

Notice of Intent to Award

Hillsborough County Aviation Authority

State Legislative Services

The technical evaluation committee has completed its review of the responses to the above referenced solicitation. A copy of the scoring matrix is provided below.

The Chief Executive Officer will present the ranking of qualified responses and a recommendation for award to the top ranked firm to the Hillsborough County Aviation Authority's Board at its meeting scheduled for the date and time below:

Date: September 1, 2022
Time: 9:00 a.m.
Location: Authority's Board Room
Tampa International Airport
Main Terminal, 3rd Floor, Blue Side

The Board may request a three minute verbal presentation from the top ranked firms at this meeting. PowerPoint® presentations are not permitted.

Contact the Procurement Agent for additional information:

Name: Rayesha Cotton
Phone: (813) 217-3052
Email: RCotton@TampaAirport.com



Tampa International Airport

Procurement

Matt Bauer, MBA, CPPO, CPPB, CPSM, NIGP-CPP, Vice President of Procurement

5008 North Westshore Blvd, Tampa, FL 33614

EVALUATION TABULATION

State Legislative Services

RESPONSE DEADLINE: May 26, 2022 at 2:00 pm

Report Generated: Tuesday, July 12, 2022

CONSENSUS SCORECARD SUMMARY

Vendor	<u>Respondent's Overall Experience and Background</u> Points Based 20 Points (20%)	<u>Lead Consultant's Overall Experience</u> Points Based 25 Points (25%)	<u>Networking Capabilities and Approach to Services</u> Points Based 20 Points (20%)	<u>Interviews</u> Points Based 20 Points (20%)	<u>Fees</u> Points Based 15 Points (15%)	Total Score (Max Score 100)
GrayRobinson, P.A.	20	25	20	20	9.33	94.3
Shumaker Advisors Florida, LLC	17	21	16	19	6.3	79.3
JEJ & Associates	14	17	14	14	15	74

Note: Attached are the Technical Evaluation Criteria as stated in the RFP. The strengths and weaknesses established by the Technical Evaluation Committee are available upon request.

Respondent's Overall Experience and Background | Points Based | 20 Points (20%)

Description:

The evaluation of the Respondent includes, at a minimum:

- a) Respondent's overall experience providing lobbying services and/or governmental affairs consulting services at the State level.
- b) Proposed key team members' overall experience providing lobbying services and/or governmental affairs consulting services at the State level.
- c) Comparable experience of the Respondent and proposed team to the requirements in this Solicitation.
- d) Comprehensive organizational descriptions which include professional history of the Respondent and demonstrate a working knowledge of previous performance of similar Services.
- e) Demonstrated experience with a track record of success working within the State governmental and legislative processes with transportation, appropriations, and economic development, particularly the House and Senate Committees on Transportation.

Additional Consideration:

- a) Feedback from client references.

Lead Consultant's Overall Experience | Points Based | 25 Points (25%)

Description:

The evaluation of the Respondent includes, at a minimum:

- a) Lead Consultant's overall experience providing lobbying services and/or governmental affairs consulting services at the State level.
- b) Demonstrated experience with a track record of success working within the State governmental and legislative processes with transportation, appropriations, and economic development, particularly the House and Senate Committees on Transportation.

Additional Consideration:

- a) Lobbying services and/or governmental affairs consulting services projects for which the Lead Consultant was the project lead.

Networking Capabilities and Approach to Services | Points Based | 20 Points (20%)

Description:

The evaluation of the Respondent includes, at a minimum:

- a) Networking capabilities of the Respondent and its proposed team including the Lead Consultant.
- b) Methodology and strategies for keeping informed of pending legislation, regulations, activities of State agencies and activities of the Authority.
- c) Methodology and strategies for seeking, identifying, developing, and securing funding sources.
- d) Demonstrated effective networking and relationship building at the State level with pertinent organizations, individuals and staff members of the Transportation Committees including, but not limited to, their chair members, ranking members, and members of leadership, as well as State agencies, including, but not limited to, the Florida Department of Transportation.

Additional Consideration:

- a) Clear and comprehensive answers that demonstrate effective networking and relationship building with applicable public organizations and individuals at the State level, and with State governmental legislative officials and their respective staff members in achieving positive results for clients.

Interviews | Points Based | 20 Points (20%)

Description:

The evaluation includes, at a minimum:

- a) Knowledge demonstrated by the Respondent's representatives who attend the interview; and
- b) Creativity of the conceptual ideas and vision for the Services.

Additional consideration will be given for:

- a) Presentation style which includes interactions among Respondent's representatives; and
- b) Communications with the technical evaluation committee.

NOTE: Clarification of information submitted in the Response that is provided in the Interview can have a effect on the scores and rankings for other evaluation criteria previously scored.

Fees | Points Based | 15 Points (15%)

Description:

The fees proposed by the Respondent in the Cost Proposal Form will be based on a mathematical calculation to obtain scoring for each Response relative to the other Responses received. The focus will be on the Respondent's proposed Annual Fixed Retainer Fee, as evaluated relative to the other proposed rates.