



City of Gainesville, FL
GG_Financial Services: Purchasing & Contracts
Victoria James, Manager
200 East University Ave, Gainesville, FL 32601

[PINPOINT RESULTS, 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

PinPoint Results, LLC Response

CONTACT INFORMATION

Company:

PinPoint Results, LLC

Email:

jason@pinpointresults.com

Contact:

Jason Maine

Address:

113 E. College Ave
Suite 300
Tallahassee, FL 32301

Phone:

(850) 901-4206

Website:

www.pinpointresults.com

Submission Date:

Aug 6, 2024 3:25 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](#)

RESPONDENT_VERIFICATION.pdf

2. Upload your company's proposal here.*

Please upload your company's proposal here.

City_of_Gainesville_General_Government_Response.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](#)

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](#)

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...](#)

Foreign_Countries_of_Concern.pdf

6. REFERENCES*

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

- [Respondent References.pdf](#)

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
TOTAL					\$60,000.00

RESPONDENT'S VERIFICATION FORM

Legal Name of Corporation, Partnership or Individual (as reported to the IRS): PinPoint Results LLC

D/B/A (Doing Business As): _____

Street Address (No PO Boxes): Mailing: 1400 Village Square Blvd. #3-105, Tallahassee, FL 32312/Physical: 113 E. College Ave., Tallahassee, FL 32301

Federal Identification #: 27-0181683

SunBiz #: L09000047531

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.

_____	<u>July 25, 2024</u>
AUTHORIZED SIGNATURE	DATE
<u>Tanya C. Jackson, Managing Partner</u>	
PRINT NAME	TITLE
<u>850-445-0107</u>	<u>N/A</u>
TELEPHONE NUMBER	FAX NUMBER
<u>Tanya@PinPointResults.com</u>	
E-MAIL ADDRESS	

RESPONDENT'S CONTACT (for additional information)
<u>Bryan R. Cherry</u>
NAME
<u>Partner</u>
TITLE
<u>850-544-5673</u>
PHONE

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

PINPOINT RESULTS, LLC
PROPOSAL
FOR

CITY OF GAINESVILLE
GENERAL GOVERNMENT



AUGUST 2024



Dear City of Gainesville General Government:

It is with great pleasure PinPoint Results submits this proposal to develop and maintain a State Legislative program for the City of Gainesville General Government (“the City”) that includes consultation, advocacy, communications, and logistical services. PinPoint Results has a proven track record of diligently serving its clients and accomplishing their priorities.

The PinPoint Results team has a successful track record of working on issues important to local governments including, Preemption “Home Rule,” Affordable Housing, Environment, Land Use, Hurricane Hardening, Transportation, Local Grants, Child Welfare, Homelessness, Mental Health & Substance Abuse, Seniors, and Work Force Development.

PinPoint Results will develop and maintain a State Legislative program for the City that includes consultation, advocacy, communications, and logistical services, and identify, prioritize, and monitor opportunities and challenges for the City regarding issues under consideration by the State Legislature, Governor’s Office, Cabinet Offices and agencies, Executive Branch state agencies and rule-making bodies. Each member of PinPoint Results has developed and maintained strong relationships in both the Florida House and Senate, the Governor’s office, Cabinet offices, and the state agencies. Existing relationships are nurtured, but as new leaders emerge, new relationships are forged.

As your advocate, we will hit the ground running because we know the Florida Legislative process and understand the inner workings of government. This knowledge, combined with our strong professional relationships with the decision makers in the Legislative and Executive branches, ensures the work we perform for the City will always be competently and strategically performed.

Additionally, PinPoint Results has strong ties to the City’s community – presently representing the Area Agency on Aging for Alachua County (Elder Options), the Workforce Development Association, the Coalition to End Homelessness, and Office of Public Guardians.

Our firm would be honored to represent the City of Gainesville General Government, focusing on policies and initiatives that continue to strengthen the City’s quality of life.

We look forward to working with you.

Sincerely,

Bryan Cherry

Bryan Cherry, Partner
on behalf of the PinPoint Results Team

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Tab A: Introduction

Established in 2009, PinPoint Results is a comprehensive lobbying and grants consulting firm registered in Florida as a Limited Liability Company. With offices located steps from the Florida Capitol and a team backed by diverse backgrounds in Florida's government and political process, PinPoint Results is equipped to advocate for its clients at all levels of state government in Florida.

Since its inception, the firm has served – and continues to serve – its clients effectively with dedication and integrity. Through experience, dedication, knowledge of the political process, and strong relationships, our team is a highly effective full-service governmental and grants consulting firm representing corporate, not-for-profit, associations, and local government entities.

Collectively, our team of seven has over one hundred years' experience. The PinPoint Results team boasts members with a wealth of expertise and experience including: a former state agency Legislative Affairs Director (Tanya Jackson), a former Policy Advisor to the Senate President and Deputy Staff Director for Senate Appropriations (Robert Beck), a former State Legislator who rose to the leadership position of Speaker Pro Tempore (Marti Coley), a former House Legislative Chief Aide (Bryan Cherry), a General Counsel for two different executive agencies (Jason Maine), a data, economics, and computer science manager (Andrea Gheen), and a grant writer/consultant who has worked in both the public and private sectors and offers strategic consulting including grant opportunity assessment, funding analysis, and application preparation (Vance Coley).

We are a very responsive team; you will never have to guess what we are doing or where your priorities stand. Communication is always at the top of our minds. Our firm maintains reasonable consultant-to-client ratios to ensure we provide quality service. Quality service in our firm means your phone calls and emails are returned promptly. We understand that the nature of this representation, especially during session and interim meetings, requires access 24 hours a day seven days a week. Every member of the PinPoint team takes these responsibilities seriously.

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Tab B: PROJECT UNDERSTANDING AND APPROACH

PinPoint Results prides itself on its work with public entity clients, including local governments. With present relationships with Broward County, the Town of Alford, the Town of Grand Ridge, the Town of Malone, the Town of Ponce de Leon, Hardee County Industrial Development Authority, and public hospitals Jackson Hospital and Doctors Memorial Hospital.

On behalf of PinPoint's government entity clients, we are accustomed to working extensively with Government Affairs & Community Relations teams, Legislative Affairs Directors, Chiefs of Staffs, County/City Administrators, and all appropriate staff to develop and maintain a State Legislative program for the City that includes consultation, advocacy, communications, and logistical services. We understand the necessary arrangements that are unique to public entities. We are adept at communicating the needs, goals, and agendas of these clients to the members of the Legislature, the Governor, Cabinet, and all relevant agencies or governmental entities.

