0 <hr/> 35	WATER PRODUCTS EXCELLENCE PROPOSAL 15. PERCENT
o Capability of Meeting Time and Budget	45	40	3 Bids Reviewed
TOTAL	100	75	

Evaluator Signature: 

Date: 6-28-21

WRITTEN PROPOSAL EVALUATION

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RFP#: CMGR-210048-MS

EVALUATOR#: 3

DATE: 6-28-21

FIRM NAME: RANDOLPH L. BOOK

WRITTEN PROPOSAL (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Project Understanding/Experience	30	20	
o Project Approach	30	20	
o Project Manager	15	15	MR. BOOK
o Project Team	15	10	3 Person Team
o Project Schedule	5	0	DIDN'T SEE IT
o Project Organization	5	5	
TOTAL	100	70	

Evaluator Signature: *[Signature]*

Date: 6-28-21