

Response to Charlotte County, FL Request for Proposal for State Lobbying Services (20250392)

SUBMITTED BY

**H. French Brown IV
Jennifer P. Ungru**

Jones Walker LLP

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June 26, 2025

H. French Brown IV

Partner

D: 850.214.5075

M: 850.459.0992

fbrown@joneswalker.com

Rhiannon Mills
Senior Contract Specialist
Charlotte County Administration Complex
Purchasing Division
18500 Murdock Circle, Suite 344
Port Charlotte, FL 33948-1094

Re: Response to RFP for Charlotte County, Florida (20250392) State Lobbying Services

Dear Rhiannon:

Jones Walker is pleased to submit this proposal in response to the Charlotte County (County) Request for Proposal (RFP) for State Lobbying Services. With decades of experience representing counties, cities, and political subdivisions before the Florida Legislature and executive agencies, our team is uniquely positioned to advocate effectively on the County's behalf.

Our Tallahassee-based Government Relations and Lobbying Team includes former legislators, agency leaders, and seasoned professionals with deep knowledge of local government issues and the legislative process. We offer strategic advocacy, legislative drafting, and regulatory support, backed by strong relationships across state government.

Jones Walker's collaborative approach ensures that each client receives tailored support from the most qualified team members. We maintain open, responsive communication and provide timely updates, legislative tracking, and strategic counsel throughout the year.

As one of the largest law firms in the Southeast, with more than 350 attorneys and a strong presence in Florida, Jones Walker combines legal excellence with a deep commitment to public service. We are proud of our longstanding relationship with Charlotte County and look forward to continuing as your trusted partner in state government affairs.

Sincerely,



H. French Brown IV

Qualifications

Introduction and Executive Summary

Jones Walker LLP is pleased to submit our response to Charlotte County's Request for Proposal for State Lobbying Services. Our Tallahassee-based Government Relations and Lobbying Team's combined experience with the Florida Legislature exceeds 150 years. Each member of our team has worked in the Florida government, which provides us with numerous connections in various state executive agencies. We are confident in our ability to deliver the services outlined in the Scope of Work with responsiveness, strategic insight, and a commitment to results.

Our team has a long-standing track record of success in legislative advocacy, regulatory engagement, and navigating executive branch agencies. We understand the distinct challenges local governments face and are well-versed in both ongoing and emerging policy issues. From permitting, procurement, and tax issues to state appropriations and intergovernmental coordination, we provide comprehensive support rooted in practical experience.

Charlotte County benefits from our deep understanding of Florida's political and regulatory landscape. Our team includes a former state legislator and professionals who have held senior roles within both the legislative and executive branches. This experience allows us to anticipate policy developments, shape outcomes, and deliver clear, strategic guidance tailored specifically to the County's needs. We work to ensure that complex issues are translated into effective, actionable approaches that support Charlotte County's goals at every stage of the legislative process.

We maintain strong, trusted relationships with key decision-makers in Tallahassee—including legislators, agency leadership, and committee staff, allowing us to offer timely insights and proactive representation. Our team continues to evolve with new talent and perspectives, ensuring we remain effective in an ever-changing environment.

Legislative success regularly requires strong collaboration efforts. Jones Walker is also a respected partner in coalition-building efforts and regularly joins forces with organizations such as the Florida Association of Counties, the Florida League of Cities, and other state associations. We have successfully championed and defended local government interests on a broad range of issues, including environmental policy; public records; state budget; local taxation; the protection of local government employees; land use issues, including annexation; and disaster response.

Charlotte County is a valued client, and we are committed to offering direct access to our full team and firmwide resources. As a law firm, we place a premium on conflict avoidance and foresee no conflicts in our representation. We are selective in our governmental engagements and intentionally maintain a limited public-sector client roster to preserve the integrity and exclusivity of our advocacy.

We look forward to continuing our partnership with Charlotte County as a trusted advocate at the state level and are ready to deliver results aligned with your priorities.

Firm Overview

Jones Walker is one of the 145 largest law firms in the United States, with more than 350 attorneys and 250 professional staff across offices in Alabama; Arizona; Washington, DC; Florida; Georgia; Kentucky; Louisiana; Mississippi; New York; and Texas. With offices in Tallahassee and Miami, we maintain a strong presence in Florida and are well positioned to support Charlotte County's needs from the state capital.

Our attorneys deliver high-quality legal services with a focus on creativity, responsiveness, and personalized client care. We are consistently recognized by leading legal rankings, including:

- The 2025 edition of *The Best Lawyers in America*®, published by *U.S. News – Best Lawyers*®, lists 149 Jones Walker attorneys. Among them are 12 Jones Walker attorneys who received the esteemed *The Best Lawyers in America* “Lawyer of the Year” designation. In addition, 36 Jones Walker attorneys are recognized on the publication’s “Ones to Watch” 2025 list. The firm is included in the 2024 *U.S. News – Best Lawyers* list of “Best Law Firms.”
- The current editions of Super Lawyers’ publications list 58 Jones Walker attorneys as “Super Lawyers” and “Rising Stars.”

Jones Walker combines national reach with deep local insight, offering the financial strength, legal talent, and government relations experience to serve Charlotte County effectively. Successful advocacy requires technical expertise; because our team’s legal experience coincides with the same issues that are a priority to the County, we are well versed in the nuances of those policies. Not only do we advocate on these issues at a legislative level, but we also regularly provide legal counsel on issues ranging from land use to taxation, and litigate these matters in both administrative and civil courts. The depth of our legal experience further strengthens our reputation with the Legislature and the executive branch on these topics.

Florida Government Relations & Legislative Advocacy

Jones Walker’s Government Relations Practice Group represents a wide range of public and private sector clients in advancing their legislative, regulatory, legal, and public policy goals across Florida. Our team is well-positioned to meet and exceed the requirements outlined in Charlotte County’s request for state lobbying services.

In today’s dynamic policy environment, virtually every aspect of local government is impacted by state legislative and regulatory decisions. Our team brings extensive experience in economic development, taxation, land use, education, environment, and healthcare — along with a decade of direct advocacy on behalf of Charlotte County. Many of our past accomplishments on behalf of Charlotte County are outlined below.

We have a strong track record of representing counties, municipalities, and other political subdivisions before the Florida Legislature and executive agencies. Our team includes former legislators, senior legislative and executive staff, and policy experts with deep institutional knowledge and well-established relationships across all branches of state government.

Success requires developing and executing thoughtful strategies that align with each client’s goals. Our work includes tracking legislation and proposals, developing policy language and messaging, identifying appropriations opportunities, and advocating before both the Legislature and executive agencies. We also assist clients in drafting legislation, securing sponsors, and navigating the administrative process.

Support Tailored to Charlotte County’s Needs

Jones Walker offers a comprehensive, team-based approach to state advocacy. For Charlotte County, we propose French Brown and Jennifer Ungru as the lead contacts, supported by a team aligned to your issue areas. Our services include:

- **Collaborating with commissioners and County staff** to identify and shape the County’s annual legislative priorities, including both policy goals and funding requests.
- **Conducting targeted research and data collection** to support issue development, messaging, and appropriations language.