PinPoint Results offers an unparalleled comprehensive Grants Consulting service. Public funding for municipal capital projects has never been in greater supply. Recently most of this funding has been appropriated at the state and federal levels through competitive grant programs. Navigating these programs can be the difference in tens of millions of dollars annually for needed infrastructure projects.

Working with local governments to set organizational priorities and develop appropriate program linkages to assist in identifying and becoming eligible for available grant funding means the opportunity to pursue needed funding year-round instead of being limited to Florida's 60-day Legislative Session.

Working with local communities in Northwest Florida, members of our team assisted in securing nearly \$100 million dollars in cumulative recovery projects after Hurricane Michael in 2018. In addition to this historic funding, a substantial portion of which went to municipal sewer improvement and expansion projects, our success in guiding HB 1209 (Advance Payment of Grant Related Invoices) to passage in the legislature set the stage for success in the Hurricane Ian recovery process.

PinPoint Results works directly with the Florida Department of Commerce (formerly FL Dept. of Economic Opportunity), the Florida Department of Environmental Protection, and other funding agencies on a daily basis. Relationships with Grant Managers to the Director of each agency allows us to be particularly effective in dealing with grant programs.

PinPoint is committed to providing comprehensive and strategic lobbying and grant services for the City. Our approach is designed to effectively represent your interests before the Florida Governor, Cabinet, Legislature, state agencies, and additional entities as necessary.

We are a nimble organization accustomed to responding quickly to our clients' needs. Once a request is made, our team will respond within 24 hours to set up an initial call to outline the necessary requirements for completion. The nature of the project as well as deadlines will determine the timeline for each project proposal. Naturally, we are aware that there are times when an issue requires urgent response, and we will react accordingly.

Below is a detailed description of our project understanding of the scope of services and our technical approach:

1. Strategic Planning and Goal Setting

- ⊕ PinPoint will coordinate with the City's Government Affairs & Community Relations to develop the City's annual state legislative program.
- ⊕ Initial Assessment: Conduct a thorough review of the City of Gainesville's General Government objectives, priorities, and legislative agenda.
- ⊕ Goal Definition: Clearly define short-term and long-term goals in collaboration with the City's Government Affairs & Community Relations teams, Commissioners and staff, ensuring alignment with their strategic vision.
- ⊕ Resource Allocation: Identify necessary resources, including personnel, research materials, and technology, to support the lobbying efforts.
- ⊕ Policy Research and Drafting: Perform necessary research on issues in order to draft proposed legislation for the upcoming Legislative Session.
- ⊕ Collaborate information and strategic guidance with the City's federal lobbying firm, upon request, in circumstances pertaining to assistance with federal-state programs that benefit the City.

2. Stakeholder Mapping and Relationship Building

- ⊕ Meetings: Upon request, PinPoint will coordinate and attend appointments and meetings between designated representatives of the City, or other City staff and appropriate state officials and/or Local Legislative Delegation members. PinPoint will schedule meetings with legislators and key staff, including agency staff, to educate them on the City's priorities. Select and secure project sponsors from both chambers.
- ⊕ Review the legislative and State agency policy statements adopted by the Florida League of Cities, and other local government lobbying groups for the purpose of identifying issues which may either positively or negatively affect the City.
- ⊕ Maximize the City's membership in Florida-based interest groups and associations, such as the Florida League of Cities, so the City's priorities and positions are clearly understood, reinforced, and advanced within state organization agendas.
- ⊕ Participate in state organization lobbying efforts and campaigns when priority concerns of Gainesville are at stake.
- ⊕ Stakeholder Identification: Identify key stakeholders within the Governor's Office, Cabinet, Legislature, and state agencies who have influence over the issues important to the City.
- ⊕ Meetings: Schedule meetings with legislators and key staff, including agency staff, to educate them on the City's priorities. Select and secure project sponsors from both chambers.
- ⊕ Relationship Cultivation: Develop and maintain strong, positive relationships with these stakeholders through regular meetings, briefings, and participation in relevant events.
- ⊕ Coalition Building: Form alliances with other counties, municipalities, and organizations that share common interests to amplify our advocacy efforts, as necessary, while always maintaining the focus on the goals and priorities of the City.

3. Grant Consulting

- ⊕ PinPoint will identify state grant funding opportunities and report all findings to the City's Government Affairs & Community Relations on the 15th and 30th of each month.
- ⊕ PinPoint will perform an analysis and consideration of the City's eligibility, outline all significant terms and conditions, performance metrics, and potential obstacles to allow the City to make an informed decision on the potential success of a grant application.
- ⊕ PinPoint will provide the City's Government Affairs & Community Relations with agency meetings, letters of support, or other recommendations to enhance the City's efforts in the competitive state grant proposal process.

4. Legislative and Regulatory Monitoring

- ⊕ PinPoint will continually screen all existing and proposed state policies/programs, legislation, and political/policy trends identifying those issues that may affect the City, and immediately inform the City's Government Affairs & Community Relations via phone calls, emails, or other communications as to the above.
- ⊕ Legislative Tracking: Monitor legislative activities, including bill introductions and amendments, committee hearings, and voting sessions that impact the City's priorities. We will be the eyes, ears, and voice for the City.
- ⊕ Regulatory Updates: Stay informed about regulatory changes and administrative actions taken by state agencies that could affect the City, including administrative hearings/proceedings, rule challenges, declaratory statements, and variance and waiver requests.
- ⊕ Timely Alerts: Provide real-time updates and analyses to the Commissioners on relevant legislative and regulatory developments.
- ⊕ Provide analysis and recommendations in finance/taxes, appropriations process, regulation, growth management, planning, and any and all other legislative subject matters as directed by the City or may come to the attention of PinPoint.

