

PROPOSAL FOR  
2021 PUBLIC RELATIONS

Presented to

**Florida Housing Finance Corporation**

January 2021

## OVERVIEW

The Florida Housing Finance Corporation and BowStern teams have worked seamlessly together to increase awareness of the organization’s important work. This partnership has resulted in unprecedented levels of earned media attention and elected official support. To continue this forward momentum, especially during a time when education about housing for the working class is critical.

## PUBLIC RELATIONS

Targeted outreach will be tailored to statewide, regional, and local news media outlets and to Florida’s elected officials. Continued outreach and communication will generate strong brand recognition and position Florida Housing Finance Corporation as a trusted resource on affordable housing topics.

We will accomplish these objectives through the following activities:

### Virtual Deskside Meetings

Our team will work to secure virtual deskside meetings between Florida Housing’s Executive Director Trey Price, and key reporters from around the state to educate them of the affordable housing-related issues and further positioning Florida Housing as a go-to resource on all things affordable housing.

### Press Release & Op-Ed | Creation & Distribution

BowStern will draft and distribute timely press releases and op-eds on behalf of Florida Housing, the Executive Director, and its Board of Directors.

*Sample topics:*

- *Florida Housing’s Response to COVID-19*
- *Florida Housing Board of Directors Approve Coronavirus Relief Fund Dollars for Property Owners, Renters and Homeowners Affected by COVID-19*
- *Florida Housing Expands Homeless Schoolchildren Pilot Program in Hillsborough County*
- *Opinion | Affordable Housing is Vital for Veterans, Educators, First Responders*

### Media Pitching / Media Calls

Media outlets will be targeted based on the region affected and story being pitched.

*Sample media outlets:*

<i>Politico</i>	<i>Florida Trend</i>
<i>Pensacola News Herald</i>	<i>The Florida Times-Union</i>
<i>Tampa Bay Times</i>	<i>Miami Herald</i>

### **Speaking Engagement Coordination**

The BowStern PR team will identify speaking engagements throughout the state for Florida Housing's Executive Director and Board of Directors to speak on affordable housing and current issues. The team will outline talking points featuring timely statistics and relevant anecdotes before each speaking opportunity.

*Sample speaking engagements:*

- *Convention of the Mortgage Bankers Association of Florida*
- *Housing Opportunity Conference, Miami*
- *Florida Housing Coalition Conference*
- *Florida Realtors Convention*
- *Annual Chamber Conferences*

### **Elected Official Outreach**

Generally speaking, elected officials primarily consume news and information via traditional media outlets like the paper or local television news outlets. As such, it is important that we strategically target and secure earned media coverage in each of Florida's major markets, to build overall awareness of Florida Housing Finance Corporation and their role. By elevating your programming and impact, PR initiatives will yield the measurable outcomes through awareness and understanding among elected officials.

In addition, BowStern will draft and distribute four e-blasts to all elected officials, providing a quarterly update on affordable housing and current issues. The content will be approved and sent as if it came directly from Florida Housing's Executive Director.

### **Crisis Management**

Whether it be continued crisis communication during the COVID-19 pandemic or a natural disaster, the BowStern team will be ready to draft communications and updates to inform the public of evolving operations and Florida Housing programs. Crisis management includes: reputation management, message curation, and outreach.

### **Measurable Objectives**

- Generate 30 story placements in major media markets, reaching elected officials, consumers and potential homeowners
- Execute 8-10 virtual deskside media appointments for Trey Price
- Secure four speaking engagements for Trey Price

## VIDEO PRODUCTION

To support recruitment efforts of the Human Relations division, FHFC has requested the inclusion of a video into 2021 plans. The video, which will range from 1:00 -1:30 in length, will consist of interview-style footage shot on a single day in a single location.

Video content, while up for discussion, will showcase a first-hand look at what it is like to work at Florida Housing Finance Corporation.

The final video will be supplied to FHFC for implementation on the website and social media. This length is appropriate for use in digital advertising if FHFC chooses to activate hiring ads further down the road. Other uses for this video may also include: industry and professional conferences or onboarding new employees.

## STRATEGIC OVERSIGHT & MANAGEMENT

The BowStern team members that have previously worked on the Florida Housing Finance Corporation account will remain on board for 2021 initiatives. Molly Collins and Elle Tedder will operate as the project managers and receive direct input from all division heads at BowStern.

### **Communications**

Strategic Oversight and Management ensure smooth client coordination through the management of both internal and external communication. This communication includes: internal team huddles, weekly calls, and Situation Reports to the Florida Housing team, preparation for, and attendance at monthly board meetings.

### **Project Management**

In addition to serving as the liaison between BowStern and Florida Housing, the oversight team is responsible for project management and quality control of the production of deliverables. This ensures that various Marketing and PR tactics integrate to support the same objectives.

### **Reporting**

Each week we will report on our weekly PR efforts and each month we will report on our monthly PR efforts. In addition to weekly reports, BowStern will produce monthly reports that outline all efforts that made. Monthly reports will include metrics like earned media coverage and the total number of impressions generated. Through these reports, we measure success and use data to inform and guide strategy.

## 2021 BUDGET

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total Invested
<b>Public Relations</b>	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$86,400
<b>Video Production</b>		\$5,000	\$5,000										\$10,000
<b>Strategic Oversight &amp; Management</b>		\$600	\$600										\$1,200
<b>Total:</b>	\$7,200	\$12,800	\$12,800	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	\$7,200	<b>\$97,600</b>

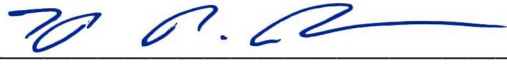
*\*The rates listed above are based on BowStern's hourly rate of \$150.*

**Terms:**

In accordance with Contract #008-2019 signed May 29, 2019.

**Agreement**

I signify that I have authority to sign on behalf of Client, and that the above is acceptable. Please sign and return.

Signature, Name and Title  Hugh R. Brown  
General Counsel

Signed Date January 20, 2021

**Acceptance**

BowStern Signature K. Robertson

Signed Date 1/25/21

**END**





MARKETING COMMUNICATIONS

**Budget Planning Document for:** Florida Housing Finance Corporation  
**Prepared for:** Ms. Taylore Maxey  
**Date:** January 9, 2020

**Introduction:**

Florida Housing Finance Corporation is seeking assistance with developing their 2020 Public Relations marketing budget. Below outlines a detailed budget along with key services to be provided between January 10 – December 31, 2020, to support the marketing efforts of 2020.

