

Rudolph F. Crew, Ed.D., Superintendent of Schools

**SUBJECT: AWARD REQUEST FOR PROPOSALS NO. 121-EE10-
PROFESSIONAL CONSULTING SERVICES FOR STATE
LEGISLATIVE ISSUES**

COMMITTEE: INNOVATION, EFFICIENCY AND GOVERNMENTAL RELATIONS

For the past three years, The School Board of Miami-Dade County, Florida, has had a contract for state legislative consulting services with the firm of Ronald L. Book and Associates (RLB&A), Inc., awarded through the request for proposal process at the Board's December 11, 2002, regularly scheduled School Board meeting. The contract with RLB&A will expire on December 31, 2005, and no additional renewal periods are available. Therefore, to ensure continued legislative support during the upcoming 2006 state legislative session, a Request for Proposals No. 121-EE10 was issued on September 23, 2005, for state legislative consulting services.

Miami-Dade County Public Schools continues to face many critical legislative issues, including assaults on both operating and capital funding. It is anticipated that the 2006 legislative session will be as challenging as in recent years with education and other interests competing for limited state resources. Therefore, the work of a legislative lobbying team will continue to be of critical importance.

The Evaluation Committee met on December 13, 2005, where the respondents to the Request for Proposals provided the Committee with an oral presentation of their proposal. Based upon their presentations and other submitted documentation, the committee unanimously recommended the following firms to provide legislative consulting services for the period of January 1, 2006, through December 31, 2006: Ronald L. Book, P.A.; Tew Cardenas, LLP; Florida School Services; and Becker & Poliakoff, P.A.

The consultants will work under the day-to-day direction of Mr. Alberto M. Carvalho, Associate Superintendent for the Office of Intergovernmental Affairs, Grants Administration, and Community Services. The cost for the state legislative consulting services shall not exceed \$365,000, inclusive of all fees and expenses, including travel, to be paid in equal monthly installments commencing January 2006.

**REPLACEMENT
A-6**

The contracts may be renewed for up to two additional annual terms with the same or modified terms, as mutually agreed upon, after review of the services provided are deemed to be satisfactory.

RECOMMENDED:

That The School Board of Miami-Dade County, Florida:

1. approve the negotiation and execution of contracts for state legislative consulting services, contingent upon exhaustion of the statutory requirements of F.S. 120.57 with the following firms, in an amount not to exceed \$365,000, for the period of January 1, 2006 through December 31, 2006:
 - a. Ronald L. Book, P.A.
2999 NE 191 Street, PH 6
Aventura, FI 33180
Principal: Ronald L. Book
 - b. Tew Cardenas, LLP
1441 Brickell Avenue, 15th Floor
Miami, FI 33131
Principal: Alberto R. Cardenas
 - c. Florida School Services
8181 NW 36th Street, Suite 1010
Miami, FI 33136
Principal: Thomas A. Cerra
 - d. Becker & Poliakoff, P.A.
121 Alhambra Plaza, 10th Floor
Coral Gables, FI 33134
Principal: Yolanda Cash Jackson
2. allow the Superintendent to renew the contracts with the state legislative consultants for up to two successive one-year renewals under the same terms and conditions or modified terms, as mutually agreed to, after reviewing the services provided are deemed to be satisfactory with notification to the Board.

REQUEST FOR PROPOSALS NO. 121-EE10

STATE LEGISLATIVE CONSULTANT

Mr. Frank J. Bolaños
School Board Member

Mr. Martin A. Berkowitz, Chief Financial Officer
Financial Operations

Mr. Alberto M. Carvalho, Associate Superintendent
Office of Intergovernmental, Affairs and Grants Administration

Ms. Carolyn Spaht, Chief of Staff
Office of Superintendent of Schools

Mr. L. Joseph Garcia, Chief Communication Officer
Office of Public Relations

Mr. Rafael Urrutia, Accountability Officer
Office of Intergovernmental Affairs and Grants Administration

Ms. Marilyn Spiegel
Citizen's Coalition

Mr. Darrlyn Choate, Coordinator
Business Development and Assistance

Ms. Barbara Jones, Director
Procurement Management Services (Non-voting)

Mr. Richard Kuper, Executive Director
Miami-Dade County League of Cities

RESPONSE
to the
Request for Proposals
For
State Legislative Consultant

THE SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA

OCTOBER 20, 2005

RFP NO. 121-EE10

SUBMITTED BY FLORIDA SCHOOL SERVICES, INC.

A-6

I. *Designation of personnel who will be available for this engagement. Resumes containing professional experience, preparation and background are to be presented for each of these individuals. This action must indicate the individual specifically assigned as lead person and the understudy in his or her absence, if any.*

Mr. Thomas A. Cerra will be the lead lobbyist assigned to the School Board. Ms. Georgia Slack will represent the Firm in Mr. Cerra's absence. (See Appendix D)

RÉSUMÉ

NAME: Thomas A. Cerra
DATE OF BIRTH: February 20, 1944
PLACE OF BIRTH: Pittsburgh, PA
ADDRESS: 9320 NW 50 Doral Circle North
Miami, FL 33178
TELEPHONE: (305) 594-9913 (Home)
(305) 513-9995 (Office)

EDUCATIONAL BACKGROUND:

1959-62	High School Diploma	Hialeah Senior High School, Hialeah, FL
1962-64	Associate of Arts	Miami-Dade Community College, Miami FL
1964-66	Bachelor of Education	University of Miami, Coral Gables, FL
1970	Master of Education	University of Miami, Coral Gables, FL

PROFESSIONAL EXPERIENCE:

1996-Present President - Florida School Services, Inc.

1990-96 Deputy Superintendent, Legislative and Labor Relations, Professionalization, and Policy Development, Miami-Dade County Public Schools

1988-90 Associate Superintendent, Bureau of Legislative and Labor Relations, Desegregation, and Policy Development, Miami-Dade County Public Schools

1987-88 Associate Superintendent, Bureau of Legislative and Labor Relations, and Policy Development, Miami-Dade County Public Schools

1986-87 Executive Assistant Superintendent, Office of Legislative and Labor Relations, Miami-Dade County Public Schools

1978-86 Assistant Superintendent, Office of Legislative and Labor Relations, Miami-Dade County Public Schools

1976-78 Director, Division of Legislative and Employee Relations, Miami-Dade County Public Schools

1970-76 Assistant Principal, Miami Killian Senior High School; Ada Merritt Junior High School; Shenandoah Junior High School

1969-70 Social Studies Teacher and Title 1 Coordinator, Miami Edison Middle School

1966-69 Social Studies Teacher (Grades 7, 9), Miami Edison Middle School

PROFESSIONAL ACCOMPLISHMENTS:

Negotiated (as Chief Negotiator) over 65 school board labor contracts

Served as President of the Florida Educational Negotiators (FEN), Inc.

Negotiated the first local school board Early Retirement Program, Quality Instruction Incentives Program (Merit Schools); School-Based Management/Shared Decision-Making; Retirement Incentives Programs, including out-of-state credit incentive

Served as Chief School Board (Miami-Dade) Lobbyist in Tallahassee, FL and Washington, D.C.

Served as President of the Florida Association of School Administrators (FASA)

Co-founded Florida School Services, Inc., a highly successful government relations firm

Forwarded successfully hundreds of legislative issues

PROFESSIONAL ORGANIZATIONS:

Florida Educational Negotiators, Inc.