5. Advocacy and Representation

- ⊕ Regulatory Advocacy: Monitor and track litigation, administrative hearings/proceedings, rule challenges, and other regulatory issues that may impact the City. PinPoint will participate in rule-making processes by submitting comments, drafting proposed rules, attending public hearings, and negotiating with agency officials to influence outcomes in favor of the City.
- ⊕ Actively seek opportunities to enhance the City's legislative priorities; provide options as to legislative strategies when necessary.
- ⊕ Direct Lobbying: Maximize relationships with the Governor's Office, Local Legislative Delegation, state agency departments, other key members of the House of Representatives, Senate, Committee Chairs, and professional Committee staff. Engage directly with legislators, executive officials, and agency heads to advocate for the City's positions. This includes appearing and testifying before legislative committees and state agencies, in order to promote and seek passage of legislation or agency policies affecting in accordance with the City's programs. Presenting policy papers, and holding one-on-one meetings. When the need arises, this effort will include opposing or amending legislation that is adverse to the City's interests.
- ⊕ Develop and evaluate strategy for the support, defeat, or amendment of pending state legislation or agency policy initiatives.
- ⊕ Attend Legislative sessions, committee hearings and meetings; attending agency hearings and meetings; providing high-level consultation for and assisting with the identification of state grant funding opportunities; and providing appropriate status reports on all issues/activities including, but not limited to, economic development agencies and workforce development, as necessary, on matters assigned by the City Manager.
- ⊕ Submit information to State, regional agencies and other government bodies, as necessary, on behalf of the City's legislative priorities.
- ⊕ Facilitate briefings and lobbying/advocacy strategies for the City's concerns with its Local Legislative Delegation regarding vote counts, delegation letters in support of the City's grants and projects, distribution of organizational letters of support to Appropriations and Appropriation Subcommittee Chairs, and orchestrated calls to executive agencies in support of appropriations and grants.
- ⊕ Budget Drafting: Draft potential budget requests and work with legislative staff to ensure proper and timely submission. We will also meet with key contacts within appropriate agencies to educate them on the budget requests being submitted.
- ⊕ Veto Deliberations: Meet with the Governor's staff to advocate for or against veto actions in accordance with the interests of the City.

6. Communication and Reporting

When the Florida Legislature is in Session:

- ⊕ Maintain regular weekly contact with the City's Government Affairs & Community Relations via email, conference calls, video conference, or other communications on day-to-day activity.
- ⊕ Directly notify the City Manager and other City staff, as directed, on information that may impose critical deadlines and impact the City.
- ⊕ Requests from the City will be addressed within a set time period not to exceed 24 hours in order to meet critical deadlines.
- ⊕ Participate in conference calls with the Mayor, City Commissioners, City Manager, department directors or other designated City employees, as scheduled.
- ⊕ Email weekly written reports in memo format on the status of legislation and state policy issues of concern to the City's Government Affairs & Community Relations. These memo reports shall include briefings and information bulletins pertinent to any legislation, rules, regulations, and state policies or programs that affect the City and its citizens, either directly or indirectly.
- ⊕ Provide a detailed final report on specific legislation or policies affecting the City. The report shall be provided within a reasonable time period, not to exceed 30 days, after the close of each Legislative session.

When the Florida Legislature is out of Session:

- ⊕ Provide monthly briefing calls on a schedule determined in consultation with the City's Government Affairs & Community Relations.
- ⊕ Provide a minimum of three comprehensive briefing sessions annually - 2 in-person and 1 virtual. More frequent reports will be provided on demand, when necessary; and interim written reports providing an overview of state actions taken and a decision memorandum on those issues requiring immediate action.
- ⊕ Upon request by the City's Government Affairs & Community Relations, and within a specifically requested determined timeframe, provide information and professional guidance on any state programs and legislation of most concern to Gainesville, including available impact analyses. These findings are especially intended to provide Gainesville-specific information, well beyond that available to the City through general or state newsletters. This information is further intended to provide information that the City can utilize for maximizing rational short-term grant, program planning, and development purposes.
- ⊕ Provide targeted information on state policy and regulatory actions of the state government, which may directly affect Gainesville, including potential plans on the Governor's administration and executive agencies for new grant competitions or programs.
- ⊕ Inform the City's Government Affairs & Community Relations, in a timely immediate manner, of potential conflicts that arise between your representation of the City of Gainesville and any other individual or organization centered around an item on the City of Gainesville's legislative priorities.

7. LOGISTICAL SUPPORT

- ⊕ Provide the City, the Mayor, City Manager, Commissioners, and Government & Community Relations with logistical support in Tallahassee or at state organization sessions involving critical state-local issues, by coordinating and scheduling strategic appointments or negotiation sessions. This includes attending certain state legislative, agency, or gubernatorial meetings upon request.

PinPoint Results makes the following assertions:

- ⊕ We agree to meet the requirements of this Request for Proposals and the accompanying Scope of Services as the City's lead/primary lobbying firm.
- ⊕ PinPoint Results does not intend to rely upon any subcontractors nor are we applying as joint venture for this Request for Proposals.

Tab C: Proposed Project Staff

Although PinPoint Results works as a team of seven supporting all our clients, your primary advocates will be Bryan Cherry, Jason Maine, Marti Coley and Vance Coley. You may find our bios/resumes detailing experience and expertise below. You can learn more about the rest of our team at www.pinpointresults.com.

The PinPoint Team will strategically determine workload for each primary advocate assigned to the City based on the specific issue assigned and our team members' respective area of expertise related to the issue, including critical stakeholder relationships necessary to be successful for the issue assigned. Given our Team's collective experience and expertise, reasonable client to lobbyist ratios, and number of PinPoint advocates assigned to the City, PinPoint is confident in our team's ability to be successful on behalf of the City's priorities.

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BRYAN CHERRY

Partner, PinPoint Results

With nearly two decades of experience in “the process,” Bryan is a regular fixture in the halls of Florida’s Capitol representing client interests before Florida’s elected and appointed officials. Bryan began his legislative career working as legislative committee staff in the Florida Senate and Florida House of Representatives, concluding his public service following his role as Chief of Staff for the Speaker Pro Tempore. During this time, Bryan gained extensive experience in a variety of policy and budget areas, built a robust understanding of the legislative process, and developed critical relationships that he regularly leverages to advance the interests of our firm’s clients.



Bryan has extensive experience representing county government as he has been a part of the Broward County lobby team for the past seven years. Bryan is accustomed to working with, and reporting to, county government at all levels, including but not limited to, the County Administrator, Chief of Staff, Legislative Affairs Director, and county staff. Bryan’s responsibilities on behalf of the County include:

Legislative/Executive Branch: assisting in the development of the County’s legislative agenda; assistance in the development of legislative/executive information “leave behinds”; effectively communicating the County’s state legislative agenda and issues to members of the Legislature, Governor, Cabinet, executive departments, agencies, and other governmental entities of the state; writing, interpreting, and monitoring legislation, agency rules and regulations; drafting amendments, proviso language, and providing testimony; obtaining research materials; and securing sponsors for bills (both substantive and appropriations), amendments, resolutions, proviso language and other legislation; identifying areas of potential concern or opportunity that relate to the County’s legislative agenda; attend weekly team strategy meetings, legislative committee meetings, briefings, and hearings during session and interim committee weeks.

