

City of Gainesville, FL  
**GG\_Financial Services: Purchasing & Contracts**  
Victoria James, Manager  
200 East University Ave, Gainesville, FL 32601

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**[LONG RUN STRATEGIES, LLC] RESPONSE DOCUMENT REPORT**

RFP No. CMGR-250016-DH-RFP

STATE LEGISLATURE LOBBYIST FIRM

RESPONSE DEADLINE: August 6, 2024 at 3:00 pm

Report Generated: Tuesday, August 6, 2024

**Long Run Strategies, LLC Response**

**CONTACT INFORMATION**

**Company:**

Long Run Strategies, LLC

**Email:**

rick@longrunstrategies.com

**Contact:**

Rick Kendust

**Address:**

652 Sundown Circle  
St. Augustine, FL 32080

**Phone:**

N/A

**Website:**

[www.longrunstrategies.com](http://www.longrunstrategies.com)

**Submission Date:**

Aug 6, 2024 3:56 PM

## ADDENDA CONFIRMATION

*No addenda issued*

## QUESTIONNAIRE

### 1. RESPONDENT VERIFICATION\*

**PLEASE DOWNLOAD THE BELOW DOCUMENT, COMPLETE AND UPLOAD WITH YOUR SUBMITTAL.**

I hereby propose to provide the goods/services requested in this Solicitation. I agree to hold pricing for at least **60** calendar days from the Solicitation due date. I agree that CITY's terms and conditions herein take precedence over any conflicting terms and conditions submitted for CITY's consideration, and agree to abide by all conditions of this Solicitation.

I certify that all information contained in this Response is truthful to the best of my knowledge and belief. I further certify that I am duly authorized to execute and submit this Response on behalf of the organization as its agent and that the organization is ready, willing and able to perform if awarded.

- [RESPONDENT\\_VERIFICATION.pdf](#)

Signed\_RESPONDENT\_VERIFICATION.pdf

### 2. Upload your company's proposal here.\*

Please upload your company's proposal here.

City\_of\_Gainesville\_Final\_8.6.24.pdf

### 3. DRUG-FREE WORKPLACE CERTIFICATION FORM\*

**PLEASE DOWNLOAD THE BELOW DOCUMENT, COMPLETE AND UPLOAD WITH YOUR SUBMITTAL.**

Whenever two or more bids which are equal with respect to price, quality, and service are received in accordance with Section 287.087, Florida Statutes, preference shall be given to respondents that certify that they have a drug-free workplace.

- [Drug Free Workplace.pdf](#)

Signed\_Drug\_Free\_Workplace\_.pdf

#### 4. e-VERIFY FORM\*

**PLEASE DOWNLOAD THE BELOW DOCUMENT, COMPLETE AND UPLOAD WITH YOUR SUBMITTAL.**

The Contractor shall comply with all applicable requirements of Section 448.095, Florida Statutes, including but not limited to: 1) the Contractor shall register with and use the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all new employees of the Contractor during the term of this Agreement; and 2) the Contractor shall expressly require any subcontractors performing work or providing services pursuant to this Agreement to likewise register with and use the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all new employees of the subcontractor during the term of this Agreement. Section 448.095, Florida Statutes, states the statute must be construed in a manner that is fully consistent with any applicable federal laws or regulations, and therefore this section does not apply to this Agreement to the extent that this section would be inconsistent with any federal laws or regulations that are applicable to this Agreement.

- [e-Verify Form.pdf](#)

Signed\_e-Verify\_Form.pdf

#### 5. PROHIBITION REGARDING FOREIGN COUNTRIES OF CONCERN \*

**PLEASE DOWNLOAD THE BELOW DOCUMENT, COMPLETE AND UPLOAD WITH YOUR SUBMITTAL.**

In accordance with Section 287.05701(2)(a), F.S. (2023), the City may not request documentation of or consider a vendor's social, political, or ideological interests when determining if the vendor is a responsible vendor, and may not give preference to a vendor based on the vendor's social, political, or ideological interests.