- **Tracking relevant legislation, agency actions, and budget developments** throughout the interim and session, both regular and special.
- **Developing tailored strategies** to support, oppose, or amend proposed policy in line with County positions.
- **Facilitating meetings and direct engagement** with legislators, agency officials, and key decision-makers.
- **Creating briefing materials and advocacy documents** to clearly communicate the County's priorities.
- **Advising when in-person advocacy by commissioners or staff** would be most impactful—and coordinating and scheduling those meetings as needed.
- **Monitoring activity at executive agencies**, including regulatory proposals and grant or funding opportunities relevant to the County.
- **Interfacing with state and Cabinet agencies to mitigate or resolve County concerns**, notably grant deadline extensions, disaster response coordination, and funding opportunities.
- **Assisting in the development and execution of appropriations requests** including sponsor recruitment, and compliance with documentation requirements.
- **Providing real-time updates and written summaries** throughout the process, including weekly reports during sessions and ad hoc briefings on emerging developments for appropriations and substantive policy.
- **Coordinating closely with other lobbyists and stakeholder groups**—including staff and representatives of the Florida Association of Counties, the Florida League of Cities, individual municipalities, other associations, and County-contracted lobby teams whose efforts align with Charlotte County's positions—to ensure unified messaging and maximize impact.

Located just steps from the Capitol, our Tallahassee office enables rapid response to emerging issues and supports ongoing access to legislators, agency leaders, and staff. We maintain the resources and experience to support Charlotte County through every stage of the process—from strategic planning to final passage.

With a decade of experience advancing Charlotte County's priorities, we are proud to offer continuity, trusted relationships, and proven results.

Proposed Team

Jones Walker's Florida Government Relations and Lobbying Team operates out of our Tallahassee office and brings together a deeply experienced group of professionals. As a client, Charlotte County would have access to the full team, including attorneys Peter Dunbar, Marc Dunbar, and French Brown, along with government relations professionals Jennifer Ungru, Andrés Malavé, and Chris Moya.

Should our representation with the County continue, French Brown and Jennifer Ungru would remain the primary contacts, ensuring continuity and a deep understanding of the County's needs. With the County's approval, we would also continue our subcontract with Martha J. Edenfield, P.A., who has been an integral part of the team.

Collectively, our team brings more than 150 years of experience in state government relations and lobbying. We are proud to be recognized among the most effective and respected firms representing both local governments and private sector clients in Tallahassee, with each member contributing unique strengths and perspectives to advance client goals.



H. French Brown, IV
Partner

850.214.5075
fbrown@joneswalker.com



Marc W. Dunbar
Partner

850.214.5080
mdunbar@joneswalker.com



Peter M. Dunbar
Special Counsel

850.214.5085
peterdunbar@joneswalker.com



Andrés Malavé
Director of Government
Relations – Executive Branch

850.214.5145
amalave@joneswalker.com



Christopher Moya
Director, Business Advisory and
Management Consulting

850.214.5110
cmoya@joneswalker.com



Jennifer P. Ungru
Director of Government
Relations

850.214.5120
jungru@joneswalker.com

The Jones Walker team maintains a balanced workload across all members, ensuring highly responsive service to our clients. We offer Charlotte County a deep bench of resources capable of delivering a full range of services outlined in the Scope of Services. Our team is well positioned to meet all of the County's needs efficiently and effectively throughout the duration of the contract.

We are fully versed in the House Rules for Lobbying and Public Contract Disclosure, as well as the applicable statutory and Joint Rules governing lobbying activities. Jones Walker complies with all state ethics and

accountability requirements and is well-equipped to assist the County in navigating existing regulations and any changes adopted by new legislative leadership. Our team can research and offer informed guidance on statutory, administrative, and legislative rule compliance, and we are available to coordinate with the County's general counsel on recommended practices. As members of the Florida Bar, our attorneys are held to the highest standards under the Rules of Professional Conduct. In addition, our team includes a former chair and two-term member of the Florida Ethics Commission, reinforcing our commitment to integrity and compliance.

Our team is comprised of seasoned professionals with decades of experience:

- **French Brown** blends lobbying and legal experience with a focus on state and local tax issues. His prior leadership role at the Florida Department of Revenue combined with his deep involvement with the annual legislative tax package for the past decade, makes him a key advisor on fiscal matters affecting local governments.
- **Marc Dunbar** has earned a reputation for crafting innovative legislative and legal solutions across a range of regulated industries. He is recognized for his work in gaming law, ethics, and elections.
- **Pete Dunbar**, our most senior lobbyist, has spent more than 40 years representing local governments. A former member of the Florida House representing Pinellas County, Pete brings unmatched institutional knowledge, legislative strategy, and deep respect across Florida's political landscape.
- **Andrés Malavé** is an experienced political and policy consultant who has worked with organizations across Florida to build coalitions and pursue initiatives that help improve the state's economy. Andrés is known for his extensive network of governmental and business contacts, and his ability to align diverse perspectives in the pursuit of common objectives.
- **Chris Moya** brings more than 20 years of strategic consulting and public affairs experience. With a background in Senate leadership offices, Chris provides seasoned advocacy before the governor and Cabinet and has successfully represented both local governments and major private sector clients.
- **Jennifer Ungru** brings expertise in legislative advocacy, policy, messaging, and crisis management. She held senior roles in the Governor's office and led major reforms at the Agency for Health Care Administration. Jennifer has strong ties to state policymakers and is a trusted strategic advisor.

Full bios are provided in Appendix A.

Proven Experience

Ability to Represent Local Government Clients Before the Legislature and Executive Branch

Jones Walker has a long-standing history of effectively representing local government entities on a broad array of fiscal, regulatory, administrative, and substantive issues as listed in the potential state subject areas of interest. We have a record of successfully obtaining multi-millions of dollars in project funding through legislative appropriations and executive agency grants. Recent examples include funding of emergency operations centers, roadway and intersection improvements, and economic development funding, as well as funding for parks and water projects, to name a few. We have worked to legislatively defeat unfunded mandates, protect home rule authority, and maintain sovereign immunity protections and caps. For over 20 years, members of the Jones Walker team have worked on every piece of tax legislation, including those related to the telecommunications services tax, the tourist development tax, and local government fiscal policy issues. We have extensive experience working on regulatory issues on behalf of our local entity clients related to environmental permitting, energy programs, disaster mitigation and transportation, economic development, housing and community development, growth management, public works – general infrastructure, water and wastewater infrastructure, and tourism. We have worked on legislation related to public safety issues, including building code/construction permitting, resiliency, ambulance service, and firefighter protection. We recently spearheaded the passage of the public records exemption for county attorneys and their families and have worked on local government administration issues related to human resources/employee benefits and the Florida Retirement System. We have years of experience with election law issues, both legal and legislative.

We have authored local bills and navigated the local bill process to successfully pass local bills addressing subjects as legally complicated and varied as the creation of independent special districts, repealing a reverter clause associated with sovereign submerged lands, and changing the membership of a tourist development council to ensure that our client had voting representation. Most recently, we worked with the local bill sponsor, legislative staff, and county legal staff to improve the Bocilla Island Chain Conservation District proposal prior to the bills being filed.

While we bring extensive experience representing local governments, we remain highly selective in our client engagements to avoid any real or perceived conflicts of interest before both the Legislature and the executive branch.

Charlotte County benefits from our strong relationships with the Florida Legislature and executive agencies, which allow us to deliver timely, actionable information to support informed decision-making throughout the legislative and regulatory processes.

Jones Walker's Government Relations and Lobbying Team strengthens the County's position through active involvement in political activity across the state. This engagement fosters strong bipartisan relationships with legislators and key political leaders from all regions of Florida, building trust and access at every level of state government.