Reporting and Communication: reporting on all matters assigned – this includes a weekly status report during session and interim committee weeks, and more frequently via email, text, phone-call, in-person, if necessary; providing an end-of-session report upon the conclusion of any regular or special session; participation in meetings and conference calls, as directed; weekly meetings with the Legislative Affairs Director during session and interim committee meetings.

Expertise

Legislative and Executive Branch Lobbyist-Consultant Representation
Legislative and Executive Branch Client Agenda Development and Execution
Substantive Policy and Appropriations

Relationship/Business Development
Association Management
Procurement
Political Campaigns
Public Speaking

Professional Experience

PinPoint Results, Tallahassee, FL

Government Consultant / Lobbyist

October 2012– Present

- Represent clients before the Florida Legislative and Executive Branches and the City of Tallahassee and Leon County Commissions.
- Assist in the development and execution of client’s Legislative and Executive Branch agendas.

Metz, Husband, Daughton PA, Tallahassee, FL

Government Consultant / Lobbyist

October 2011– October 2012

- Represented clients before the Florida Legislative and Executive Branches.
- Represented major clients across many different industries, including American Express, Amscot Financial, Inc., American Lung Association, Bristol-Myers Squibb, eBay Inc., Florida Restaurant and Lodging Association, Gilead Sciences, Inc., Health Management Associates, Inc., Microsoft and Siemens Corporation's.
- Assisted in identifying, passing, amending and/or defeating legislative and regulatory proposals affecting clients' business interests.
- Coordinated fundraising operations and assisted by identifying candidates for firms/clients support for state and local campaigns.

State Representative Marti Coley (Florida House of Representatives)

Chief of Staff

September 2008 – October 2011

Campaign Manager

June 2010 – November 2010

- Presented bills on behalf of the Representative during Legislative Committee Meetings.
- Wrote legislative proposals and reports including bills, amendments and press releases.
- Researched, prepared memorandums and advised the Representative on policy and fiscal issues.
- Managed office operations including office financial accounts, staff and interns, constituent service and community outreach.
- Conducted policy research; attended legislative committee meetings.
- Managed intergovernmental relations with local, state and federal officials.
- Represented the Representative at governmental, neighborhood, community, social and business functions and meetings.
- Developed and implemented a successful campaign strategy; secured 75% of the vote.

Education Council, Florida House of Representatives

Administrative Analyst

September 2007 – September 2008

- Prepared notices, detailed agendas, bill analyses, budget notes, and other meeting materials.
- Drafted amendments and substantively edited bills, bill analyses, and other committee documents.
- Planned committee meetings and workshops.

Senate Bill Drafting, Florida Senate

Administrative Analyst

March 2007 – May 2007 (Session)

- Proofed legislation and amendments.
- Attended Senate Committee meetings and Senate Session.

Education

Florida State University, Tallahassee, FL

Bachelor of Science Degree, December 2006

Major: Political Science

Minor: Sociology

Florida Association of Professional Lobbyist

Designated Professional Lobbyist Program (DPL)

PinPoint Results LLC • 113 E. College Avenue, Suite 300, Tallahassee, Florida

www.PinPointResults.com

JASON MAINE

Partner, PinPoint Results

Jason’s career includes more than two decades of professional service experience. Jason has an exemplary record as a lobbyist and lawyer, including serving as General Counsel for the Florida Department of Elder Affairs and Florida Department of Business and Professional Regulation.

Jason has unparalleled expertise in writing, interpreting and monitoring legislation and rulemaking – having drafted successful legislation, amendments, proviso language, and agency rules. Jason has also extensively demonstrated his expertise in providing testimony to legislative committees, agencies, courts, and before governing boards.



Jason has helped clients navigate through the intricate web of legislative and regulatory red tape to meet their missions and goals, including creation and successful passage of new law, award of multimillion dollar contracts, successful competitive procurements, resolution of disputes with state agencies, advocacy and litigation related to agency rulemaking, and representing clients in the face of regulatory concerns.

Expertise

- | | |
|--|---|
| <ul style="list-style-type: none"> • Legislative and Executive Lobbying • Legislative and Executive Agenda Development and Implementation • Substantive Policy and Appropriation Consulting • Legal Writing and Research • Drafting legislation, proviso, budget request packages, amendments, agency requests, rules, and rulemaking responses | <ul style="list-style-type: none"> • Procurement – both as a lobbyist and a lawyer in bid protest • Association Management • Board Counsel and Management • Grant Application Drafting • Litigation • Public Speaking |
|--|---|

Professional Experience

PinPoint Results

September 2022 – Present

Partner - Government Consultant / Lobbyist

- Represents clients before the Florida Legislative, Executive Branches and Cabinet offices.
- Assists in the development and execution of client’s Legislative and Executive Branch agendas.
- Drafts substantive legislation, proviso language, budget request packages, bill amendments, advocacy materials, agency comments, proposed rules, and responses to agency action and rulemaking.

Law Office of Jason L. Maine

March 2019 – Present

Attorney

- Assist clients with all intricacies of administrative law, including licensing, rulemaking, declaratory statements, variances, waivers, and competitive procurement.
- Provide general counsel to clients on issues comprising contracting, human resources, policy production, regulatory compliance, external communication and marketing, and litigation.

Florida Department of Business & Professional Regulation

General Counsel

April 2016 – January 2019

Chief Attorney, Pari-Mutuel Wagering

September 2013 – October 2015

Deputy Chief Attorney, Pari-Mutuel Wagering

- Served as the lead counsel and prosecutor for an agency of more than 1,800 employees that regulates 34 industries, including the divisions of Alcoholic Beverages & Tobacco; Real Estate; Building Code; Pari-Mutuel Wagering; and Hotels and Restaurants.
- Managed a staff of more than 60 attorneys.
- The lead or managing attorney for many significant cases, including: *The State of Florida v. the Seminole Tribe of Florida*, a federal case against a sovereign nation, and *McLane Suneast v. DBPR*, a multibillion-dollar cigarette tax constitutionality claim.

Florida Department of Elder Affairs

October 2015 – April 2016

General Counsel

- Entrusted with all legal matters pertaining to the state of Florida’s agency responsible for the health, safety, and independence of millions of residents 60 and older.
- Oversaw all legal matters for the service divisions, including Older Americans Act/Community Care for the Elderly grants, the Long-Term Care Ombudsmen, the Office of Public and Professional Guardians, Servicing Health Insurance Needs of Elders (“SHINE”), and the Comprehensive Assessment and Review for Long-Term Care Services.
- Complex contract creation, negotiations, and settlement for over four hundred contracts.

