

RESOLUTION NO. 2006 – 001

A RESOLUTION OF THE TOWN COUNCIL OF THE TOWN OF SOUTHWEST RANCHES, FLORIDA APPROVING AN EXPANDED AGREEMENT WITH BECKER & POLIAKOFF, P.A. TO PROVIDE LEGISLATIVE AND LOBBYING SERVICES FOR THE TOWN OF SOUTHWEST RANCHES; AUTHORIZING THE MAYOR, TOWN ADMINISTRATOR, AND TOWN ATTORNEY TO ENTER INTO THE AGREEMENT; AND PROVIDING AN EFFECTIVE DATE.

WHEREAS, Legislative and County initiatives can have a significant economic impact upon a municipality, ranging from growth management to appropriations; and

WHEREAS, in order to promote and protect its interests, the Town Council finds it to be in the Town's best interest to engage the services of government relations professionals, individuals who can monitor the legislative process and advocate the Town's legislative priorities; and

WHEREAS, the Law Firm which the Town has engaged to provide its general legal services has a team of dedicated government relations attorneys who are experienced advocates in the field and can provide the Town with the services it requires.

NOW, THEREFORE, BE IT RESOLVED by the Town Council of the Town of Southwest Ranches, Florida:

Section 1. The above referenced recitals are true and correct and are incorporated herein by reference.

Section 2. The Town Council hereby approves an Expanded Agreement between the Town of Southwest Ranches and Becker & Poliakoff, P.A., to perform legislative and lobbying services for the Town at a flat rate of \$35,000 per year, in accordance with the attached proposal of September 7, 2005, submitted by Bernie Friedman, Chair, Becker & Poliakoff, P.A. Government Practice Group.

Section 3. The Town Council hereby authorizes the Mayor, Town Administrator and Town Attorney to enter into an Agreement and to make such modifications, additions and/or deletions which they deem necessary and proper to effectuate the intent of this Resolution.

Section 4. That this Resolution shall become effective immediately upon its adoption.

PASSED AND ADOPTED by the Town Council of the Town of Southwest Ranches, Florida, this 6th day of October 2005, on a motion by Council Member Aster Knight and seconded by Council Member Don Maines.

Fink	<u>Y</u>
Blanton	<u>Y</u>
Knight	<u>Y</u>
Maines	<u>Y</u>
Nelson	<u>Y</u>

Ayes	<u>5</u>
Nays	<u>0</u>
Absent	<u>0</u>
Abstaining	<u>0</u>

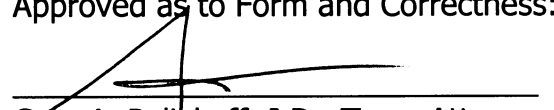


Mecca Fink, Mayor

ATTEST:


Susan A. Owens, Town Clerk

Approved as to Form and Correctness:


Gary A. Poliakoff, J.D., Town Attorney

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LAW OFFICES

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A Member of the American Bar Association

September 7, 2005

Via Facsimile and Email

John Canada, Town Administrator
Town of Southwest Ranches
6589 SW 160 Avenue
Southwest Ranches, FL 33331

Dear John:

Over the last several years our Firm has successfully provided excellent on-call State Legislative and Executive Branch professional government relations services to the Town of Southwest Ranches. During this time we have worked diligently on issues related to various Local Bills, De-Annexation – Annexation Bills, Florida Recreation Development Assistance Program budget appropriations, and most recently, issues related to roads and road closures.

As the number and complexity of local government issues in Tallahassee has grown, more and more municipalities are utilizing the services of professional government relations consultants. In Broward County alone, most local governments have several on-call professionals. Some of the smallest municipalities have invested the most and other cities, like those adjoining Southwest Ranches, have up to ten registered lobbyists. Issues related to growth management, affordable housing, control over local roads, open space, water management/storm water, eminent domain, rural lifestyle, and hundreds of other municipal issues are debated each year in Tallahassee. As you know, a single sentence change in a state law can dramatically change the lives of residents of a Town or City!

Tallahassee Committee Meetings and Hearings begin later this month and represent the start up for the 2006 State legislative Session. With that in mind, I thought it was an appropriate time for us to formalize our role once again as State Government Relations and Executive Branch consultants for Southwest Ranches. I wanted to take this opportunity to re-acquaint you with our Firm's Government team and our successes for your Town and other clients. At the conclusion of this summary, I have respectfully suggested a plan to continue our government relations work with the Town.

www.becker-poliakoff.com

BECKER & POLIAKOFF, P.A.

1. **The Becker-Poliakoff Team**

Our dedicated team of government relations attorneys is lead by me and my colleagues Yolanda Cash Jackson, and Nelson Diaz all powerful and respected lobbyists and active political players with excellent relations with Broward county legislators and House and Senate Republican leaders. Nelson Diaz served as Chief of Staff to the incoming Speaker of the House Marco Rubio.

The Becker & Poliakoff, P.A. team provides Southwest Ranches with several unique and distinguishing advantages. It is one of Florida's leading law firms with more than one hundred fifteen attorneys in offices throughout Florida, all with access to State Legislators from their hometowns. The Firm's lobbying team has extensive experience representing local governments of varying sizes, populations and with varying needs in Tallahassee. They understand the needs of local governments and how to effectively accomplish their goals through traditional hard work, monitoring of legislation and advocacy of legislative priorities. Their success has been based on these core principles but they also have used innovative, sometimes untraditional means of adding language to a bill, securing appropriations for a priority project or "killing" a bill that could damage a client's interest's. Their resourcefulness comes from years of experience representing a wide array of interests and having friends in important places throughout the legislative process.