Florida Association of School
Administrators

National Association of Secondary
School Principals

Florida Education Legislative Liaisons

National Association of Educational
Negotiators, Inc.

APPOINTMENTS:

Florida Commission on Education Reform and Accountability (Charter Member)

RÉSUMÉ

PERSONAL INFORMATION

Name: Georgia M. Slack
Address: 9693 Ridgecrest Court
Davie, FL 33328
Telephone: 954-423-8446 (Home)
305-513-9995 (Business)
305-608-5110 (Cell)
Place of Birth: New York, NY
Health: Excellent

EDUCATIONAL BACKGROUND

1950-54 UNIVERSITY OF FLORIDA
Gainesville, FL
Degree: B.A.
Major: Journalism
1966-67 UNIVERSITY OF FLORIDA
Gainesville, FL
Degree: M.A.
Major: Journalism
Minor: Political Science

PROFESSIONAL EXPERIENCE

1996-Present CHAIRMAN/CEO
Florida School Services, Inc.
1994-96 ASSOCIATE SUPERINTENDENT
Government and Community Relations
Broward County Public Schools

RÉSUMÉ

Georgia M. Slack

Page 2

1985-94	DIRECTOR Government and Community Relations Broward County Public Schools
1979-85	DIRECTOR Office of Legislative and Labor Relations Dade County Public Schools
1978-79	DIRECTOR News and Community Affairs Dade County Public Schools
1977-78	COORDINATOR Media Relations Dade County Public Schools
1970-77	PUBLIC INFORMATION SPECIALIST Dade County Public Schools

PROFESSIONAL EXPERIENCE (Continued)

1967-69	EDUCATION WRITER <u>Miami Herald</u>
1966-67	ASSISTANT EDITOR; FEATURE WRITER <u>Gainesville Daily Sun</u>
1962-66	CITY EDITOR; REPORTER <u>Hollywood Sun Tattler</u>
1958-62	REPORTER; FEATURE WRITER <u>Daytona Beach News Journal</u>

PROFESSIONAL AFFILIATIONS

- Florida Educational Negotiators (Past President)
- Florida Education Legislative Liaisons (Past President)
- Sunshine School State Public Relations Association (Past President)



Miami-Dade County Public Schools
giving our students the world

**State Legislative Consultant
RFP 121-EE10**

Submitted by

TEW • CARDENAS LLP

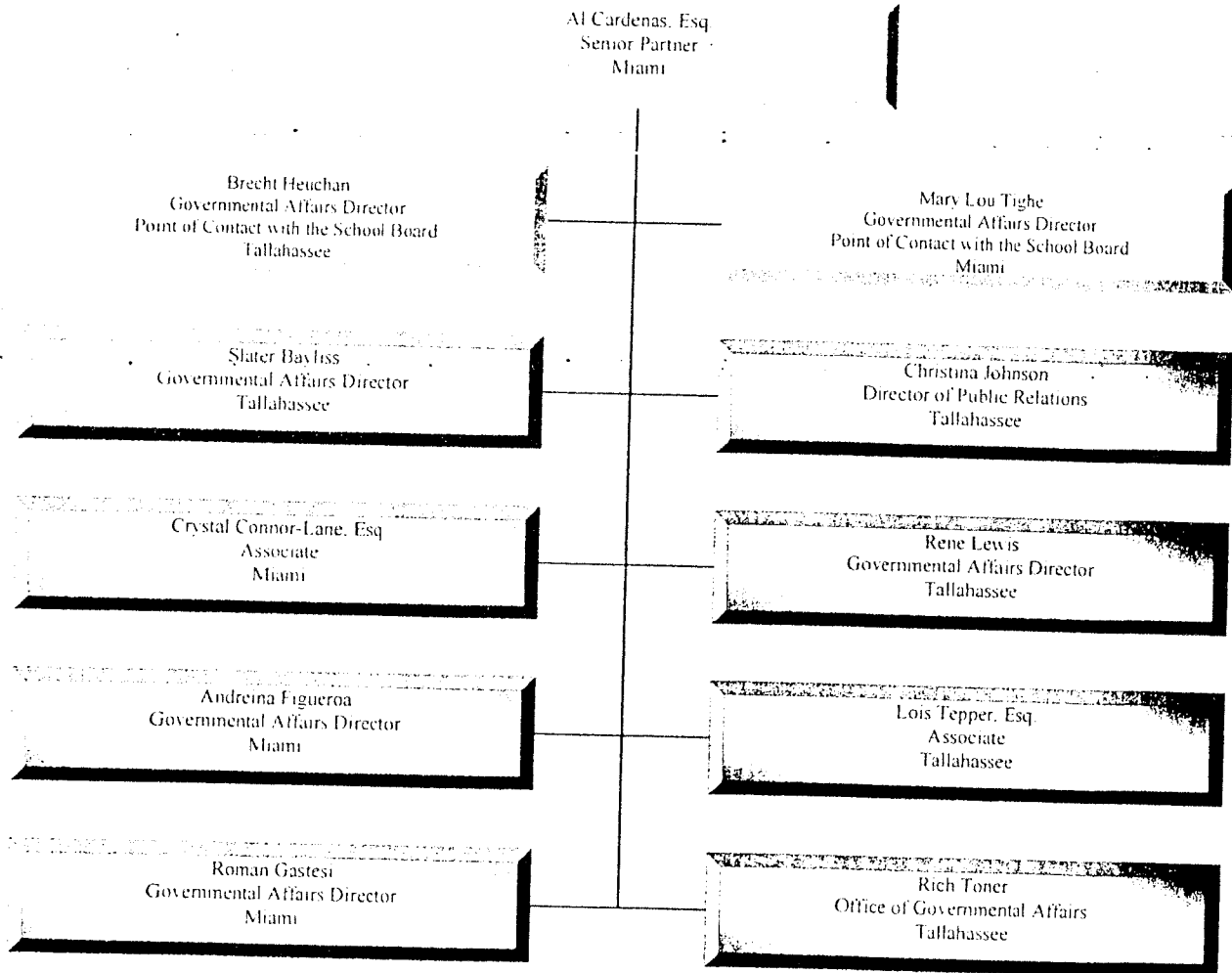
**Four Seasons Tower
1441 Brickell Avenue, 15th Floor
Miami, Florida 33131**

October 20, 2005

I. Professional Team

Designation of personnel who will be available for this engagement. Resumes containing professional experience, preparation and background are to be presented for each of these individuals. This section must indicate the individual specifically assigned as lead person and the understudy in his or her absence, if any.

The team includes Al Cardenas, Slater Bayliss, Crystal Connor-Lane, Andreina Figueroa, Roman Gastesi, Brecht Heuchan, Christina Johnson, Rene Lewis, Lois Tepper, Mary Lou Tighe, and Rich Toner. Al Cardenas will serve as primary contact, with Mary Lou Tighe in our Miami office and Brecht Heuchan in our Tallahassee office serving as secondary contacts.



TEW CARDENAS LLP



Alberto R. Cardenas
PARTNER

PRACTICE AREAS

Local, State & Federal
Governmental Affairs Land Use &
Environmental Law Administrative
& Appellate Practice

EDUCATION

Florida Atlantic University (B.A.,
1969) and Seton Hall University
School of Law (J.D., 1974) where
Mr. Cardenas was a member of the
Seton Hall Law Review

MARTINDALE-HUBBELL RATING

AV

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ac@teowlaw.com

ALBERTO R. CARDENAS is a senior partner in the law firm of Tew Cardenas LLP, and oversees the Governmental Affairs Practice in its Miami, Tallahassee and Washington, D.C. offices.

