

# FEDERAL LOBBYING SERVICES FOR CENTRAL FLORIDA EXPRESSWAY AUTHORITY, FLORIDA



ALCALDE & FAY  
GOVERNMENT & PUBLIC AFFAIRS

**JANUARY 12, 2017**

# BACKGROUND

## AMONG WASHINGTON'S LARGEST BIPARTISAN GOVERNMENT AFFAIRS FIRMS

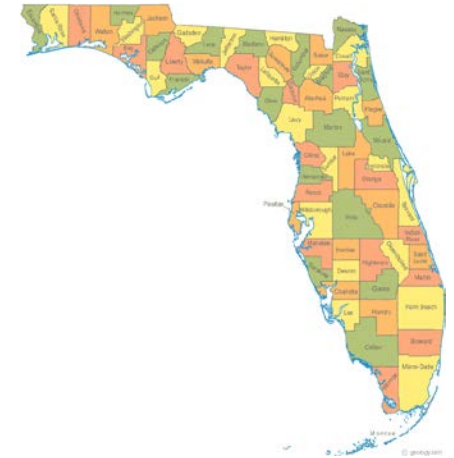
- Founded in 1973 - Four decades of experience on behalf of public bodies
- Over 80 clients nationwide, including cities, counties, and local government districts from Florida to California
- 30 partners and professional staff, including a former Member of Congress from Florida and Capitol Hill staff
- Bipartisan firm with well-established relationships on Capitol Hill and the Federal agencies
- Recognized as one of the Top 10 Most Influential Lobbying Firms in the Country by George Washington University and Lobbyist.info



# ESTABLISHED FLORIDA PRESENCE

## Representing Public Entities for Over 40 years

Tampa Port Authority (1973)	City of Melbourne (2006)
Miami-Dade County (1977)	Melbourne Airport Authority (2006)
Port of Miami (1977)	Okaloosa County (2007)
Jacksonville Port Authority (1986)	City of Daytona Beach (2008)
Jacksonville Aviation Authority (1989)	City of Ft. Myers (2009)
City of Boca Raton (1996)	City of Miramar (2009)
City of Deerfield Beach (1997)	Village of Pinecrest (2009)
City of Riviera Beach (1998)	Okeechobee Utility Authority (2010)
Florida Inland Nav. Dist. (2002)	Palm Beach County (2011)
Lake County (2002)	Alachua County (2012)
Hendry County (2003)	Escambia County (2012)
City of Homestead (2003)	City of Hallandale Beach (2012)
West Coast Inland Nav. Dist. (2004)	Village of Islamorada (2012)
City of Cocoa (2005)	City of Fort Lauderdale (2015)
Seminole County (2005)	Central Florida Expressway Authority (2016)
City of Lauderdale Lakes (2006)	Tampa International Airport (2017)
Marion County (2006)	



# RELATIONSHIPS

## BIPARTISAN CONGRESSIONAL AND EXECUTIVE AGENCY RELATIONSHIPS

- Firm partners and personnel maintain close working relations with key legislators and staff in both the House and Senate
- Four decades working with Leadership and senior staff of many of the Congressional Committees of importance to CFX:

*Appropriations*

*Transportation & Infrastructure*

*Ways & Means*

*Environment and Public Works*

*Commerce, Science and Transportation*

*Finance*

- Long-term relationships extend well into the ranks of senior career staff and political appointees at the Department of Transportation and many Federal agencies



# THE CFX CLIENT TEAM



## *JIM DAVENPORT, MANAGING PARTNER*

- Active in government and consulting since 1995
- Experienced tactician in navigating the legislative and federal agency processes
- Manages numerous public clients on a wide array of issues



## *SKIP BAFALIS, PARTNER*

- Former Member of Congress from Florida with more than 50 years of government and lobbying experience
- Long-term relationships with several senior members of Congress
- Successful record of achievement on behalf of central Florida communities



## *PAUL SCHLESINGER, PARTNER*

- Former Staff Director House Transportation & Infrastructure Committee
- More than 40 years of government and lobbying experience
- Leads major lobbying efforts on behalf of significant transportation districts

# WORKING FOR CFX

## COMPREHENSIVE FEDERAL GOVERNMENT RELATIONS

- Provide monthly reports and updates regarding new administration policies and priorities relating to transportation initiatives and funding
- Monitor all legislation, rulemakings, executive orders and policy impacting CFX
- Identify and assist CFX in seeking federal funding opportunities, including competitive grants
- Assist CFX with gathering information and conducting research about specific federal programs and laws
- Enhance CFX's relationships, organize Washington meetings, and raise profile with key Members of Congress and federal agencies

**CENTRAL  
FLORIDA  
EXPRESSWAY  
AUTHORITY**

# CHANGES IN WASHINGTON

- DOT Secretary Elaine Chao – former Deputy Secretary of Transportation under President George H. W. Bush, former Secretary of Labor under President George W. Bush
  - Decrease in regulatory burdens
  - Equity between Urban and Rural Areas
  - Consideration of New Technologies
- Florida's 10 new members include Darren Soto (D), Val Demings (D), and Stephanie Murphy (D)
- House Transportation & Infrastructure Committee – Reps. Daniel Webster (R), Lois Frankel (D)
- Earmarks – House has signaled that it will revisit the earmark moratorium in the first half of 2017

# INFRASTRUCTURE SPENDING

- Trump's \$1 Trillion Infrastructure Package
  - Tolling: \$137 Billion in Tax Credits to Private Investors to generate \$1 Trillion over 10 years
  - Direct investment – Raising Gas Tax?
  - Trump and Congress are signaling that the infrastructure package will come after health care overhaul, rollback of regulations and changes to tax code
  - House GOP expressing reluctance to spending large sums of money on infrastructure as a way to boost the economy



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**Jim Davenport, Managing Partner  
2111 Wilson Boulevard, 8th Floor  
Arlington, Virginia 22201  
Davenport@Alcalde-Fay.com  
(703) 841-0626**