

Lobbyist Services • RFP No. 2023-00-010 Evaluation Committee

			Continental Strategy	Gray Robinson	The Southern Group	
Criteria	Points Allowed	Reviewer	Points Allotted	Points Allotted	Points Allotted	Notes
Evaluation Criteria No 1- Experience, expertise and knowledge of legislative process	20	N. Marano	15	18	18	
		O. Cadaval	10	15	18	
		H. Siegel	18	20	20	
Evaluation Criteria No 2- Experience representing cities and/or counties in Florida	10	N. Marano	7	9	7	
		O. Cadaval	5	10	7	
		H. Siegel	3	10	8	
Evaluation Criteria No. 3: References indicating ability to work effectively with legislators from both political parties	20	N. Marano	4	7	7	
		O. Cadaval	10	10	10	
		H. Siegel	15	18	15	
Evaluation Criteria No 4- Familiarity with Miami-Dade County legislative delegation	10	N. Marano	9	7	8	
		O. Cadaval	10	10	10	
		H. Siegel	7	10	10	
Evaluation Criteria No 5- Familiarity with the Village of Palmetto Bay	20	N. Marano	7	7	7	
		O. Cadaval	10	18	10	
		H. Siegel	10	18	15	
Evaluation Criteria No 6- Record of no legal/regulatory violations; ability to represent Palmetto Bay on a broad range of issues without significant conflicts of interest	10	N. Marano	10	10	10	
		O. Cadaval	10	5	10	
		H. Siegel	5	8	10	
Evaluation Criteria No 7- Fee Proposal	10	N. Marano	10	10	10	
		O. Cadaval	10	10	10	
		H. Siegel	10	10	10	
TOTAL	300		195	240	230	

Date: 10/30/23


Marano

Lobbyist Services • RFP No. 2023-00-010 Evaluation Committee

Criteria	Points Allowed	Continental Strategy Points Allotted	Gray Robinson Points Allotted	The Southern Group Points Allotted	Notes
Evaluation Criteria No 1: Experience, expertise and knowledge of legislative process	20	15	18	18	
Evaluation Criteria No 2: Experience representing cities and/or counties in Florida	10	7	9	7	
Evaluation Criteria No. 3: References indicating ability to work effectively with legislators from both political parties	20	4	7	7	
Evaluation Criteria No 4: Familiarity with Miami-Dade County legislative delegation	10	9	7	8	
Evaluation Criteria No 5: Familiarity with the Village of Palmetto Bay	20	7	7	7	
Evaluation Criteria No 6: Record of no legal/regulatory violations; ability to represent Palmetto Bay on a broad range of issues without significant conflicts of interest	10	10	10	10	
Evaluation Criteria No 7: Fee Proposal	10	10	10	10	
TOTAL	100	62	68	67	
Reviewer Name:					
Reviewer Signature:					
Date:					


Nick Marano
10/30/23

Lobbyist Services • RFP No. 2023-00-010 Evaluation Committee

Criteria	Points Allowed	Continental Strategy	Gray Robinson	The Southern Group	Notes
		Points Allotted	Points Allotted	Points Allotted	
Evaluation Criteria No 1: Experience, expertise and knowledge of legislative process	20	10	15	18	
Evaluation Criteria No 2: Experience representing cities and/or counties in Florida	10	5	10	7	
Evaluation Criteria No. 3: References indicating ability to work effectively with legislators from both political parties	20	10	10	10	
Evaluation Criteria No 4: Familiarity with Miami-Dade County legislative delegation	10	10	10	10	
Evaluation Criteria No 5: Familiarity with the Village of Palmetto Bay	20	10	18	10	
Evaluation Criteria No 6: Record of no legal/regulatory violations; ability to represent Palmetto Bay on a broad range of issues without significant conflicts of interest	10	10	5	10	
Evaluation Criteria No 7: Fee Proposal	10	10	10	10	
TOTAL	100	65	78	75	
Reviewer Name: Olga Cadaval					
Reviewer Signature: 					
Date: 10/20/23					

Lobbyist Services • RFP No. 2023-00-010 Evaluation Committee

		Continental Strategy	Gray Robinson	The Southern Group	
Criteria	Points Allowed	Points Allotted	Points Allotted	Points Allotted	Notes
Evaluation Criteria No 1: Experience, expertise and knowledge of legislative process	20	18	20	20	
Evaluation Criteria No 2: Experience representing cities and/or counties in Florida	10	3	10	8	
Evaluation Criteria No. 3: References indicating ability to work effectively with legislators from both political parties	20	15	18	15	
Evaluation Criteria No 4: Familiarity with Miami-Dade County legislative delegation	10	7	10	10	
Evaluation Criteria No 5: Familiarity with the Village of Palmetto Bay	20	10	18	15	
Evaluation Criteria No 6: Record of no legal/regulatory violations; ability to represent Palmetto Bay on a broad range of issues without significant conflicts of interest	10	5	8	10	
Evaluation Criteria No 7: Fee Proposal	10	10	10	10	
TOTAL	100	88	94	88	
Reviewer Name: <i>Heldi Siegel</i>					
Reviewer Signature: <i>[Signature]</i>					
Date: <i>10/30/2023</i>					