He holds a law degree from Seton Hall University (J.D., 1974). He is admitted to practice before the United States Supreme Court. Mr. Cardenas has been counsel of record in a number of precedent-setting and published court decisions.

Mr. Cardenas is a regular opinion editorial columnist for *El Diario*, the largest circulating Spanish-speaking newspaper in the country and has frequently appeared on network television, CNN, FOX, MSNBC, Univision, CNN Espanol and Telemundo.

In his distinguished career, Al Cardenas served two terms as Chairman of the Republican Party of Florida, the largest state political party in the country. Prior to his service as chairman, Mr. Cardenas served three consecutive terms as vice-chairman. He most recently was Co-Chairman of the Bush Cheney 2004 Florida campaign, and has been named as one of Washington, D.C.'s top lobbyists by *The Hill* newspaper.

As Chairman of the Republican Party of Florida, Mr. Cardenas was appointed by the Republican National Committee Chairman to serve on the Executive Committee, the highest policy-making board at the RNC. He was the first Hispanic to head a major state party and remains the only Hispanic Republican Party Chairman in Florida history.

Mr. Cardenas has been active in Republican politics for more than 25 years and has represented the State of Florida at every Republican National Convention since 1976.

After Ronald Reagan's successful presidential campaign in 1980, the President-elect chose Mr. Cardenas for his transition team, making him responsible for the transition of the United States Department of Commerce. President Reagan also appointed him to chair the President's Commission on Small and Minority Business Affairs in 1982 and later as Special Ambassador to St. Kitts-Nevis upon that nation's independence in 1983.

President George H. W. Bush appointed Mr. Cardenas to the Board of Directors of the Federal National Mortgage Association from 1985 to 1990. He also served on the President's Trade Policy Commission.

Governor Jeb Bush appointed Al Cardenas as a member of the Board of Trustees to Florida Agricultural and Mechanical University (FAMU). He is also a national board member of the American Conservative Union.

Al Cardenas was born in Havana, Cuba in 1948 and came to the United States with his parents at the age of 12. Today, he and his wife of 26 years, Diana, reside in Key Biscayne, Florida. They have six children and four grandchildren.

TEW · CARDENAS LLP



Brecht Heuchan
GOVERNMENTAL AFFAIRS
DIRECTOR

PRACTICE AREA
Local, State & Federal
Governmental Affairs

EDUCATION
Florida State University, (BA
in Political Science)

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Suite 702
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Facsimile: (850) 841-7653
brecht@tewlaw.com

BRECHT HEUCHAN previously served as president and founder of a Tallahassee-based political and governmental consulting firm. Heuchan represented some of the most recognizable and respected companies in the world, from publicly traded industry leaders to small non-profit organizations.

He has been involved in some of the Legislature's biggest and most controversial issues including: electric utility deregulation, restructuring of local telephone rates, education policy, alcoholic beverage regulation, the Certificate of Need process, congressional redistricting and the continued debate of nursing home reform.

Prior to work with his consulting firm, Heuchan served as Director of Senate Campaigns at the Republican Party of Florida during the 2000 election cycle. He managed the Party's Senate Campaign operation for Senate President Toni Jennings, Florida's current Lt. Governor, and for her successor, Senate President John McKay. He oversaw a record-setting \$6 million budget and orchestrated and implemented a statewide campaign plan that elected a Republican majority to the Florida Senate by significant margins during the 2000 election cycle.

From 1997 to 1999, Heuchan served as Legislative Policy Analyst in the Office of the Speaker for the Florida House of Representatives. In 1996, Daniel Webster was elected as the first Republican Speaker in over a century. Heuchan worked directly for Speaker Webster and Majority Leader Jim King in the Florida House of Representatives. Webster and King currently serve in the Florida Senate. Heuchan oversaw the Speaker's legislative board and commission appointments, including the Constitution Revision Commission. He also advised the Speaker on issues of policy and politics, handling special projects, communications and negotiations with lobbyists, the Florida Senate, agency secretaries and the Governors office.

Heuchan graduated from Florida State University and is married with three children.

TEW CARDENAS LLP



Mary Lou Tighe

**GOVERNMENTAL AFFAIRS
DIRECTOR**

PRACTICE AREAS

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Governmental Affairs

EDUCATION

Florida International
University (B.B.A., 1982)

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mlt@tewlaw.com

MARY LOU TIGHE serves as Governmental Affairs Director for the TEW CARDENAS LLP Miami office.

Ms. Tighe came to Tew Cardenas from the Greater Miami Chamber of Commerce where she held various leadership positions for over 20 years, most recently as the Chief Operations Officer. The Greater Miami Chamber of Commerce, representing over two thousand employers in South Florida, is a private sector organization composed of business leaders committed to promoting the growth, business development and quality of life in South Florida, and to enhancing South Florida's position in the global marketplace. It is one of the most influential and broad-based business development organizations in Florida. She also served as the Senior Vice President of Governmental Affairs and Executive Director of the South Florida Consortium for Higher Education, a private sector organization established to promote the higher education industry as a major economic engine in South Florida.

Her areas of expertise include public policy issues, education, regional economic development, international economic development, and health issues. Ms. Tighe was responsible for developing and implementing local, state and federal legislative agendas on the Chambers behalf. In addition to spearheading the multi-tiered agendas, Ms. Tighe maintained relationships with key elected, appointed and public officials on municipal, city, county, state and federal levels. She has worked successfully with start-up companies and established businesses throughout South Florida.

Ms. Tighe has extensive experience in the oversight and management of community based efforts to improve the economic environment of South Florida.

Ms. Tighe holds a Bachelor of Business Administration from Florida International University.

She is a member of the Greater Miami Chamber of Commerce, Beacon Council, Greater Miami Convention & Visitors Bureau, Florida Chamber of Commerce, and a graduate of "Leadership Miami."

TEW · CARDENAS LLP



Slater Bayliss
GOVERNMENTAL AFFAIRS
DIRECTOR

PRACTICE AREAS
Local, State & Federal
Governmental Affairs

EDUCATION
The University of Iowa, (B.A. in
Political Science & B.A. in
Communications)

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slater@tewlaw.com

SLATER BAYLISS most recently served as Executive Director of "Floridians for Responsible Spending," a political action committee championed by Governor Jeb Bush and Chief Financial Officer Tom Gallagher. The committee was successful in repealing the high-speed rail initiative from Florida's state constitution during the 2004 election.

Prior to working to repeal the high-speed rail, Bayliss served in Governor Bush's Office of Tourism, Trade, and Economic Development (OTTED) as Director of Corporate Relations. He was responsible for working with corporate leaders to promote a competitive and productive business climate in Florida. Preceding his time at OTTED, he served as Director of Operations for Governor Bush's 2003 Inaugural Celebration. In this position, Bayliss supervised the production and programmatic components of five official and three private Inaugural events. From December 2000 through November 2002, he served as personal assistant to Governor Bush. Bayliss acted as liaison between Governor Bush and the executive office, agency secretaries, members of the Florida legislature, and constituents. His responsibilities included managing the Governor's schedule, ensuring the Governor was properly briefed before events, and managing the logistical execution of events in the nation's fourth largest state.