**Timeline:**

Start January 10, 2020  
End December 31, 2020

**Budget:**

The following budget is divided into the following core areas:

- 40<sup>th</sup> Anniversary
- Internal Team
- Public Relations Support
- Elected Officials



Budget	Frequency	Hours	Hourly Rate	Amount (Monthly)	Total (Yearly)	Notes
<b>40th Anniversary</b>						
Brand Development	One-Time	10	\$150		\$1,500	40th anniversary logo theme / banner to be used on all marketing materials.
Webpage Mockup	One-Time	23	\$150		\$3,450	40th anniversary web landing page. The webpage will demonstrate the legacy of impact across 40 years, showcase success stories, and call for testimonials.
Graphic Design: Print Piece (up to three)	One-Time	25	\$150		\$3,750	Content and data showcasing: -40 Years of Impact (number / data + icon driven) -Affordable Housing: Success Stories -40 Years of Funding: Anatomy of the Process (icon driven)
Copywriting	One-Time	10	\$150		\$1,500	
<b>Internal Team</b>						
Social Media Coaching	One-Time	16	\$150		\$2,400	Social coaching to include: techniques and strategies, sample social posts, sample responses and messages, and sample social media timeline.
<b>Public Relations Support</b>	Monthly	48 per month	\$150	\$7,200	\$86,400	Monthly PR support
Bus Tour Coordination	Four-Times	11 per tour	\$150		\$6,600	(\$1,650 per Bus Tour)
<b>Elected Officials</b>						
Legislative Educational Materials	Two-Times	22	\$150		\$6,600	Two educational materials designed to enhance communication efforts with elected officials.
E-Blasts	Two-Times	7	\$150		\$2,100	Two e-blasts. BowStern to design and write content, and FHFC to send out.
<b>Oversight &amp; Management</b>	Monthly	3 per month	\$150	\$450	\$5,400	
<b>TOTAL</b>					<b>\$119,700</b>	

**Terms:**

In accordance with contract 008-2019 signed May 29, 2019.

**Execution:**

I signify that I have authority to sign on behalf of Client, and that the above is acceptable.

Signature, Name and Title *MB* - Hugh R. Brown, General Counsel  
Signed Date 1-9-20

**Acceptance**

BowStern *K. Riveroso L*  
Signed Date: 1-10-20

**END**



MARKETING COMMUNICATIONS

**Budget Planning Document for:** Florida Housing Finance Corporation  
**Prepared for:** Ms. Taylore Maxey  
**Date:** September 27, 2019

**Introduction:**

Florida Housing Finance Corporation is seeking assistance with developing their 2019/2020 Public Relations marketing budget. Below outlines a detailed budget along with key services to be provided between October 1 – December 31, 2019, to support the marketing efforts of 2020.

**Timeline:**

Start            October 1, 2019  
End              December 31, 2019

**Budget:**

The following budget is divided into three core areas:

- Public Relations 2019/2020 Plan
- Corporate PR support
- 40<sup>th</sup> Anniversary support

Budget	Frequency	Hours	Hourly Rate	Amount	Total
Research-based public relations campaign: Develop 2019/2020 PR Plan to include overall strategy, budgets and schedules	One-Time	52	\$150	\$7,800.00	\$7,800.00
Research-based public relations campaign including monthly Public Relations Support (media relations, writing, pitching, distributing and reporting)	Monthly for 3 months	58	\$150	\$8,700.00	\$26,100.00
Research-based public relations campaign develop online press room	One-time	21	\$150	\$3,150.00	\$3,150.00
Research-based public relations campaign development monthly management of online press room	Monthly for 3 months	3	\$150	\$450.00	\$1,350.00
Research-based public relations campaigns development (Digital ad design for all platforms)	One-time	50	\$150	\$7,500.00	\$7,500.00
Research-based public relations campaign oversight and Management x 3 months	Monthly for 3 months	12	\$150	\$1,800.00	\$5,400.00
Research-based public relations campaign 40 <sup>th</sup> Anniversary Video (1 min 30 seconds in length)	One-time	66.5	\$150	\$9,975.00	\$9,975.00
Research-based public relations campaign, e-blast Design	One-time	12	\$150	\$1,800.00	\$1,800.00
		<b>FY 2019 TOTAL:</b>		<b>\$63,075.00</b>	

**Terms:**

In accordance with Contract #008-2019 signed May 29, 2019.

**Execution:**

I signify that I have authority to sign on behalf of Client, and that the above is acceptable.

Signature, Name and Title   
Hugh R. Brown, General Counsel

Signed Date 10-2-19

**Acceptance**

BowStern K Robertson CEO

Signed Date: 10-2-19

END

**CONTRACT FOR  
PUBLIC RELATIONS SERVICES BETWEEN  
FLORIDA HOUSING FINANCE CORPORATION  
AND  
BOWSTERN, LLC**

This Contract for Public Relations Services, 008-2019 (Contract) is entered into by and between the FLORIDA HOUSING FINANCE CORPORATION (Florida Housing), a public corporation and a public body corporate and politic, with headquarters located at 227 North Bronough Street, Suite 5000, Tallahassee, FL 32301, and BOWSTERN, LLC (Contractor), located at 1650 Summit Lake Drive, Suite 101, Tallahassee, FL 32317. Upon execution by both parties, this Contract shall become effective on September 24, 2019 (Effective Date).

RECITALS

- A. The Contractor represents that it is fully qualified and possesses the requisite skills, knowledge, qualifications and experience to provide Public Relations Services identified herein and offers to perform those services described in Exhibit A, Request for Qualifications (RFQ) 2019-03 attached hereto and incorporated herein.
- B. Florida Housing has a need for such services and does hereby accept the offer of the Contractor upon the terms and conditions outlined in this Contract.
- C. Florida Housing has the authority pursuant to Florida law to direct disbursement of funds for compensation to the Contractor under the terms and provisions of this Contract.

AGREEMENT

NOW, THEREFORE, for valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

A. ATTACHMENTS

This Contract has the following attachments, which are incorporated herein:

Exhibit A, RFQ 2019-03

B. ENGAGEMENT OF THE CONTRACTOR

The Contractor agrees to provide Public Relations Services in accordance with the terms and conditions hereinafter set forth. The Contractor agrees to perform the services set forth in Exhibit A, and as otherwise stated in this Contract. The Contractor understands and agrees that all services under this Contract are to be performed solely by the Contractor,

and may not be subcontracted or assigned without the prior written approval and consent of Florida Housing.

C. TERM OF CONTRACT

The initial term of this Contract shall be for three years from September 24, 2019. If the parties mutually agree in writing, the Contract may be renewed once for an additional three-year period. Renewals are at the discretion of Florida Housing, and shall be contingent upon satisfactory performance evaluations by Florida Housing.

D. MODIFICATION OF CONTRACT

Either party may request a modification of the provisions of this Contract. Modifications that are mutually agreed upon shall be valid only when reduced to writing and signed by the parties.