State Attorney’s Office, 2nd Judicial Circuit

January 2010 – September 2013

Assistant State Attorney – Felony Division A

Lead Trial Attorney, Leon County Court Division

- Performed more than 50 trials involving everything from Murder, Robbery, Burglary, Drug cases, to Driving Under the Influence.
- Provided supervision and mentorship to attorneys in the county court division.

United States Air Force

August 1997 – August 2007

Communications System Operator/Ground Radio Maintenance Technician

Education

Florida State University College of Law

Tallahassee, FL

Juris Doctor, 2010

Saint Leo University

Saint Leo, FL

Bachelor of Arts, Criminal Justice, 2006

GPA: 4.00

Associations and Memberships

Florida Bar – Administrative Law Section

Florida Association of Professional Lobbyists

United States District Court, Northern District

Clearance

TS-SCI: Top-Secret Sensitive Compartmented Information (SSBI)

PinPoint Results LLC • 113 E. College Avenue, Suite 300, Tallahassee, Florida

www.PinPointResults.com

MARTI COLEY

Partner, PinPoint Results



Marti serves a critical senior role on the PinPoint Results team where she employs skills and knowledge that she strengthened during her time serving in the Florida House. Marti served in the Florida House of Representatives from 2005-2014. Throughout her legislative career, she was a strong advocate for education, children’s issues, cancer research, and economic development. While she served in a variety of leadership roles throughout her tenure - including Speaker Pro tempore, she was consistently recognized as a defender of home rule, which was reflected in her being awarded the Clay Ford League of Cities Legislative Award. One of her top priorities while she was in office was assisting her constituents navigate state government to find resolutions to obstacles they faced, a practice that she has continued for her clients as she advocates on their behalf.

While Marti was in the legislature, she formed lasting friendships, which she has maintained over the years with respect and honor. Those relationships with members of the Legislature currently serving and staff are beneficial to Marti and her clients. However, her connections do not stop with the elected officials. Her relationships with the heads of agencies and the staff overseeing the grants and implementation of budget allocations are critical in navigating the bureaucratic “red tape” that often impedes projects moving forward in a timely manner. Recently, a client was at risk of losing a grant because the costs of the project had skyrocketed and the funds available fell short. Marti was able to meet with the appropriate individuals and gain the approval of additional dollars to cover the project. Relationships matter.

While close relationships are critical to success, knowledge of the issues is of paramount importance. While Marti was a member of the Florida House, she developed a great depth of knowledge on key issues including education, healthcare, and economic development – all of which are intricately connected. Marti has incorporated that knowledge into her advocacy for her clients. For instance, as the advocate for the Florida Workforce Development Association, Marti has worked tirelessly with legislators, CareerSource Florida and the Department of Commerce to include - and sometimes delete - language in legislation filed in the last three sessions that impacts the local boards and their elected officials to serve their communities in a way that reflects the priorities of each region. Every community in our state is facing challenges with the availability of an adequate workforce. Marti has helped educate legislators and staff to recognize that each region, county, or municipality is unique with a variety of strengths and needs. She understands the issues and knows how to collaborate with all parties to achieve solutions. In short, Marti’s experience in the Legislature provides her with a keen insight into how to advocate effectively for policies that will support her clients’ priorities and serve the residents of Florida well.

Expertise

- Legislative and Executive Branch Lobbyist-Consultant Representation
- Legislative and Executive Branch Client Agenda Development and Execution
- Legislation, proviso, budget requests, and amendments drafting
- Relationship/Business Development
- Association Representation
- Public Speaking and Speech Writing

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Experience

PinPoint Results, Tallahassee, FL

Partner -Government Consultant/Lobbyist

June 2018 - Present

- Represents a variety of clients before the Florida Legislative and Executive Branches.
- Acts as a liaison between clients and state and local agencies.
- Assists clients establish legislative priorities and develop strategies to succeed.

Nemours Children's Health System

Director Government Relations, Florida

December 2014 to June 2018

- Established the legislative priorities for Nemours Children's Health System.
- Increased the name recognition of Nemours with local businesses, including chambers, and the community by creating greater involvement of our associates.
- Acted as a liaison between Nemours and state and local governments.

Chipola College, Marianna, FL

Special Assistant of Business & Community Affairs

December 2006 to December 2014

- Advised the President and Board of Trustees on matters of policy and budget.
- Supervised the Chipola program and director for Take Stock in Children Scholarship Program, which served five counties.
- Served as a liaison between the college and businesses, including a large economic development organization – Florida's Great Northwest.

The Florida House of Representatives

State Representative

June 2005 to November 2014

Speaker Pro tempore

November 2012 – November 2014

- Represented House District 7 2005 -2012 and House District 5 2012 – 2014.
- Served as Chair and Chair of multiple committees. Including - Chair of K-12 Appropriations Sub-Committee, Alternating Chair of Joint Administrative Procedures Committee, Chair of Joint Legislative Auditing Committee, Vice Chair Full Appropriations Council on Education & Economic Development, Chair of Post Secondary Education Committee, and Deputy Majority Whip.

English Instructor Chipola College, Marianna, FL

August 1989 to December 2004

Education

Flagler College - St. Augustine, Florida, Honorary Degree of Doctor of Laws 2012

Florida State University – Tallahassee, Florida, Bachelor of Arts in English Education 1984

Chipola Jr. College Associate of Arts Degree 1981

VANCE COLEY

Government Affairs & Grants Consultant, PinPoint Results

Vance received his Bachelor of Science degree from Florida State University and attended the University of Alabama School of Law before leaving to staff a statewide political campaign. After spending time successfully guiding other campaigns, Vance served as Chief Legislative Aide for a State Representative in the Florida Legislature. In 2019, Vance returned to his hometown to enter the private sector. He joined Melvin Engineering, where he honed his grant expertise before joining PinPoint Results in 2023.



His Florida roots coupled with his experience in marketing, grant writing, communications, and in the political realm make Vance uniquely qualified to advocate on behalf of a large variety of organizations and other community stakeholders throughout the state.

In recent years, Vance has been at the forefront of the Hurricane Michael recovery process, working with community and government stakeholders to assist in securing over \$100mm in cumulative grant recovery funds throughout the Michael impact zone.