I am the shareholder in charge of the Firm's Government Relations Department. He represents a wide variety of local governmental bodies, businesses, non-profit organizations, and trade associations before the Florida Legislature and Executive Agencies in Tallahassee. A life-long history of involvement in the political and governmental arena sharpened my skills as an excellent spokesman and negotiator. I spent ten years working on Capitol Hill as Chief-of-Staff to a U.S. Congressman, the youngest Chief of Staff at that time and has been lobbying in Tallahassee since 1992. I have numerous long time lobbying clients including the City of Hollywood, Florida Association of Jai Alai Frontons, and Florida Association of Jewish Federations that have been clients for more than ten years and rely on my political insights, contacts and knowledge.

I received a B.A. Degree, Phi Beta Kappa, from George Washington University where I received an Honors Scholarship in Debate. I received a J.D. degree from the American University, Washington College of Law. I am a member of the Florida and the District of Columbia Bar Associations. I received numerous awards and recognition for outstanding contributions to the community including the Lifetime Achievement Award from the Council of Jewish Federations, and with my wife, Marta, received the coveted Jewish National Fund "Tree of Life" Award, in recognition of our outstanding dedication and

service to the community. Additionally, I was honored with the Mandel Human Resource Development Award by the United Jewish Community of Broward County. In 2002, the South Florida Sun-Sentinel recognized me as a 'Power Broker of Broward County'.

Yolanda Cash Jackson is a shareholder in the Firm's Government Relations Group. She concentrates her practice in the area of Governmental Relations and has developed a proficiency in state government funding, legislative appropriations, transportation, health care and local governmental representation. Ms. Jackson has excellent working relationships with several of the state's leading elected officials and policymakers. She was selected to serve as a judge for the annual ranking of most effective legislators by the Miami Herald. She serves as General Counsel to the NAACP- Miami Dade Branch and worked closely with Governor Bush and his staff on development of the Front Porch Initiative to assist economically distressed communities with infrastructure and other needed funding. She was appointed by the Florida Commissioner of Insurance to the Board of Directors of the Florida Residential Property and Casualty Joint Underwriting Association (JUA), the state's provider of last resort for residential property and casualty insurance. She is also the former Chair of the Florida Hurricane Catastrophe Fund.

A graduate of the University of Florida (B.S., 1980) and University of Florida's College of Law (J.D., 1990), Ms. Jackson served on the Executive Committee of Florida Blue Key and was named Most Outstanding Minority Law School Graduate. Ms. Jackson is a member of the United States Senate Military Affairs Committee where she serves on the Service Academy Nominating Board to screen and recommend applicants to West Point, Annapolis, the U.S. Marine Academy, and U.S. Air Force Academy. She was chosen to participate in Leadership Florida, a highly selective, statewide leadership training program, as a member of Class XIX (2000-2001). She has been a member of the Florida Bar since 1991.

Nelson Diaz is a member of Becker & Poliakoff's Government Law Group. He is a graduate of University of Florida Levin College of Law (J.D. Cum Laude) and Florida International University (B.A.). He is a member of the Florida Bar, a licensed Florida Real Estate Sales Associate and bilingual English/Spanish and semi-fluent in German.

Mr. Diaz has become one of Tallahassee's rising stars since serving as Chief of Staff to Representative Marco Rubio, the Speaker-Designate of the Florida House of Representatives, and one of Florida's most powerful political figures. He began his political career as a volunteer in the 1996 Republican Presidential Campaign in Florida where he met many other young Republicans including Marco Rubio, Representative David Rivera who represents parts of Broward and Dade County and Rep. Carlos Lopez Cantera, another up and coming legislator. Together they have worked for close ten years helping build a strong Republican party base in Florida. He has worked on numerous local and state campaigns since that time and he counts many legislators, party officials and legislative leaders among

his closest friends and allies. He has also assisted many candidates with fundraising and campaign strategy.

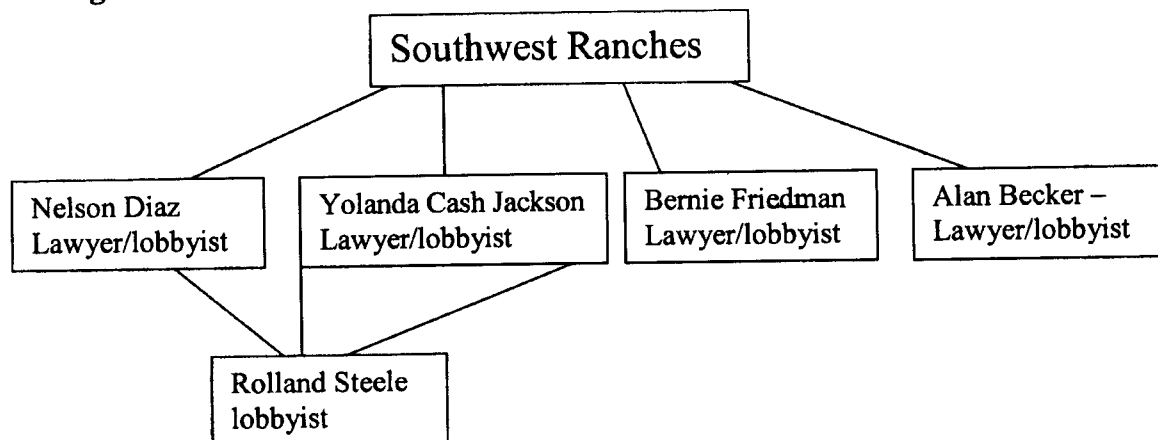
As a lobbyist, Mr. Diaz has represented local government and corporate clients before the legislative and executive branches of state government. He is especially knowledgeable about constitutional, land use, growth management and appropriations issues impacting local governments. His experience as a Legislative Assistant and Analyst gives him an insider's knowledge of the legislative process, familiarity with committee procedures, and strong ties to members of the leadership team and staff.

