

R7 M A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE WRITTEN RECOMMENDATION OF THE CITY MANAGER (AS SET FORTH IN THE CITY COMMISSION MEMORANDUM ACCOMPANYING THIS RESOLUTION) AND WAIVING BY A 5/7TH VOTE THE FORMAL COMPETITIVE BIDDING REQUIREMENT, AS PERMITTED IN SECTION 2-367(E) OF THE CITY CODE, FINDING SUCH WAIVER TO BE IN THE BEST INTEREST OF THE CITY, AND AUTHORIZING THE CITY MANAGER AND CITY ATTORNEY TO NEGOTIATE AN AGREEMENT WITH RUBIN, TURNBULL & ASSOCIATES, INC. AND RUTLEDGE-ECENIA, (AGREEMENTS) TO PROVIDE STATE LEGISLATIVE CONSULTING SERVICES FOR A TERM OF UP TO ONE YEAR, FOR A FEE OF \$54,000 (PAYABLE IN EQUAL MONTHLY INSTALLMENTS) FOR EACH FIRM AND INCLUDING SUCH OTHER TERMS AS ARE CUSTOMARY IN SIMILAR AGREEMENTS FOR SUCH SERVICES; AND FURTHER, AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE THE AGREEMENTS.

Applicable Area:

# MIAMI BEACH

## COMMISSION MEMORANDUM

TO: Honorable Mayor and Members of the City Commission

FROM: Eric Carpenter, City Manager

DATE: December 11, 2024

TITLE: A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE WRITTEN RECOMMENDATION OF THE CITY MANAGER (AS SET FORTH IN THE CITY COMMISSION MEMORANDUM ACCOMPANYING THIS RESOLUTION) AND WAIVING BY A 5/7TH VOTE THE FORMAL COMPETITIVE BIDDING REQUIREMENT, AS PERMITTED IN SECTION 2-367(E) OF THE CITY CODE, FINDING SUCH WAIVER TO BE IN THE BEST INTEREST OF THE CITY, AND AUTHORIZING THE CITY MANAGER AND CITY ATTORNEY TO NEGOTIATE AN AGREEMENT WITH RUBIN, TURNBULL & ASSOCIATES, INC. AND RUTLEDGE-ECENIA, (AGREEMENTS) TO PROVIDE STATE LEGISLATIVE CONSULTING SERVICES FOR A TERM OF UP TO ONE YEAR, FOR A FEE OF \$54,000 (PAYABLE IN EQUAL MONTHLY INSTALLMENTS) FOR EACH FIRM AND INCLUDING SUCH OTHER TERMS AS ARE CUSTOMARY IN SIMILAR AGREEMENTS FOR SUCH SERVICES; AND FURTHER, AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE THE AGREEMENTS.

### **RECOMMENDATION**

### **BACKGROUND/HISTORY**

### **ANALYSIS**

See attached memorandum.

### **FISCAL IMPACT STATEMENT**

**Does this Ordinance require a Business Impact Estimate?**  
(FOR ORDINANCES ONLY)

If applicable, the Business Impact Estimate (BIE) was published on:

See BIE at: <https://www.miamibeachfl.gov/city-hall/city-clerk/meeting-notices/>

### **FINANCIAL INFORMATION**

## **CONCLUSION**

### **Applicable Area**

Citywide

**Is this a “Residents Right to Know” item,  
pursuant to City Code Section 2-17?**

No

**Is this item related to a G.O. Bond  
Project?**

No

**Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481,  
includes a principal engaged in lobbying?** No

If so, specify the name of lobbyist(s) and principal(s):

### **Department**

City Manager

### **Sponsor(s)**

Commissioner Alex Fernandez

### **Co-sponsor(s)**


### **Condensed Title**

Accept Rec/Waive Bid/Negotiate Agmt, Provide State Legislative Consulting Services. CM  
(Fernandez) 5/7

# MIAMI BEACH

## COMMISSION MEMORANDUM

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### **RECOMMENDATION**

The City is currently considering the recession of the primary lobbying contract for state legislative items. We recently awarded a secondary contract for these services in the October meeting, that agreement is nearly finalized. We are concerned with being left in the middle of session without sufficient representation. In the event that the Commission chooses to cancel the current contract, the City Manager recommends that the Mayor and City Commission waive, by a 5/7ths vote, the formal competitive bidding requirement, as permitted in Section 2-367(e) of the City Code, as being in the best interest of the City, and authorize the City Manager and City Attorney to negotiate an agreement with Rubin, Turnbull & Associates, Inc. and Rutledge-Ecenia to provide state legislative consulting services for a term of up to a year, for a fee of \$54,000 (payable in equal monthly installments) for each firm and including such other terms as are customary in similar agreements for such services. The City Manager further recommends that the Mayor and City Commission authorize the City Manager and City Clerk to execute the final agreement with Rubin, Turnbull & Associates, Inc. and Rutledge-Ecenia, following successful negotiations.

