

Summary of Evaluations-Oral
 RFP for State Lobbying Services
 (project name)
 RFP# CMGR-210048-MS
 Date: July 26, 2021

FIRM NAME	Evaluator 1				Evaluator 2				Evaluator 3				Total Rank	Final Ranking
	Score	LP	TOTAL	Rank	Score	LP	TOTAL	Rank	Score	LP	TOTAL	Rank		
Ronald L. Book P.A.	87		87	2	81		81	2	75		75	2	6	2
GrayRobinson, P/A/ and Peebles, Smith and Matthews, Inc.	90	5	95	1	84	5	89	1	95	5	100	1	3	1

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

PROPOSAL PRESENTATION/INTERVIEW (ORAL) EVALUATION

PROJECT: State Lobbying Services

RFP: CMGR-210048-MS

EVALUATOR#: 1

FIRM NAME: Ronald L. Book, P.A.

PRESENTATION/INTERVIEW PTS)	(100 POINT VALUE	POINTS AWARDED	COMMENTS
o Understanding of Project • RESPONSIVENESS • REPORT TO CLIENT (WORKING) • BUILD REPUTATION	40	30	• ACCESS TO LEADERSHIP
o Responsiveness to Questions • INSTRUCTIVE QUESTIONS / (MAPPING) • APPROPRIATE BUSINESS ISSUE MUST NOT BE ISSUE	15	10	• BUDGET KEY TO EVALUATING • HOW MUCH MONEY? • GAMING COMPACT
o Project Team EXPERIENCE OF TEAM	25	15	• ISSUES OF DELEGATION - GOT PRODUCTS BUT DELAYED • MUST SUCCEEDS SIMILAR TO COASTAL MAPPING
o Project Manager REPUTATION OF MANAGER YOU + TEAM'S (MPS)	20	20	• STAY IN BUSINESS ISSUE APPLY TO DELEGATION • WATER PROBLEMS / HURRICANE EVALUATION
TOTAL	100	75	• COASTAL PROJECT / NEGATIVE MARKET SITUATION

UF BACKGROUND

Evaluator Signature: _____ Date: _____

Oral-Ind

- LIMITS OF UTILITIES
WATER (N. MIAMI, N. MIAMI BEACH
FPL (REGULATORY))

• USE OF LEAGUE OF CITIES TO MAKE
NEGATIVE POSITIVE
• MEMBERS ISSUE, • NEGOTIATING

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: State Lobbying Services

RFP: CMGR-210048-MS

EVALUATOR#: 1

FIRM NAME: GrayRobinson, P.A. and Peebles, Smith, and Mathews, Inc.

PRESENTATION/INTERVIEW PTS)	(100	POINT VALUE	POINTS AWARDED	COMMENTS
o Understanding of Project		40	35	1003 sth 11 Ten Areas • Provide (with memo) 11 areas • 780,000 Annual cost 11 years • 5500,000 Dollars
o Responsiveness to Questions		15	15	Relationship with House/Senate • 600 client for over 30 yrs
o Project Team		25	25	• Pursues Smith Mathews Local Gov't firm • Pursues Smith Mathews • 600 client for over 30 yrs
o Project Manager		20	20	• Pursues Smith Mathews Local Gov't firm • 600 client for over 30 yrs
	TOTAL	100	95	LEGAL/PEEBLES.

Evaluator Signature: _____ Date: _____

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: State Lobbying Services

RFP: CMGR-210048-MS

EVALUATOR#: 2

FIRM NAME: GrayRobinson, P.A. and Peebles, Smith, and Mathews, Inc.

PRESENTATION/INTERVIEW PTS)	(100	POINT VALUE	POINTS AWARDED	COMMENTS
o Understanding of Project		40	40	
o Responsiveness to Questions		15	12	
o Project Team		25	12	
o Project Manager		20	20	
TOTAL		100	84	

Evaluator Signature:

Debra Russell

Date:

7-27-21

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: State Lobbying Services

RFP: CMGR-210048-MS

EVALUATOR#: 2

FIRM NAME: Ronald L. Book, P.A.

PRESENTATION/INTERVIEW PTS)	(100 POINT VALUE	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	<i>Lobbying for 40 years. Very knowledgeable & connected</i>
o Responsiveness to Questions	15	10	
o Project Team	25	11	
o Project Manager	20	20	
TOTAL	100	<u>81</u>	

Evaluator Signature: *Ronald L. Book* Date: 7-27-21

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: State Lobbying Services

RFP: CMGR-210048-MS

EVALUATOR#: 3

FIRM NAME: GrayRobinson, P.A. and Peebles, Smith, and Mathews, Inc.

PRESENTATION/INTERVIEW (100 PTS)	POINT VALUE	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	Knowledgeable of the Target responsibilities associated with STATE lobby team
o Responsiveness to Questions	15	15	- Lack of Time on the last few questions - but did give complete answers to the other questions
o Project Team	25	15	New Team with UAVI members - taking on the responsibilities - Team understand in the Political piece in the lobby firm
o Project Manager	20	20	Ryan will continue to lead the team
TOTAL	100	90	

90

Evaluator Signature: _____ Date: _____

**PROPOSAL
PRESENTATION/INTERVIEW (ORAL) EVALUATION**

PROJECT: State Lobbying Services

RFP: CMGR-210048-MS

EVALUATOR#: 3

FIRM NAME: Ronald L. Book, P.A.

PRESENTATION/INTERVIEW PTS)	(100 POINT VALUE	POINTS AWARDED	COMMENTS
o Understanding of Project	40	40	Knowledgeable of the Tasks + responsibilities associated with STATE lobbying Services
o Responsiveness to Questions	15	12	- Responsiveness was in the review / presentation -
o Project Team	25	20	- Who will the lead the team if Mr. Book is not leading the team
o Project Manager	20	15	- Joint Team - with Mr. Book leading the team
TOTAL	100	87	

Evaluator Signature: _____ Date: _____