Rolland Steele is a lobbyist and governmental assistant. Mr. Steele developed a strong understanding of the legislative process while serving as a member of the staff for the Florida State Senate, as a member of the news media in Tallahassee, and while serving in his present role. He has a wide circle of political contacts in Tallahassee and throughout the state through his professional activities as well as lifelong political and civic involvement by his family.

In addition, the Government team often calls upon Firm Founder and former legislator **Alan Becker** for complex strategy setting and contacts at the highest levels of government.

Mr. Becker is a member of Florida's Consular Corps as the Honorary Consul General for the Czech Republic for Florida. He is a member of the Board of Directors of Enterprise Florida (2001 – present), the state's official economic development agency. He also serves on the Executive Committee of the Board of Directors of the Beacon Council, here he serves as Chairman of its International Committee; Board of Directors for the Florida Council of International Development; Board of Directors of the Florida Atlantic University Foundation. Florida Trend Magazine recognized Mr. Becker in 2004 and 2005 among its "Legal Elite" in the area of International Law. He was also recognized by South Florida CEO Magazine as a member of South Florida's "Power Elite". Mr. Becker graduated from Brooklyn College of the City University of New York (A.B., 1966) and the University of Miami School of Law (J.D., 1969). As a member of the Florida Legislature, he authored and/or sponsored much of Florida's housing legislation, including the Condominium Act, as well as the Florida Corporation Act, Mechanic's Lien Act, Evidence Code and more.

Organizational Chart



2. Past Successes for Southwest Ranches

Most recently during the 2005 Legislative Session, the Becker & Poliakoff, P.A. team overwhelmingly defeated a last minute attempt to enact language that would have disallowed a municipality to close roads within its own boundaries. During the final week of Session the onerous language was Amended onto SB 1184 by the Pembroke Pines lobbyists. This was a significant Bill relating to Transportation Access sponsored by Sen. Mike Fasano. The Amendment was adopted while the Bill was on Second Reading on the Senate Chamber floor. Our team was able to successfully lobby Sen. Fasano to remove the language from his Bill, which the Senate would have passed without opposition when it was brought up on its 3rd Reading. Our team also blocked attempts to Amend this damaging language onto HB 351, the House companion to SB 1184. We quickly organized a coalition of friendly Legislators, led by Rep. Susan Goldstein, to fight for SW Ranches. Pembroke Pines worked the Delegation hard and had a team of over 10 registered lobbyists fighting our team. In the end we killed all attempts to use the Legislative process to deal with this local issue.

Our team also worked hard to educate Legislators on the importance of the FRDAP program. The Town of Southwest Ranches' proposal for Meadows Sanctuary was ranked well, but needed the Legislature to allocate funding. In the end we successfully got \$200,000 allocated. We worked hard all Session during the intense budget negotiations to ensure that enough money was in the overall FRDAP line item to fund the Meadows Sanctuary.

In 2004, the Becker & Poliakoff, P.A. team worked on the passage of the proposed De-annexation/Annexation language developed between the City of Cooper City and the Town of Southwest Ranches, then under the assigned bill numbers of HB 1415 and SB 3170. With all the internal Delegation issues resolved, the Becker & Poliakoff, P.A. team was successful in passing HB 1415, while employing the same strategy that was attempted during the previous Session.

Also during the 2004 Session, the team worked to secure funding for the Sunshine Ranches Equestrian Park Phase III project, which at #70 on the list was ranked lower than it was during the previous year. Our team advocated for an amount of overall FRDAP funding that would include the Equestrian Park project at its established ranking. The legislature allocated \$21,000,000 to the FRDAP program, \$200,000 of which was awarded to the Sunshine Ranches Equestrian Park project. Without our advocacy and getting more money into the total pot, this project would never have been funded.

During the 2003 Session, the Becker & Poliakoff, P.A. lobbying team worked to pass HB 1547 and SB 2918 relating to proposed language for a De-annexation/Annexation of lands between the City Cooper City and the Town of Southwest Ranches. Rep. Gottlieb and Sen. Geller sponsored the Bills. As was the usual process for Local Bills, each Local Bill was supposed to move through the Committee process in the House and be passed by the House Chamber. The Senate Chamber would pass the Bills by a waiver of the Senate Rules. Our efforts resulted in the passage of HB 1547 by the House as planned. Unfortunately, an internal Broward delegation fight erupted, which resulted in all Local Bills failing to pass. Due to our hard work, everyone assured us that the Bills would pass in 2004; which they did.

The Becker & Poliakoff team also worked to secure funding for the Sunshine Ranches Equestrian Park Phase III project during the 2003 Session. We worked hard to get money allocated, but this was a particularly onerous budget year and many projects did not get funded. Once again, we set the stage for funding in 2004, and were successful that year.

