



CITY OF PALM COAST

RFP-ADM-24-22 City Legal Services

GRAYROBINSON

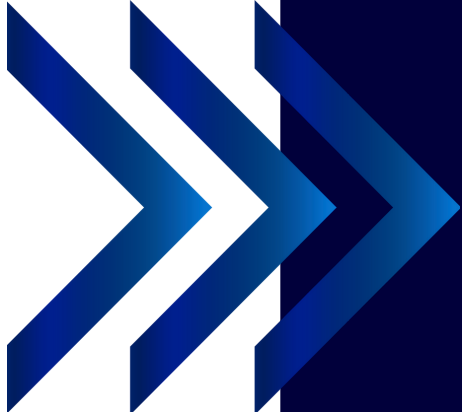
EXPERIENCE

GRAYROBINSON

GrayRobinson attorneys and advisors have a long history of providing legal and legislative services to numerous public sector entities across Florida.

WE KNOW LOCAL GOVERNMENT

Examples of our present and past public sector clients include:



City of Belle Isle
City of Clermont
City of Cocoa Beach
City of Fort Myers
City of Fort Pierce
City of Gainesville
City of Greenacres
City of Groveland
City of Hollywood
City of Key West
City of Kissimmee
City of Maitland

City of Mount Dora
City of Newberry
City of Orlando
City of Oviedo
City of Port St Lucie
City of Rockledge
City of St Cloud
City of Tallahassee
City of Tampa
City of Vero Beach
City of West Palm Beach
City of Winter Park

Clay County Utility Authority
Escambia County
Gulf County
Hendry County
Hillsborough County
Public Schools
Islamorada Village of Islands
JEA
Lake County
Lake County School Board
Marion County
Miami-Dade County

Monroe County
Orange County
Orlando Utilities Commission
School Board of Broward County
School Board of Volusia County
School District of St. Lucie County
St. Johns County School District
St. Lucie County
The School Board of Lee County
ToHo Water Authority
Village of Indiantown
Washington County

GRAYROBINSON, P.A.

2024

RECOGNIZED BY

Best Lawyers

"Top Tier Government Relations Practice"

"Lawyer of the Year: Government Relations Practice"

"Ones to Watch"

- Best Lawyers in America

Florida Trend

FLORIDA'S BUSINESS AUTHORITY

"Legal Elite: Government and Administrative Law"

"Florida's 500: Florida's Most Influential Business Leaders"

- Florida Trend

- We serve our clients where they will find the most value in our representation - at the intersection of law and politics.
- Focused on representation and fortitude of local governments. "If you grow your community, you will grow your firm."
- Representing over 100 Florida cities, counties, and special districts.

HEATHER RAMOS

GRAYROBINSON



HEATHER RAMOS

Orlando
Shareholder

Heather represents public and private sector clients in all state and local government law aspects. Her expertise includes issues relating to land use and real estate development, as well as legislative and governmental affairs on the local and state levels. Heather provides a broad scope of legal services involving Florida's Public Records and Open Meeting Law, ethics and gift laws, special assessments, taxation and public finance, utility law, and constitutional law. She advises clients operating across Florida's dynamic economy, including developers, landowners, municipalities, and special districts.

For state and local governments, Heather currently serves as the town attorney for the Towns of Windermere and Astatula, general counsel to the Orange County Library District, assistant general counsel to Space Florida, and assistant general counsel to the North Brevard County Hospital District.

»» PUBLIC SECTOR LAW AUTHORITY

»» CREATIVE PROBLEM-SOLVER

»» HIGHLY EXPERIENCED

ELISABETH CRANE

GRAY ROBINSON



ELISABETH CRANE

Orlando
Associate

Elisabeth Crane focuses her practice on corporate and business transactions, tax, real estate, estate planning, and health care matters. Elisabeth represents businesses in various industries, including real estate developers, lenders and financial institutions, healthcare providers, local governments and special districts, including the North Brevard County Hospital District, Space Florida, and the Orange County Library District. She has assisted clients in preparing and negotiating asset purchase agreements, stock purchase agreements, real estate purchase agreements, leases, operating agreements, shareholder agreements, and other general commercial contracts.

TEAM MEMBERS

GRAYROBINSON

GrayRobinson uses a team approach designed to maximize communication and responsiveness to the needs of the City.



**TREVOR
ARNOLD, B.C.S.**
Shareholder
Orlando

**JACK
BRENNAN**
Shareholder
Orlando

**THOMAS A.
CLOUD, B.C.S.**
Of Counsel
Orlando

**NICK
DANCAESCU**
Shareholder
Orlando

**ALECIA
INGRAM**
Of Counsel
Tampa

**DEBORAH
LA FLEUR, B.C.S.**
Shareholder
Orlando

**VANESSA
STEINERTS**
Of Counsel
Tampa

**JULIE
ZOLTY**
Associate
Orlando

- Continuity in legal matters is of utmost importance.
- One main contact from GR to ensure effective coordination.
- Immediately familiarize ourselves with ongoing legal matters; work with prior counsel to ensure smooth transition.
- Pride ourselves on proactive vs. reactive approach.
- Envision a long-term, successful relationship.

PUBLIC SECTOR WORK

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- Obtain state and local government regulatory approvals and all matters attendant to acquiring, developing, and utilizing real property.
 - Prepare, file, and obtain approval for residential and mixed-use simple and complex projects.
 - Document and obtain approval for multi-use commercial, marina, retail, and residential condominium and timeshare projects.
 - Assist multistate developers with foreign jurisdiction sale solicitation requirements for projects in Florida.
 - Represent lending institutions in drafting documentation and closing all manner of real estate and commercial loans.
 - Work in special assets, assisting bankruptcy practitioners with the implications of complicated business and real estate transactions.
 - Issue title insurance in conjunction with loans, acquisitions, and developments in multistate undertakings as aggregate refinancings or exchanges.
 - Application and approval of multiple Developments of Regional Impact.
 - Prepare a variety of leases and other real estate and development-related documentation.
 - Involved in all aspects of local government legal concerns, including drafting ordinances, representing municipalities in Tallahassee, overseeing all litigation, and serving as legal adviser to mayors, city councils, county commissions, and various department heads.
 - Represent community development districts, the creation and representation of community redevelopment agencies, and in related developer and local government litigation.

THANK YOU

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