

Financial Operations  
Richard H. Hinds, Chief Financial Officer

**SUBJECT:           REQUEST    AUTHORIZATION    TO    ENTER    INTO  
CONTRACTUAL SERVICES AGREEMENTS BETWEEN THE  
SCHOOL BOARD OF MIAMI-DADE COUNTY, FLORIDA AND  
BECKER & POLIAKOFF, P.A.; RONALD L. BOOK, P.A.;  
FLORIDA SCHOOL SERVICES, INC.; AND QUANTUM  
RESULTS, INC., PURSUANT TO REQUEST FOR PROPOSALS  
NO. 019-KK10 – STATE LEGISLATIVE CONSULTANT**

**COMMITTEE:        INNOVATION, EFFICIENCY & GOVERNMENTAL RELATIONS**

**LINK TO DISTRICT  
STRATEGIC PLAN:  EVALUATE AND REDESIGN INTERNAL BUSINESS  
OPERATIONS**

Request For Proposals No. 019-KK10 – STATE LEGISLATIVE CONSULTANT, is to provide state legislative consulting services for The School Board of Miami-Dade County, Florida. This is a term proposal. Eight (8) proposers responded to this advertised solicitation.

For the past year, The School Board of Miami-Dade County, Florida, has had a contract for state legislative consulting services with the firms of Akerman Senterfitt; Becker and Poliakoff P.A.; Ronald L. Book, P.A. and Florida School Services, Inc. awarded through the Request For Proposals process at the Board's December 10, 2008, regularly scheduled School Board meeting. The contracts expired on December 31, 2009, and therefore, to ensure continued legislative support during the upcoming 2010 state legislative session, Request For Proposals No. 019-KK10 was issued by Procurement Management for state legislative consulting services.

Miami-Dade County Public Schools continues to face many critical legislative issues, including declining state revenues, declining property values, and the replacement of federal stimulus monies scheduled to sunset June 2011. It is anticipated that the 2010 legislative session will be as challenging as in recent years, if not more, 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 selection committee met to evaluate proposals received in response to the Request For Proposals on January 4, 2010, to consider the eight proposals received: Akerman Senterfitt; Becker & Poliakoff, P.A.; Ronald L. Book, P.A.; Florida School Services, Inc.; Floridian Partners, LLC; Gray/Robinson, P.A.; Quantum Results, Inc.; and Southern Strategy Group of Miami, LLC. After considerable discussion, based on the submitted documents, the Committee unanimously recommended that all firms be invited to participate in oral presentations, which were held on January 5, 2010. At the conclusion of the oral presentations, the committee recommended the following firms to provide state legislative consulting services for the period January 13, 2010, through January 12, 2011, based on the submitted documents and oral presentations: Becker & Poliakoff, P.A.; Ronald L. Book, P.A.; Florida School Services, Inc.; and Quantum Results, Inc.

The consultants will work under the day-to-day direction of Ms. Iraida R. Mendez-Cartaya, Assistant Superintendent for the Office of Intergovernmental Affairs, Grants Administration, and Community Services. The cost of the state legislative consulting services shall not exceed \$240,000, inclusive of all fees and expenses, including travel, to be paid in equal monthly installments commencing January 2010. This amount represents a reduction of over 30% in state consulting fees since September 2008.

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **AUTHORIZE** the Superintendent to approve the negotiation of contracts for state legislative consulting services, contingent upon exhaustion of the statutory requirements of F.S. 120.57, in an amount not to exceed \$240,000, pursuant to Request For Proposals No. 019-KK10 – STATE LEGISLATIVE CONSULTANT, effective January 13, 2010, through January 12, 2011, with the following firms:

BECKER & POLIAKOFF, P.A.  
121 ALHAMBRA PLAZA, 10<sup>TH</sup> FLOOR  
CORAL GABLES, FL 33134  
PRINCIPAL: YOLANDA CASH JACKSON

RONALD L. BOOK, P.A.  
18851 N.E. 29<sup>TH</sup> AVENUE, SUITE 1010  
AVENTURA, FL 33180  
PRINCIPAL: RONALD L. BOOK

FLORIDA SCHOOL SERVICES, INC.  
9737 N.W. 41 STREET, BOX 359  
DORAL, FL 33178  
PRINCIPAL: THOMAS A. CERRA

QUANTUM RESULTS, INC.  
300 ARAGON AVENUE, SUITE 375  
CORAL GABLES, FL 33134  
PRINCIPAL: ALBERTO LORENZO

RHH/ae