



OF #603655

October 25, 2019

The Southern Group of Florida, Inc.  
28 West Central Blvd, Suite 260  
Orlando, FL 32801

**Re: Renewal #1 – State Legislature and Governmental Lobbying Services Agreement (RFP-603224-18/BJC)**

To Whom It May Concern:

In accordance with the terms and conditions of subject Agreement, the Agreement may be extended for an additional one (1) year period.

The County has evaluated your performance during the past year and determined to extend the agreement for an additional year effective: **January 3, 2020 through January 2, 2021.**

Authorization for performance of services by the Contractor under this agreement shall be in the form of written Release Orders issued and executed by the County on an as-needed basis based on the terms and conditions of the agreement.

Appropriate County Departments and Divisions will be notified of this contract renewal.

Thank you for your interest in doing business with Seminole County. If you have any questions or need further assistance, please contact our office.

Sincerely,

Michael Guild  
Procurement Technician

cc: Tricia Johnson, Deputy County Manager  
County Comptroller's Office  
County Attorney's Office  
File

## Guild, Michael

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**From:** Oscar Anderson <anderson@thesouthernngroup.com>  
**Sent:** Tuesday, October 22, 2019 9:41 AM  
**To:** Purch; PCDadmin  
**Cc:** Adria Cavany  
**Subject:** Fwd: Contract Renewal Option - 1st Notification

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**NOTICE:** This email was sent from someone outside of the Seminole County BCC Organization. Always use caution when opening attachments or clicking links from unknown senders or when receiving unexpected emails. If you believe this message to be suspect, please contact support at 311 and forward message to [CSDSupport@seminolecountyfl.gov](mailto:CSDSupport@seminolecountyfl.gov)

The agreement can be renewed with the same pricing structure, specifications, terms and conditions as the current order.

Please contact me if you need anything else.

Thanks,  
Oscar

Oscar Anderson  
The Southern Group  
T: 407.650.5052  
C: 407.247.3000

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**From:** Adria Cavany <cavany@usstrategy.com>  
**Sent:** Wednesday, October 16, 2019 9:17 AM  
**Subject:** FW: Contract Renewal Option - 1st Notification

-----Original Message-----

From: [purch@seminolecountyfl.gov](mailto:purch@seminolecountyfl.gov) <[purch@seminolecountyfl.gov](mailto:purch@seminolecountyfl.gov)>  
Sent: Wednesday, October 16, 2019 8:00 AM  
To: Adria Cavany <[cavany@usstrategy.com](mailto:cavany@usstrategy.com)>  
Subject: Contract Renewal Option - 1st Notification

The current contract RFP-603224-18/BJC State Legislative and Governmental Lobbying Services for Seminole County between your firm, Southern Strategy Group of Orlando, LLC, and Seminole County is about to expire on 1/2/2020. The contract may be extended for additional terms. The County appreciates your business and at this time, we would like to determine whether your firm is interested in renewing the agreement.

Therefore, in order to evaluate your contract for renewal, please complete the information on the bottom of this letter and indicate any changes, including price reductions, new or additional discounts, etc., you would like to propose.

\_\_\_XXX\_\_\_ The agreement can be renewed with the same pricing structure, specifications, terms and conditions as the current order.

\_\_\_\_\_ Modifications or changes that you like the County to review (please provide backup information for these

proposed changes).

\_\_\_\_\_ I do not wish to renew the agreement.

If you are in agreement with renewing the current contract, please respond to [pcdadmin@seminolecountyfl.gov](mailto:pcdadmin@seminolecountyfl.gov). Telephone Number 407-665-7116. Please send the Certificate of Insurance in accordance with the Agreement for the renewal term.

This is the first step of the renewal process. Once the renewal process has been approved and completed, you will receive the renewal letter in a separate email; this e-mail renewal notification will be confirmation that the County has officially renewed the Agreement.