Our team brings a track record of success across a broad spectrum of policy and budget issues. We've played a central role in statewide debates, including defending local control against preemption efforts and advocating on matters that directly impact local government revenues such as the communications services tax, and local business taxes. We will also play an instrumental role in the 2027 Tax and Budget Reform Commission process.

With deep knowledge of local government issues—honed through representing Charlotte County and other Florida governmental entities—we are well equipped to support policy development and navigate legislative complexities on the County's behalf. Our extensive relationships with key legislators, state agencies, and governmental leaders enable us to advocate effectively and are built on a foundation of trust and respect.

This technical expertise positions us as trusted advisors to legislators on substantive and strategic matters, earning respect across all facets of the legislative process.

Deep experience and relationships extend to the executive branch as well. Five of our team members have held leadership roles within the executive branch, giving us invaluable insight into its inner workings and constraints. Our extensive contacts across the Governor's office, Cabinet offices, and state agencies enable us to effectively assist clients in navigating executive branch processes. These relationships position us to monitor and advocate proactively for Charlotte County while identifying new opportunities for growth and support. Such connections are critical for managing routine issues faced by County Commissioners and staff and become even more vital during public emergencies. For instance, our team successfully facilitated the inclusion of multiple entities as essential workers in the key Executive Orders issued during the COVID-19 pandemic. Throughout recent major hurricanes and the pandemic, we regularly updated the County on funding opportunities at the federal, state, and local levels, and we alerted the County to potential threats to the state and local economies. We facilitated direct communications with key governmental staff, including Emergency Support Functions at the Emergency Operations Center, during these activations.

We have developed a highly effective lobbying team because we are knowledgeable and strategic, but also because we are good communicators, with our clients and governmental decision makers. Charlotte County has and will have constant access to our entire team and will continue to have timely and in-depth attention to your issues. We regularly provide real-time status updates as well as more thorough analyses of those issues of interest. We will provide timely information and advice on state funding opportunities to support County programs and services and facilitate state consideration of County applications. We can provide in-depth assessments regarding budgetary and regulatory issues affecting the County. This includes regular written reports and communications on issues of specific interest to the County throughout the year.

Charlotte County benefits from a dedicated lobbying team known for its deep policy expertise, strategic insight, and strong communication with both clients and government decision makers. The County has direct, consistent access to our full team, ensuring responsive and detailed attention to priority issues. Real-time updates are paired with in-depth analysis of key matters, along with timely guidance on state funding opportunities to support County programs and services. Our team also facilitates review of County applications and provides regular assessments of relevant budgetary and regulatory developments through written reports and ongoing communication.

During the legislative session, we provide weekly written status reports on the State Legislative Agenda and remain available for weekly status calls with your designated contacts. We will work at the direction of the Board of County Commissioners with the assistance of the County Administrator. We also stand ready to travel to Charlotte County as needed to report on our activities and maintain close communication.

Coordination with Stakeholders

With extensive experience in government service and private practice representing a broad range of corporate, nonprofit, and governmental clients, Jones Walker values collaboration with key stakeholders. We actively coordinate with organizations such as the Florida Association of Counties (FAC), The Florida Public Transportation Association, and the Florida Shore and Beach Preservation Association to build effective coalitions tailored to client needs. We actively participate in the weekly FAC Capitol meetings during the legislative session. We also work closely with environmental consultants on specialized legislative projects and have partnered with FAC members on critical issues related to public records exemptions, preemptions, and unfunded mandates.

Our team has demonstrated success working closely with the FAC and other local government stakeholders in supporting or opposing legislation, budget matters, and agency rules impacting municipalities. Jones Walker led the multi-year effort for passage of the City and County Attorney Public Records exemptions, collaborating closely with the Florida Association of Counties and Palm Beach County. We helped defeat efforts to preempt short-term vacation rental regulations, block increases to sovereign immunity limits, and prevent changes to the Bert J. Harris Act regarding settlement applicability. We have coordinated with other advocacy teams representing clients with interests in Charlotte County, including the Tampa Bay Rays related to its spring training facility.

We are motivated by achieving results for our clients, not seeking recognition. As lawyers and government affairs professionals, we are trained to find solutions, draft legislation, and develop programs that implement the County's legislative goals.

Proactive Approach

Jones Walker takes a forward-looking approach to client service by continuously monitoring grant and funding opportunities in areas such as transportation, community and economic development, environmental protection, infrastructure improvements, hurricane recovery, housing and urban development, homelessness programs, and intermodal initiatives. We proactively alert County staff and assist with pursuing these opportunities, including support for permitting and compliance.

Our focus remains on delivering results—solving problems, drafting legislation, and implementing strategies that advance Charlotte County's legislative agenda.

Communication

In addition to our deep experience in local government matters, our effectiveness stems from strong, consistent communication with our clients. We offer:

- Clear, ongoing communication with County staff
- Strategic guidance based on decades of experience
- Skilled advocacy on complex legislative issues
- Thorough research and legislative drafting capabilities

We assign each task to the team member best suited by experience and relationships, ensuring the most effective representation.

Early Engagement and Agenda Development

We begin by understanding the County's unique goals and priorities. If selected, we are available for in-person or virtual briefings to align early on strategy. This proactive approach allows us to engage key stakeholders well before the legislative session begins, maximizing the County's influence.

Agility During Session

Legislative sessions often bring unexpected challenges, especially around preemption and threats to local authority. Our team is trained to quickly analyze proposed bills and amendments, identify risks, and respond strategically to protect the County's interests.

Reporting and Responsiveness

We provide weekly, issue-specific reports during committee weeks and the legislative session. Beyond scheduled updates, we maintain regular contact with your designated representative to share developments, request feedback, and flag opportunities. We also provide written materials and guidance to support the County's direct engagement with legislators and agency staff.

Year-Round Support

Communication continues outside of the session. We keep clients informed of grant opportunities, agency actions, and executive initiatives. Whether in-person or virtual, we are always available to meet and advise on how to effectively navigate state government.

History of Demonstrated Competence

Below are some highlights of our team's history and experience in the representation of local governments and public sector entities:

Emergency Preparedness and Recovery

- Secured \$12 million in funding for Charlotte County Emergency Operations Center Improvements.
- Obtained \$1 million in funding for the Pre- and Post-Disaster Volunteer Host Facility/Dormitory at Charlotte Sports Park.
- Secured legislative approval of \$825,000 for Charlotte County High Water Rescue Vehicles.
- Secured \$13,707,160 for the Lee County Emergency Operations Center Expansion.
- Assisted Manatee County in revisions to hurricane shelter plans.
- Secured \$1 million for Manatee County shelter hardening renovations and upgrades.
- Secured millions of dollars in funding for Hurricane Disaster Relief Funds
- Facilitated FEMA/FDEM approval and funding for emergency beach re-nourishment, from application through funding
- Worked with the Executive Office of the Governor to secure bonuses for EMT personnel as first responders.
- Helped the City of Clearwater obtain funding for a Homeland Security Volunteer Team and Emergency Operations Center.
- Secured passage of legislation requiring a study of the appropriate boundaries of the Citizens Property Insurance High-Risk Account.