E. INVOICES

The Contractor shall submit invoices to the program contact person in Section J, Administration of Contract. Each invoice for fees shall be in a format that is clearly itemized so that the invoice states the specific services performed and when and where the services were performed. Payment of an undisputed invoice shall be made within a reasonable period of time not to exceed 30 days after receipt of the invoice. If the Contractor is found to be in non-compliance with Florida laws, federal laws, Florida Housing rules or Florida Housing policies governing its duties hereunder, or fails to perform its duties hereunder, any compensation received in connection with this Contract shall be subject to forfeiture to Florida Housing.

F. FEES

The Contractor shall be compensated \$150 per hour for research-based public relations campaigns, crisis communications plans, media planning and/or media buying strategies.

**NOTE:** Fees shall include all charges relating to the services required under the contract and all out-of-pocket expenses, such as telephone, postage and shipping, printing and/or copy costs, and travel, if any. No costs will be reimbursed under this Contract.

G. LIABILITY: INDEPENDENT CONTRACTOR; COMPLIANCE WITH LAWS

1. Florida Housing shall not be deemed to have assumed any liability for the acts, omissions, or negligence of the Contractor, its agents, its servants, or employees, and the Contractor specifically accepts responsibility for its acts, omissions or negligence and for the acts, omissions or negligence of its agents, servants or employees, and shall defend and hold Florida Housing harmless from and against the claims of any party arising out of or claimed to arise out of any such acts, omissions, or negligence.

2. This Contract is executed on behalf of Florida Housing by the signatory only in his or her designated capacity as representative and on behalf of Florida Housing. Such individual shall neither have nor incur any individual or personal responsibility or liability under this Contract as a result of such execution.

3. Nothing herein shall be construed as a waiver of sovereign immunity by Florida Housing; it being the intent to reserve all such rights and immunities to the fullest extent of the law.

4. The Contractor, together with its agents, suppliers, subcontractors, officers, and employees, shall have and always retain under this Contract the legal status of an independent contractor, and in no manner shall they be deemed employees of Florida Housing or deemed to be entitled to any benefits associated with such employment. During the term of this Contract, the Contractor shall maintain at its sole expense those benefits to which its employees would otherwise be entitled to by law. The Contractor remains responsible for all applicable federal, state, and local taxes, and all FICA contributions.

5. The Contractor shall comply with all laws, rules, codes, ordinances, and licensing requirements that are applicable to the conduct of its business, including those of federal, state and local agencies having jurisdiction and authority. In addition, and by way of non-exhaustive example, the Contractor shall comply with Florida Housing policies while on Florida Housing premises and in the conduct of its business with Florida Housing personnel.

6. The Contractor specifically accepts responsibility for payment of all taxes, assessments, or contributions that may be required to be paid to any unit of government as a result of the payments being paid to or by the Contractor, if any, in conjunction with the services rendered pursuant to this Contract. At no time shall the Contractor make any commitments for or incur any charges or expenses for, or in the name of, Florida Housing.

7. The Contractor shall not be relieved of liability to Florida Housing for damages sustained by Florida Housing by virtue of any termination or breach of this Contract by the Contractor.

#### H. DEFAULT AND REMEDIES

1. If any of the events listed in subparagraph 2. of this section occur, all obligations on the part of Florida Housing to continue doing business with the Contractor or assign any future transaction to the Contractor shall, if Florida Housing so elects, terminate and Florida Housing may, at its option, exercise any of its remedies set forth herein, or as otherwise provided by law. However, Florida Housing may continue doing business with the Contractor as a participant after the happening of any event listed in subparagraph 2. of this section without waiving the right to exercise such remedies, without constituting a course of dealing, and without becoming liable to



include the Contractor in the transaction or any future transaction.

2. The Events of Default shall include, but not be limited to, the following:
  - a. If any report, information or representation provided by the Contractor in this Contract is inaccurate, false or misleading in any respect;
  - b. If any warranty or representation made by the Contractor in this Contract or any other outstanding agreement with Florida Housing is deemed by Florida Housing to be inaccurate, false or misleading in any respect;
  - c. If the Contractor fails to keep, observe, or perform any of the terms or covenants contained in this Contract, or is unable or unwilling to meet its obligations as defined in this Contract;
  - d. If, in the sole discretion of Florida Housing, the Contractor has failed to perform or complete any of the services identified in the attachments;
  - e. If the Contractor has not complied with all Florida laws, federal laws, Florida Housing rules or Florida Housing policies applicable to the work;
  - f. If the Contractor has discriminated on the grounds of race, color, religion, sex, national origin, or disability in performing any service identified in the attachments;
  - g. If the Contractor does not comply with the terms and conditions set forth in Section 420.512(5), Fla. Stat.;
  - h. If the Contractor commits fraud in the performance of its obligations under this Contract; or
  - i. If the Contractor refuses to permit public access to any document, paper, letter, computer files, or other material subject to disclosure under Florida's Public Records Law.

Upon the occurrence of any Event of Default listed in subparagraph 2. above, Florida Housing will provide written notice of the Default detailing the grounds that constitute the Event of Default (Notice of Default), delivered by courier service or electronic mail to the address set forth in Section J, Administration of Contract, herein.

3. Upon the occurrence of any Event of Default listed in subparagraph 2. above, Florida Housing may provide the Contractor a reasonable period of time to cure the Event of Default (Cure Period). If Florida Housing provides a Cure Period, Florida Housing will notify the Contractor of the length of the Cure Period in the Notice of Default.

4. If Florida Housing provides a Cure Period and if the Contractor is unable or unwilling to cure the Event of Default within the Cure Period, Florida Housing may exercise any remedy permitted by law. The pursuit of any one of the following remedies shall not preclude Florida Housing from pursuing any other remedies contained herein or otherwise provided at law or in equity. The remedies include, but are not limited to the following:

a. Florida Housing may terminate the Contract on the tenth (10<sup>th</sup>) day after the Contractor receives the Notice of Default or upon the conclusion of any applicable Cure Period, whichever is later;

b. Florida Housing may commence an appropriate legal or equitable action to enforce performance of the terms and conditions of this Contract;

c. Florida Housing may exercise any corrective or remedial actions including, but not limited to, requesting additional information from the Contractor to determine the reasons for or the extent of non-compliance or lack of performance, issuing a written warning to advise that more serious measures may be taken if the situation is not corrected, advising the Contractor to suspend, discontinue or refrain from incurring fees or costs for any activities in question or requiring the Contractor to reimburse Florida Housing for the amount of costs incurred; or

d. Florida Housing may exercise any other rights or remedies that may be otherwise available under law.