3. **Provided below are a list of Becker & Poliakoff's other local government clients including summaries of our legislative successes and contact information for reference purposes.**

The Becker & Poliakoff Lobbying Team has successfully provided services similar to those requested by Southwest Ranches to an impressive array of local governments and private sector organizations. The team will call upon that experience and assist Southwest Ranches by: 1) conducting research and keeping Town officials informed of pertinent initiatives and plans related to funding or policy through meetings, timely written reports, and/or oral communications; 2) monitoring legislation and agency actions at the State and Local levels which may impact on the Town's fiscal and programmatic

interests and articulating the position of Town officials during the drafting and deliberation process; 3) supporting Town officials in the preparation and presentation of their legislative agenda(s), proposal(s), amendment(s), and proviso language; 4) assisting Town officials develop legislative strategy in order to advance the Town's goals or amend or defeat proposals adverse to them as well as providing pro-active recommendations for future actions; 5) reviewing the plans of other entities to identify issues that the Town can support or may need to oppose; 6) scheduling meetings and visits with legislators, administration officials, and staff in order to strengthen relationships and thereby facilitate the Town's requests; 7) furnishing an analysis on an ongoing of the political context in which decisions affecting the Town will be made; 8) working with County officials to identify and pursue government grants and other funds to assist the Town meet its fiscal challenges.

City of Opa-Locka
Jannie Beverly, City Manager
777 Sharazad Boulevard
Opa Locka, FL 33054
(305) 953-2821

Becker and Poliakoff, P.A. has represented the City of Opa-Locka for six years and the contract is renewed on an annual basis.

Beginning in January of 1999, the firm developed and coordinated a legislative agenda with the City of Opa-Locka including meetings with Commissioners and City staff, legislators, committee staff, and the Executive. The Firm distributed the legislative agenda then provided the appropriate follow-up with legislative leaders and allies on key committees during the session including close coordination with in the Executive Branch. In our first year, we had excellent success including significant funding for various City priorities and most significantly, Opa-Locka was named as a Front Porch Community. This designation as a Front Porch Community gives the City priority in state funding for a variety of initiatives and technical assistance from state agencies to help the City implement their programs wisely and efficiently. The Front Porch Initiative required a tremendous lobbying effort from the Firm and included several meetings with the Governor and his staff and even a tour of the affected areas in Opa-Locka by State staff. In addition, the firm played a key role in submitting the Front Porch application to the state.

The City of Opa-Locka works closely with the Miami Dade County Legislative Delegation year round including providing a comprehensive legislative plan and funding request long before the beginning of the session, which enabled the Delegation to assist the City more effectively in achieving its legislative goals. In 2004, the City requested funding for eleven water related projects. The City will receive \$450,000 of the lump sum

provided to the South Florida Water Management District to fund the water requests. Additionally, the team was able to have a portion of 42 Avenue in Opa Locka designated Sidney Alterman Way, one of the City's primary priority for the session. Regarding the Water Project Local Match Special Exemption, the Becker & Poliakoff, P.A. governmental team conceptualized and, in turn, instituted proviso language within the 2005-2006 Legislative budget that creates a special exemption for cities declared in a financial state of emergency. Such cities are provided an exemption from the required 25 percent local match for wastewater projects, and the 50 percent match for storm water and surface water restoration projects.

City of Opa-Locka Appropriations (state and federal)

\$75,000 - Front Porch initial funding
\$1.9 million, Water and Sewer Renovation
\$200,000, Parks and Recreation
\$150,000 - Parks and Recreation
\$400,000 - Brownsfield Redevelopment
\$2 million - Flood Mitigation and Canal Clean Up
\$2.5 million - Front Porch Available Grant Funds for Designated cities
\$350,000 - Canal Cleaning
\$750,000 - Flood Mitigation
\$66,667 - Community Policing & Beautification
Prevented an Oversight Board from being established to monitor City's financial situation.
Street Resurfacing, \$50,000 and Drainage, \$250,000 passed legislature, vetoed by Governor.

In 2005, the following appropriations were passed:

NW 139th Street Storm water Drainage/Roadway Improvements	\$ 48,547
Rutland Street Storm water Drainage/Roadway Improvement	\$105,514
NW 128th Street Storm water Drainage/Roadway Improvements	\$206,458

Town of Southwest Ranches; 6589 SW 160 Avenue; Southwest Ranches, FL 33331; Town Manager John Canada, 954-434-0008. Contract in place since 2001. The Firm lobbied in Tallahassee on behalf of the Town included drafting and passage of Special Acts of the Florida Legislature to refine the language of incorporation, annexation of lands for placement of the Town Hall, and for other land to provide a buffer between commercial and residential housing. In 2004, the team assisted with the passage of HB 1415, the local bill on the de-annexation of land from Cooper City to the Town which was passed in the final week of session.

State Funding:

\$112,000 - Park Improvements

\$200,000 – Recreational and Park Improvements

Assisted with securing millions of dollars of Grant funds from various state, federal agencies and programs.

\$200,000 Southwest Meadows Sanctuary (2005)

City of Lauderdale Lakes

Anita Fain Taylor, City Manager

City of Lauderdale Lakes

4300 NW 36 Street

Lauderdale Lakes, FL 33319

954- 535-2730

Contract in place since 2001. Becker & Poliakoff, P.A. has worked closely with the City and its key staff members over the last three years to: 1) raise the City's visibility among local legislators and key members of the legislative leadership; 2) identify and examine legislation that is of concern to the City and develop strategies on how to combat or rework them into language more suitable to our needs; 3) advocate legislation and funding to support the City's legislative priorities and projects.