Economic Development, Commerce, Tourism, and Taxes

- Currently working closely with the House's Select Committee on Property Taxes regarding potential amendments to the State Constitution in 2026.
- Worked to defeat legislation to change the authorization, collection, and mandated use of TDT funds to offset property taxes.
- Assisted Charlotte County in obtaining economic development assistance monies by gubernatorial decision.
- Actively advocated for the creation of permanent sales tax exemptions for hurricane preparedness items.
- Worked to pass temporary sales tax exemptions for Energy-Star appliances and impact-resistant windows and doors.
- Worked closely on legislation designed to provide property tax relief related to residential buildings made uninhabitable after a storm, while protecting the County's ability to levy special assessments.
- Advocated for property tax incentives to increase the development of certain renewable energy projects to expand the state's use of green energy and subsequently expanded the incentive to include electricity produced from biogas.

- Defeated legislation and proposed a constitutional amendment which would have imposed review and repeal of sales tax exemptions, including sales tax on services.
- Played a leadership role in defeating the Online Travel tax exemption bills during multiple Legislative Sessions.
- Played an integral role in the creation and expansion of the statewide Brownfields Program and extended the Brownfields Loan Guarantee Program.
- Obtained ad valorem incentives and a sales tax exemption for data centers, and assisted in the exemptions extension until 2037.
- Worked to exempt qualifying manufacturing machinery and renewable energy systems from sales tax.
- Worked closely with the Commissioner of Agriculture and the Legislature to create the farm sales tax exemption for agricultural materials (TEAM) card.
- Helped to pass and re-implement caps on attorneys' fees in workers' compensation cases.
- Actively participated in the effort to substitute comparative fault for joint and several liability issues.
- Secured legislation which expanded and created enterprise zones for various local government clients.
- Successfully teamed with Florida League of Cities and others to defeat legislation imposing additional restrictions on local regulation of short-term rentals.
- Worked multiple years to successfully defeat legislation and amendments preempting regulation of pet stores (puppy mills).
- Amended legislation to ensure that restructuring the timeframe for local governments to include tax referendum on a local ballot would not adversely affect the planned Penny for Pinellas ballot referendum.
- Increased the statutory TDT population threshold from 750,000 to 950,000 to allow the continued use of tourist development taxes to fund a fishing pier for Lee County.
- Secured funding for causeway park improvements including beach sand, beach parking, picnic pavilion, event parking, and improved access to fishing.
- Worked with local government and the local legislative delegation to successfully pass legislation exempting a project from state regulations to allow for the construction of a first-in-the-hemisphere development.
- Played an integral role in the passage of legislation that required a local referendum in Dade and Broward counties on the question of whether to allow slot machines at pari-mutuel facilities.
- Worked with the Florida League of Cities and the Florida Association of Counties to amend legislation enacting the Taxpayer Bill of Rights (TABOR) to hold local governments harmless.
- Served as general counsel to the successful 2018 Amendment 2 campaign to maintain the nonhomestead property tax annual limitation in Florida's Constitution.

Transportation

- Secured \$3.32 million for Charlotte County Veterans Boulevard Corridor improvements.
- Obtained \$2.5 million for Kings Highway and Harborview Road intersection improvements in Charlotte County.
- Obtained legislative appropriation of \$2.5 million for intersection hardening/resiliency for Charlotte County.

- Worked with stakeholders to secure \$3.6 million for Manatee County Road expansion project.
- Worked with the FLC and other stakeholders to defeat repeated attempts to repeal or preempt the regulation of red-light cameras.
- Secured \$4.25 million in funding for Lee County to stabilize the causeway evacuation route from Sanibel and Captiva Islands.
- Secured a \$10 million appropriation for a road expansion project in Manatee County.
- Secured funding of \$2,175,000 for a road widening project in Lee County.
- Secured funding of \$5 million for Lee County sidewalks near schools.
- Authored and secured passage of legislation that allowed the Department of Transportation to reinterpret the law in our favor, thereby making our client eligible for up to \$13 million in funding for the Clearwater Memorial Causeway Bridge.
- Facilitated the acceleration of numerous FDOT projects within the five-year plan.
- Authored and secured passage of legislation creating Port Citrus.
- Played a significant role in the creation and structuring of the Tampa Bay Area Regional Transportation Authority (TBARTA).
- Modified budget and statutory constraints on Small County Outreach Program transportation funding and transit funding.
- Facilitated state funding assistance for a local roadway serving as an access road to a state park and as a critical hurricane evacuation route.
- Expanded local control over golf cart use on state roadways.
- Facilitated state funding assistance for economic development projects.

Water Quality & Water Quantity, Sewer Infrastructure

- Obtained legislative approval for \$2.5 million for Charlotte County Flood Monitoring and Response Network.
- Obtained legislative appropriation of \$6.1 million for the South Gulf Cove Parallel Boat Lock Tender House.
- Secured millions for septic tank replacement programs for local governments, including acquiring up to \$5 million in funding for Charlotte County for successive years of phased septic tank replacement programs.
- Secured funding for Manatee County for reclaimed water system funding and an innovative system to remove taste and odors from drinking water.
- Helped secure regional agreement on water supply infrastructure for Charlotte County.
- Helped secure millions of dollars in DEP/NPDES grant funding for Charlotte County.
- Secured funding for the Clearwater Sanitary Sewer expansion program.
- Successfully amended fertilizer preemption legislation to grandfather the Pinellas County ordinance and have successfully defeated efforts to remove the grandfather provision.
- Secured funding for plugging an artesian well to stop the inter-aquifer intrusion of saline water into the potable aquifer for Lee County.
- Amended the budget to require that funds be used by a water management district to conduct a study and recommend that scientifically approved watershed boundaries be adopted as basin boundaries.
- Worked with legislative sponsors to prevent unspent appropriations from reverting to the state at the end of the fiscal year based on the schedule of deliverables.

- Helped acquire funding for the Tampa Bay Regional Reclaimed Water Project (multiple years) in the amount of \$10.5 million.
- Secured funding of \$1.3 million to construct a comprehensive stormwater management system for collection, conveyance, retention, and mitigation of stormwater onsite at the downtown waterfront for Clearwater.

Energy, Environment and Natural Resources

- Obtained \$2 million for William R. Gaines Jr. Veterans Memorial Park in Charlotte County.
- Worked closely with Majority Leader Mike Grant to secure \$1 million of state funding for the Charlotte County Seawall Repair Assistance Program.
- Secured millions of dollars over the years in beach re-nourishment funding.
- Actively and successfully defended against removal of the provision grandfathering local fertilizer ordinances.
- Played an integral role in growth management statutory changes for the last two decades.
- Helped rewrite law in 2001 and 2015-2016 for the planning and implementation of water resource protection and integration with local government planning.
- Assisted with location and permitting of solar and biofuel facilities, and statutory implementation of the 2016 constitutional amendment on solar tax exemptions.
- Successfully amended environmental resource permit bills to exempt certain counties from mandatory program delegation.
- Obtained \$1.5 million for the Lake Seminole Sediment Removal project.
- Secured \$1 million appropriation for the City of Indian Harbour Beach for a muck dredging project.
- Actively and successfully defended against the preemption of local occupational licensing related to water quality and water supply.
- Played an integral role in the creation of the Tampa Bay Water Transfer Act and negotiation of the partnership agreement with the SWFWMD.
- Led the successful effort to restrict the ocean release of sewage and other waste by day cruise gambling vessels.
- Played an integral role in the creation and expansion of the statewide Brownfields Program and extended the Brownfields Loan Guarantee Program.
- Worked closely with the Florida Shore and Beach Preservation Association in securing passage of the Dennis L. Jones Beach and Shore Preservation Act, landmark beach restoration legislation, and continue to work with the association on funding and modifications to the act.
- Continue to lobby in opposition to offshore oil drilling in the Gulf of Mexico.
- Worked with the offices of Senator Rubio and then Senator Nelson on RESTORE Act issues related to the BP oil spill.