#### I. TERMINATION

1. Florida Housing may terminate the contract, without cause, at any time upon ten (10) days written notice delivered by courier service or electronic mail to the Contractor at the address set forth in Section J, Administration of Contract, herein.

2. The Contractor may terminate this Contract, without cause, at any time upon ninety (90) days written notice delivered by courier service or electronic mail to Florida Housing at the physical or electronic address, as applicable, set forth in Section J, Administration of Contract, herein. The Contractor shall be responsible for all costs arising from the resignation of the Contractor and the costs associated with the appointment of and transition to a successor Contractor.

**REMAINDER OF PAGE INTENTIONALLY LEFT BLANK**

J. ADMINISTRATION OF CONTRACT

1. Florida Housing's contract administrator for this Contract is:

Contract Administrator  
Florida Housing Finance Corporation  
227 North Bronough St., Suite 5000  
Tallahassee, Florida 32301-1329  
Phone: 850.488.4197  
E-mail: Contract.Admin@floridahousing.org

2. Florida Housing's program contact for this Contract is:

Taylor Maxey  
Press Secretary  
Florida Housing Finance Corporation  
227 North Bronough St., Suite 5000  
Tallahassee, Florida 32301-1329  
Phone: 850.488.4197  
E-mail: Taylor.Maxey@floridahousing.org  
**or the designated successor.**

3. The Contractor's contract administrator for this Contract is:

Molly Collins  
Vice President of Public Relations  
BowStern, LLC  
1650 Summit Lake Drive, Suite 101  
Tallahassee, FL 32317  
Office: 850.597.7894  
Cell: 850.559.7107  
E-mail: MCollins@BowStern.com  
**or the designated successor.**

4. All written approvals referenced in this Contract shall be obtained from the parties' contract administrator or their respective designees.

5. All notices shall be given to the parties' contract manager.

K. PUBLIC RECORDS; CONFIDENTIALITY; COPYRIGHT, PATENT, TRADEMARK; FILES

1. Public Records

Files Subject to Florida's Public Records Law: Any file, report, record, document, paper, letter, or other material received, generated, maintained or sent by the Contractor

in connection with this Contract is subject to the provisions of Section 119.01-.15, Fla. Stat., as may be amended from time to time (Florida's Public Records Law). The Contractor represents and acknowledges that it has read and understands Florida's Public Records Law and agrees to comply with Florida's Public Records Law.

Pursuant to Section 119.0701(2)(b), Fla. Stat., the Contractor will be required to comply with public records laws, specifically to:

a. Keep and maintain public records required by the public agency to perform the service.

b. Upon request from the public agency's custodian of public records, provide the public agency with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.

c. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract. If the contractor does not transfer the records to the public agency.

d. Upon completion of the contract, transfer, at no cost, to the public agency all public records in possession of the contractor upon termination of the contract or keep and maintain public records required by the public agency to perform the service. If the contractor transfers all public records to the public agency upon completion of the contract, the contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to the public agency, upon request from the public agency's custodian of public records, in a format that is compatible with the information technology systems of the public agency.

Notwithstanding anything contained herein to the contrary, the provisions and requirements of this paragraph shall only apply if and when the Contractor is acting on behalf of Florida Housing.

**If the Contractor has questions regarding the application of Chapter 119, Florida Statutes, to the Contractor's duty to provide public records relating to this contract, contact the Corporation Clerk at:**

**Corporation Clerk  
227 N. Bronough Street, Suite 5000  
Tallahassee, Florida 32301-1329  
Phone: 850.488.4197  
E-mail: Corporation.Clerk@floridahousing.org**

2. Confidentiality

a. If the Contractor asserts that any information or materials intended to be delivered or provided under this Contract constitute a trade secret, or are otherwise confidential or exempt from the public records disclosure requirements of Florida's Public Records Law, such assertion must be made writing to Florida Housing's Contracts Manager upon submitting them to Florida Housing.

b. It is the Contractor's obligation and responsibility to maintain the secrecy of trade secrets and the confidentiality of other confidential information by adequately marking such materials as confidential or exempt before forwarding such information or materials to Florida Housing.

c. In the case of work product furnished to Florida Housing pursuant to this Contract that is confidential, the Contractor will treat such materials as confidential and will not reveal or discuss such materials or any other information learned as a result of this Contract with any other person or entity, except as authorized or directed by Florida Housing.

d. Working papers, copies, internal documents, procedures, methods and related materials considered confidential and/or proprietary shall be treated as confidential and/or proprietary and shall not be revealed or discussed with any other person or entity, except as authorized or directed by Florida Housing. All such records and materials will remain the property of Florida Housing.

e. If the Contractor is required to disclose or publish the existence or terms of transactions under this Contract pursuant to Florida's Public Records Law, then the Contractor shall notify Florida Housing in writing of such disclosure within two (2) days after receipt of the Public Records request.

3. Copyright, Patent and Trademark

a. If the Contractor brings to the performance of this Contract a pre-existing copyright, patent or trademark, the Contractor shall retain all rights and entitlements to that pre-existing copyright, patent or trademark unless the Contract provides otherwise.

b. If any discovery or invention arises or is developed in the course of or as a direct result of work or services performed under this Contract, the Contractor shall refer the discovery or invention to Florida Housing for a determination whether patent protection will be sought in the name of Florida Housing. Any and all patent rights accruing under or in connection with the performance of this Contract are hereby reserved to Florida Housing. In the event that any books, manuals, films, or other copyrightable material are produced, the Contractor shall notify Florida Housing in writing. Any and all copyrights or trademarks created by or in direct connection with the performance under this Contract are hereby reserved to Florida

## Housing.

c. All subcontracts or other arrangements entered into, by the Contractor, with prior written approval and consent of Florida Housing, for the purpose of developing or procuring copyrightable materials (e.g. audiovisuals, computer programs, software, publications, curricula, research materials or training materials, etc.) shall specifically reference and reserve Florida Housing's exclusive rights to use and exploit copyrights and licenses to the extent permitted by copyright law and Florida Statutes.

## 4. Files

a. Contents of the Files: The Contractor shall maintain files containing documentation to verify all compensation to the Contractor in connection with this Contract, as well as reports, records, documents, papers, letters, computer files, or other material received, generated, maintained or filed by the Contractor in connection with this Contract. The Contractor shall also keep files, records, computer files, and reports that reflect any compensation it receives or will receive in connection with this Contract.

b. Retaining the Files: The Contractor shall maintain these files for five years after the fiscal year in which the files become inactive, except that, if any litigation, claim or audit is commenced with respect to the transactions documented by such files before the end of the aforementioned five-year period and extends beyond the expiration of the five-year period, these files will be retained until all litigation, claims, or audit findings involving the files have been resolved.

c. Access to the Files: Upon reasonable notice, the Contractor and its employees shall allow Florida Housing or its agent(s) access to its files during normal business hours, 9:00 a.m. to 5:00 p.m., Monday through Friday, provided such day is not a holiday.

d. Return of the Files: In the event this Contract is terminated, all finished or unfinished documents, data, studies, computer files, correspondence, and other products prepared by or for the Contractor under this Contract shall be submitted to Florida Housing within 15 days of such termination at the expense of the Contractor.