We have worked hard to obtain "Active Representation" from our legislators for our legislative priorities. Active representation is important to ensure legislators are attuned to our issues and interests and have a personal desire to act on our behalf. We have been successful in many instances in gaining active representation or a legislative "champion" by providing feedback and information to the member, in conjunction with having personal interaction with them. Together we have worked hard to communicate with our legislative delegation so they are confident and comfortable with our issues including a solid knowledge base that includes and supports the City's views. Together, we have provided them with the information critical to aiding the City's position on legislation. We have been candid in letting them know how they are doing, right or wrong and forthcoming in giving them recognition for supporting the City's view on certain bills or opposing certain bills. Legislators appreciate getting feedback and information on where the City stands on various issues and it provides them with the tools necessary to better represent the City's interests. Additionally, we have worked hard to develop personal relationships between City officials and legislators by including legislators in various City events and having them participate in City functions and meet City staff. Moreover, our carefully planned visits to Tallahassee by City officials to meet with members of the legislature demonstrated the City's commitment to positive and mutually beneficial working relationships with legislators.

Examples of Legislative Priorities Achieved Over the Last Three Years:

•When the initial ranking list came out for the Florida Recreation Development Assistance Program (FRDAP) funding, we recognized that the Westgate Park project had a fairly high ranking to receive \$200,000. However, unlike the library money, there was not agreed upon amount for the budget allocation between the two houses. Ultimately, our lobbying efforts, in cooperation with those representing other potentially funded municipalities, solidified a funding amount that covered the Westgate Park project.

•After a great deal of effort, discussion and dissension by many City officials and lobbyists, Broward's local bills including the City's local bills for annexation (HB 1931, HB 1935, HB 1937) passed during the final week of Session. Unfortunately, despite an overwhelming campaign to secure the Governor's approval, the annexation bills were vetoed by Governor Bush in 2004.

•In previous years, Ms. Jackson worked throughout the Summer with the Broward County Legislative Delegation's re-constituted Annexation Sub-Committee which held a series of hearings around the County and attempted to put together one comprehensive Annexation Bill. Lauderdale Lakes was a good neighbor to the adjoining landowners and tried to accommodate their desires and aspirations. We spent a significant amount of time and energy to try to develop a comprehensive bill, both at the County and in Tallahassee. In the end, the effort to pass a single Bill failed.

Regarding Lauderdale Lakes' Appropriation priorities, despite several Special Sessions dealing with budget cuts, the Legislature fully funded Lauderdale Lakes' FRDP grant applications totaling \$200,000 for various parks and recreational projects. Lauderdale Lakes also received \$40,000 funding for emergency management services. However, the governor vetoed the line item. Overall, budget issues were highly contentious and we were fortunate that our priorities were funded.

In 2005, the following appropriations were passed :

Lauderdale Lakes Movie and Film Production Development Assistance	\$100,000
Lauderdale Lakes Education and Employment Center	\$150,000
Lauderdale Lakes Alzheimer Day Care Center Building Addition	\$250,000
Lauderdale Lakes Comprehensive Storm water Improvements	\$250,000

Florida's Historically Black Colleges
Florida Memorial College
Dr. Marty Pinkston
15800 N.W. 42 Avenue
Miami, FL 33054
305-626-3604

The Firm was retained by Florida Memorial College prior to the 2000 legislative session and has worked with them since that time to protect funding of education programs, financial aid and other operational dollars. The primary legislative concern for state colleges and universities is funding. They are dependent upon primarily state funds to operate and be successful. During the last session, there was an attempt to significantly reduce State funding for Access, Recruitment and Retention at the Independent Historically Black Colleges (including Florida Memorial, Edward Waters and Bethune Cookman). Through careful monitoring of the appropriations process, communication with our key allies on the Appropriations committee, and timely (and well orchestrated) communication between University officials and legislators, we were able to prevent the loss of more than \$8 million for the three colleges. Florida Memorial would have lost \$2.3 million or 8% of its total budget. Ms. Jackson worked closely with the Governor's staff on all HBCU budget issues.

Florida Memorial College Appropriations

\$3.1 million – Recruitment & Retention
\$500,000 – Performing Arts Center
\$162,000 – Library Improvement

Due to the outstanding results for Florida Memorial College, Ms. Jackson now represents Bethune Cookman College and Edward Waters College. Each school received no budget cuts and obtained \$4.1 and \$3.6 million in funding for 2002 and 2003. In addition, Ms. Jackson spearheaded the funding effort for Florida A&M where they received more than \$10 million in new funding. Ms. Jackson also worked with the Governor's staff to secure two additional grants for all of the Historically Black Colleges totaling more than \$1.2 million. In fact, funding for Historically Black Colleges has increased more than 50% since Ms. Jackson began representing them in Tallahassee.

In 2005, the following appropriations requests were passed:

Mary McLeod Bethune Foundation	\$300,000
HBCU Biomedical Research Collaboration	\$50,000
HBCU Library Improvements	\$168,042
HBCU Operations	\$11,000,000

Metro-Miami Action Plan

Vincent Brown, Executive Director
19 W. Flagler Street
Miami, FL 33130
305-579-3816

Lobbying contract held by Becker & Poliakoff, P.A. since 2001.

Passed a bill that privatizes the Florida Black Business Investment Board ("BBIB") and provides that the board should be a not-for-profit corporation & not entity of state government.

