



Seminole County
Resource Management - Purchasing & Contracts
 Stephen Koontz, Purchasing and Contracts Manager
 1301 East Second St., Sanford, FL 32771

EVALUATION TABULATION

RFP No. RFP-604862-24/LNF

Term Contract for State Legislative and Governmental Lobbying Services for Seminole County

RESPONSE DEADLINE: November 20, 2024 at 2:00 pm

Report Generated: Monday, January 13, 2025

RANKING SUMMARY

Vendor	Tricia Johnson	Gerlin Kahn	Meloney Koontz	Total Score (Max Score 100)	Total Average Rank
The Southern Group	85.3 (1)	93.7 (1)	85.9 (1)	88.28	1
JEJ & Associates, Inc.	81.8 (2)	93.5 (2)	83.8 (2)	86.35	2
Ronald L. Book, P.A.	79.3 (3)	91.6 (3)	81.9 (3)	84.23	3
SYLVAIN CAPITAL SOLUTIONS	51.8 (4)	61.5 (4)	19.3 (4)	44.17	4

JEJ & Associates, Inc.

Firm Qualifications and Experience | 0-100 Points | 65 Points (65%)

Tricia Johnson: 72

Score based on local government experience and clients.

Gerlin Kahn: 90

Team members are knowledgeable with good amount of level of success. Particularly appreciated the issues they followed and advocated during the 2024 session.

Meloney Koontz: 75

JEJ was founded 25 years ago. Past clients include Orange, Leon, and Hillsborough counties. OIA and OSIA airports. Current clients are Miami-Dade, Brevard, and Fort Myers Beach. Staffed offices in Tallahassee and Orlando. Lena Juarez and Robert Miller main lobbyies. Admin staff supports their lobbying efforts. Successes—The City of St. Augustine secured \$25,000,000 for a water project over a 7-year period. Provided a calendar of 2025 session dates and indicated appointments would be scheduled to review past and future issues and assist with the development of strategies for the 2025 legislative priorities. During session, available for strategy calls,

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monitor budget process and report developments, provide weekly briefings /reports during legislative committee weeks, and prepare an inclusive report at the conclusion of session.

Price Proposal | 0-100 Points | 35 Points (35%)

1

Tricia Johnson: 100

1

Gerlin Kahn: 100

1

Meloney Koontz: 100

Ronald L. Book, P.A.

Firm Qualifications and Experience | 0-100 Points | 65 Points (65%)

Tricia Johnson: 81

Score based on current and previous experience with local governments and appropriations success.

Gerlin Kahn: 100

Proposal highlights extensive experience related to governmental entities and successes with a variety of topics that are relevant to county/local level.

Meloney Koontz: 85

Ronald Book PA has been in business for 37 years. Provided resumes of four executives. Experience in the appropriation process, homeless programs, and human services (meal programs, elderly care programs, and early start programs). Additional focus on criminal justice, juvenile justice programs, public works issues, local government preemption, transportation issues, resilient grants, wastewater grants, water and sewer issues, home rule authority, housing, and community development (live local), emergency management, parks and recreation, and public records exemption/child advocacy centers. Provided a detailed list of appropriation accomplishments for three years.

Price Proposal | 0-100 Points | 35 Points (35%)

3 Tricia Johnson: 76

3 Gerlin Kahn: 76

3 Meloney Koontz: 76

SYLVAIN CAPITAL SOLUTIONS

Firm Qualifications and Experience | 0-100 Points | 65 Points (65%)

Tricia Johnson: 50
Experience primarily related to health and local community issues.

Gerlin Kahn: 65
No portfolio of specific cases so difficult to determine future successes for the County

Meloney Koontz: 0
Based in Orlando. Newly established business. Did not provide resumes. Do not have any governmental clients. Provided references for several health and strategic planning programs.

Price Proposal | 0-100 Points | 35 Points (35%)

4 Tricia Johnson: 55

4 Gerlin Kahn: 55

4 Meloney Koontz: 55

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The Southern Group

Firm Qualifications and Experience | 0-100 Points | 65 Points (65%)

Tricia Johnson: 87

Score based on past and current experience with local government entities, Seminole County Government, and firm specialities.

Gerlin Kahn: 100

Impressive past experience, including experience relevant to local government.

Meloney Koontz: 88

The headquarters is in Tallahassee, with offices in Jacksonville, Orlando, Tampa, Miami, Broward, and the Florida Keys. Current references - Sarasota County, City of Palm Coast, DeSota County, and Walt Disney World. Provided a 2025 legislative session timeline. Provides a daily newsletter throughout the year with information on what's happening at all levels of government. When the legislature is not in session, it hosts webinars to allow for policy engagement and education on a variety of topics. Some recent topics include transportation, infrastructure and resiliency issues, technology, pre-session discussions with legislative leaders, and a legislative wrap-up on the recent school safety bill. Southern provides clients with access to Tallahassee offices to work and hold meetings. Provided a summary of the 2024-25 Budget Overview.

Price Proposal | 0-100 Points | 35 Points (35%)

Tricia Johnson: 82

2

Gerlin Kahn: 82

2

Meloney Koontz: 82



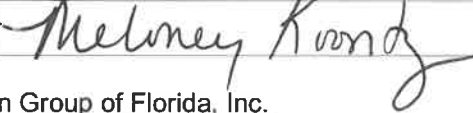
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EVALUATORS

Name	Title	Signature
Tricia Johnson	Deputy County Manager	
Gerlin Kahn	Assistant County Attorney	
Meloney Koontz	Assistant County Manager	

Recommendation/Intent to award to: The Southern Group of Florida, Inc.