Law Enforcement, Public Safety

- Defeated efforts to undermine local control of ambulance services.
- Secured funding for an opioid pilot project for Manatee County.

- Worked closely with the Florida Association of Counties to legislatively and administratively litigate the impact of the state's collection of county Medicaid backlog payments.
- Worked with the Department of Juvenile Justice and the Legislature to enact a more equitable billing formula for county detention facilities.
- Worked with the Florida League of Cities and other stakeholders to defeat legislation increasing sovereign immunity liability limits, including periodic adjustments based on the Consumer Price Index.
- Obtained funding for the establishment of the Willa Carson Health and Wellness Center (formerly North Greenwood Health Resource Center).
- On behalf of local governments, worked for many years to secure full funding for the Medically Needy program, Transportation Disadvantaged Program, nursing home payments, and other programs which greatly impact local governments.
- Successfully grandfathered local ordinances regulating "pill mills."
- Helped defeat legislation that crippled local pre-trial detention programs.

Arts, Culture, and Leisure Services

- Obtained full FRDAP funding for many parks in Manatee, Charlotte, and Pinellas Counties.
- Worked directly with Secretary of State Byrd on behalf of Charlotte County to get 30-day application extensions for state aid to libraries grants due to Hurricane Helene.
- Assisted local governments with successful FCT grant funding, and amendments to contracts.
- Ensured an interpretation of library funding that enabled Charlotte County to receive funding for its grant application.
- Drafted and facilitated the passage of spring training legislation that allowed the City of Clearwater to retain Major League Baseball spring training.
- Worked over the course of several years to successfully defeat legislative attempts to repeal funding schemes for sports facilities, including spring training facilities.
- Worked with the City of Clearwater to pass local bills in multiple years amending a 1925 Special Act and ultimately repealing a deed reverter clause allowing for the location of a bandshell on previously submerged lands.

Jones Walker Lobby Clients

- 34ed, LLC dba Centegix
- Duda & Sons, Inc
- AbbVie Inc.
- Amira Learning, Inc. (Delaware Corp)
- American Rentals Association c/o MultiState Associates LLC
- American Sportfishing Association
- Calix Holdings, LLC
- Canaveral Port Authority
- CEV Multimedia, Ltd (iCEV)
- Charlotte County
- Charter Communications Operating, LLC
- Charter Schools USA
- Community Based Care, LLC
- DeleteMe
- Dosai Tobacco Corporation
- Florida Ambulance Association
- Florida Association of RV Parks and Campgrounds, Inc.
- Florida Chamber of Commerce
- Florida International E-Commerce Forwarders Association, Inc. – not executive
- Florida Outdoor Advertising Association
- Florida Recreational Vehicle Trade Association
- Florida Retail Federation
- Gaming Laboratories International LLC (GLI)
- GenLogs Corporation
- Google LLC and its Affiliates
- Green Thumb Industries Inc.
- HHS Technology Group, LLC
- Home Care Association of America
- Imagine Learning LLC
- Leon Medical Centers
- Marriott International, Inc
- Marriott Vacations Worldwide Corporation
- Miami-Dade County Fair & Exposition, Inc.
- MIND Education
- National Safety Commission, Inc
- One Source Medical Group
- Parkway Maintenance & Management Company
- Perdue, Brandon, Fielder, Collins & Mott, LLP
- Phantom Fireworks Showrooms, LLC
- Positive Behavior Supports Corporation
- Prodigy Learning, Inc.
- Real Property, Probate & Trust Law Section of the Florida Bar
- Seminole Tribe of Florida
- Spark Learning, Inc.
- Special Olympics Florida
- Step Up for Students
- Tampa Bay Water
- The Florida Bar
- The Nemours Foundation
- Walt Disney Parks and Resorts, U.S.
- The Amos Group, LLC
- Williams Companies, Inc. (The)

References

In addition to the clients listed, we provide the following references:

Tampa Bay Water Brant Bartlett Government Affairs Program Manager	E: bbartlett@tampabaywater.org O: 727.669.4811 A: 2575 Enterprise Road Clearwater, FL 33763
Nemours Katie Flury, Director, External Affairs	E: Katie.Flury@nemours.org C: 407.768.9123 A: 10140 Centurion Parkway North Jacksonville, FL 32256
Rep. Danny Nix	E: danny.nix@flhouse.gov O: 941.899.0810 A: B200, 18500 Murdock Circle, Port Charlotte, FL 33948-1068
Rep. Vanessa Oliver	E: vanessa.oliver@flhouse.gov O: 941.621.0480 A: Suite C, 4355 Pinnacle Street Punta Gorda, FL 33980-2907

Cost for Services

The scope and complexity of the project determine the necessary personnel, experience, and costs to achieve the desired outcomes. Success in the legislative and executive branches depends on long-term relationships with public officials and staff, which involve campaign work, responsiveness to research needs, problem-solving, and prior public service experience.

Because effective lobbying relies heavily on access and ongoing relationship management, charging by the hour is impractical. Instead, Jones Walker proposes a flat fee for legislative services per legislative cycle. The annual flat fee for legislative services will be \$60,000 billed monthly in equal installments of \$ 5,000. Actual expenses will be billed separately on an itemized basis and reimbursed on an actual cost incurred based on appropriate governmental schedules.

Travel and out-of-pocket expenses are projected not to exceed 10% of the fee amount, or \$ 6,000, and will be billed for reimbursement only after it is incurred.

Submittal Forms

The following forms requested by Charlotte County are completed and signed.

1. Proposal Submittal Signature Form
2. Drug Free Workplace Form
3. Human Trafficking Affidavit

PART IV - SUBMITTAL FORMS
PROPOSAL SUBMITTAL SIGNATURE FORM

The undersigned attests to his/her authority to submit this proposal and to bind the firm herein named to perform as per contract, if the firm is awarded the Contract by the County. The undersigned further certifies that he/she has read the Request for Proposal, Terms and Conditions, Insurance Requirements and any other documentation relating to this request and this proposal is submitted with full knowledge and understanding of the requirements and time constraints noted herein.


By signing this form, the proposer hereby declares that this proposal is made without collusion with any other person or entity submitting a proposal pursuant to this RFP.

In accordance with section 287.135, Florida Statutes, the undersigned certifies that the company is not on the Scrutinized Companies with Activities in Sudan List, the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List, and does not have business operations in Cuba or Syria (if applicable) or the Scrutinized Companies that Boycott Israel List, or is not participating in a boycott of Israel.

As Addenda are considered binding as if contained in the original specifications, it is critical that the Consultant acknowledge receipt of same. The submittal may be considered void if receipt of an addendum is not acknowledged.