Successful in fending off a bill that would have provided for the creation of juvenile drug courts and turned funding decisions for MMAP's Teen Court program over to the Chief Judge of each county. This legislation was strongly opposed on behalf of MMAP. In fact, MMAP's executive Director, Vincent Brown traveled to Tallahassee and met with the chair of the author of the legislation, Rep. Gus Barreiro. While Rep. Barreiro agreed to include language in the bill to attempt to remedy MMAP's concern, the bill never garnered a Senate companion and was opposed by other advocacy groups. It is important to note that Rep. Barreiro also agreed to continue to work with MMAP in formulating any future legislation regarding juvenile court issues.

Helped pass a bill relating to the Florida Minority Business Loan Mobilization Program that provides that the Department of Management Services shall administer a loan program authorizing state agencies to disburse a certain amount of a contract award to assist minority business enterprise vendors in obtaining working capital financing. The bill also applies to professional services and prime contract vendors.

City of Pompano Beach
William Hargett, Jr., City Manager
100 Atlantic Boulevard
Pompano Beach, FL 33060
954-786-4600

Contract in place since 1999.

During the 2004 session, the Becker & Poliakoff, P.A. lobbying team helped pass two important annexation bills for the City. HB 1409, which provides for the annexation of the unincorporated area known as Pompano Highlands into the City limits of either the City of Pompano Beach or the City of Deerfield Beach. Through the use of Chapter 171 annexation, a referendum will enable the registered voters of that area to decide which City they would prefer to be annexed into.

Our team also passed HB 1417 during the 2004 Legislative Session. This bill also uses the provisions of Chapter 171 annexation; however, in contrast to the previous bill, a referendum will not be necessary and 533 acres of land will be annexed into the City of Pompano Beach. The City will see an addition of over 7,500 citizens and 3,300 housing units with the annexation of this area. Additionally, in past years the team has assisted with several important appropriation requests for the City including:

\$400,000 – Park Improvements
\$200,000 - Parks and Recreation
\$250,000 - Aquaculture Center
\$500,000 - Farmers Market

In 2005, the following appropriations were passed:

Community Park Improvements	\$200,000
Mitchell/Moore Park Improvements	\$200,000
Rehab Storm Drain Pipe	\$300,000

Miami Dade Expressway Authority
3790 NW 21 Street
Miami, FL 33142
Servando Parapar, Executive Director
305-637-3277

Contract in place since 2002. Subcontractor. Member of team that focuses on Transportation legislation.

Over the last few years, the MDX lobbying team has been able to accomplish most of its stated legislative priorities for the agency including passage of a major transportation bill including favorable language relating to Public/Private Partnerships, the Strategic Intermodal System and the Metropolitan Planning Organizations. Additionally the Prompt Pay and Bond Form provisions were defeated.

Miami Dade County
Joe Rasco, State Coordinator Intergovernmental Affairs
111 NW 1 Street, Suite 2910
Miami, FL 33128
305-375-5603

Becker & Poliakoff, P.A. is subcontractor and part of the lobbying team for Miami Dade County. Our lobbyists were involved in numerous legislative matters for the County but were specifically assigned the following county priorities:

Enterprise Zone (SB 1358) – Passed by Legislature and Signed by Governor
Succeeded in passing bill to provide tax breaks and other incentives to encourage business development in depressed areas. Miami Dade County requested a certain community be designated as an Enterprise Zone. It had been attempted several times before but providing state funding to specific areas is always a difficult task to achieve because of competing legislators' interests. However, through our strong relationships with legislative leaders, we were able to help pass the legislation. In fact, in last week of

session our lobbyists were successful in getting this item on Consent Calendar which waived the rules and thereby ensured its ultimate passage.

Community Action Agency Youth Leadership Development: Secured \$90,000 in final legislative budget for a program that targets at-risk youth throughout Miami-Dade County. This project exposes many youths to structured activities designed to counter the negative influences they encounter in their environments, which place them at risk. Unfortunately, like many other similar programs, this was vetoed by the Governor.

In 2005, as a part of a group, the Becker & Poliakoff team successfully passed legislation that provided a funding source for teen courts. The language was passed by the legislature as a section of the 2005 Article V revision bill. The legislation establishes a funding source for teen courts through assessment of an up to \$3 additional court cost against each person who pleads guilty or nolo contendere to, or is convicted of, violation of criminal law, ordinance, or traffic offense in county. Through meetings held with various committee chairpersons and leadership, the Becker & Poliakoff team was instrumental in the effort to have the legislation heard by the legislature, and ultimately amended onto the 2005 Article V Revision bill.

City of Miami Gardens
Danny Crew, City Manager
17801 N.W. 2nd Avenue
Suite 201
Miami Gardens, FL 3319
305-622-8000

Ms. Jackson is providing assistance to the relatively new City of Miami Gardens in their efforts to secure state funding and other start up projects with the State. In 2004, Ms. Jackson worked with members of the Miami Dade Legislative Delegation to provide \$200,000 to the City for Stormwater Improvements. Additionally, Ms. Jackson worked with the City to find innovative ways to fund other projects including the need for school crossing guards in the City. Also, Ms. Jackson helped in the designation of Judge Wilkie D. Ferguson, Jr. Boulevard designation for a portion of Honey Hill Drive in the City.

In 2005, the following appropriations were passed:

Miami Gardens Public Safety Initiative	\$75,000
Bunche Pool and Park	\$200,000
Rolling Oaks Park	\$200,000
Miami Gardens Drainage Improvement NW 175 Street	\$230,000

City of Hollywood
Lori Mertens, Director of Intergovernmental Affairs
2600 Hollywood Boulevard
Hollywood, FL 33021
954-921-3200

Represented Hollywood since 1991 as the Prime Contractor. Contract is renewed annually.