Prior to his tenure in the Governor's office, he served as Director of the Republican Party of Florida's (RPOF) Committee of 100, their highest donor level. He assisted with the logistical execution of Florida Victory 2000 events, RPOF major donor events, and Florida's George W. Bush for President fundraising events. Bayliss also functioned as special assistant to the Convention Manager for the 2000 Republican National Convention in Philadelphia. He has also worked as Finance Director for the former Florida Speaker of the House and current Florida State Senator, Daniel Webster.

Bayliss began his political career with the Republican Governors Association at the 1996 Republican National Convention in San Diego. He also worked on Jeb Bush's gubernatorial race in 1998 and the George Bush for President Iowa Straw poll effort in 1999.

Slater Bayliss was designated a Bush-Cheney 2004 Maverick in the primary and a Super Maverick in the general election, a designation for individuals under 40 years of age who raised at least \$50,000 and \$150,000 respectfully. Additionally, he has raised monies for the Chris Evert Pro-Celebrity Tennis Classic, the U.S. Central Command Memorial Fund, Inc. and the Florida Hurricane Disaster Relief Fund. Bayliss acts as a volunteer White House Advance representative for President Bush and Vice President Cheney.

TEW · CARDENAS LLP



Crystal Connor-Lane
ASSOCIATE

PRACTICE AREA

Local, State & Federal
Governmental Affairs

EDUCATION

William Mitchell College of Law, St. Paul, MN (JD, 1998); University of Notre Dame Law School, London, England (Summer International Law Program, 1996); Temple University, Philadelphia, PA (BA Psychology/Biology, 1993)

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CRYSTAL CONNOR-LANE served as Chief of Staff to Former Miami-Dade County Commissioner, Jimmy L. Morales. She also served as Chief Policy and Legislative Aide to Commissioner Morales, and as staff attorney for the Black Economic Development Corporation for two years.

As Chief of Staff, she presided over staff meetings, maintained and monitored office budgetary matters, advised and analyzed all zoning, policy and legislative responsibilities of the office. As Chief Policy and Legislative Aide, Connor-Lane formulated, researched, drafted and analyzed county policy and legislation and briefed the commissioner on district specific and countywide policy and legislative matters.

Prior to her work with the Miami-Dade County Commission and the Black Economic Development Corporation, she was an associate in the law offices of Cornelius Shiver in Miami, Florida, working on Title VII, Employment Discrimination, Civil Litigation and Sexual Harassment cases, and for Brown & Carlson, P.A. in Minneapolis, Minnesota, where she worked in Insurance Defense, Workers Compensation and Employment Law.

She received her bachelor's degree from Temple University and received her Juris Doctorate in 1998 at William Mitchell College of Law in St. Paul, Minnesota. Additionally, she participated in a Summer International Law Program in 1996 at the University of Notre Dame Law School in London, England.

Connor-Lane was President of the William Mitchell College of Law Black Law Students Association from 1996 to 1998. She was also a past Board member of Arts Alive, Inc. Currently she serves as a Board member on the Miami-Dade County Cultural Affairs Grant Board and St. Alban's Child Care Enrichment Center.

Connor-Lane is an alumna of the Dade Community Foundation's Miami Fellows Initiative, Class II, and has recently been selected by the German Marshall Fund of the United States to represent the State of Florida as a 2005 Marshall Memorial Fellow.

Connor-Lane was also honored by Network Miami Magazine as being one of Miami's 40 under 40 most influential Black Business Professionals.

TEW · CARDENAS LLP



Andreina D. Figueroa
GOVERNMENTAL AFFAIRS
DIRECTOR

PRACTICE AREAS

Local, State & Federal
Governmental Affairs

EDUCATION

Florida International
University (B.A., 2003)
Political Science and minor in
Public Administration

LANGUAGES

Fluent in Spanish

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ANDREINA D. FIGUEROA serves as Governmental Affairs Director for the TEW CARDENAS LLP Miami office.

Prior to joining Tew Cardenas, Ms. Figueroa was Special Assistant to Florida Governor Jeb Bush. She managed the Governor's Miami office overseeing Broward, Collier, Miami-Dade, Monroe and Palm Beach Counties. Ms. Figueros was responsible for all of the gubernatorial visits to the South Florida Region. As the Governor's liaison, Ms. Figueroa participated in meetings with local elected officials and state agencies as well as tracked legislation and provided briefings. She also was the coordinator for the Governor's Financial Oversight Board, where she was the liaison between the Governor's Office and the City of Miami.

In addition, Ms. Figueroa was Commission Aide to then Miami-Dade County Commission Chairwoman, Senator Gwen Margolis. She was responsible for preparing the order of the day for the Commission meetings, which included time certain items, performed policy research and document preparation, and attended departmental meetings.

Ms. Figueroa graduated from Florida International University with a B.A. in Political Science and a minor in Public Administration. Ms. Figueroa is fluent in Spanish.

TEW · CARDENAS LLP

Roman Gastesi
GOVERNMENTAL AFFAIRS
DIRECTOR

PRACTICE AREAS
Local, State & Federal
Governmental Affairs

EDUCATION
University of Miami (MBA, 1995)
University of Miami (BS Biology,
minors in Chemistry and Geography)

LANGUAGES
Fluent in Spanish

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rg@tewlaw.com

Mr. Roman Gastesi joined Tew Cardenas LLP in October 2005. Mr. Gastesi will serve as Governmental Affairs Director for the Tew Cardenas office in Miami focusing on local, state and federal advocacy.

He most recently served as Director of Water Management in the Metropolitan Dade County Manager's office since 2001. He performed as the County's liaison with the South Florida Water Management District, the United States Army Corps of Engineers, the National Park Service, the Florida Department of Environmental Protection, and other state and federal agencies. He reported directly to the County Manager on water-related issues such as flooding, water supply and conservation, and the Everglades Restoration Initiative to ensure water management policy issues remain top priorities.

From 2003 to 2005, he simultaneously worked as Director of Intergovernmental Affairs for the Metropolitan Dade County Mayor's office and the Board of County Commissioners. Mr. Gastesi directed the intergovernmental relations activities at the federal, state, and local levels on behalf of Miami-Dade County. His responsibilities included preparing federal and state legislative packages, coordinating meetings and facilitating relationships between the Mayor, the Board, and state, federal, and local legislative delegations.

He previously served as the Regional Director for the South Florida Water Management District for four years. He acted as the agency spokesperson and oversaw water resource policy development by providing technical assistance and education to Local Governments making water resource decisions. This included facilitating water use regulation and water resources planning by providing guidance to District management regarding the acquisition, restoration, operation and maintenance of public lands.

Mr. Gastesi worked in several posts in the Metropolitan Dade County office, including the Office of Management and Budget, the Environmentally Endangered Lands Program, and the Department of Environmental Resources Management.

He graduated from the University of Miami in 1995 with an MBA. He has a BS in Biology with minors in Chemistry and Geography from the University of Miami.

TEW · CARDENAS LLP



Christina Johnson
DIRECTOR OF PUBLIC
RELATIONS

PRACTICE AREA
Local, State & Federal
Governmental Affairs

EDUCATION

University of Central Florida (B.A.,
1986)

TALLAHASSEE ADVOCACY

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cj@tewlaw.com

CHRISTINA JOHNSON is the Director of Public Relations for The Advocacy Group at Tew Cardenas In Tallahassee. She most recently served as Deputy Chief of Staff for the Florida Department of State where her responsibilities included the organization of, and overview on: The State Strategic Plan on Economic Development, working with Enterprise Florida and the Agency for Workforce Innovation toward the Roadmap to Florida's Future; Creating Opportunities for Quality Communities, working toward the Department's internal reorganization including the potential merger with Department of Community Affairs; and the Florida Free Trade Area of the Americas (FTAA) working toward securing the Permanent Secretariat for the 34 Western Hemispheric countries.