- [Foreign Countries of Concer...](#)

Signed\_Foreign\_Countries\_of\_Concern.pdf

## 6. REFERENCES\*

**PLEASE DOWNLOAD THE BELOW DOCUMENT, COMPLETE AND UPLOAD WITH YOUR SUBMITTAL.**

- [Respondent References.pdf](#)

Signed\_Respondent\_References.pdf

## 7. NO RESPONSE SURVEY

If you are not bidding, please complete and return the attached form so that we may learn from your comments to improve our solicitations.

- [No Response Survey.pdf](#)

No response submitted

## PRICE TABLES

### ANNUAL RATE FOR LOBBYIST SERVICES

Include a lump sum ANNUAL rate for the services described in the Solicitation.

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total
1	Provide a lump sum ANNUAL rate for the services described in this Solicitation.	1	Year	\$60,000.00	\$60,000.00
<b>TOTAL</b>					<b>\$60,000.00</b>

**RESPONDENT'S VERIFICATION FORM**

Legal Name of Corporation, Partnership or Individual (as reported to the IRS): Long Run Strategies, LLC

D/B/A (Doing Business As): Long Run Strategies

Street Address (No PO Boxes): 652 Sundown Circle St. Augustine FL 32080

Federal Identification #: 84-2047373 SunBiz #: L19000120040

State of Incorporation: Florida

1. **ADDENDA ACKNOWLEDGMENT:** Prior to submitting my offer, I have verified that all addenda issued to date are considered as part of my offer: Addenda received (list all): \_\_\_\_\_
2. My company is a Small Business Enterprise (SBE) or Service Disabled Veteran Enterprise (SDVE) certified with the [City of Gainesville Department of Equity and Inclusion](#).  
 YES  NO
3. I further acknowledge that:  
 Response is in full compliance with the specifications;  
 Response is in full compliance with the specifications **except** as specifically stated and explained in detail on sheets attached hereto and labeled "Clarifications and Exceptions".

I hereby propose to provide the goods/services requested in this Solicitation. I agree to hold pricing for at least **60** calendar days from the Solicitation due date. I agree that CITY's terms and conditions herein take precedence over any conflicting terms and conditions submitted for CITY's consideration, and agree to abide by all conditions of this Solicitation.

I certify that all information contained in this Response is truthful to the best of my knowledge and belief. I further certify that I am duly authorized to execute and submit this Response on behalf of the organization as its agent and that the organization is ready, willing and able to perform if awarded.

I further certify that this Response is made without prior understanding, agreement, connection, discussion, or collusion with any other person, company or corporation submitting an offer for the same product or service; no officer, employee or agent of CITY owns or will benefit more than 5% from award of this Solicitation; and the undersigned executed this Respondent's Verification with full knowledge and understanding of the matters therein contained.



AUTHORIZED SIGNATURE

08/05/2024

DATE

Rick Kendust

PRINT NAME

Partner

TITLE

3212884035

TELEPHONE NUMBER

FAX NUMBER

Rick@longrunstrategies.com

E-MAIL ADDRESS

RESPONDENT'S CONTACT  
(for additional information)

NAME

TITLE

PHONE

If Respondent is not an individual, include authorization for the above individual to sign on behalf of the organization

**City of Gainesville  
Request for Proposal (RFP)  
State Legislature Lobbyist Firm**

August 6th, 2024



Prepared for:

Diane Holder Interim Procurement and  
Contracts Manager  
holderds@cityofgainesville.org

Presented by:

Long Run Strategies  
PO Box 840293  
St. Augustine, FL 32080  
321.288.4035  
[www.longrunstrategies.com](http://www.longrunstrategies.com)

## INTRODUCTION

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**Long Run Strategies** is a Florida based political consulting and government relations firm with over two decades of experience working with local governments to address funding, policy, and regulatory needs in state government. Our teams experience in both policy and politics, provides our clients with relevant counsel to navigate nuanced decisions that affect their reputation and their bottom line. Additionally, our team has a great depth of relationships with the people who are key in Florida government, the legislative process and with state agencies, and we know that we are trusted and respected by government leaders and their staffs.

