

2021 LOBBYIST SPREADSHEET

CONTACT INFORMATION

Ballard Partners, Inc.
201 East Park Ave., 5th Floor

Tallahassee, FL 32301
Office: 850-577-0444, Fax: 850-577-0022

LOBBYIST

Christina D. Brodeur
christy@ballardpartners.com

Ana Cruz
ana@ballardpartners.com

FIRST REG

6/9/2020

6/9/2020

PRINCIPAL(S)

DFASS Group (Orlando), LLC
1/21/2021 - Met with Chairman Good to discuss international concessionaire relief
8/20/2021 - Introductory meeting with Board Member Belinda Kirkegard regarding DFASS Group (Orlando), LLC/3Sixty Duty Free
9/27/2021 - Met with Phil Brown and Yovannie Rodriguez to discuss concession relief for international concessionaires
9/30/2021 - Met with Chairman Good to further discuss concessionaire relief

DFASS Group (Orlando), LLC

DATE ADDED

6/9/2020

6/9/2020

R/D P

1/21/2021

1/21/2021

E/R

Y - 2020

Y - 2020

10/5/2021

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R/D P - Re-Registered Principal

E/R - Expense Report

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CONTACT INFORMATION

BCM Consulting
 300 S. Orange Ave. Suite 1565

 Orlando, FL 32801
 Office: 407-256-2205; Fax 407-426-9690

LOBBYIST

Bertica Cabrera-Morris
berticacm@aol.com

FIRST REG

3/28/2008

PRINCIPAL(S)

ABM/AMPCO
 Areas
4/1/2021 - With Alain Hernandez, of Areas, met in-person with Tracy Harris and Sharmaine Smith
 Bermello & Ajamil
1/13/2021 - Met with Chairman Good to discuss future work for Bermello & Ajamil
3/3/2021 - Met with Phil Brown to discuss work opportunities for Bermello
3/4/2021 - Met with Phil Brown and Mark Birkebak to discuss work for Bermello & Ajamil;
4/22/2021 - Met with Phil Brown to discuss Bermello
3/8/2021 - Spoke with Chairman Good on phone to discuss work for Bermello & Ajamil

DATE ADDED

7/18/2013
 10/25/2019

 9/26/2019

R/D P

2/4/2021

 2/4/2021

 2/4/2021

E/R

Y - 2020

 Y - 2020

 Y - 2020

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CONTACT INFORMATION	LOBBYIST	FIRST REG	PRINCIPAL(S)	DATE ADDED	R/D P	E/R
BCM Consulting cont.			Marshall Retail	1/18/2019	2/4/2021	Y - 2020
			Cloud Communications/IT	5/19/2021		
			<i>6/16/2021 - Met with Pete Pelletier representing Cloud Communications;</i> <i>6/16/2021 - Met with Brian Engle representing Cloud Communications</i>			
Boru and Associates	Brian J. Morris		Plaza Premium Partners	6/28/2021	1/15/2021	Y-2020
			<i>6/30/2021 - Met with Phil Brown to discuss charter schools</i>			
			<i>9/15/2021 - Met with Yovannie Rodriguez to discuss Concessions Master Plan</i>			
			<i>9/23/2021 - Met with Chairman Carson Good to introduce Plaza Premium Partners</i>			
300 S. Orange Avenue #1565	brianjm1@aol.com	12/11/2015	Aireko Energy Group	1/24/2018	1/15/2021	Y-2020
			<i>9/20/2021 - Met with Board Member Belinda Kirkegard to introduce AEG</i>			
Orlando, FL 32801 Office: 407-748-4828			Ardmore Roderick	12/11/2015	1/15/2021	Y-2020
			<i>9/1/2021 - Met with Mark Birkebak to discuss future work for Ardmore Roderick</i>			
Brightline Trains Florida, LLC	Cynthia Bergmann	2/10/2021	Brightline Trains Florida, LLC	2/10/2021		
161 NW 6th St., Suite 900	cynthia.bergmann@gobrightline.com					
Miami, FL 33136						
Office: 305-521-4875						

10/5/2021

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R/D P - Re-Registered Principal