### **BACKGROUND/HISTORY**

In preparation for the 2025 legislative session, the City has identified a significant need to enhance its state legislative representation to advocate for the City's key legislative priorities. As part of the City's efforts to procure additional state legislative consulting services, the City issued RFQ No. 2024-413-WG for State Legislative Consulting Services on June 26, 2024. The solicitation received two proposals: one from Capital City Consulting, LLC, and the other from Sun City Strategies, LLC.

On October 30, 2024, the City Commission, through Resolution No. 2024-33303, authorized the City Manager to negotiate an agreement with Capital City Consulting, LLC, as the top-ranked proposer. Given the substantial scope of the City's legislative priorities, it is important to ensure we have sufficient resources to increase the City's advocacy efforts from last session.

### **ANALYSIS**

Due to the timing of this situation and the impending legislative session, we want to ensure the City's interests are positioned to be ready to respond to any issues that may arise.

Rubin, Turnbull & Associates, Inc. and Rutledge–Ecenia are highly regarded government relations firm with a proven track record of success in representing clients before the Florida State Legislature, Governor's office, and other state agencies. Both firms have a deep understanding of local legislative issues, coupled with their extensive experience in South Florida, uniquely positions them to support the City's legislative agenda for the upcoming 2025 session.

Given both firms expertise and established presence in the region, the City Manager has determined that retaining their services will be a valuable complement to the services provided by Capital City Consulting, LLC. To expedite the engagement of these firms, the City Administration recommends waiving the formal competitive bidding process, in accordance with Section 2-367(e) of the City Code, which permits such a waiver by a 5/7th vote of the City Commission if deemed to be in the best interest of the City.

### **FISCAL IMPACT STATEMENT**

The total cost of the services provided by Rubin, Turnbull & Associates, Inc. and Rutledge–Ecenia, is \$54,000 each for a total of \$108,000 for up to a one-year term, payable in equal monthly installments. The cost of these services has been allocated within the City's budget for state legislative consulting services

### **Does this Ordinance require a Business Impact Estimate?** (FOR ORDINANCES ONLY)

If applicable, the Business Impact Estimate (BIE) was published on:

See BIE at: <https://www.miamibeachfl.gov/city-hall/city-clerk/meeting-notices/>

### **FINANCIAL INFORMATION**

### **CONCLUSION**

For the reasons outlined above, it is recommended that the Mayor and City Commission approve the attached Resolution, authorizing the City Manager and City Attorney to negotiate an agreement with Rubin, Turnbull & Associates, Inc. and Rutledge–Ecenia, for state legislative consulting services, and further authorizing the City Manager and City Clerk to execute the final agreements.

### **Applicable Area**



Citywide

**Is this a "Residents Right to Know" item, pursuant to City Code Section 2-17?**

**Is this item related to a G.O. Bond Project?**

No

**Was this Agenda Item initially requested by a lobbyist which, as defined in Code Sec. 2-481, includes a principal engaged in lobbying?** No

If so, specify the name of lobbyist(s) and principal(s):

**Department**

City Manager

**Sponsor(s)**

**Co-sponsor(s)**

**Condensed Title**

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE WRITTEN RECOMMENDATION OF THE CITY MANAGER (AS SET FORTH IN THE CITY COMMISSION MEMORANDUM ACCOMPANYING THIS RESOLUTION) AND WAIVING BY A 5/7TH VOTE THE FORMAL COMPETITIVE BIDDING REQUIREMENT, AS PERMITTED IN SECTION 2-367(E) OF THE CITY CODE, FINDING SUCH WAIVER TO BE IN THE BEST INTEREST OF THE CITY, AND AUTHORIZING THE CITY MANAGER AND CITY ATTORNEY TO NEGOTIATE AN AGREEMENT WITH RUBIN, TURNBULL & ASSOCIATES, INC. RUTLEDGE-ECENIA (AGREEMENTS) TO PROVIDE STATE LEGISLATIVE CONSULTING SERVICES FOR A TERM OF UP TO ONE YEAR, FOR A FEE OF \$54,000 (PAYABLE IN EQUAL MONTHLY INSTALLMENTS) FOR EACH FIRM AND INCLUDING SUCH OTHER TERMS AS ARE CUSTOMARY IN SIMILAR AGREEMENTS FOR SUCH SERVICES; AND FURTHER, AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE THE AGREEMENTS.

RESOLUTION NO. 2024 - \_\_\_\_\_

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE WRITTEN RECOMMENDATION OF THE CITY MANAGER (AS SET FORTH IN THE CITY COMMISSION MEMORANDUM ACCOMPANYING THIS RESOLUTION) AND WAIVING BY A 5/7TH VOTE THE FORMAL COMPETITIVE BIDDING REQUIREMENT, AS PERMITTED IN SECTION 2-367(E) OF THE CITY CODE, FINDING SUCH WAIVER TO BE IN THE BEST INTEREST OF THE CITY, AND AUTHORIZING THE CITY MANAGER AND CITY ATTORNEY TO NEGOTIATE AN AGREEMENT WITH RUBIN, TURNBULL & ASSOCIATES, INC. AND RUTLEDGE-ECENIA, (AGREEMENTS) TO PROVIDE STATE LEGISLATIVE CONSULTING SERVICES FOR A TERM OF UP TO ONE YEAR, FOR A FEE OF \$54,000 (PAYABLE IN EQUAL MONTHLY INSTALLMENTS) FOR EACH FIRM AND INCLUDING SUCH OTHER TERMS AS ARE CUSTOMARY IN SIMILAR AGREEMENTS FOR SUCH SERVICES; AND FURTHER, AUTHORIZING THE CITY MANAGER AND CITY CLERK TO EXECUTE THE AGREEMENTS.