Ms. Johnson has experience in the public relations field through several state government entities, including Director of Communications in the Office of the Senate President, and in the Department of Business and Professional Regulation. She also served in a dual role as Director of Communications for several months at the Department of State.

Johnson's political experience includes her work with the Republican Party of Florida (RPOF) as Director of Campaign Operations for statewide and congressional races during the 2002 election cycle, an historic cycle in electing statewide the first GOP Attorney General Charlie Crist, Agriculture Commissioner Charles Bronson, and Chief Financial Officer Tom Gallagher, including a net gain of three Republican congressional seats in Florida.

As president of her own general consulting firm, Johnson provided message and strategy development, fund-raising, targeting, media relations and overall grassroots campaign management to local, state and federal campaigns. In Washington DC, she served as Southern Regional Field Coordinator and Deputy Regional Political Director for the Republican National Committee and as Political Director for the Republican Governors Association.

Ms. Johnson graduated in 1986 from the University of Central Florida in Orlando with a degree in Political Science.

TEW · CARDENAS LLP



Rene B. Lewis
GOVERNMENTAL AFFAIRS
DIRECTOR

PRACTICE AREAS

Local, State & Federal
Governmental Affairs

EDUCATION

Florida State University (M.S.,
1992) Interdisciplinary Social
Sciences Emphasis in Public
Policy/Policy Analysis. Florida
State University (B.S., 1991)
Political Science and English Major,
Deans List (1991)

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RENE B. LEWIS has been with The Advocacy Group since its inception and currently serves as Governmental Affairs Director in Tallahassee focusing on state advocacy.

Prior to joining Tew Cardenas, Ms. Lewis served as Chief Cabinet Aide to the Commissioner of Education and was responsible for preparing the State Board of Education agenda for the biweekly meetings of the Governor and Cabinet which covered a wide array of policy decisions related to the state's K-20 education system. Additionally, Ms. Lewis was responsible for reviewing agency agendas and briefing the Commissioner on issues related to state tax and finance, environment, law enforcement, veterans' affairs and highway safety.

While serving as Senior Cabinet Aide to the Office of Comptroller, in addition to her cabinet duties, Ms. Lewis also was appointed by the Comptroller to the Special Disability Trust Fund Privatization Commission and the Department of Revenue's Property Tax Administration Task Force. Prior to her Cabinet years, Ms. Lewis was a Legislative Aide to State Representative R.Z. "Gandy" Safley, District 48, from Pinellas County. In this capacity, she was responsible for drafting legislation and amendments, reviewing committee agendas, conducting policy research and preparing legislative summaries.

Ms. Lewis graduated from Florida State University with a M.S. in Interdisciplinary of Social Sciences and a B.S. from Florida State University with a double major in Political Science and English.

TEW · CARDENAS LLP



Lois S. Tepper
ASSOCIATE

PRACTICE AREAS

Local, State & Federal
Governmental Affairs

EDUCATION

Florida Atlantic University (B.A.,
1976) Florida State University
College of Law (J.D., 1989)

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LOIS S. TEPPER focuses her practice in the areas of state and local governmental affairs and regulatory and compliance issues for The Advocacy Group at Tew Cardenas in Tallahassee, Florida.

Prior to joining the firm, Ms. Tepper served as the Assistant General Counsel for the Department of Management Services where she was responsible for negotiating and drafting contracts with prospective vendors of commodities and services to the State of Florida. Ms. Tepper also served as the lead attorney on Americans with Disabilities Act compliance on the State E-Procurement Project and the State Human Resources Initiative. She presided over administrative hearings involving actions taken by the Division of State Group Insurance and the Florida Retirement System.

Ms. Tepper served as a hearing officer for Unemployment Compensation Appeals with the Agency for Workforce Innovation for two years, addressing all aspects of state unemployment compensation claims, and was designated as the state hearing officer for claims under the Temporary Extended Unemployment Compensation for Unemployed Airline and Related Workers following the events of September 11, 2001.

From 1991 to 2001, Ms. Tepper served as Corporate Counsel for Governmental Affairs for one of the state's largest workers' compensation insurance providers, where she provided legal counsel on matters regarding insurance industry legislation.

TEW · CARDENAS LLP



Rich W. Toner
GOVERNMENT RELATIONS

PRACTICE AREA

Local, State & Federal
Governmental Affairs.

EDUCATION

Florida State University (B.A.,
2005)


TALLAHASSEE ADVOCACY

215 South Monroe Street
Suite 702
Tallahassee, Florida 32301
Telephone: (850) 222-8900
Facsimile: (850) 841-7653
rwt@tewlaw.com

RICH TONER is part of the Government Relations team for The Advocacy Group at Tew Cardenas in Tallahassee. He has been with the Group since 2003 while attending Florida State University. He graduated in 2005 with a major in Political Science and minor in Communications. He now joins The Advocacy Group full time.

Mr. Toner served as President of the Interfraternity Council in 2004, while also working in the Dean of Students Department and at Tew Cardenas LLP. As Interfraternity Council President, he was a leading student voice in pushing for the development and integration of the largest fraternity housing park in the Southeast. He served as chief administrator of all organizational events and activities and as chairman of the executive board. He is a member of the Pi Kappa Alpha.

During the 2004 Legislative Session, Rich testified on behalf of the University and the Fraternity to both the House Committee on Public Safety and Crime Prevention, and the Senate Committee on Criminal Justice on SB 2940, relating to hazing and the importance of education and awareness.



Miami-Dade County Public Schools
P.O. Box 30777 • Miami, Florida 33132

**PROPOSAL TO
THE SCHOOL BOARD OF
MIAMI-DADE COUNTY, FLORIDA**

FOR STATE LEGISLATIVE CONSULTANT

REP NUMBER: 121-EE10

SUBMITTED ON: October 20, 2005

By:

**YOLANDA CASH JACKSON
BECKER & POLIAKOFF, P.A.
121 ALHAMBRA PLAZA, 10TH FLOOR
CORAL GABLES, FL 33134
(305) 262-4433**

**BECKER &
POLIAKOFF**
LEGAL AND BUSINESS STRATEGISTS

Copy

I have been a practicing attorney for the last fifteen years. I am a shareholder in the Government Law Group of Becker & Poliakoff, P.A., a law firm founded in Miami-Dade County in 1972 by Alan Becker and Gary Poliakoff. In fact, Alan Becker represented Dade County in the Florida Legislature for six years. The law firm includes one hundred ten (110) attorneys in fourteen offices throughout Florida. This statewide network of attorneys provides our lobbyists with the unique advantage of getting to know legislators throughout the state in their home districts.

My own political and civic involvement in Miami-Dade County runs deep. I am an active member of Delta Sigma Theta Sorority, Miami Chapter; General Counsel for the NAACP-Miami Dade Branch and member of Wolfsonian-FIU Advisory Board. Previously, I served on the Miami-Dade County Equal Opportunity Board, the Board of Directors for Miami's River of Life, Inc. and on the Executive Committee of Dade Partners for Safe Neighborhoods. I have worked on many local political campaigns and am especially close with Congressman Kendrick Meek including serving first as his Campaign Manager then Co-Chair of his Congressional Campaign along with Congresswoman Carrie Meek.