## L. PERSONALLY IDENTIFIABLE INFORMATION (PII); SECURITY

1. If the Contractor or any of its subcontractors may or will create, receive, store or transmit PII under the terms of this Contract, the Contractor shall provide for the security of such PII, in a form acceptable to Florida Housing, without limitation, non-disclosure, use of appropriate technology, security practices, computer access security, data access security, data storage encryption, data transmission encryption, security inspections and audits. The Contractor shall take full responsibility for the

security of all data in its possession or in the possession of its subcontractors, and shall hold Florida Housing harmless for any damages or liabilities resulting from the unauthorized disclosure of loss thereof.

2. If the Contractor or any of its subcontractors may or will create, receive, store or transmit PII under the terms of this Contract, the Contractor shall provide Florida Housing with insurance information for stand-alone cyber liability coverage, including the limits available and retention levels. If the Contractor does not carry stand-alone cyber liability coverage, the Contractor agrees to indemnify costs related to notification, legal fees, judgments, settlements, forensic experts, public relations efforts, and loss of any business income related to this Contract.

3. The Contractor agrees to maintain written policies and procedures for PII and/or data classification. This plan must include disciplinary processes for employees that violate these guidelines.

4. The Contractor agrees at all times to maintain reasonable network security that, at a minimum, includes a network firewall.

5. The Contractor agrees to protect and maintain the security of data with protection security measures that include maintaining secure environments that are patched and up-to-date with all appropriate security updates as designated by a relevant authority (e.g. Microsoft notifications, Common Vulnerabilities and Exposures (CVE) database, etc.) The Contractor agrees that PII shall be appropriately destroyed based on the format stored upon the expiration of any applicable retention schedules.

6. The Contractor agrees that any and all transmission or exchange of system application data with Florida Housing and/or any other parties shall take place via secure Advanced Encryption Standards (AES), e.g. HTTPS, FTPS, SFTP or equivalent means. All data stored as a part of backup and recovery processes shall be encrypted, using AES.

7. If the Contractor reasonably suspects that a cybersecurity event or breach of security has occurred, they must notify Florida Housing's Contract Administrator within 48 hours.

8. In the event of a breach of PII or other sensitive data, the Contractor must abide by provisions set forth in section 501.171, Fla. Stat. Additionally, the Contractor must immediately notify Florida Housing in writing of the breach and any actions taken in response to such a breach. As the information becomes available the statement must include, at a minimum, the date(s) and number of records affected by unauthorized access, distribution, use, modification or disclosure of PII; the Contractor's corrective action plan; and the timelines associated with the corrective action plan.

#### M. OTHER PROVISIONS

1. This Contract shall be construed under the laws of the State of Florida, and venue for any actions arising out of this Contract shall lie in Leon County.
2. No waiver by Florida Housing of any right or remedy granted hereunder or failure to insist on strict performance by the Contractor shall affect or extend or act as a waiver of any other right or remedy of Florida Housing hereunder, or affect the subsequent exercise of the same right or remedy by Florida Housing for any further or subsequent default by the Contractor. A waiver or release with reference to any one event shall not be construed as continuing or as constituting a course of dealing.
3. Any power of approval or disapproval granted to Florida Housing under the terms of this Contract shall survive the terms and life of this Contract as a whole.
4. The Contract may be executed in any number of counterparts, any one of which may be taken as an original.
5. The Contractor understands and agrees to cooperate with any audits conducted in accordance with the provisions set forth in Section 20.055(5), Fla. Stat.

#### N. LOBBYING PROHIBITION

No funds compensation or other resources received in connection with this Contract may be used directly or indirectly to influence legislation or any other official action by the Florida or Federal Legislature or any state or Federal agency. The Contractor further acknowledges that it has not retained the services of any lobbyist or consultant to assist in the procurement and negotiation of this Contract.

#### O. LEGAL AUTHORIZATION

The Contractor certifies with respect to this Contract that it possesses the legal authority to enter into this Contract and that, if applicable, its governing body has authorized, by resolution or otherwise, the execution and acceptance of this Contract with all covenants and assurances contained herein. The Contractor also certifies that the undersigned possesses the authority to legally execute and bind the Contractor to the terms of this Contract.

#### P. PUBLIC ENTITY CRIME

Pursuant to Section 287.133(2)(a), Fla. Stat.: "A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or



perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in s. 287.017 for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.”

Any contract in violation of this provision shall be null and void.

Q. CONFLICTS OF INTEREST

1. Section 420.503(32), Fla. Stat., states:

Prohibited business solicitation communication’ means a private written or verbal communication between a member, officer, or covered employee of the corporation and a service provider regarding the merits of the service provider and whether the corporation should retain the services of the service provider. The term does not include:

(a) A verbal communication made on the record during a public meeting;

(b) A written communication provided to each member and officer of the corporation and made part of the record at a public meeting;

(c) A written proposal or statement of qualifications submitted to the corporation in response to a corporation advertisement seeking proposals or statements of qualifications as part of a competitive selection process.

(d) A verbal or written communication related to the contractual responsibilities of a service provider who was selected to provide services or who was included in a pool of service providers eligible to provide services as a result of a competitive selection process, so long as the communication does not relate to solicitation of business.

(e) A verbal or written communication related to a proposed method of financing or proposed projects, so long as the communication does not relate to solicitation of business.

2. By executing this contract, the Contractor certifies that it shall comply with, and is currently in compliance with, Section 420.512(5), Fla. Stat., as amended.

3. In addition to the conflict of interest rules imposed by the Florida Statutes, should the Contractor become aware of any actual, apparent, or potential conflict of interest or should any such actual, apparent, or potential conflict of interest come into being subsequent to the effective date of this Contract and prior to the conclusion of the Contract, the Contractor will provide notification to Florida Housing, through first class certified mail, return receipt requested (Notice of Conflict of Interest), to the address and individual set forth in Section J, Administration of Contract herein, within

ten (10) working days. If Florida Housing, in its sole discretion, finds the Contractor to be in non-compliance with this provision, without prior written consent from Florida Housing's Executive Director, any compensation received in connection with this Contract shall be subject to forfeiture to Florida Housing and all obligations on the part of Florida Housing to continue doing business with the Contractor or assign any future transaction to the Contractor shall, if Florida Housing so elects, terminate.