The Becker & Poliakoff, P.A. lobbying team has a proven track record of representing the City of Hollywood in its State lobbying efforts. project, but the Governor line item vetoed the money.

Some notable successes for the City of Hollywood at the State level include:

- a) The City of Hollywood was concerned about a bill submitted to the Broward City Legislative Delegation by the City of Dania Beach to annex land that was contiguous to both cities. Hollywood argued that the annexation was premature and without the consent of the residents. After numerous meetings with City officials, residents and legislators, the Broward County Legislative Delegation agreed with the City of Hollywood and postponed action of the annexation until a thorough study can be completed after this year's legislative session. This was a great victory for the City of Hollywood's long-time struggle to protect its tax base and strengthen its neighborhoods.
- b) The City identified beach erosion and Renourishment as its number one priority legislative issue. The Firm worked closely with other coastal communities and the League of Cities to help draft House Bill 3427 and Senate Bill 856 to establish the Ecosystem Management and Restoration Trust Fund and provide for permanent, long term funding through a trust fund to fully implement the beach management plan. After numerous fits and starts and opposition to the permanent funding, the bill passed and Hollywood received \$5 million for beach Renourishment from a dedicated, permanent funding source that cannot be taken away. Needless to say, the City was thrilled to have their number one priority bill pass with real and significant funding. In following years, the City has continued to lead efforts to provide funding for the Broward County Beach Restoration project through the Florida Department of Environmental Protection. Follow up and advocacy with the state agencies is a critical component to successfully implementing legislative actions.
- c) The City identified a problem with their ability to implement its Water Re-Use program due to the lack of legislative authority and complicated regulatory process municipalities were facing when attempting to operate such a worthwhile program. The Firm stepped in and drafted legislative language to solve the problem and had the bill introduced in the House and Senate. The next step was to build support for its passage by

having key members of the Legislature understand the problem and its potential legislative solution. The Firm was instrumental in having the House of Representatives' Select Committee on Water Policy visit the City of Hollywood's water re-use facility and hear from City officials about the need for this legislation. Ultimately, the Alternative Water Supplies legislation passed the Legislature and has significantly improved the City's ability to implement its reclaimed water program and thus saving the City thousands of dollars.

City of Hollywood Appropriations

\$ 250,000 - Fred Lippman Senior Center (Department of Elder Affairs)
\$ 50,000 - Anderson Park
\$2,568,500 - Beach Erosion Fund
\$ 50,000 - Art and Culture Center
\$1 million - Transportation Project
\$250,000 - Fred Lippman Senior Center – operations
\$ 50,000 - Fred Lippman Multi Purpose Center – capital costs
\$115,636 - Amtrak Station
\$200,000 - Fred Lippman Multi Purpose Center
\$ 40,000 - Storm Water Pump Station Study
\$5 million - Beach Erosion

In 2005, the following appropriations passed:

\$138,850	Hollywood Church site FRDP
\$500,000	Arts Park
\$256,924	Beach Nourishment
\$300,000	Presidential Train Museum
\$250,000	Fred Lippman Senior Center (base recurring funding)

Florida Association of Jewish Federations

Judy Gilbert-Gould, Director, Community Relations Council
Greater Miami Jewish Federation'
4200 Biscayne Boulevard
Miami, FL 33131
305-576-4000

Contract established in 1991. The statewide organization of Jewish Federations includes the Jewish Federations in Broward County. We have worked on legislation and appropriation matters on everything from housing to health care, child care, afterschool care, elder care, housing, Medicaid, Medicare, education and much more. Below is a list of some of the appropriations projects funded over the last few years:

\$175,000 - Transportation for Disabled
\$200,000 - Senior Wellness program
\$227,000 - Senior Center
\$750,000- House Gulf Coast Jewish Family Services Custodial Parent Program
\$100,000 - River Garden Hebrew Home
\$700,000 - Miami Jewish Home-Teaching Nursing Home Project;
\$240,000 - Florida Holocaust Museum
\$100,000 - Miami Beach Holocaust Memorial
\$350,000 - Douglas Gardens Community Mental Health HIV-AIDS project.
\$350,000 - Miami Jewish Home and Hospital
\$576,000 - Gulf Coast Jewish Family Services
\$500,000 - Levis Senior Center
\$200,000 - Russell Senior Center Wellness
\$200,000 - Elderly House Call Program, Mt. Sinai Hospital
\$500,000 - Cultural Facilities Grant Program, Alper JCC
\$3.5 million – Federation Agencies in Florida
\$200,000 – Florida-Israel Institute
\$ 75,000 – Florida Holocaust Commission
\$500,000 – Gulf Coast Jewish Family Services
\$1,000,000 - Alzheimer's Respite Care plus new funding for construction of senior centers, elderly meal programs, ALF construction, adult day care construction, and an Alzheimer's center.
\$750,000 - The Home Instruction to Pre-School Youngsters (HIPPY)
\$150,000 - The Florida-Israel Institute

In 2005, the following Appropriations passed:

Holocaust Museum \$560,000
Holocaust Documentation Center \$150,000
Holocaust Memorial \$50,000
Miami Beach Senior Center \$170,391
In Home respite \$42,471
Senior Wellness \$90,000
NORC's (4 communities) \$900,000 (vetoed)
Holocaust Survivor Assistance \$100,000
Gelber Adult Day Care \$25,000
Gulf Coast Jewish Community Non custodial Parent Employment Program, \$750,000 Tampa Bay; \$666,000 Miami Dade
Florida Holocaust Museum Cultural Facilities Grant \$212,000