It is proposed that I will be the lead lobbyist for the School Board with assistance from my colleagues at Becker & Poliakoff, **Bernie Friedman**, the shareholder in charge of the Firm's Government Law practice; **Nelson Diaz**, a lawyer lobbyist also raised in Miami Dade County who previously served as Chief of Staff to Speaker-Designate Marco Rubio and is very active in the Hispanic Caucus and; **Tamar Harrigan**, a government relations specialist who served as legislative aide to State Representatives Philip Brutus and Yolly Roberson and has close ties to many legislators in the Miami Dade delegation. Ms. Harrigan is also a proud graduate of Miami Dade Public Schools.

Our team's diversity provides our clients with a distinct advantage because of the multiplicity of relationships with legislators from various communities. Additionally, each member of our lobbying team has a strong working knowledge of legislative issues affecting School Boards, specifically education funding issues. Another added value of the Becker & Poliakoff lobbying team is our legal background as attorneys which gives us the ability to help clients with questions regarding legislative intent and interpretation that a non-lawyer lobbyist may not be able to adequately address. In fact, I previously represented the Miami-Dade County School Board as an attorney with Williams & Clyne several years ago, and our attorneys currently represent other Florida school boards in legal matters including construction contracts and litigation, land use and other litigation; thus, we understand the nuances of school board representation.

In summary, our combined lobbying experience (including specific educational and governmental experience), my personal connection to Miami-Dade County schools and longtime political and civic involvement in Miami-Dade County, and close personal ties to key Miami Dade legislators and others throughout the state, and legislative leaders provide me (and our team) with a unique ability and commitment to represent the Miami-Dade County School Board and advocate for the School Board's legislative priorities before the Miami Dade County Legislative Delegations, the



Ronald L. Book, P.A.

**Response to
RFP No. 121-EE10
"State Legislative Consultant"**

**The School Board of Miami-Dade County, Florida
Procurement Management Services
Room 352
1450 N.E. 2nd Avenue
Miami, Florida**

Due Date: October 20, 2005 at 2:00 pm

**Contact: Mr. Ronald L. Book, Esq.
Ronald L. Book, P.A.
2999 NE 191 Street, PH6
Aventura, FL 33180
Phone: (305) 935-1866
Fax: (305) 935-9737
Email: Ron@rlbookpa.com**

REPLY TO:

- Corporate Center 2 - 2999 North Bay Street, Suite 210, Aventura, Florida 33180, Telephone: (305) 935-1866, Fax: (305) 935-9737
- 156 East College Avenue, 14th Floor, Tallahassee, Florida 32302, Telephone: (904) 498-3447

COPY

I. Résumés

Ronald L. Book, P.A.

Attached please find résumés for the firm's principal, Ronald L. Book, and the additional personnel available for this engagement. As he has in the past, Ronald L. Book will act as lead lobbyist from the firm for the Miami-Dade County School Board.

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Ronald L. Book, P.A.

LAW OFFICES

PROFESSIONAL ASSOCIATION

EDUCATION:

1977 Tulane University, Juris Doctor
1974 Florida International University, Bachelor of Arts
1971-1973 University of Florida
(Member of Student Senate 1972-1973)
(Member of Fighting Gator Track Team 1971-1973)
1971 North Miami Senior High

EMPLOYMENT:

1987-Present Ronald L. Book, P.A.
Firm specializes in Governmental Affairs and Administrative Law.
1983-1985 Sparber, Shevin, Shapo & Heilbronner and Book, P.A., Partner and
Director of Administrative and Government Law Department.
1981-1983 Sparber, Shevin, Rosen, Shapo & Heilbronner, P.A., Associate.
1978-1981 Governor Bob Graham - Special Assistant, Cabinet and Legislative
Affairs Office, 1978-1979.
Director of Governor's Cabinet and Legislative Affairs Office, 1979-
1980.
Five (5) for Florida's future, 1980.
Special Counsel on Cabinet and Legislative Affairs, 1980-1981.
1973-1975 Florida House of Representatives

PERSONAL

Married to wife Patricia for 20 years
Three children: Lauren, 20, Samantha 18, and Chase, 14.

ACTIVITIES & MEMBERSHIPS:

Former Member of the University of Florida Fighting Gator Track Team; Board of
Florida International University Alumni Association; Founder, President, and Coach of
North Miami Track Club; Member of Dade County and Florida Bar Associations;

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- 106 East College Avenue, 14th Floor - Tallahassee, Florida 32302 - (850) 224-3427

American Bar Association and American Judicature Society; Member of the Florida Bar Administrative Law; Health Law and Judicial Poll Committees; Member of Florida International University Presidential Search Advisory Committee; Member of Special Governor's Committee to Study and Recommend Revisions to the Operation of the Division of Administrative Hearings; Previously served as Pro Bono Counsel to Coconut Grove Playhouse; Co-Chair of Greater Miami Sports Council; Trustee Member of Greater Miami Chamber of Commerce; Local Organizing Committee Sunshine State Games; Vice-Chairman of Finance Committee; Chairman of North Dade Area Council of the Greater Miami Chamber of Commerce; State Affairs Committee; Legislative Affairs Committee; Special Olympics Gold Sponsor; Board Member Memorial Hospital Foundation; Member of the Steering Committee for the Summit of the Americas; Member of the Board of Directors of the Epilepsy Foundation of South Florida, Inc.; Member of the University Outreach Development Council; Chairman of the Olympic Soccer State Affairs Committee; and Member of the Governmental Relations Committee; Member of the Board of Joe DiMaggio Children's Hospital; Member of the Board of Directors of the Milton Littman Scholarship Foundation; Member of the Miami-Dade Homeless Trust and Chairman of the Finance Committee; Member and Chairman of the Board for the Baudhuin Oral School Board of Governors; Member of the Board of the Inner City Youth Center, Inc., Member of the Miami-Dade County Article V Implementation Advisory Committee, and Member of the Greater Miami Chamber of Commerce distinguished Board of Governors; Pro Bono Counsel to Florida's Council on Physical Fitness; Special Pro Bono Counsel to Broward Partnership on Homeless; Special Pro Bono Counsel to Epilepsy Foundation of South Florida and the Florida Breast Cancer Coalition; Florida Council Against Sexual Violence; Member of the Orange Bowl Foundation Board of Directors 2005 - 2008; Chair of Children's Home Society of Florida Foundation; Executive Committee Member, The National Conference for Community and Justice; and Trustee Member of United Way of Miami-Dade; Member of Miami-Dade County Mayor's Mental Health Task Force; Chairman of the Mental Health Care Finance and Sustainability Subcommittee.



Ronald L. Book, P.A.
LAW OFFICES
PROFESSIONAL ASSOCIATION

BIOGRAPHY

Ronald L. Book is a specialist in governmental affairs and administrative law, with a Juris Doctorate degree from Tulane University and a Bachelor's degree in Political Science from Florida International University.

He is a former Director and Special Counsel of Florida Governor, Bob Graham's Cabinet and Legislative Affairs Office and Director of the Administrative and Governmental Law Department for Miami-based Sparber, Shevin, Shapo, Heilbronner & Book, one of Florida's most influential law firms from 1977 to 1987, when it disbanded. During part of his tenure with former Governor Bob Graham, Book also served as Executive Director of the constitutional revision campaign, "Five for Florida's Future" and raised \$750,000 to support the effort. Over the past decade and a half, he has raised over \$25 million for various candidates and causes.