**WHEREAS**, at the March 13, 2024 Commission meeting, the City Commission approved a referral to the Finance and Economic Resiliency Committee (FERC) to discuss the allocation of funding for new or additional lobbying efforts to advocate for the City for the 2025 legislative session; and

**WHEREAS**, recognizing the significant need to enhance the City's state legislative representation to advocate for the City's key legislative priorities, on April 9, 2024, the FERC recommended that the City proceed with procuring additional State Legislative Consulting Services for the 2025 legislative session, which recommendation was approved by the City Commission at the May 15, 2024, meeting; and

**WHEREAS**, on June 26, 2024, the City Commission approved the issuance of RFQ No. 2024-413-WG for State Legislative Consulting Services, with responses due on August 16, 2024; and

**WHEREAS**, two proposals were received in response to RFQ No. 2024-413-WG: one from Capital City Consulting, LLC ("Capital City"), and another from Sun City Strategies, LLC ("Sun City"); and

**WHEREAS**, at the conclusion of the procurement process, the City Commission, through Resolution No. 2024-33303 adopted on October 30, 2024, accepted the recommendation of the City Manager to enter into negotiations with Capital City, the top-ranked proposer; and

**WHEREAS**, the negotiation of the agreement with Capital City is nearly finalized; and

**WHEREAS**, the City is currently considering the rescission of the primary lobbying contract for state legislative items; and

**WHEREAS**, given the substantial scope of the City's legislative priorities, it is important to ensure the City has sufficient resources to increase the City's advocacy efforts from last session; and

**WHEREAS**, if the Commission chooses to terminate the primary lobbying contract for convenience, the City Manager recommends that the Mayor and City Commission waive, by a 5/7ths vote, the formal competitive bidding requirement, as permitted in Section 2-367(e) of the City Code, as being in the best interest of the City, and authorize the City Manager and City Attorney to negotiate an agreement with each of Rubin, Turnbull & Associates, Inc. and Rutledge & Ecenia, P.A. to provide state legislative consulting services for a term of up to a year, for a fee of \$54,000 (payable in equal monthly installments) for each firm, and including such other terms as are customary in similar agreements for such services; and

**WHEREAS**, Rubin, Turnbull & Associates, Inc. ("RTA") and Rutledge & Ecenia, P.A. are highly regarded government relations firms with a proven track record of success in representing clients before the Florida State Legislature, Governor's office and other state agencies, and

**WHEREAS**, both firms have a deep understanding of local legislative issues, coupled with extensive experience in South Florida, which uniquely positions them to support the City's legislative agenda for the upcoming 2025 season; and

**WHEREAS**, given both firms' expertise and established presence in the region, the City Manager has determined that retaining their services will be a valuable complement to the services provided by Capital City; and

**WHEREAS**, to expedite the engagement of these firms, the City Administration recommends waiving the formal competitive bidding process, in accordance with Section 2-367(e) of the City Code; and

**WHEREAS**, pursuant to Section 2-367(e) of the City Code, upon the written recommendation of the City Manager, the formal competitive bidding requirement may be waived by a 5/7th vote of the City Commission if the waiver is deemed to be in the best interest of the City; and

**WHEREAS**, the City Commission has determined it is in the best interest of the City to waive the competitive bidding requirement in order to engage Rubin, Turnbull & Associates, Inc. and Rutledge & Ecenia, P.A. for state legislative consulting services.



**NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA**, that the Mayor and City Commission hereby accept the written recommendation of the City Manager (as set forth in the City Commission Memorandum accompanying this Resolution) and waive by a 5/7th vote the formal competitive bidding requirement, as permitted in Section 2-367(e) of the City Code, finding such waiver to be in the best interest of the City, and authorize the City Manager and City Attorney to negotiate an agreement with Rubin, Turnbull & Associates, Inc. and Rutledge & Ecenia, P.A. ("Agreements"), to provide state legislative consulting services for a term of up to one year, for a fee of \$54,000 (payable in equal monthly installments) for each firm and including such other terms as are customary in similar agreements for such services; and further, authorize the City Manager and City Clerk to execute the Agreements.

**PASSED AND ADOPTED** this \_\_\_\_ day of \_\_\_\_\_, 2024.

**ATTEST:**

\_\_\_\_\_  
Steven Meiner, Mayor

\_\_\_\_\_  
Rafael E. Granado, City Clerk

APPROVED AS TO  
FORM & LANGUAGE  
& FOR EXECUTION



\_\_\_\_\_  
City Attorney

12/9/2024

\_\_\_\_\_  
Date