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CONTACT INFORMATION	LOBBYIST	FIRST REG	PRINCIPAL(S)	DATE ADDED	R/D P	E/R
Brightline Trains Florida, LLC cont. 10705 Jeff Fuqua Blvd, Suite 4114 Orlando, FL 32827 Office: 407-502-3587	Katharine Mitzner katie.mitzner@gobrightline.com	9/24/2020	Brightline Trains Florida, LLC	9/24/2020	2/10/2021	Y-2020
	Christine Kefauver christine.kefauver@gobrightline.com	3/19/2021	Brightline Trains Florida, LLC 3/30/2021 - Ms. Kefauver met with Ms. Yovannie Rodriguez in an introductory meeting	3/19/2021		
Florida Alliance Consulting, LLC 2325 Labelia Drive Lake Mary, FL 32746 Office: 407-709-2324 Fax: 313-672-5934	Jonathan A. Setzer setzer@flallianceconsulting.com	12/22/2020	Orlando Food Hall, LLC 12/15/2020 - Met with Chairman Good to discuss reporting deadlines 9/20/2021 - Met with Chairman Good to discuss concessions at airport	12/22/2020	1/28/2021	
	Jose Fernandez jose.fernandez@flcompass.com	9/3/2021	Hill International	9/3/2021		

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CONTACT INFORMATION

LOBBYIST

FIRST REG PRINCIPAL(S)

DATE ADDED

R/D P

E/R

Florida East Coast Industries, LLC
700 NW 1st Ave., Suite 1620
Miami, FL 33136
Office: 305-520-2300

Kolleen O.P. Cobb
kolleen.cobb@gobrightline.com

11/18/2019 FECI

11/18/2019

2/10/2021

Y-2020

Jose M. Gonzalez
jose.gonzalez@gobrightline.com

11/18/2019 FECI

11/18/2019

2/10/2021

Y-2020

2002 San Marco Blvd, Suite 202
Jacksonville, FL 32207
Office: 904-996-2812

Husein Cumber
husein.cumber@feci.com

1/22/2014 FECI

1/22/2014

2/10/2021

Y-2020

10/5/2021

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CONTACT INFORMATION	LOBBYIST	FIRST REG	PRINCIPAL(S)	DATE ADDED	R/D P	E/R
<p>Frank Kruppenbacher, P.A.</p> <p>1218 Guernsey Street</p> <p>Orlando, FL 32804 Office: 407-246-0200</p>	<p>Frank Kruppenbacher</p> <p>fklegal@hotmail.com</p>	<p>1/29/2021</p>	<p>Bishop Beale Duncan - <i>Ceased to represent Bishop Beale Duncan on 7/16/2021</i></p> <p><i>1/29/2021 - Met with Yovannie Rodriguez to discuss RFP for management of Colonial Promenade</i></p>	<p>1/29/2021</p>		
<p>GrayRobinson, P.A.</p> <p>301 E. Pine Street, Suite 1400 Orlando, FL 32801 Office: 407-843-8880 Fax: 407-244-5690</p>	<p>Roy D. Cannon, Jr.</p> <p>dean.cannon@gray-robinson.com</p>	<p>1/2/2018</p>	<p>Legacy Concessions, LLC Orlando Economic Development SIXT Rent a Car Uber Technologies, Inc. and Affiliates</p>	<p>6/19/2019 1/8/2021 1/2/2020 1/2/2020</p>	<p>1/8/2021 1/8/2021 1/8/2021 1/8/2021</p>	<p>Y - 2020 Y - 2020 Y - 2020 Y - 2020</p>

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CONTACT INFORMATION

LOBBYIST

FIRST REG

PRINCIPAL(S)

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GrayRobinson, P.A. cont.

Christopher L. Carmody, Jr.