Our advantage comes from a highly skilled team with experience at all levels of government and government relations. A deep understanding of future leadership in the Florida legislature is what sets our team apart. We combine several decades of experience in both the Florida House and Florida Senate and several decades of experience lobbying on behalf of clients in Florida and around the country. Our team knows what it takes to develop messaging, communicate with legislators, and move priorities forward to achieve an objective. Our clients know they are receiving the best operational experience from a team focused on their priorities.

## PROJECT UNDERSTANDING

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**Long Run Strategies** understands the pressures cities are facing at the state level as decisions are made in Tallahassee that may be at odds with local government. If selected, our firm will work to ensure the city's voice is heard by the local delegation and by current and incoming leadership. We'll execute a long-term strategy to engage with the Florida Legislators and the Governor's Office to shape and influence policy and secure annual appropriations necessary to improve constituent services and grow the city's economic base.

We are confident our team's experience is ideally aligned to address issues central to the City of Gainesville. We are honored by this opportunity to serve as your advocate, and we thank you for your consideration.

## PROJECT APPROACH

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It will be critical to introduce key legislators to the issues affecting the City of Gainesville. To meet the goals of the city, our team will:

- Establish an effective communication plan between our team and the city. This includes regular updates and a process for identifying and responding to legislation prior to and during the Legislative Session.



- Develop a long-term strategy for communication and engagement with the Florida Legislature and the Governor’s Office.
- Provide access to current and future key legislators.
- Work with the City of Gainesville on legislative session priorities and work with the Governor’s Office regarding funding received.

## OUR TEAM

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**Kevin Sweeny** is the founder and Chief Strategist for Long Run Strategies. Kevin has over two decades of Florida government, political operations, and lobbying experience. Kevin has worked in both the Florida House and Florida Senate. Kevin also spent nearly a decade as Political Operations Director for one of the most effective and influential lobbying entities in the state. Most recently, Kevin was Director of Field Operation for Florida House Majority, where he managed a statewide canvassing operation in the most highly contested Florida House Districts.

As Chief Strategist for Long Run Strategies, Kevin will ensure the City of Gainesville is always up to date on all political trends both favorable and unfavorable to the city. Kevin will be of counsel to the city during any decision-making process.

**Rick Kendust** is Chief Lobbyist for Long Run Strategies. Rick has over two decades of government relations and lobbying experience, advancing client priorities in both the public and private sector. Rick has experience in both the Florida House and Florida Senate. Prior to joining Long Run Strategies, Rick managed State & Federal Government Relations for the Northrop Grumman Corporation. In this role he executed the company’s policy objectives across all 50 states and at the federal level.

As Chief Lobbyist for Long Run Strategies, Rick will be the primary contact for the City of Gainesville on a day-to-day basis. Rick will ensure the city has access to key decision makers in Tallahassee and around the state.

## BUDGET SUMMARY

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### Annual Consulting & Lobbying Fees

\$60,000/annual contract  
billed monthly

**DRUG-FREE WORKPLACE FORM**

The undersigned bidder in accordance with Florida Statute 287.087 hereby certifies that

Long Run Strategies, LLC

does:

(Name of Bidder)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this bidder complies fully with the above requirements.