Addendum No. _____ Dated _____	Addendum No. _____ Dated _____	Addendum No. _____ Dated _____
Addendum No. _____ Dated _____	Addendum No. _____ Dated _____	Addendum No. _____ Dated _____

Type of Organization (please check one):	INDIVIDUAL CORPORATION	<input type="checkbox"/>	PARTNERSHIP JOINT VENTURE	<input checked="" type="checkbox"/>
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Jones Walker LLP	850.214.5100
Firm Name	Telephone
	72-0445111
Fictitious or d/b/a Name	Federal Employer Identification Number (FEIN)
201 St. Charles Avenue	
Home Office Address	
New Orleans, LA 70170-5100	88
City, State, Zip	Number of Years in Business
106 East College Avenue, Tallahassee FL 32301	
Address: Office Servicing Charlotte County, other than above	
H. French Brown IV / Partner	850.214.5075
Name/Title of your Charlotte County Rep.	Telephone
H. French Brown IV / Partner	
Name/Title of Individual Binding Firm (Please Print)	
	5.25.2025
Signature of Individual Binding Firm	Date
fbrown@joneswalker.com	
Email Address	

(This form must be completed & returned)

DRUG FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087 hereby certifies that Jones Walker LLP
does: (name of business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this firm complies fully with the above requirements.



Proposer's Signature

5.25.2025

Date

(This form must be completed & returned)

**HUMAN TRAFFICKING AFFIDAVIT
for Nongovernmental Entities Pursuant To FS. §787.06**

Charlotte County Contract #20250392

The undersigned on behalf of the entity listed below, (the "Nongovernmental Entity"), hereby attests under penalty of perjury as follows:

1. I am over the age of 18 and I have personal knowledge of the matters set forth except as otherwise set forth herein.
2. I am an officer or representative of the Nongovernmental Entity and authorized to provide this affidavit on the Company's behalf.
3. Nongovernmental Entity does not use coercion for labor or services as defined in Section 787.06, Florida Statutes.
4. This declaration is made pursuant to Section 92.525, Florida Statutes. I understand that making a false statement in this declaration may subject me to criminal penalties.

Under penalties of perjury, I declare that I have read the foregoing Human Trafficking Affidavit and that the facts stated in it are true.

Further Affiant sayeth naught.



Signature

H. French Brown IV

Printed Name

Partner

Title

Jones Walker LLP

Nongovernmental Entity

5/25/2025

Date

END OF PART IV

(This form must be completed & returned)

Appendix A – Attorney Bios



H. FRENCH Brown, IV

Partner | Tallahassee

French Brown is a partner in the Tax Practice Group. Over the course of his career as a Florida state and local tax lawyer, and through his work as a lobbyist and government relations advisor before the Florida state Legislature, French has been involved in all major tax legislation in the state in recent decades. He offers clients legal advice on the full spectrum of Florida taxes, including sales, corporate income, motor fuels, communications services, property, and documentary stamp taxes.

Early in his career, French served as deputy director of the Office of Technical Assistance and Dispute Resolution of the Florida Department of Revenue, where he oversaw more than 50 department attorneys, accountants, and auditors in charge of legal guidance, agency rulemaking, and informal audit protests. He also served as the department's legislative and cabinet affairs director. In this role, French worked directly with legislators, long-standing legislative staff, the governor, and cabinet offices.

Since returning to private practice, French has been a key contributor to and advocate for significant tax legislation



Tallahassee

Suite 1200
106 East College Ave
Tallahassee, FL 32301

D: 850.214.5075
F: 850.214.5153

fbrown@joneswalker.com

moving through the Florida capitol. As representative for some of the state's largest trade associations and taxpayers, he has directly worked on and advocated for tax legislation to benefit companies and taxpayers alike. French's work has contributed to billions of dollars in reduced state and local taxes, including more than a billion dollars in corporate income tax refunds paid in 2020 and 2022. He also was instrumental in promoting Florida's adoption of remote seller and marketplace facilitator provisions following the US Supreme Court's 2018 *Wayfair* decision.

In 2018, French served as counsel to the successful constitutional proposal to permanently preserve the state's annual 10% cap on commercial property tax increases, which passed with 66.5% of the public vote. In the course of his efforts, he advocated for his clients before the Constitutional Revision Commission to further the development of sound state tax and budget policies.

In addition to his legislative work, French assists his clients with Florida tax planning and controversies before the Department of Revenue and local property appraisers.

Noteworthy

- *Florida Trend*, Florida's Legal Elite Up & Comers (2018–2020)
- *Chambers USA*, State and Local Tax (2017–2018)
- *Florida Super Lawyers*, Rising Star (2016–2018)

Publications

- "Taxed by Design? Florida's Tax on Interior Design Contracts and What To Do About It," *Florida Bar Journal Tax Section*, November/December 2024
- "Florida Corporate Income Tax – Department of Revenue Cannot Ignore Its Own Cost of Performance Rule," *Florida Bar Tax Bulletin*, Spring 2023
- "INSIGHT: Florida Corporate Income Tax Credits Help Recipients and Taxpayers Through New Law," *Bloomberg Tax*, April 2, 2019
- "Florida Tax Exemptions Are Available for Solar Farms," *i4Biz*, January 2019

Presentations

- "Once Is Enough – How to Keep Real and Personal Property Separate," *COST Property Tax Workshop*, Dallas, Texas, September 12, 2024
- "Alternative Strategies for More Efficient Controversy Resolutions," *Deloitte National Multistate Tax Symposium*, Lake Buena Vista, Florida, February 9, 2024

- "Florida Taxes: Updates and Insights," *Deloitte National Multistate Tax Symposium*, Lake Buena Vista, Florida, February 7, 2024
- "Report from the Front Lines: Southeast States Chamber Roundtable Discussion on Business Taxes 2022 Recap & 2023 Predictions," Council on State Taxation Annual Meeting, October 25, 2022
- "Lowering the Cost of Doing Business in Florida – Targeted Tax Reform," Florida Chamber of Commerce, January 31, 2018

Memberships

- The Florida Bar Association, Tax Section (2007–present)
- Institute for Professionals in Taxation (2013–present)
- Florida Institute of Certified Public Accountants, State Tax Conference (2014–present)
- Rotary District 6940, Assistant District Governor (2015–2018)
- Tallahassee Sunrise Rotary, President (2013–2014)

Education

- Florida Coastal School of Law
JD, Certificate in Environmental Law, 2007
- Florida State University
BS, General Chemistry, 2003

Bar Admissions

- Florida

Court Admissions

- US District Court for the Middle District of Florida
- US District Court for the Northern District of Florida
- US District Court for the Southern District of Florida



MARC W. Dunbar

Partner | Tallahassee

Marc Dunbar is a partner in the Government Relations Practice Group. He leads the firm's Tallahassee office.

With a successful career spanning more than two decades, Marc focuses his practice on governmental relations and legislative advocacy, commercial transactions, and gaming. He has served as counsel to a wide range of clients, with a particular emphasis on highly regulated industries. Marc's practice began in regulated utilities and currently includes legal and lobbying representation for a host of diverse industries, such as motor vehicle dealerships and manufacturers, gaming, tobacco, alcohol, healthcare services and providers, and medical cannabis.

Marc has a reputation as a creative problem solver and excels at helping people navigate challenging situations. He is regularly engaged to litigate complex statutory and constitutional matters both at trial and appellate levels with more than two dozen reported appellate cases on behalf of clients in regulated professions. In addition to civil, administrative and appellate litigation, he has been very active in assisting regulated entities and private equity firms in exploring and evaluating opportunities in regulated industries and handling complex internal investigations. Mr. Dunbar is regularly asked to provide assistance in drafting changes to



Tallahassee

Suite 1200
106 East College Ave
Tallahassee, FL 32301

D: 850.214.5080
F: 850.214.5154

mdunbar@joneswalker.com

complex rules and statutes affecting regulated professions in Florida and elsewhere.