Book's proficiency in legislative procedure and administrative law has translated into accomplishments for such clients as the South Broward Hospital District; VITAS Healthcare Corporation, Inc.; Mount Sinai Medical Center; the NASDAQ 100 International Players Championship (formerly known as the Lipton); Miami Motorsports; the Cities of North Miami, Aventura, Sunny Isles, Miami, Cooper City, Palmetto Bay, and North Miami Beach, Doral, Sunrise, Bal Harbour Village, Tamarac, Miramar, Lauderdale Lakes, Tallahassee and Pinellas Park; Ryder System; Miami-Dade County; Broward County; Walton County; St. Lucie County; Pinellas County; Blockbuster Entertainment Corporation; Huizenga Holdings; the Miami Dolphins; the Florida Marlins; Florida Panthers; National Car Rental Center; Tampa Bay Lightening; Psychemedics; Los Angeles Dodgers; Florida Grapefruit League; Discovery Zone; Florida Regional Planning Council Association; American Society of Interior Designers; Interior Design Association of Florida; the Greater Miami Opera; Hioco & Meditek; Cancer Treatment Holdings, Inc.; Florida Medical Center; WQAM and WKIS Radio; Florida Municipal Electric; Florida Power & Light; BellSouth; North Broward Hospital District; The Dan Marino Foundation; The Autism Society of Florida; the Broward Partnership on the Homeless; the Dade County Homeless Trust; New Horizons Community Mental Health Center; The City of Miami; the Biscayne Bay Pilots; Recording For the Blind and Dyslexic; Bail Florida; General Tobacco; Jackson Memorial; University of Miami Medical School; Neptune Fireworks; Best Buddies; Flagler Dog Track; Miami Project to Cure Paralysis and numerous others.

Ron's expertise in the Appropriations arena has resulted in funding for many projects on behalf of, but not limited to, the following clients: The Miami Grand Prix Downtown Street Race Course; Lipton Tennis facility, now known as NASDAQ 100 (\$30 million public money); Homestead Speedway - NASCAR (\$60 million public money); Pro Player - Zoning and IDB; Dodgertown - Spring Training (\$15 million public money); Florida Grapefruit League (\$75 million for 5 cities/counties); Miami Project to Cure Paralysis and the Buoniconti Fund (over \$15 million); Diabetes Research Institute (over \$5 million); Professional Sports Franchise Facility sales tax rebate: Marlins, Lightening, Jaguars and Panthers (\$60 million each; \$2 million per year for debt service for 30 years); Office Depot Center Arena (\$260 million public money); Local Sports Franchise-Bed Tax (\$250 million), plus numerous others.

An active participant in South Florida's professional arena, Book is a trustee and Council of 100 member of the Greater Miami Chamber of Commerce and sits on the Legislative Affairs and State Affairs committees as well as the Sports Council. He also devotes or has devoted pro bono services to the Greater Miami Host Committee, Coconut

REPLY TO:

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- 106 East College Avenue, 14th Floor - Tallahassee, Florida 32302 - (850) 224-3427

Grove Playhouse, Dade County Parks, Boy Scouts of America, United States Olympic Committee, the Governor's Council on Physical Fitness and Sports and was a member of the FIU Presidential Search Advisory Committee that selected Mitch Maidique as the University President. He is also a past member of the Board of Directors of the Epilepsy Foundation of South Florida, Inc., a former member of the Steering Committee for the Summit of the Americas, a member of the University Outreach Development Council at Florida International University, Board Member emeritus of the Memorial Hospital Foundation and the Joe DiMaggio Children's Hospital & Foundation; Member and Chairman of the Dade County Homeless Trust and its Executive Committee, and past Chairman of the Trust Finance Committee, having administered over \$150 million in funding; outside advisor to the Broward Community Partnership on the Homeless; Chairman of the Olympic Soccer State Affairs Committee and Member of the Governmental Relations Committee; Member of the Baudhuin Oral School Board of Governors at Nova Southeastern University; Member of the Appropriations Advisory Panel for the Florida Heart Research Foundation, Member of the Board of the Inner City Youth Center, Inc., Member of the Miami-Dade County Article V Implementation Advisory Committee, and Member of the Greater Miami Chamber of Commerce distinguished Board of Governors. He was named Homeless Advocate of the Year in 1994; named National Advocate of the Year by Autism Society of America, and was the recipient of the following awards: the Public Advocate of the Year Award by the National Epilepsy Foundation, 2003 Bill Colson Community Service Award from the Greater Miami-Dade Chamber of Commerce, 2004 James J. Blosser Community Trusteeship Award from the Broward Partnership For the Homeless, Survivor Activist Award from the Florida Council Against Sexual Violence; Member of the Orange Bowl Foundation Board of Directors 2005 - 2008; Chair of Children's Home Society of Florida Foundation; Trustee Member of United Way of Miami-Dade; Executive Committee Member, The National Conference for Community and Justice; and Trustee Member of United Way of Miami-Dade. In 2004, in one of Mr. Book's proudest moments, he was awarded the Alvah Chapman Humanitarian of the Year Award for his 12 years of service to the homeless in Miami-Dade County; Member of Miami-Dade County Mayor's Mental Health Task Force; Chairman of the Mental Health Care Finance and Sustainability Subcommittee.

Mr. Book currently operates his own practice out of Aventura and Tallahassee. Of all his accomplishments, Ron and his wife, Pat, are most proud of their children, Lauren (20), Samantha (18) and Chase (13).

KELLY C. MALLETTE

PROFESSIONAL PROFILE

Kelly Mallette is a results-driven public and government affairs specialist with expertise in government relations, lobbying and advocacy, public relations, community outreach and media communications. She is bright, resourceful and determined, with excellent relationships amongst government and community leaders and stakeholders.

Government Affairs Consultant • Ronald L. Book, P.A. November 2002 to Present

2999 Northeast 191 Street, PH 6, Aventura, Fl 33180, (305) 935-1866

106 East College Avenue, 14th Floor, Tallahassee, Fl 32301, (850) 224-3427

Ronald L. Book, P.A. is considered one of the most prestigious lobbying and governmental relations firms in Florida. The firm represents a long list of clients including Fortune 1000 companies, healthcare providers, professional sports franchises, community organizations and professional associations.

Provided legislative, government relations, strategic planning and public relations services, including direct legislative lobbying, legislative drafting services, legislative research, analysis and monitoring, report preparation, legislative committee testimony, and other services for the firm's clients. Built broad-based coalitions of support for key issues. Acted as client spokesperson before the Legislature. Served as liaison between clients and legislators, cabinet members, and state agencies. Provided various public relations services for the firm's clients, including media relations and strategy, community outreach and development and implementation of charitable and fundraising plans. Developed relationships between clients and stakeholders, including community organizations and public interest groups. Provided planning and logistics services for charitable and political fundraising events.

Chief of Staff • Office of Senator Ronald A. Silver October 1999 to October 2002.

12000 Biscayne Boulevard, Suite 411, North Miami, Fl 33181, (305) 893-4088

Senator Ron Silver began his service in the Legislature in 1978. He was the Dean of the Legislature and Chairman of the Appropriations Subcommittee on Health and Human Services.