4. **Pro-Active Approach to Lobbying**

The lobbying methodology of the Team is based on its extensive and successful lobbying experience of the Firm and its individual team members. That experience is especially focused on representing municipalities and other governmental entities in Tallahassee. Becker & Poliakoff, P.A. provides pro-active representation, which means that in addition to the routine monitoring and tracking of the Town's legislative priorities, the Team will also aggressively identify opportunities that may help the Town with funding or programmatic support, provide strategies for pursuing such opportunities. Town officials, staff, and others who support the Town's legislative program will be encouraged to become involved in the lobbying process as well as. An effective lobbying methodology includes the following interrelated components:

Preparation. We will work closely with Town leaders to develop a legislative priority program that reflects the needs of the Town. We coordinate legislative workshops to help identify and develop their priorities. We will work with the Town to convert the legislative priorities into a specific list of action items with an appropriate public affairs strategy based on many factors, such as the committee assignments of key legislative allies and the priorities of the legislative leadership. Preparation will also include guidance on the drafting of legislation, budget requests, presentation materials, amendments, proviso language, etc. We also set up one on one meetings with every member of the legislative delegation to get their input and buy-in into the Town's agenda. Our lobbyists have pre-existing excellent relationships with every member.

Intelligence and Communication. Effective lobbying teams gathers competitive intelligence using three key principles: legal knowledge, experience and access. The Becker & Poliakoff, P.A. team utilizes each to benefit their clients. Fundamental to legislative and executive branch lobbying is a basic knowledge of the law and administrative rules; the ability to learn of the existence and content of proposals to change said laws and rules; and the competency to evaluate the effect of those changes on the interests of the Town. The Becker & Poliakoff, P.A. lobbying team has the competitive advantage of including practicing Florida attorneys, who not only understand the intricacies of making laws but also the impact and reality of their implementation. Our long term personal and working relationships allow team members to meet with legislators, legislative staff, and agency personnel on a regular basis to determine what issues are of concern to them; anticipate initiatives and plans; and develop on going strategy to ensure the Town is taking advantage of resources or favorable changes to law.

Presentation and Monitoring. To start, members of the Team will present the Town's legislative program to the appropriate substantive and appropriations committees as well as meet individually with key legislators. This is to explain the program and respond to any questions they may have. The firm will identify opportunities for Town officials and

staff to meet with committee leaders and testify on behalf of the Town during the drafting and deliberation process or as appropriate.

Involvement and Coordination. Officials of the Town will be encouraged to communicate with key policy-makers in the Legislative and Executive branches of government about the goals and objectives of the legislative program and to visit Tallahassee during specific times of the legislative year.

Action and Perseverance. The Team will lobby and provide year-round representation at both the legislative and executive agency level.

Public Affairs. The Team will continuously educate legislators, legislative staff, and executive officials on the issues and concerns of the Town in order to facilitate legislative requests.

5. **Summary and Proposed Fees for Services**

Teamwork is the hallmark of our lobbying efforts. The Becker & Poliakoff team includes several of state's most well-known and well-respected lawyer/lobbyists. Their collective experience representing clients before the Legislature and Executive Agencies is exceptional due to their expertise in the complex legislative and appropriations processes, and track record of successes for many long term clients. Together they have worked hard to forge relationships with legislators from all over the state and various walks of life. Additionally, they work hard throughout the year to stay in close touch with legislators in the their district office. Another Becker & Poliakoff, P.A. advantage is having legal offices throughout the state because it provides our lawyers with the opportunity to get to know legislators year round in more informal settings and provides our lobbying team with personal relationships most Tallahassee based lobbyists don't have.

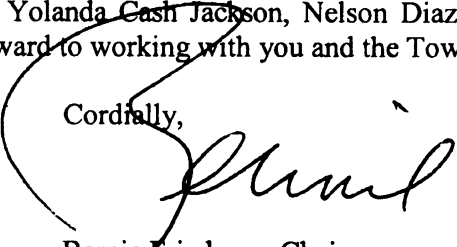
Most Broward municipalities that utilize professional lobbying services spend between \$50,000 and well over \$100,000 on an annual basis on lobbying firms. Many municipalities find it necessary to hire a few firms to advance their agenda. We believe that with our bi-partisan, bi-lingual team of lobbyists, Southwest Ranches can accomplish their goal with just one firm. We would respectfully request a monthly fee of \$2,916.66 or \$35,000 on an annual basis. This is discounted significantly as a professional courtesy in recognition of our Firm's work for the Town. We would suggest starting work in September, as Committees will be hearing Bills later this month and Amendments could be filed.

John Canada, Town Administrator
Town of Southwest Ranches
September 7, 2005
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I am hopeful that this letter demonstrates the seriousness of our dedication to the Town of Southwest Ranches and our track record of success for our clients.

On behalf of our team, Yolanda Cash Jackson, Nelson Diaz, Rolland Steele and Alan Becker and myself, we look forward to working with you and the Town.

Cordially,



Bernie Friedman, Chair
Becker & Poliakoff, P.A. Government & Practice Group

cc: Mayor, Vice Mayor and Councilmembers
Gary A. Poliakoff, Town Attorney
Keith M. Poliakoff, Deputy Town Attorney

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