Vance prides himself on his ability to work cohesively with multiple entities and diverse offices, bringing innovative problem-solving abilities to the table to produce positive results for clients.

Expertise

- Grants Consulting including Funding Research, Program Linkage, Application Development, and Advocacy
- Legislative and Executive Branch Lobbyist-Consultant Representation
- Organizational Funding Priority Development and Strategy
- Public/Private Sector Relationship Development
- Innovative Economic Development and Growth Strategy

Experience

PinPoint Results, Tallahassee, FL

Government Affairs & Grants Consultant

April 2023 – Present

- Leads a variety of public and private organizations in developing and executing grant and ‘extra-legislative funding strategy.
- Represents a variety of clients before the Florida Legislative and Executive Branches.
- Acts as a liaison between clients and state and local agencies.
- Assists clients in developing and executing short- and long-term organizational goals.

David H. Melvin, Inc., Marianna, FL

Planner/Project Manager

September 2020 to March 2023

- Assisted local governments in obtaining grant funding for capital needs.
- Coordinated, administered, and managed capital projects upon funding.
- Assisted clients in developing identifying need and developing long term funding strategies.

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www.PinPointResults.com

Miller & Miller Auto Group, Marianna, FL

Marketing Manager / Sales Manager

June 2019 to July 2020

- Developed and executed ad campaigns across social media and traditional media platforms.
- Identified and targeted new and existing markets.
- Led a team of sales professionals in performing all aspects of sales transactions including coordinating with a variety of large financial institutions.

Rep. Elizabeth Fetterhoff, District 26, Tallahassee, FL

Legislative Aide

November 2018 to June 2019

- Managed legislative staff to carry out a variety of dynamic tasks and duties.
- Oversaw communications/public relations.
- Performed or oversaw speechwriting, legislative policy research and drafting, coordinated interoffice interaction.
- Acted as a liaison between constituents and their elected state government.

Elizabeth Fetterhoff for State Representative, DeLand, FL

June 2018 to November 2018

Campaign Manager

- Developed weekly strategy and tasks for candidate and other team members.
- Oversaw all direct communications strategies and coordinated with out of house contracted consultants.

Denise Grimsley for Commissioner of Agriculture

Regional Field Director, North Florida

March 2018 to June 2018

Travel Aid

July 2017 to March 2018

Keefe, Anchors & Gordon, P.A., Fort Walton Beach, FL

May 2015 to August 2015

Legal Clerk

Guilday, Schwartz, Simpson, West, Hatch & Lowe, P.A., Tallahassee, FL

Legal Aid

October 2013 to May 2014

Office Clerk

July 2012 to October 2013

Office of the Chief Financial Officer of Florida, Tallahassee, FL

April 2012 to July 2012

Policy Research Specialist

Education

University of Alabama School of Law – Tuscaloosa, AL, Attended August 2014 to December of 2016

Florida State University – Tallahassee, Florida, Bachelor of Science in Political Science, Minor in History

Tab D: Qualifications

3.1. MINIMUM QUALIFICATIONS

- A. A minimum of ten (10) years providing professional legislative consulting and lobbying services including five (5) years providing such services to local government(s).
 - ⊕ PinPoint Results has operated consistently providing professional consulting and lobbying services since its foundation in 2009 and has been providing local government services (Bryan Cherry) since we began our relationship with Broward County in 2017. Please find below PinPoint's Department of State, Division of Corporations registration and lobbyist registration for the Legislative and Executive Branch for Broward County from 2017 documenting PinPoint satisfying this minimum requirement:

(reminder of page left intentionally blank)



Department of State / Division of Corporations / Search Records / Search by Entity Name /

Detail by Entity Name

Florida Limited Liability Company
PINPOINT RESULTS, L.L.C.

Filing Information

Document Number L09000047531
FEI/EIN Number 27-0181683
Date Filed 05/15/2009
State FL
Status ACTIVE
Last Event LC STMT OF RA/RO CHG
Event Date Filed 09/26/2018
Event Effective Date NONE

Principal Address

1400 Village Square Blvd., #3-105
TALLAHASSEE, FL 32312

Changed: 06/05/2024

Mailing Address

1400 Village Square Blvd., #3-105
TALLAHASSEE, FL 32312

Changed: 06/05/2024

Registered Agent Name & Address

JACKSON, TANYA C
2820 Asbury Hill Drive
TALLAHASSEE, FL 32312

Name Changed: 04/22/2010

Address Changed: 01/26/2022

Authorized Person(s) Detail

Name & Address

Title CEO

JACKSON, TANYA C
2820 Asbury Hill Drive
TALLAHASSEE, FL 32312

Title PRES

BECK, ROBERT S
2820 Asbury Hill Drive
TALLAHASSEE, FL 32312

Annual Reports

Report Year	Filed Date
2022	01/26/2022
2023	01/23/2023
2024	01/22/2024

Document Images

01/22/2024 -- ANNUAL REPORT	View image in PDF format
01/23/2023 -- ANNUAL REPORT	View image in PDF format
01/26/2022 -- ANNUAL REPORT	View image in PDF format
01/28/2021 -- ANNUAL REPORT	View image in PDF format
01/16/2020 -- ANNUAL REPORT	View image in PDF format
02/06/2019 -- ANNUAL REPORT	View image in PDF format
09/26/2018 -- CORLCRACHG	View image in PDF format
01/13/2018 -- ANNUAL REPORT	View image in PDF format
01/20/2017 -- ANNUAL REPORT	View image in PDF format
01/25/2016 -- ANNUAL REPORT	View image in PDF format
01/06/2015 -- ANNUAL REPORT	View image in PDF format
01/09/2014 -- ANNUAL REPORT	View image in PDF format
01/15/2013 -- ANNUAL REPORT	View image in PDF format
01/04/2012 -- ANNUAL REPORT	View image in PDF format
03/11/2011 -- ANNUAL REPORT	View image in PDF format
04/22/2010 -- ANNUAL REPORT	View image in PDF format
05/15/2009 -- Florida Limited Liability	View image in PDF format