**R. ENTIRE AGREEMENT**

This Contract, including any and all attachments, embodies the entire agreement of the parties. There are no other provisions, terms, conditions or obligations between the parties. This Contract supersedes all previous oral or written communications, representations or agreements on this subject.

**S. SEVERABILITY**

If any provision of this Contract is in conflict with any applicable statute or rule, or is otherwise unenforceable, then such provision shall be deemed null and void to the extent of such conflict or unenforceability, and shall be deemed severable, but shall not invalidate any other provision of this Contract.

**REMAINDER OF PAGE INTENTIONALLY LEFT BLANK**

IN WITNESS WHEREOF, the parties have executed this Contract Number 008-2019, each through a duly authorized representative, effective on September 24, 2019.

BOWSTERN, LLC

By: K. Robertson

Name/Title: Kelly Robertson / CEO

Date: 5-29-19

FEIN: 21-2433875

FLORIDA HOUSING FINANCE CORPORATION

By: Hugh R. Brown

Name/Title: Hugh R. Brown / General Counsel

Date: 5-31-19

**EXHIBIT A**

**REQUEST FOR QUALIFICATIONS (RFQ) 2019-03**

**PUBLIC RELATIONS SERVICES**

**for**

**FLORIDA HOUSING FINANCE CORPORATION**

**February 1, 2019**

## **SECTION ONE INTRODUCTION**

Florida Housing Finance Corporation (“Florida Housing”) is soliciting competitive, sealed responses from qualified firms to provide public relations services in accordance with the terms and conditions set forth in this Request for Qualifications (RFQ), and any other term and condition in any contract subsequently awarded. Respondents will be selected and determined through Florida Housing’s review of each response, considering the factors identified in this RFQ. Florida Housing expects to select one or more Respondents that propose to provide all of the services specified in this RFQ.

## **SECTION TWO DEFINITIONS**

For purposes of this document, the following terms will be defined as follows:

“Board”	The Board of Directors of Florida Housing Finance Corporation.
“Committee”	The review committee composed only of employees of Florida Housing that is established pursuant to Rule 67-49.007, Fla. Admin. Code.
“Contractor”	A person or entity providing the professional services described in Section Four of this RFQ.
“Days”	Calendar days, unless otherwise specified.
“Effective Date”	The date the last party signs the contract that is awarded as a result of this RFQ.
“Florida Housing”	Florida Housing Finance Corporation, a public corporation and public body corporate and politic created by Section 420.504, Fla. Stat.
“Respondent”	Any person or entity who has the capability in all respects to perform fully the requirements contained in this RFQ, and submits a response to this RFQ.
“Response”	The written submission by an Respondent to this RFQ.
“RFQ”	This RFQ, including all exhibits referenced in this document and all other documents incorporated by reference.

“Website”

The Florida Housing Finance Corporation website,  
the URL of which is [www.floridahousing.org](http://www.floridahousing.org).

### **SECTION THREE PROCEDURES AND PROVISIONS**

A. The Respondent must submit an original and three copies of the Response to the Contract Administrator in a sealed envelope marked “RFQ 2019-03.” Each envelope or package containing Responses must clearly state the name of the Respondent. The Response that is the original must be clearly indicated on that Response. An electronic copy of the Response must also be submitted on a CD or flash drive. Florida Housing will not accept a faxed or e-mailed Response. Florida Housing must receive any Responses on or before 2:00 p.m., Eastern Time, on February 27, 2019. Responses will be opened at that time.

Contract Administrator  
Florida Housing Finance Corporation  
227 North Bronough Street, Suite 5000  
Tallahassee, FL 32301-1329  
(850) 488-4197  
Email: [Contract.Admin@floridahousing.org](mailto:Contract.Admin@floridahousing.org)

B. This RFQ does not commit Florida Housing to award a contract to any Respondent or to pay any costs incurred in the preparation or mailing of a Response.

C. All services under the contract awarded are to be performed solely by the Contractor, unless subcontracted or assigned with the prior written approval and consent of Florida Housing.

D. Florida Housing reserves the right to:

1. Waive minor deficiencies and informalities;
2. Accept or reject any or all Responses received as a result of this RFQ;
3. Obtain information concerning any or all Respondents from any source;
4. Request an oral interview before the Board from any or all Respondents;
5. Select for contract negotiation or for award a Response other than (or in addition to) that with the highest score in order to serve the best interests of Florida Housing and the public; and
6. Negotiate with the successful Respondent with respect to any additional terms or conditions of the contract.

E. Any interested party may submit any question regarding this RFQ in writing via mail or e-mail to the Contract Administrator at the address given in Section Three, Item A. All questions must be submitted no later than 2:00 p.m., Eastern Time, on February 13, 2019. Phone calls will not be accepted. Florida Housing expects to respond to all questions in writing by 5:00 p.m., Eastern Time, on February 20, 2019. Florida Housing will post a copy of all questions received and the corresponding answers on Florida Housing's website at:

<http://www.floridahousing.org/legal/procurements/request-for-qualifications>.

Only written responses or statements from the Contract Administrator that are posted on our website will bind Florida Housing. No other means of communication, whether oral or written, may be construed as an official response or statement from Florida Housing.

F. Between the release of the solicitation and the end of the 72-hour period following the posting of the notice of intended award, respondents to this solicitation or persons acting on their behalf may not contact any member of Florida Housing's Board of Directors or any Florida Housing employee concerning any aspect of this solicitation, except in writing to the Contract Administrator. Violation of this provision may be grounds for rejecting a response.

G. Any person who wishes to protest the specifications of this RFQ must file a protest in compliance with Section 120.57(3), Fla. Stat., and Rule Chapter 28-110, Fla. Admin. Code. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat., will constitute a waiver of proceedings under Chapter 120, Fla. Stat.

H. The term of the contract will be for three years, subject to satisfactory performance at the sole discretion of Florida Housing. If the parties mutually agree in writing, the contract may be renewed once for an additional three years.

I. Florida Housing is not required to use the services of any selected Contractor or to assign any work to such provider, and may terminate the contract with any selected Contractor without cause and without penalty.

J. Pursuant to Rule 67-49.004, Fla. Admin. Code, Florida Housing may modify the terms of the RFQ at any point prior to the due date for Responses. A notice of such modification will be posted on Florida Housing's Website and will be provided to potential Respondents who requested copies of the RFQ. Any Respondent will have at least seven days from the date of the posting of the notice of the modification to submit or modify its Response.

K. The terms of this RFQ, and any modifications thereto, will be incorporated into any contract offered as a result of this RFQ. Failure of a successful Respondent to accept these obligations in the final contract may result in cancellation of the award.

