



**SARASOTA**  
County Schools

**MATERIALS MANAGEMENT**  
PURCHASING DEPARTMENT  
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SarasotaCountySchools.net

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October 26, 2016

**MEMORANDUM**

**TO:** Lori White, Shirley Brown, Caroline Zucker, Jane Goodwin,  
Frank Kovach, Bridget Ziegler, Eric Robinson, Mitsi Corcoran

**FROM:** Carol Lichon, Director of Materials Management

**RE:** State Legislative Services

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In the enclosed binder, you will find information regarding input received from two workshops where State Legislative Services was the topic. As a result of this feedback, a survey was solicited from several vendors that had documented experience with K-12 school districts.

A summary within outlines the vendors that have current contracts that have been competitively bid that are eligible for our District to cite for use as a 'piggyback' option. I have included the dollar amount of each of these contracts as a basis for this service.

Also enclosed in the binder is the document that was solicited by each of the school districts indicated and the vendors' responses.

Once you review and make a choice as to which vendor best fills your needs, Purchasing will seek to begin the negotiation process.

If you need additional information, please contact me or Mitsi Corcoran.

STATE LEGISLATIVE SERVICES  
SUMMARY OF VENDORS/CONTRACTS

VENDOR	CONTACT INFO	ADDRESS	CONTRACT	CONTRACT TERM	DOLLAR AMOUNT OF CONTRACT	COMMENTS
BALLARD PARTNERS, INC.	Brian Ballard ballard@ballardfi.com office (850) 577-0444	403 East Park Avenue Lively House Tallahassee, FL 32301	Hernando County Schools	Current term 9/1/16 - 6/30/17	\$57,000/yr	Exempt from bidding Professional Services
CAPITAL CITY CONSULTING	Nick Iarossi cell (850) 445-7255 niarossi@capcityconsult.com Ron LaFace cell:(850)445-7258 rlaface@capcityconsult.com office (850-222-9075)	101 East College Aveune, Suite 502 Tallahassee, FL 32301	Duval County Schools ITN# 04-16/TW	Current term - 7/1/16 - 6/30/17	Current - \$90,000/yr payable at rate of \$7500/month	Original award was for Local, State, and Federal Services. Current contract is for Local and State Services only.
			Palm Beach Schools	Current term - 7/1/16 - 6/30/17	\$65,000/yr payable monthly	Exempt from bidding Professional Services
METZ, HUSBAND & DAUGHTON, PA	Allison Liby-Schoonover allison.liby- schoonover@MHDfirm.com cell (850) 321-4799 office (850) 205-9000	119 S. Monroe Street, Suite 200 Tallahassee, FL 32301	Brevard County Schools RFP#16-P-080-EP	7/19/16 - 7/30/19 with option to renew for two, 1- yr renewals	\$50,000/yr + \$10K travel	With SBSC approval, CCC intends to subcontract with Vern Pickup-Crawfords of Schoolhouse Consulting to assist in providing the services.
			Seminole Schools 14150027SQ Awarded as primary vendor - policy advocacy	11/18/14 - 11/17/19 for policy advocacy	\$50,000/yr payable monthly (4,166.67/mo)	Seminole County Schools - Awarded Metz, Husband, & Daughton PA as primary vendor - policy advocacy; Southern Strategy Group secondary vendor for appropriations.
SOUTHERN STRATEGY GROUP, INC	Laura Boemer boehmer@sstrategy.com office (813) 563-4100	201 E Kennedy Blvd Suite 1450 Tampa, FL 33602	Seminole Schools 14150027SQ Awarded as secondary vendor - appropriations	7/1/16 - 6/30/17 for appropriations	\$4,000/mo 7/1/16 - 4/30/17	Seminole County Schools - Awarded Metz, Husband, & Daughton as primary vendor - policy advocacy; Southern Strategy Group secondary vendor for appropriations.
					\$3,000/mo 5/1/17 - 6/30/17	Southern Strategy Group has a negotiated contract with Sarasota County Gov