11/20/2009

Airport Dimensions
2/25/2021 - Phone call with Chairman Good to discuss South Terminal lounge opportunity

1/20/2020

1/7/2021

Y - 2020

chris.carmody@gray-robinson.com

Legacy Concessions
 MV Transportation Inc. of California
 Orlando Economic Partnership, Inc.
 Uber Technologies, Inc. and Affiliates
 Transportation Management Services
9/13/2021 - Met with Chief of Operations Tom Draper and Interim General Counsel Dan Gerber to discuss transportation logistics
9/27/2021 - Met with Phil Brown, Yovannie Rodriguez, and Chairman Carson Good, in separate meetings to discuss transportation

6/7/2019

1/7/2021

Y - 2020

12/14/2012

1/7/2021

Y - 2020

12/27/2017

1/7/2021

Y - 2020

1/2/2020

1/7/2021

Y - 2020

8/30/2021

Christopher T. Dawson

christopher.dawson@gray-robinson.com

4/25/2014

Legacy Concessions, LLC
 Natures Table Franchise Company
 Orlando Eeconomic Partnership, Inc.
 Uber Technologies, Inc. and Affiliates
 Transportation Management Services

6/17/2019

1/7/2021

Y - 2020

1/2/2020

1/7/2021

Y - 2020

1/2/2020

1/7/2021

Y - 2020

2/21/2019

1/7/2021

Y - 2020

8/30/2021

Katherin Flury

katie.flury@gray-robinson.com

2/21/2019

Legacy Concessions, LLC
 Uber Technologies, Inc. and Affiliates

6/17/2019

1/7/2021

Y - 2020

2/21/2019

1/7/2021

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CONTACT INFORMATION

GrayRobinson, P.A. cont.

LOBBYIST

FIRST REG

PRINCIPAL(S)

DATE ADDED

R/D P

E/R

J. Charles Gray
charlie.gray@gray-robinson.com

9/25/2004

Natures Table Franchise Company
 Orlando Economic Partnership, Inc.

9/27/2004
 3/27/2014

1/7/2021
 1/7/2021

Y - 2020
 Y - 2020

Jason W. Searl
jason.searl@gray-robinson.com

1/8/2019

Stellar DML GCG MCO, LLC

1/8/2019

1/8/2021

Y-2020

Robert F. Stuart, Jr.

robert.stuart@gray-robinson.com

7/29/2012

Airport Dimenions
2/26/2021 - Zoom call with Yovannie Rodriguez and Frank Browne to discuss South Terminal lounge opportunity
 Legacy Concessions, LLC
 MV Transportation Inc., of California
 Orlando Economic Partnership
 Public Trust Advisors
 SIXT Rent a Car
2/18/2021 - Met with Yovannie Rodriguez and Dan Gerber to discuss SIXT
3/22/2021 - Virtual meeting with Yovannie Rodriguez, Dan Gerber, and Frank Browne to introduce new SIXT USA President and discuss QTA space opportunities

1/2/2020

 6/17/2019
 7/20/2012
 4/1/2014
 9/19/2019
 1/2/2018

1/8/2021

 1/8/2021
 1/8/2021
 1/8/2021
 1/8/2021

Y - 2020

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 Y - 2020
 Y - 2020

Uber Technologies, Inc. and Affiliates
 Transportation Management Services
9/13/2021 - Met with Chief of Operations Tom Draper and Interim General Counsel Dan Gerber to discuss transportation logistics

1/2/2020
 8/30/2021

1/8/2021

Y - 2020

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CONTACT INFORMATION	LOBBYIST	FIRST REG	PRINCIPAL(S)	DATE ADDED	R/D P	E/R
GrayRobinson, P.A. cont.	Destiny Goede destiny.goede@gray-robinson.com	8/30/2021	Transportation Management Services 9/13/2021 - Met with Chief of Operations Tom Draper and Interim General Counsel Dan Gerber to discuss transportation logistics	8/30/2021		
Gunster, Yoakley & Stewart, PA 200 S. Orange Avenue, Suite 1400 Orlando, FL 32801 Office: 407-648-5077	Derek E. Bruce dbruce@gunster.com	3/22/2011	KPMG Microsoft Corporation	12/26/2019 3/22/2011	12/23/2020 12/23/2020	Y-2020 Y-2020
Kilsheimer & Associates, Inc. 2377 Home Again Road Apopka, FL 32712 Office: 407-719-6686	Joseph E. Kilsheimer joe.kilsheimer@gmail.com	1/21/2021	Zayo Group Holdings 2/10/2021 - Met with Pete Pelletier to discuss access fiber to facilities at OIA 3/8/2021 - Met with Pete Pelletier, Margie Callahan, Paul Haust, and Frank Browne to discuss fiber to OIA facilities for T-Mobile	1/21/2021		

10/5/2021

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CONTACT INFORMATION

McKinnon Associates, Inc.