## **SECTION FOUR SCOPE OF SERVICES**

Florida Housing uses public relations plans and/or buys print, broadcast, display and/or online advertising to promote its housing programs and/or other housing-related programs. Florida Housing seeks to implement research-based public relations campaigns and media-buying strategies that maximize reach within its target markets, and that demonstrate an effective use of public relations and advertising dollars. Contractor(s) will be asked to provide public relations and crisis communications planning, in addition to media planning and media buying strategies that focus on mainstream and minority media, including Hispanic, African-American and Creole markets, and produce methods of evaluating the effectiveness of the public relations and/or advertising campaigns.

The Contractor will develop research-based public relations, crisis communications campaigns, media planning and/or media buying strategies that include print, broadcast, display, and/or online advertising to promote Florida Housing, its programs and/or other housing-related programs to potentially eligible consumers within mainstream and minority communities. With the submission of each invoice, the Contractor will also provide Florida Housing with a report that provides a breakdown of the campaign, to include items such as types of media used, how/when it was disseminated to the target audience, etc.

## **SECTION FIVE CERTIFICATION**

Do not reproduce the language of Section Five in the Response. By inclusion and execution of the statement provided in Section Six, subsection I, of this RFQ, each Respondent certifies that:

A. The Respondent submits this Response without prior understanding, agreement, or connection with any person or entity submitting a separate Response for the same services. However, any agreement with a person or entity with whom the Response is jointly filed and such joint filing is made clear on the face of the Response will be an exception so long as the Response is in all respects fair and without collusion or fraud.

B. Any material submitted in response to this RFQ is a public record pursuant to Chapter 119, Fla. Stat., and subject to examination upon request, but only after Florida Housing provides a notice of decision pursuant to Section 120.57(3), Fla. Stat., or within 30 days after the Response is opened, whichever is earlier.

C. The Respondent, if awarded a contract under this RFQ, will comply with Section 420.512(5), Fla. Stat. For the purpose of Section 420.512(5), Fla. Stat., "Prohibited Business Solicitation Communications" is defined by Section 420.503(32), Fla. Stat.

D. The Respondent is in compliance with Section 287.133(2)(a), Fla. Stat.



E. The Respondent understands and agrees to cooperate with any audits conducted in accordance with the provisions set forth in Section 20.055(5), Fla. Stat.

F. Pursuant to Section 119.0701(2)(b), Fla. Stat., the Respondent, if awarded a contract under this RFQ, will be required to comply with public records laws, specifically to:

a. Keep and maintain public records required by Florida Housing to perform the service.

b. Upon request from Florida Housing's custodian of public records, provide Florida Housing with a copy of the requested records or allow the records to be inspected or copied within a reasonable time at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law.

c. Ensure that public records that are exempt or confidential and exempt from public records disclosure requirements are not disclosed except as authorized by law for the duration of the contract term and following completion of the contract if the contractor does not transfer the records to Florida Housing.

d. Upon completion of the contract, transfer, at no cost, to Florida Housing all public records in possession of the contractor or keep and maintain public records required by Florida Housing to perform the service. If the contractor transfers all public records to Florida Housing upon completion of the contract, the contractor shall destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. If the contractor keeps and maintains public records upon completion of the contract, the contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to Florida Housing, upon request from Florida Housing' custodian of public records, in a format that is compatible with the information technology systems of the public agency.

**If the Contractor has questions regarding the application of Chapter 119, Florida Statutes, to the Contractor's duty to provide public records relating to this contract, contact the Corporation Clerk at:**

**Corporation Clerk  
227 N. Bronough Street, Suite 5000  
Tallahassee, Florida 32301-1329  
Phone: 850.488.4197  
E-mail: Corporation.Clerk@floridahousing.org**

Notwithstanding anything contained herein to the contrary, the provisions and requirements of this paragraph will only apply if and when the Contractor is acting on behalf of Florida Housing.

G. The Respondent acknowledges that if awarded a contract it will be prohibited from engaging in activities in connection with services related to Florida Housing transactions that produce direct or indirect financial gain for the Respondent other than for the compensation agreed upon in the contract that results from this RFQ, unless that Respondent has Florida Housing's written consent after Florida Housing has been fully informed of such activities in writing.

H. The Respondent acknowledges that if awarded a contract it will be prohibited from engaging in any actual, apparent, or potential conflict of interest. Should any such actual, apparent, or potential conflict of interest come into being subsequent to the effective date of the contract and prior to the conclusion of the contract, the Respondent will provide written notification (Notice of Conflict of Interest) to Florida Housing's Contract Administrator within 10 working days for review by Florida Housing's Executive Director in consultation with their Ethics Officer. If the Respondent is found to be in non-compliance with this provision, any compensation received in connection with this contract will be subject to forfeiture to Florida Housing.

I. The Respondent, in submitting this Response, acknowledges and agrees that the terms and conditions of this RFQ, as well as any modifications thereto, will be incorporated into any contract offered as a result of this RFQ.

J. CERTIFICATION STATEMENT:

**THE FOLLOWING WILL BE REPEATED IN THE RESPONDENT'S RESPONSE AND SIGNED BY AN INDIVIDUAL AUTHORIZED TO BIND THE RESPONDENT. THIS IS A THRESHOLD ITEM AND FAILURE TO INCLUDE THE CERTIFICATION STATEMENT BEARING AN ORIGINAL SIGNATURE WILL RESULT IN REJECTION OF THE RESPONSE.**

"I agree to abide by all conditions of RFQ 2019-03 and certify that all information provided in this Response is true and correct, that I am authorized to sign this Response as the Respondent and that I am in compliance with all requirements of the RFQ, including but not limited to, the certification requirements stated in Section Five of this RFQ."

---

Authorized Signature (Original)

---

Print Name and Title

**SECTION SIX**  
**INFORMATION TO BE PROVIDED IN RESPONSE**

In providing the following information, restate each item and sub-item (with its letter and number), limit your Response to one bound volume. Responses to the items must be included immediately after the restated items without any reference to any appendix.

**A. COVER LETTER**

Each proposal must be accompanied by a cover letter that contains a general statement of the purpose of submission and includes the following information.

1. The name, job title, address, office and cellular telephone numbers, and e-mail address of a primary contact person, who will be responsible for day-to-day contact with Florida Housing, and any backup personnel who would be accessible if the primary contact cannot be reached.
2. Legal business status (individual, partnership, corporation, etc.) and address and telephone number of the Respondent.