08/05/2024

AUTHORIZED SIGNATURE

DATE

Rick Kendust

Partner

PRINT NAME


TITLE

**E-VERIFY CERTIFICATION FORM**

If awarded:

The Contractor shall comply with all applicable requirements of Section 448.095, Florida Statutes, including but not limited to: 1) the Contractor shall register with and use the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all new employees of the Contractor during the term of this Agreement; and 2) the Contractor shall expressly require any subcontractors performing work or providing services pursuant to this Agreement to likewise register with and use the U.S. Department of Homeland Security's E-Verify system to verify the work authorization status of all new employees of the subcontractor during the term of this Agreement. Section 448.095, Florida Statutes, states the statute must be construed in a manner that is fully consistent with any applicable federal laws or regulations, and therefore this section does not apply to this Agreement to the extent that this section would be inconsistent with any federal laws or regulations that are applicable to this Agreement.

As the person authorized to sign the statement, I certify that this bidder complies fully with the above requirement.

	08/05/2024
AUTHORIZED SIGNATURE	DATE
Rick Kendust	Partner
PRINT NAME	TITLE

**PROHIBITION REGARDING FOREIGN COUNTRIES OF CONCERN**

In accordance with Section 287.138, Florida Statutes, beginning January 1, 2024, the City of Gainesville (CITY) may not accept a bid on, a proposal for, or a reply to, or enter into, a contract with an entity (Bidder) which would grant the Bidder access to an individual's personal identifying information unless the Bidder provides the City with an affidavit signed by an officer or representative of the Bidder under penalty of perjury attesting that the Bidder does not meet any of the criteria in paragraphs (2)(a)-(c):

- a) The Bidder is owned by the government of a "foreign country of concern" (People's Republic of China, the Russian Federation, the Islamic Republic of Iran, the Democratic People's Republic of Korea, the Republic of Cuba, the Venezuelan regime of Nicolás Maduro, or the Syrian Arab Republic, including any agency of or any other entity of significant control of such foreign country of concern);
- b) The government of a "foreign country of concern" (listed above) has a controlling interest in the Bidder;  
or
- c) The Bidder is organized under the laws of or has its principal place of business in a "foreign country of concern" (listed above).



Rick Kendust  
08/05/2024

**AFFIDAVIT**

State of Florida  
County of Orange

Before me, the undersigned authority, personally appeared Rick Kendust, who, after being first duly sworn, deposes and says of their personal knowledge the following:

- 1. I am the Partner (title) of Long Run Strategies (Bidder).
- 2. I attest under penalty of perjury that the Bidder does not meet any of the criteria in Section 287.138(2)(a)-(c), Florida Statutes, stated above.

Sworn to and subscribed before me this 5th day of August, 2024, by Rick Kendust (name of affiant), who is personally known to me or produced Florida drivers license as identification, and did take an oath.



\_\_\_\_\_  
Notary Public State of Florida: Melissa Jones (name of notary)

My Commission Expires: 07/05/2028



This notarial act was an online notarization

## REFERENCE FORM

Name of Bidder: Long Run Strategies

Provide information for three references of similar scope performed within the past 3 years. You may include photos or other pertinent information.

#1 Year(s) services provided (i.e. 1/2022 to 12/2023): 1/2020 to 9/2023

Company Name: City of St. Augustine

Address: 75 King Street

City, State Zip: St. Augustine, FL 32084

Contact Name: Meredith Bridenstein

Phone Number: 904-825-1006 Fax Number: \_\_\_\_\_

Email Address: cosa@citystaug.com

#2 Year(s) services provided (i.e. 1/2022 to 12/2023): 1/2024 to Current

Company Name: City of St. Augustine Beach

Address: 2200 A1A South St.

City, State Zip: St. Augustine Beach, FL 32080

Contact Name: Dylan Rumrell

Phone Number: 904-584-5161 Fax Number: \_\_\_\_\_

Email Address: comdrumrell@cityofsab.org

#3 Year(s) services provided (i.e. 1/2022 to 12/2023): 01/2022 to Current

Company Name: Ball Janik

Address: 201 Pine Street

City, State Zip: Orlando, FL 32801

Contact Name: Jeff Widelitz

Phone Number: 407-902-2092 Fax Number: \_\_\_\_\_

Email Address: jwidelitz@balljanik.com