Assisted the Senator in preparing his annual legislative agenda, including legislation and budget items. Formulated, prepared, reviewed and analyzed legislation and budget requests. Utilized knowledge of Senate rules and procedures to forward the Senator's agenda including making presentations before legislative committees and staff, working with members of the Senate, House of Representatives, Cabinet members, executive staff and lobbyists. Responsible for a working knowledge of current issues, Florida laws as well as detailed knowledge of legislative and budget processes. Prepared briefing papers, speeches, press releases, advertisements, position papers, newsletters and press packets. Hired and supervised legislative staff. Acted as Executive Director of Ronald A. Silver Charitable Foundation, duties included fundraising and organization of annual fundraising gala, management and oversight of financial accounts.

Senior Policy Advisor • Office of Mayor Joe Carollo July 1997 to September 1999

3500 Pan American Drive, Miami, Fl 33133, (305) 250-5300

Mayor Joe Carollo was the Mayor of the City of Miami during the City's financial crisis, one of the most difficult times in the city's history. Mayor Carollo is largely credited with bringing the City back from the depths of that terrible crisis.

Advised on all policy matters. Researched and prepared Mayor Carollo for all city commission meetings. Drafted and reviewed legislation. Acted as formal press secretary including direct contact with members of the press, both print and broadcast. Wrote and issued formal press releases, and

coordinated media conferences. Acted as liaison between the Mayor's office and the city administration as well as other local, state, national, and international agencies. Prepared speeches for mayoral presentations including annual state-of-the-city address and budget address. Organized large-scale special events including the annual state-of-the-city address. Advised on matters of protocol including meetings with various heads of state of international governments. Delivered speeches and proclamations on behalf of the mayor, and represented him at various political and community events.

AWARDS, HONORS AND AFFILIATIONS

- Board Member, Safe Neighborhood Parks Bonds Committee, appointed by Miami-Dade County Commissioner Sally Heyman
- Board of Directors, Downtown Bay Forum
- City of Miami Beach Certificate of Appreciation for Outstanding Service
- City of Miami Salute for Outstanding Service
- Leadership Miami Alumnus, Greater Miami Chamber of Commerce (1998)

MONIQUE HORTON CHEEK
8535 Clear Lake Lane
Tallahassee, FL 32311
(850) 224-3427(B)/(850)942-0070(H)

EXPERIENCE:

Governmental
Consultant
2005-Present

RONALD L. BOOK, P.A., Tallahassee, FL

Primary area of responsibility relates to specializing in legislative procedure to assist local governments, regional planning councils, and various private sector entities with their legislative priorities and funding requests.

Legislative Analyst
2004-2005

FLORIDA HOUSE OF REPRESENTATIVES, Tallahassee, FL
Spaceport & Technology Committee/State Infrastructure Council

Primary area of jurisdiction relates to the Florida Space Authority, the Florida Aerospace Finance Corporation, the Technology Research and Development Authority, the Florida Space Research Institute, the Spaceport Management Council, and the Florida Space Institute.

2001-2004

Insurance Committee/Subcommittee on Insurance Regulation

Primary area of jurisdiction relates to casualty insurance, including liability, malpractice, mortgage, motor vehicle, worker's compensation; life insurance; property insurance; specialty insurance; surety insurance; and title insurance.

1999-2001

Committee on Tourism/Competitive Commerce Council

Primary area of jurisdiction-relates to professional and amateur sports; the Florida State Boxing Commission; Nature-Based and Heritage Tourism; the Governor's Film and Entertainment Office; Visit Florida; and the Department of State.

Analyze and objectively summarize proposed legislation to determine its effectiveness and the impact of its passage on the state, entities, and individuals as it relates to the committee's jurisdiction. Draft legislation and amendments to legislation at the direction of the committee chair, committee members, and other legislators. Review agencies budgets. Brief legislators, conduct research, prepare oral and written reports on research and committee work, such as end of session committee reports, interim projects, and oversight reports which include recommendations. Keep abreast of new and on going issues affecting assigned area of responsibility by collecting resource materials, attending workshops and conferences, reading industry publications, and communicating with lobbyists and agency personnel. Serve as a liaison with state agencies.

Small Business/
Entertainment
Liaison
1996-1999

EXECUTIVE OFFICE OF THE GOVERNOR, Tallahassee, FL
Office of Tourism, Trade, and Economic Development

Assist in developing a positive climate for motion picture production for the state. Developed incentives for the entertainment related industry in Florida. Attend and testify at legislative committee meetings, other public meetings, and trade shows. Contract manager for the Florida Entertainment Industry Council, Inc., to ensure compliance. Developed performance measures, standards, sanctions, and reporting requirements. Assist in the preparation of the Governor's budget consistent with performance based budgeting. Administered the Certified Capital Company Act (CAPCO), the Brownfields Area Guarantee Loan Program, and the University of Florida's Documentary Institute Grant. Represented the administration on the Florida Institute for Film Education (FIFE) board. Other duties included implementing the provision on s. 120.54, F.S., regarding impact of rules on small businesses, conduct analysis of small business policy issues and assist in preparing the small business issues for the mandated Business Climate Report.

Development
Representative
1993-1996

FLORIDA DEPARTMENT OF COMMERCE, Tallahassee, FL

Division of Economic Development, Bureau of Business and Community Services
Financial Analysis, packaging, servicing, and implementation of loan applications for the
SBA 504 Certified Development Loan Program and the EXIM Bank Loan Program.
Utilization of all available state and federal financing tools and conventional financing
resulting in the creation of new jobs, the retention of existing jobs, or business expansion.
Represent the Bureau, Department, or State on significant Boards. Prepare Division,
Department, or Corporate, or State positions on relevant issues and policies. Completed
the Economic Development Professional certification with the National Development
Council.

Regulatory Analyst
1989-1993

FLORIDA PUBLIC SERVICE COMMISSION, Tallahassee, FL

Division of Communications, Bureau of Rates, Economics, and Policy Planning
Economic analysis of tariff proposals submitted by local telephone companies. Orally
present and defend formal recommendations to the Commissioners at Agenda
Conferences with respect to customer impact, revenue effect, and adherence with
commission rules. Prepare interrogatories for depositions for public hearings held before
the Commission. Work on complicated issues relating to cost of service, rate cases,
legislative bills, and Commission rules.

Officer/
Credit Analyst
1987-1988

GULF INTERNATIONAL BANK, B.S.C., New York, NY

New York Branch
Financial analysis and preparation of credit applications. Responsible for marketing
support for products for the Treasury/Capital Markets Team to increase funding sources,
engage in purchased assets, and promote business in foreign exchange. Purchased short
term assets and engaged in medium term participations of major financial institutions.
Maintain existing relationships and develop new ones with relation to the bank's overall
marketing strategy.

Marketing Officer
1986-1987

NATIONAL WESTMINSTER BANK, P.L.C., New York, NY

Executive Office of North America, New York Marketing Office
Financial analysis and preparation of credit applications for Fortune 500 companies in the
New York metropolitan area. Developed financial proposals, cash flow analysis, closing
documentation for revolving credits, interest rate swaps, and leveraged buy-outs.
Organized deals in the area of credit enhancement, cash management, and capital
markets. Maintained customer relations between cash managers and the bank's treasury
department.

Sales Assistant
1985-1986

PAINE WEBBER, Inc., New York, NY

Assisted registered representatives with posting of stock and stock option transitions.
Supported technical and operational management. Positioned targeted mailings to
expand client base.

EDUCATION:
1981-1985

THE UNIVERSITY OF RHODE ISLAND, Bachelor of Arts Degree, Kingston, RI
Major Course of Study: Economics Minor Course of Study: Management Science