Florida Department of State, Division of Corporations

Pepper, Kirk
Salzverg, Joseph R.
Sayfie, Justin J.
Schwarz, Ralph L. III -Canceled-
08/21/2017
Williams, J. Larry
Zauder, Stephanie Grutman
**Broward Community & Family
Health Center, Inc.**
Jackson, Yolanda Cash
Skyers, Karen
Broward County
Balido, Albert
Ballard, Brian D.
Beck, Robert S. -Canceled- 07/28/2017
Beck, Robert S.
Bernardino, Frank S.
Book, Ronald L.
Bracy, Carol L.
Brown, Rana G.
Cabrera, Kevin Marino
Caserta, David T
Cassini, Charles Martin (Marty)
Castro, Edgar O.
Cherry, Bryan R.
Davant, Claudia
Diaz, Nelson D.
Ericks, Candice D.
Ericks, David L.
Fernandez, Edgar G.
Greenstein, Ron
Henderson, Jasmyne
Jackson, Tanya C.
Labrador, Edward G.
Malette, Kelly C.
McDaniel, Jerry Lee
Pittman, Sean A.
Rodriguez, Monica L.
Sainvil, Daphnee Anne
Scott, James A.
Staniscia, Corey
Uchino, Stephen "Pepper" Makoto
(House, Senate, PSCNC) West, Devon
M.
Broward County AFL-CIO
Smith, Lawrence J.
Broward County Clerk of Courts
Book, Ronald L. -Canceled- 10/25/2017
Malette, Kelly C. -Canceled-
10/25/2017
Broward County Property Appraiser
Akeson, Melissa
Bisceglia, Amy C.
Finkbeiner, Christopher J.
Jean, Alain V.
Rubin, William D.
Sacco, Matthew F.
Turnbull, Heather L.
Broward County Public Schools
Ballard, Brian D. -Canceled- 01/11/2017
Mixon, Corinne -Canceled- 11/16/2017
Mumford, Aubrina R
Sayfie, Justin J. -Canceled- 01/11/2017
Sullivan, John J.
Zauder, Stephanie Grutman -Canceled-
01/11/2017
Broward County Sheriff's Office
Akeson, Melissa
Ballard, Brian D.
Bisceglia, Amy C.
Finkbeiner, Christopher J.
Forrest, Mathew
Jean, Alain V.
Rubin, William D.
Turnbull, Heather L.
Broward League of Cities
Colodny, Michael
Mask, Trevor
Webb, Katherine S.
**Broward Metropolitan Planning
Organization**
Ericks, Candice D.
Jackson, Lauren A.
Staniscia, Corey
Toothaker, Stephanie J.
**Broward Principals and
Administrative Assistants**
Duncanson, Carole L.
Broward Teachers Union
Davidson, Jodi Bock
Graganella, Nicole
Brown Mackie College - Miami
Anderson, Mark W.
Bruce Peters
(House, Senate, PSCNC) Bayliss, Slater
W.
(House, Senate, PSCNC) Chaney,
Christopher J.
(House, Senate, PSCNC) Shiver,
Stephen W.
Bryant Miller Olive PA
Ralston, Foyt Tipton Sr -Canceled-
11/14/2017
Springer, Frederick J.
Buccaneers Limited Partnership
Berry, Anita M
Blair, Robert M
Corcoran, Michael C.
Johnston, Jeffrey M.
Stewart, Amanda
**Builders Association of South
Florida**
Burton, Truly
Builders Notice Corporation
Watson, Richard
**Building Officials Association of
Florida**
Carvajal, Allison S.
Power, Evan J.
Ramba, David E.
**Building Owners & Managers
Association of Florida**
Moffitt, H. Lee
Wilson, Jennifer
**Business and Leadership Institute
for Early Learning, Inc.**
Davidson, Jodi Bock
Bupa Insurance Company
Neal, Austin B.
**Business and Leadership Institue
for Earling Learning, Inc.**
Graganella, Nicole
Business and Professional Women
Kunkel, Stephanie -Canceled-
02/02/2017
Business Observer Florida
Malaney, Wayne R.
BVG Holdings, Inc.
Case, Chip
C. W. Roberts Contracting, Inc.
Boxold, Jim
Iarossi, Nicholas V.
Ketchel, Andrew T.
CA Technologies, Inc.
Allison, Jason
Hosay, Robert H.
Calder Casino
Benford, Brady J.
Dorworth, Chris
Zauder, Stephanie Grutman
Calder Race Course, Inc
Brewton, Wilbur E.
Calhoun County School Board
Bell, Patrick E.
Calhoun-Liberty Hospital
Bell, Patrick E.
Calusa Waterkeeper
Cassani, John Robert Jr.
**Cambridge International
Examinations**
Dempsey, Angela P.
McKinley, Will
Smith, Sophie P.
Camelot Community Care Inc
Pepper, Kirk
Salzverg, Joseph R.
Camillus House, Inc
Abrams, Michael I.
Rodriguez, Monica L.
Camp Dresser & McKee Inc
Rudd, Ryder S.
Canaveral Port Authority
Cannon, Roy Dean Jr.
Carmody, Christopher L.
Dawson, Christopher T.
Flury, Katie
Sansom, Dixie N.
Sansom, Jerry H.
Stuart, Robert F. Jr.
Unger, Jason L.
CannaPharmacy Sciences, LLC
Goldstein, Susan K.
CannaRx LLC
Goldstein, Susan K.
CannaVision
Watson, Ronald L. -Canceled-
09/27/2017
Cansortium LLC
Chamizo, Jorge
Dudley, Charles F.
Guzzo, Cory
Capacity Insurance Company
Dughi, Leslie Y.
Karilinsky, Fred E.
Capgemini Government Solutions
Alba, Erika -Canceled- 07/14/2017
Caballero, Christian
Hosay, Robert H.
Kilman, Jonathan P.
Lowell, Paul
Yapo, Jon A.
Capital Asphalt LLC
Cherry, Bryan R.
Davant, Claudia -Canceled- 10/10/2017
**Capital Collateral Regional Counsel -
Middle**
(House, Senate, PSCNC) Perinetti,
Maria
**Capital Collateral Regional Counsel-
Middle Region**
Groff, Maria DeLiberato
Viggiano, James V. Jr.
**Capital Collateral Regional Counsel-
South**
Dupree, Neal A.

- B. Each person engaged in lobbying services on behalf of the City of Gainesville must be registered as a legislative and executive lobbyist with the State of Florida.
- ⊕ Each member of our PinPoint team is actively registered with lobbyist registration in the State of Florida on behalf of our clients for the legislative and executive branches. If selected to represent the City, PinPoint team members will register on behalf of the City.

2024 Legislative Lobbyist Detail

[Back to Search](#)

Bryan R. Cherry

Mailing Address:

110 East College Avenue
STE 110
Tallahassee, FL 32301

Phone Number:

(850) 544-5673

Principals:

- Lobbyists registered to lobby the House and Senate will not display any chamber reference.
- Lobbyists registered to lobby one chamber and/or the PSCNC (Public Service Commission Nominating Council) will display the names of the entity(ies) next to their names (e.g., (Senate, PSCNC)) within the principal's information.
- Lobbyists registered to lobby all three legislative entities will display all entity names (e.g., (House, Senate, PSCNC)).