On the political front, Marc is active in a variety of campaigns, having served in paid and volunteer capacities at the local, legislative, and statewide levels. Among others, he has served in the campaign for Gov. Ron DeSantis and the Republican Governors Association. His legal practice also includes practicing before Florida's Ethics and Elections Commission.

Marc also has extensive private-sector experience. He has twice served in senior executive capacities for large, integrated gaming properties, is qualified as an expert witness in gaming-related administrative trials, founded and subsequently sold a gaming-related business, and is a sought-after game design consultant.

Committed to advancing legal education, Marc serves as an adjunct professor at Florida State University College of Law and is a member of its board of visitors.

Following law school, Marc worked in the public sector, earning recognition for his exceptional service from Florida Tax Watch. He is a recipient of the Davis Productivity Award, an honor reserved for top-performing state employees.

Noteworthy

- *The Best Lawyers in America*®, Gaming Law and Administrative/Regulatory Law (listed annually since 2018)
- AV Preeminent® Peer Review Rating in Martindale-Hubbell
- *Florida Trend*, Florida's Legal Elite (2013–2020)
- Executive Appointee by Florida's Chief Financial Officer, Florida Insurance Guarantee Association, Citizen's Property Insurance Company, Member of the Board of Governors (2018–2019; 2021–2022)
- Gubernatorial Appointee, Northwest Florida Water Management District (2015–2018)
- International Masters of Gaming Law (IMGL) Conference, President's Award (2017)

Publications

- "Florida Chapter," *The International Comparative Legal Guide (ICLG) – Gambling Laws and Regulations 2025*, November 19, 2024
- "Virtual Gambling," *International Masters of Gaming Law (IMGL) Magazine*, July 2023
- "The State of Indian Gaming in Florida," *Indian Gaming*, April 19, 2018

- Florida Chapter, *Chambers Global Practice Guides: Gaming, Gambling & Licensing* (1st ed. 2018), February 6, 2018

Presentations

- "Bill 55 and Its Impact on International iGaming Regulations," IMGL/IAGR 2024 Autumn Conference, Rome, Italy, October 21–24, 2024
- "Roles and Responsibilities of New Regulators," Gaming Laboratories International Regulators Roundtable, Las Vegas, Nevada, April 25, 2024
- New Gaming Regulator Training, 2023 North American Gaming Regulators Association (NAGRA) Training and Education Conference, January 1, 2024
- "Compact Expansion and New Federal Rules," William S. Boyd School of Law Indian Gaming Past & Present Symposium, March 3, 2023
- "Navigating Ethics in Gaming Law," International Master of Gaming Law Expo, October 11, 2021
- "Sports Betting in North America," International Masters of Gaming Law Virtual Conference, November 20, 2020

Memberships

- International Association of Gaming Advisors
- International Masters of Gaming Law, President

Education

- Florida State University College of Law
JD, 1994
- Florida State University
BA, Political Science and Government, 1991
Golden Torch Award winner; Omicron Delta Kappa Honor Fraternity

Bar Admissions

- Florida

Court Admissions

- US District Court for the Middle District of Florida
- US District Court for the Northern District of Florida



PETER M. Dunbar



Special Counsel | Tallahassee

Pete Dunbar is special counsel in the Government Relations Practice Group. For more than four decades, he has advocated for clients before the legislative and executive branches of Florida state government.

Pete concentrates his practice on governmental, administrative, and real property law. After beginning his career as staff director in the Florida House of Representatives in 1967, he subsequently served as a distinguished member of the Florida House representing Pinellas and Pasco counties for five terms. He then held posts as general counsel and director of legislative affairs under Gov. Bob Martínez and as general counsel at the Florida Department of Financial Services. Pete also served as chief of staff during the transition to the administration of Gov. Lawton Chiles.

A former chairman and two-term member of the Florida Ethics Commission, Pete also served on the inaugural committee for the Condominium and Planned Development Law Certification for the Florida Bar.

Outside his legal practice, Pete has served as an adjunct professor at Florida State University School of Law and is a volunteer and coach for the Special Olympics. He has been selected by his peers as a member of *Florida Trend's* Florida

Tallahassee

Suite 1200
106 East College Ave
Tallahassee, FL 32301

D: 850.214.5085
F: 850.214.5155

peterdunbar@joneswalker.com



Legal Elite Hall of Fame and is board certified in condominium and planned development law.

Noteworthy

- Board Certified in Condominium and Planned Development Law by The Florida Bar Board of Legal Specialization & Education
- *Florida Trend*, Legal Elite Hall of Fame; Legal Elite's Outstanding Government & Administrative Attorney in Florida (2014–present)
- *Florida Super Lawyers*, Outstanding Government Relations, Real Estate, Lobbying Attorney (2009–present)
- AV Preeminent® Peer Review Rating in Martindale-Hubbell
- Florida State University College of Law Distinguished Alumni Award, 2012
- The Florida Bar, Real Property, Probate and Trust Law Section Robert C. Scott Memorial Service Award, 2011
- Nature Conservancy, Florida Chapter, Conservation Colleague Award, 1998
- Florida State University Gold Key

Publications

- "The Condominium Concept," 17th ed., 2024
- "The Law of Florida Homeowners Association," 12th ed., 2022
- "The Modern Republican Party in Florida", 2019
- "Resident-Owned Community Guide for Florida Cooperative," 3rd ed., 2014
- "Before They Were the Black Sheep", January 1, 2011
- "The Homeowners Association Manual," 5th ed., 2004

Presentations

- Annual Legislative Update, Real Property, Probate and Trust Law Section of the Florida Bar, January 1, 2024
- Common Interest Realty Association of the Florida Institute of Certified Public Accountants, January 1, 2024
- "Condominium and Cluster Institute," University of Miami College of Law, January 1, 2024
- "Demystifying the Legislative Process," Government Lawyers Section of the Florida Bar, January 1, 2024
- World War II and the Battle of the Solomon Islands, keynote address at Florida State University, Fordham University, Jacksonville Historical Society and Ringling Institute, Tallahassee Exchange Club, and Real Property, Probate and Trust Law Section of the Florida Bar, January 1, 2024

Memberships

- American College of Real Estate Lawyers
- The Florida Bar, Real Property, Probate and Trust Law Section, Legislative Counsel; Administrative Law Section

- Conference of Circuit Court Judges, General Counsel
- Tampa Bay Water Regional Supply Authority, Past Interim General Counsel
- Institute of World War II and the Human Experience, Advisory Board Member
- FSU College of Law Board of Visitors
- Community Associations Institute
- NOAA Sea Grant Review Panel of the US Department of Commerce, Past Chairman; Member, 1982–1988
- Collins Center for Public Policy, Board Member, 2021–present

Education

- Florida State University College of Law
JD, with honors, 1972
- Florida State University
BA, Political Science, 1969

Bar Admissions

- Florida



ANDRÉS Malavé



Director of Government Relations | Tallahassee

Andrés Malavé is a director in the Government Relations Practice Group. Andrés works closely with firm attorneys and clients to develop and implement effective legislative strategies that promote the interests of businesses and other entities in Florida and nationally.