**B. BACKGROUND AND EXPERIENCE**

1. Provide evidence that the Respondent is qualified to do business in the State of Florida.
2. Describe the Respondent's presence in Florida, and ability to be accessible to Florida Housing staff, availability for meetings, conferences, consultation, etc.
3. Provide a history of the Respondent's experience providing public relations, crisis communications, media planning and media buying services in Florida as well as its experience with statewide public relations and advertising campaigns targeting Hispanic, African-American, Creole, and other minority populations.
4. Provide description and sample of a statewide or targeted public relations campaign and media buy that the Respondent has implemented using a budget range \$150,000-\$500,000.
5. Provide a description of the Respondent's approach in developing targeted media buying as discussed in the scope of services, including creating communication plans (using acceptable industry methods); planning meetings with client; relying on market demonstrations and/or Nielson ratings; and other tools. (Sample may be provided as an Exhibit to the Response).
6. Provide a description and example of a crisis plan that the Respondent has implemented.
7. Discuss and provide examples of the Respondent's ability to develop key

messages for target audiences, engage in targeted media relations, and negotiate media/advertising buys and additional placements with media outlets.

8. Provide any additional information explaining why your business would produce work superior to that of another firm.

**C. SCHEDULE**

Provide the timeline of a previous public relations campaign, crisis communications plan, and a media buy completed by the Respondent that best represents the business’s ability to handle an all-encompassing and complete public relations campaign. This timeline should demonstrate the Respondent’s ability to handle crisis communications planning and a full advertising schedule from planning, designing and placement; to verification and documentation of placements.

**D. FEES**

1. Provide the proposed hourly fee to be charged in connection with the services described in Section Four of this RFQ. Table A below is a fee schedule work sheet for use in itemizing fees.

2. Fees proposed must include all charges relating to the services required under the contract and all out-of-pocket expenses, such as telephone, postage and shipping, printing and/or copy costs, and travel, if any. No costs will be reimbursed under the contract.

<b>TABLE A FEE SCHEDULE</b>		
	<b>Description</b>	<b>Hourly Fee</b>
<b>A.</b>	Research-Based Public Relations Campaigns, Crisis Communications Plans, Media Planning and/or Media Buying Strategies – Year One	\$
<b>B.</b>	Research-Based Public Relations Campaigns, Crisis Communications Plans, Media Planning and/or Media Buying Strategies – Year Two	\$
<b>C.</b>	Research-Based Public Relations Campaigns, Crisis Communications Plans, Media Planning and/or Media Buying Strategies – Year Three	\$
<b>D.</b>	Research-Based Public Relations Campaigns, Crisis Communications Plans, Media Planning and/or Media Buying Strategies – Optional Renewal Year One	\$
<b>E.</b>	Research-Based Public Relations Campaigns, Crisis Communications Plans, Media Planning and/or Media Buying Strategies – Optional Renewal Year Two	\$
<b>F.</b>	Research-Based Public Relations Campaigns, Crisis	\$

	Communications Plans, Media Planning and/or Media Buying Strategies – Optional Renewal Year Three	
<b>G.</b>	<b>CAMPAIGNS, PLANNING AND BUYING STRATEGIES AVERAGE HOURLY FEE (A+B+C+D+E+F) ÷ 6</b>	<b>\$</b>

3. Provide an additional breakdown of the business’s public relations planning costs and fees.

4. Identify any reduced costs available to government, non-profit entities such as Florida Housing, and your business’ ability to negotiate these and other reductions in fees.

*FINAL FEE SCHEDULE WILL BE SUBJECT TO NEGOTIATION.*

**E. DRUG-FREE WORKPLACE**

If the Respondent has implemented a drug-free workplace program, the Respondent must submit the following certification indicating that it meets all of the requirements of Section 287.087, Fla. Stat.:

I hereby certify on behalf of the Respondent, under the terms of RFQ 2018-13, that the Respondent has implemented a drug-free workplace program pursuant to Section 287.087, Fla. Stat.

Authorized Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Print Title: \_\_\_\_\_

**F. MINORITY BUSINESS ENTERPRISE**

If the Respondent is a minority business enterprise as defined in Section 288.703, Fla. Stat., the Respondent must submit the following certification:

I hereby certify on behalf of the Respondent, under the terms of RFQ 2018-13, that the Respondent is a “minority business enterprise” as defined in Section 288.703(3), Fla. Stat.

Authorized Signature: \_\_\_\_\_

Print Name: \_\_\_\_\_

Print Title: \_\_\_\_\_

**G. CERTIFICATION (Mandatory Item)**

**FAILURE TO INCLUDE THE CERTIFICATION STATEMENT LOCATED IN SECTION FIVE OF THIS RFQ BEARING AN ORIGINAL SIGNATURE WILL RESULT IN REJECTION OF THE RESPONSE.**

**SECTION SEVEN  
EVALUATION PROCESS**

The individual Committee members will independently evaluate the Responses by reviewing the answers to each of the items identified in Section Six of this RFQ and assigning points up to the maximum points allowed for each item.

For Item D.1., Fees, the Respondent with the lowest proposed average hourly rate from Table A, Fee Schedule, will receive the maximum allowable points (30 points). The remaining respondents will receive a percentage of the maximum points, rounded to the nearest whole number, based on the following formula:

Lowest Proposed Average Hourly Fee	=	%	x	30	=	Total Points Awarded for that "Average Hourly Rate" (Rounded to the nearest whole number)
÷ Current Respondent's Proposed Average Hourly Fee						

The points available for items in Section Six are to be evaluated are as follows:

<u>Item Reference</u>	<u>Maximum Points</u>
B.1 -3,7,8 Background and Experience .....	10
B.4 Background and Experience .....	10
B.5 Background and Experience .....	10
B.6 Background and Experience .....	10
C. Schedule.....	30
D. Fees .....	30
<b>Total Points Available .....</b>	<b>100</b>

In the event of a tie, Florida Housing will give preference in the award process to the Response certifying a drug-free workplace has been implemented in accordance with Section 287.087, Fla. Stat. If a tie continues to exist, Florida Housing will give preference to minority business enterprises as defined in Section 288.703, Fla. Stat.

The Committee will conduct one or more public meetings during which members will discuss their evaluations and develop a recommendation or series of recommendations to the Board. The Committee's recommendation will be based on the cumulative scoring and information gathered from the non-scored items. The Board may use the Responses,

the Committee's scoring, the non-scored items in the Responses, any other information or recommendation provided by the Committee or staff, and any other information the Board deems relevant in its selection of Respondents to whom to award a contract.

## **SECTION EIGHT AWARD PROCESS**

Florida Housing will provide notice of its decision, or intended decision, for this RFQ on Florida Housing's Website the next business day after the applicable Board vote. After posting, an unsuccessful applicant may file a notice of protest and a formal written protest in accordance with Section 120.57(3), Fla. Stat. Failure to file a protest within the time prescribed in Section 120.57(3), Fla. Stat. or failure to post the bond or other security required by law within the time allowed for filing a bond will constitute a waiver of proceedings under Chapter 120, Fla. Stat.