Axis Communications Inc. (H, S, PSCNC)

2024 Executive Lobbyist Detail

[Back to Search](#)

Bryan R. Cherry

Mailing Address:

110 East College Avenue
STE 110
Tallahassee, FL 32301

Phone Number:

(850) 544-5673

Principals:

2024 Legislative Lobbyist Detail

[Back to Search](#)

Jason Maine

Mailing Address:

110 E. College Ave.
Tallahassee, Florida 32301

Phone Number:

(850) 766-1410

Principals:

- Lobbyists registered to lobby the House and Senate will not display any chamber reference.
- Lobbyists registered to lobby one chamber and/or the PSCNC (Public Service Commission Nominating Council) will display the names of the entity(ies) next to their names (e.g., (Senate, PSCNC)) within the principal's information.
- Lobbyists registered to lobby all three legislative entities will display all entity names (e.g., (House, Senate, PSCNC)).

2024 Executive Lobbyist Detail

[Back to Search](#)

Jason Maine

Mailing Address:

110 E. College Ave.
Tallahassee, Florida 32301

Phone Number:

(850) 766-1410

Principals:

Angels of Care Pediatric Home Health (5/11/2024)

2024 Legislative Lobbyist Detail

[Back to Search](#)

Marti Coley

Mailing Address:

110 E. College Avenue
Tallahassee, FL 32301-1561

Phone Number:

(850) 209-0069

Principals:

- Lobbyists registered to lobby the House and Senate will not display any chamber reference.
- Lobbyists registered to lobby one chamber and/or the PSCNC (Public Service Commission Nominating Council) will display the names of the entity(ies) next to their names (e.g., (Senate, PSCNC)) within the principal's information.
- Lobbyists registered to lobby all three legislative entities will display all entity names (e.g., (House, Senate, PSCNC)).

2024 Executive Lobbyist Detail

[Back to Search](#)

Marti Coley

Mailing Address:

110 E. College Avenue
Tallahassee, FL 32301-1561

Phone Number:

(850) 209-0069

Principals:

Aspire Health Partners, Inc. // [Lobbyist Information/Principal ID: 11111111](#)

2024 Legislative Lobbyist Detail

[Back to Search](#)

Vance D. Coley

Mailing Address:

110 E College Ave
Tallahassee, FL 32301-7704

Phone Number:

(850) 209-5308

Principals:

- Lobbyists registered to lobby the House and Senate will not display any chamber reference.
- Lobbyists registered to lobby one chamber and/or the PSCNC (Public Service Commission Nominating Council) will display the names of the entity(ies) next to their names (e.g., (Senate, PSCNC)) within the principal's information.
- Lobbyists registered to lobby all three legislative entities will display all entity names (e.g., (House, Senate, PSCNC)).

2024 Executive Lobbyist Detail

[Back to Search](#)

Vance D. Coley

Mailing Address:

110 E College Ave
Tallahassee, FL 32301-7704

Phone Number:

(850) 209-5308

Principals:

City of Tallahassee / Tallahassee Housing Authority

(remainder of page left intentionally blank)

- C. No current litigation pending between the bidder and the CITY.
⊕ PinPoint does not have current litigation pending with the City.

- D. Bidder has paid all debts owed to the CITY.
⊕ PinPoint does not have any debts owed to the City.

- E. Bidder possesses all required licenses.
⊕ PinPoint complies with this requirement as there are no specific lobbying/consulting licensing requirements.

(remainder of page left intentionally blank)

Tab E: Business Tax Receipt

Local Preference is not being requested.

(remainder of page is left intentionally blank)

Tab F: Price

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
TOTAL					

(remainder of page left intentionally blank)

Tab G: Required Submittal Response Documents

Documents uploaded with response submittal.

1. RESPONDENT VERIFICATION
2. DRUG-FREE WORKPLACE CERTIFICATION FORM
3. e-VERIFY FORM
4. PROHIBITION REGARDING FOREIGN COUNTRIES OF CONCERN
5. REFERENCES

DRUG-FREE WORKPLACE FORM

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

PinPoint Results 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.

Tanya C. Jackson

July 25, 2024

AUTHORIZED SIGNATURE

DATE

Tanya C. Jackson, Managing 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.

Tanya C. Jackson

July 25, 2024

AUTHORIZED SIGNATURE

DATE

Tanya C. Jackson, Managing 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).

AFFIDAVIT

State of Florida
County of Leon

Before me, the undersigned authority, personally appeared Tanya C. Jackson, who, after being first duly sworn, deposes and says of their personal knowledge the following:

- 1. I am the Managing Partner (title) of PinPoint Results LLC (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 25th day of July, 2024, by Tanya C. Jackson (name of affiant), who is personally **known to me** or produced _____ as identification, and did take an oath.

Bryan Cherry Bryan Cherry (name of notary)
Notary Public

My Commission Expires: 10/24/26



REFERENCE FORM

Name of Bidder: PinPoint Results, LLC

Provide information for three references of similar scope performed within the past 7 years. You may include photos or other pertinent information.

#1 Year(s) services provided (i.e. 1/2022 to 12/2023): 10/2017-8/2024

Company Name: Broward County Government

Address: Main Library, 8th Floor, 100 S. Andrews Avenue

City, State Zip: Fort Lauderdale, FL 33301

Contact Name: Marty Cassini

Phone Number: (954) 599-8088

Fax Number: n/a

Email Address: mcassini@broward.org

#2 Year(s) services provided (i.e. 1/2022 to 12/2023): 1/2020-8/2024

Company Name: Florida Workforce Development Association (Local Member)

Address: 1112 N Main Street

City, State Zip: Gainesville, FL 32601

Contact Name: Phyllis Marty

Phone Number: (352) 955-2245 Ext. 5950

Fax Number: n/a

Email Address: pmarty@careersourcencfl.com

#3 Year(s) services provided (i.e. 1/2022 to 12/2023): 8/2023 - 8/2024

Company Name: Hardee County Industrial Development Authority

Address: 107 East Main Street

City, State Zip: Wauchula, FL 33873

Contact Name: Denise Grimsley

Phone Number: (863-773-3030

Fax Number: n/a

Email Address: denise.grimsley@thedevelopmentgroup.com