P. O. Box 2270
 Winter Park, FL 32790
 Office: 407-341-0341

LOBBYIST

Genean H. McKinnon

ghm32789@gmail.com

FIRST REG

12/14/2010

PRINCIPAL(S)

Enterprise Holdings, Inc.
8/30/2021 - Met with Yovannie Rodriguez to discuss concessionaire issues while representing EHI and JC deCaux

J C deCaux
 JSM and Associates
 Sumitomo Corporation of the Americas
 Jacobs Engineering Group

DATE ADDED

12/14/2010

12/14/2010
 7/8/2016
 10/1/2012
 2/12/2021

R/D P

2/12/2021

2/12/2021
 2/12/2021
 2/12/2021

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 Y - 2020
 Y - 2020

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CONTACT INFORMATION
McKinnon Associates, Inc. cont.

LOBBYIST

FIRST REG

PRINCIPAL(S)

DATE ADDED

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Weitz Construction

1/29/2019

2/12/2021

Y - 2020

9/9/2021 - Met with Davin Ruohomaki to discuss Hyatt Hotel project

HMS Host

12/14/2012

3/25/2021

Y - 2020

1/11/2021 - Meeting with Kathleen Sharman to discuss concessions buildouts at South Terminal

3/9/2021 - Phone call meeting with Yovannie Rodriguez to discuss food and beverage concession at South Terminal

5/6/2021 - In-person meeting with Chairman Good to discuss GOAA operations and challenges for HMS Host

5/6/2021 - Meet & greet with Board Member Evans - introduced EHI, HMS, and JSM companies

6/3/2021 - Separate meetings with Mayor Dyer, Mayor Demmings, Chairman Good, and Dr. Evans to discuss airport concessions in a meet/greet setting

8/6/2021 - Met with Chairman Carson Good to discuss GOAA efforts of employment by Host, new leadership of GOAA operations

10/5/2021

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.....LEGEND.....

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CONTACT INFORMATION
McKinnon Associates, Inc. cont.

LOBBYIST

FIRST REG

PRINCIPAL(S)

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HMS Host

1/11/2021 - Meeting with Kathleen Sharman to discuss concessions buildouts at South Terminal

3/9/2021 - Phone call meeting with Yovannie Rodriguez to discuss food and beverage concession at South Terminal

5/6/2021 - In-person meeting with Chairman Good to discuss GOAA operations and challenges for HMS Host

5/6/2021 - Meet & greet with Board Member Evans - introduced EHI, HMS, and JSM companies

6/3/2021 - Separate meetings with Mayor Dyer, Mayor Demmings, Chairman Good, and Dr. Evans to discuss airport concessions in a meet/greet setting

8/6/2021 - Met with Chariman Carson Good to discuss GOAA efforts of employment by Host, new leadership of GOAA operations

10/5/2021

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R/D P - Re-Registered Principal

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CONTACT INFORMATION	LOBBYIST	FIRST REG	PRINCIPAL(S)	DATE ADDED	R/D P	E/R
McKinnon Associates, Inc. cont.			<p><i>8/23/2021 - Met with Executive Director Phil Brown, while representing J C deCaux, HMS Host, and EHI, to discuss JCO interior display advertising north and south terminal; HMS Host efforts at airport; EHI efforts in resetting the MAG</i></p> <p><i>8/30/2021 - Met with Yovannie Rodriguez, while representing HMS Host, EHI, and J C deCaux in discussing interior display advertising in north and south terminals; GOAA hiring efforts regarding HMS Host, and discussion on minimum annual guarantees vs. relief involving EHI</i></p> <p><i>9/15/2021 - Met with Chairman Carson Good to discuss child care, while representing HMS Host</i></p> <p><i>9/22/2021 - Met with Dr. John Evans to discuss child care at GOAA, while representing HMS Host</i></p> <p><i>9/30/2021 - Met with Yovannie Rodriguez to discuss concession issues, while representing HMS Host</i></p> <p><i>9/27/2021 - Had introductory meeting with Board Member Tim Weisheyer to discuss projected future performance of airport</i></p>			