Andrés is an experienced political and policy consultant who has worked with organizations across Florida to build coalitions and pursue initiatives that help improve the state's economy and better the lives of its citizens. Recognized for his leadership skills, extensive network of business and governmental contacts, and ability to align diverse perspectives in the pursuit of common objectives, he works with firm attorneys and clients to develop and promote effective legislation and regulatory policy.

Andrés has extensive experience in a broad range of television, print, and digital media strategies. He helps for-profit businesses, not-for-profit entities, and industry associations develop consistent policy narratives, and leverages his long-standing relationships with the members of national and state media to present client perspectives fairly and accurately. Drawing on his firsthand experience in the halls of the Florida Legislature, Andrés speaks the languages

Tallahassee

Suite 1200
106 East College Ave
Tallahassee, FL 32301

D: 850.214.5145
F: 850.214.5150

amalave@joneswalker.com

of elected officials and the public alike and understands their major concerns, from economic opportunity, education, and workforce development to law enforcement, taxation, technology, and more. He also understands Florida's role as an international commercial center at the crossroads of the Americas, the Caribbean, Europe, and beyond.

Prior to joining Jones Walker, Andrés served as the communications director to the speaker of the Florida House of Representatives. Before joining the speaker's office, he was the communications director of the Florida House Republican Campaign Committee. In 2020, he served as the regional communications director, Hispanic outreach, for the Republican National Committee.

Before returning to the political fray, Andrés held leadership positions at several entities, including Touchdown Strategies and Stand Together Communications. While serving as the director of Florida communications and the coordinator for Florida regional and Hispanic outreach at Americans for Prosperity, he helped lead the regional communications team that engaged with leaders across the country to advocate for better healthcare, fiscal policy, and educational outcomes. Andrés has also served in leadership positions for political campaigns across Florida and in New Jersey.

A prolific writer and commentator, he has contributed articles and been interviewed for a variety of news outlets, including *US News & World Report*, *The Sun Sentinel*, *Investor's Business Daily*, and Fox News.

Born and raised in Caracas, Venezuela, and the grandson of Cuban émigrés, Andrés moved with his family to Miami when he was 10 years old. He credits his childhood in South Florida for allowing him to witness the cultural, political, and economic contributions of Hispanic Americans in Florida and across the country and remains committed to helping empower his community and state.

Noteworthy

- News Service of Florida, "The Florida 40 Under 40" (January 2024)
- U.S. Department of Defense Employer Support of the Guard and Reserve, Patriotic Employer Award
- Recipient of tributes from the Florida House of Representatives and Florida Senate for his work with regional activist groups calling for democratic change in Venezuela
- Republican National Committee, Honoree, Hispanic Heritage Month (2009)

- Congressional nomination to West Point Military Academy by Rep. Ileana Ros-Lehtinen

Publications

- "Florida's success anchored by legacy of commitment to Hispanic community," *Florida Politics*, September 15, 2023
- "Let them come to Venezuela and see socialism for themselves," *Investor's Business Daily*, December 17, 2018
- "How socialism failed Venezuela," *US News & World Report*, June 6, 2016

Memberships

- Maverick PAC, Future 40, Class of 2023
- James Madison Institute, Leaders Fellow Class II, Orlando Vice Chair (2016–2017)
- American Enterprise Institute, Leadership Network (2016)
- Children's Miracle Network, Florida Miracle Communications Associate (2017)

Education

- Florida State University
BA, English, 2007
- Florida State University
BA, Spanish, 2007

Bar Admissions

- Not licensed to practice law

Languages

- Spanish



CHRISTOPHER Moya



**Director, Business Advisory and
Management Consulting**

Tallahassee

Chris Moya is a director in the Government Relations Practice Group.

Chris has more than two decades of experience as a strategic management consultant. He advises some of the world's best-known businesses and brands, providing clients with access to key decision-makers in the public and private sectors.

As an experienced businessperson who has successfully developed and run numerous enterprises, Chris develops and delivers strategic development, public relations, and business-consulting counsel that helps companies, investors, and individuals achieve results. His client roster includes a number of multinational, national, and Florida-based publicly traded and privately held companies. Chris also advises government entities and serves on the boards of civic organizations, think tanks, and privately held corporations.

Chris has served at all levels of legislative, executive, and local government, including with the mayor of Miami-Dade County, the Florida Legislature, and the Florida Division of Elections.

Tallahassee

Suite 1200
106 East College Ave
Tallahassee, FL 32301

D: 850.214.5110
F: 850.214.5159

cmoya@joneswalker.com

Noteworthy

- *The Florida Standard*, Top 25 Most Influential Lobbyists in Florida (2022)
- Appointed to the Federal Judicial Nominating Commission of Florida by US senators Marco Rubio and Bill Nelson

Memberships

- Citrapac Inc., Corporate Board of Directors
- Enterprise Florida Inc., Board of Directors
- Florida TaxWatch, Board of Directors
- Hispanic Business Initiative Fund, Board of Directors
- National Multiple Sclerosis Society, Advisory Board
- State of Florida Children's Home Society, Board of Directors

Education

- Emory University
MBA, Strategy and Finance concentration
- Florida State University
BS, Multi/Interdisciplinary Studies

Bar Admissions

- Not licensed to practice law

Languages

- Spanish



JENNIFER P. Ungru



Director of Government Relations | Tallahassee

Jenn Ungru is a director in the Government Relations Practice Group. She provides guidance on legislative advocacy, strategic policy development and execution, messaging, procurement strategy, and targeted crisis response and management.

Jenn draws on her more than two decades of political, policy, and governmental experience and accrued knowledge to provide real-world insights into her clients' most pressing issues. Among other industries, she blends her deep understanding of healthcare regulation and her commitment as an advocate for healthcare providers to help clients navigate the constantly evolving regulatory, care delivery, and payment systems within this highly regulated sector.

In addition to her years in private practice, Jenn has served in high-profile roles in the Executive Office of the Governor of Florida, in the Florida Legislature, and at the highest levels of national and statewide political campaigns. She delivers solutions rooted in the "how and why" of policy and the political process.

Jenn's many professional accomplishments include serving as appointed deputy chief of staff for Rick Scott. In this capacity,

Tallahassee

Suite 1200
106 East College Ave
Tallahassee, FL 32301

D: 850.214.5120
F: 850.214.5161

jungru@joneswalker.com

she oversaw a total of nine agencies, including the healthcare, public safety, and state and management services departments, which together accounted for more than 45% of the state of Florida's total budget. Jenn was also chief of staff for the Agency for Health Care Administration, which oversees the state's Medicaid program.

Nationally, Jenn's political experience spans more than a dozen states and includes work with the Republican National Committee and the National Republican Senatorial Committee. During Gov. Ron DeSantis' 2018 campaign, she was responsible for Election Day operations and subsequently led the recount efforts and strategy for the campaign. Jenn also was a presenter before the Transitional Advisory Committee on Government Operations, where she reviewed the 2018 elections and recounts and served as a member of the healthcare transition team.

Noteworthy

- City & State Florida, Florida Women Power 100 (2022)

Publications

- "Florida's Healthcare System Is in Trouble; Legislators Must Act Fast | Opinion," *The Tallahassee Democrat*, December 17, 2021

Memberships

- Tallahassee Quarterback Club Foundation, Inc., Board of Trustees

Education

- Capital University Law School
JD, 2003
- Loyola University of Maryland
BA, 2000

Bar Admissions

- Not licensed to practice law