2021 LOBBYIST SPREADSHEET

CONTACT INFORMATION

LOBBYIST

FIRST REG PRINCIPAL(S)

DATE ADDED

R/D P

E/R

Morgan Stanley & Co., LLC
 1585 Broadway
 New York, NY 10036
 Office: 212-761-9059

Ira Smelkinson
ira.smelkinson@morganstanley.com

2/16/2018 Morgan Stanley & Co., LLC

12/27/2018

12/3/2020

Y-2020

2825 University Dr., Suite 400
 Coral Springs, FL 33065
 Office: 954-267-5655

Ayanna Louis-Charles
ayanna.louis-charles@morganstanley.com

2/19/2018 Morgan Stanley & Co., LLC

12/27/2018

12/23/2020

Y-2020

2021 LOBBYIST SPREADSHEET

CONTACT INFORMATION

LOBBYIST

FIRST REG

PRINCIPAL(S)

DATE ADDED

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Robert P. Saltsman, P.A.

Robert P. Saltsman

12/17/2001

MAG USA - **Ceased to Represent 8/23/2021
1/26/2021 - Phone call with George Morning
to discuss upcoming lounge RFP in South
Terminal**

1/2/2020

12/30/2020

Y-2020

222 Pennsylvania Ave. #200
Winter Park, FL 32789

bob@saltsmanpa.com

Airport Management Services, Inc.
Gilchrist Enterprises, Inc./McDonald's Corp.

12/15/2008

12/30/2020

Y-2020

3/5/2011

12/30/2020

Y-2020

Office: 407-647-2899
Fax: 407-628-2307

Hensel Phelps Construction Co.
HNTB Corporation

6/19/2012

12/30/2020

Y-2020

3/3/2015

12/30/2020

Y-2020

Host International, Inc

1/10/2017

12/30/2020

Y-2020

Lake Nona Medical City, LLC

2/18/2013

12/30/2020

Y-2020

Mitsubishi Heavy Industries America, Inc.

9/28/2012

12/30/2020

Y-2020

Perez of Florida, Inc.

1/3/2017

12/30/2020

Y-2020

**1/11/2021 - Telephone conversation with
Yovannie Rodriguez to discuss concession
concerns regarding Perez of Florida
6/24/2021 - Telephone call with Yovannie
Rodriguez to discuss Perez of Florida contract**

Bishop Beale Duncan

1/29/2021

**1/29/2021 - Meeting with Yovannie
Rodriguez to discuss RFP for management of
Colonial Promenade
7/16/2021 - Ceased to represent Bishop Beale
Duncan**

10/5/2021

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.....LEGEND.....

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2021 LOBBYIST SPREADSHEET

CONTACT INFORMATION

Smith Bryan & Myers, Inc.
311 E. Park Avenue

Tallahassee, FL 32301
Office: 850-224-5081
Fax: 850-222-6800

(The) Southern Group, Inc.
100 S. Eola Drive, Suite 200
Orlando, FL 32801
Cell: 407-480-6341

LOBBYIST

Matt A. Bryan
mbryan@smithbryanandmyers.com

dwysocki@smithbryanandmyers.com

Oscar Anderson
anderson@thesouthernngroup.com

FIRST REG

1/30/2019

10/15/2012

PRINCIPAL(S)

Stellar Partners
2/11/2021 - Phone call with Mayor Dyer to discuss possibility of GOAA re-addressing rent relief for concessionaires in airport

3/1/2021 - Phone call with Mayor Dyer to re-address relief for concessionaires at airport

Bags, Inc.
Baker Barrios
Cigna, Inc.
Ernst & Young
Lake Nona Property Holdings, LLC
PSA Management
Walt Disney World Resorts
Brightline
Archis Technologies
IFM 360

DATE ADDED

1/30/2019

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5/4/2021

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PRINCIPAL(S)

DATE ADDED

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(The) Southern Group, Inc. cont.

Brian Bautista

4/21/2021

Lilium Aviation, Inc. - **Ceased to represent**
4/22/2021

4/21/2021

thomasson@thesoutherngroup.com

Oscar Braynon

3/31/2021

Westfield

3/31/2021

braynon@thesoutherngroup.com

10/5/2021

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.....LEGEND.....

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CONTACT INFORMATION

LOBBYIST

FIRST REG

PRINCIPAL(S)

DATE ADDED

R/D P

E/R

(The) Southern Group, Inc. cont.

Kelly Cohen
cohen@thesoutherngroup.com

1/3/2020

Bags, Inc.
 Baker Barrios
 Cigna, Inc.
 Ernst & Young
 Lake Nona Property Holdings, LLC
 PSA Management
 Walt Disney World Resorts
 Brightline
 Westfield

1/2/2020
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12/29/2020
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3/3/2021 - Ms. Cohen & Tasi Hogan met with Ms. Yovannie Rodriguez in an introductory meeting
4/22/2021 - Ms. Cohen, Abby Agoda, Brian Petrow, and Veronica Fernandez met with Yovannie Rodriguez and Tracy Harris to discuss retail
6/16/2021 - Met with Yovannie Rodriguez

Lilium Aviation, Inc.
 MBC Concessions, Inc.
 Master Concessionair

4/12/2021
 4/28/2021
 8/24/2021

Chris Dudley
dudley@thesoutherngroup.com

4/21/2021

Lilium Aviation, Inc.

4/21/2021

10/5/2021

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R/D P - Re-Registered Principal

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2021 LOBBYIST SPREADSHEET

CONTACT INFORMATION

LOBBYIST

FIRST REG

PRINCIPAL(S)

DATE ADDED

R/D P

E/R

(The) Southern Group, Inc. cont.

Tasi Hogan
hogan@thesoutherngroup.com

3/9/2021

Bags, Inc.
 Baker Barrios
 Cigna, Inc.
 Ernst & Young
 Lake Nona Property Holdings, LLC
 PSA Management
 Walt Disney World Resorts
 Brightline
**3/3/2021 - Ms. Cohen & Tasi Hogan met with
 Ms. Yovannie Rodriguez in an introductory
 meeting**
 Liliam Aviation, Inc.
 Westfield
 MBC Concessions, Inc.
 Archis Technologies
 IFM 360

3/9/2021
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 3/9/2021
 3/9/2021
 3/9/2021
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 3/31/2021

 4/12/2021
 4/13/2021
 4/28/2021
 5/4/2021
 5/4/2021

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CONTACT INFORMATION	LOBBYIST	FIRST REG	PRINCIPAL(S)	DATE ADDED	R/D P	E/R
Uber Technologies, Inc. 80 SW 8th St., Suite 1830 Miami, FL 33130 Office: 813-300-4901	Javier Correoso jcorreoso@uber.com 305-495-1101	8/11/2020	Uber Technologies	8/11/2020	12/11/2020	Y-2020
Walt Disney Parks and Resorts, U.S. P. O. Box 10,000 Lake Buena Vista, FL 32830-1000 Office: 407-825-5072	Leticia M. Adams leticia.m.adams@disney.com	10/14/2019	Walt Disney Parks and Resorts	10/14/2019	1/19/2021	Y - 2020
	Adam E. Babington adam.e.babington@disney.com	5/20/2011	Walt Disney Parks and Resorts	5/20/2011	1/19/2021	Y - 2020
	Jose L. Gonzalez jose.l.gonzalez@disney.com	10/12/2018	Walt Disney Parks and Resorts	10/12/2018	1/19/2021	Y - 2020
	Rena C. Langley rena.langley@disney.com	1/5/2017	Walt Disney Parks and Resorts	1/5/2017	1/19/2021	Y - 2020
	Adrianna M. Sekula adrianna.m.sekula@disney.com	1/5/2017	Walt Disney Parks and Resorts - <i>Ceased to represent Disney World 6/10/2021</i>	1/5/2017	1/19/2021	Y - 2020, Y-2021