

RESOLUTION No. 25-283

A RESOLUTION OF THE MAYOR AND THE CITY COUNCIL OF THE CITY OF DORAL, FLORIDA, APPROVING AN AGREEMENT WITH CONTINENTAL STRATEGY LLC FOR FEDERAL LOBBYING AND ADVOCACY SERVICES; AUTHORIZING THE CITY MANAGER TO EXECUTE SAID AGREEMENT AND TO DO ALL THINGS NECESSARY TO EFFECTUATE THIS RESOLUTION, INCLUDING EXPEND FUNDS WITH THE FIRM IN AN AMOUNT NOT TO EXCEED BUDGETED FUNDS; PROVIDING FOR IMPLEMENTATION; PROVIDING FOR INCORPORATION OF RECITALS; AND PROVIDING AN EFFECTIVE DATE

WHEREAS, the City of Doral ("City") desires to secure federal lobbying and advocacy services to represent and advance the City's interests before the United States Congress and relevant federal agencies; and

WHEREAS, Continental Strategy LLC (the "Firm") has extensive experience providing government relations and advocacy services at the federal, state, and local levels with a proven record of results; and

WHEREAS, the City has determined that the Firm is best equipped to provide such professional services and that such services are exempt from competitive bidding pursuant to Section 2-323(2) of the City's Code of Ordinances; and

WHEREAS, the City Manager recommends approval of the Agreement between the City and the Firm for federal lobbying and advocacy services ("Services"), attached hereto as Exhibit "A", effective December 10, 2025, for an initial one (1) year term with two (2) optional one-year renewals at the City Manager's discretion; and

WHEREAS, the Agreement provides that the Firm shall perform the Services for a monthly retainer of Five Thousand Five Hundred Dollars (\$5,500.00), in accordance with the terms and conditions therein and subject to available budgeted funds.

NOW, THEREFORE, BE IT RESOLVED BY THE MAYOR AND THE CITY COUNCIL OF THE CITY OF DORAL, FLORIDA, AS FOLLOWS:

Section 1. Recitals. The above recitals are confirmed, adopted, and incorporated herein and made part hereof by this reference.

Section 2. Approval & Authorization. The Agreement between the City of Doral and Continental Strategy LLC for federal lobbying and advocacy services, attached hereto as Exhibit "A", is hereby approved. The City Manager is hereby authorized to execute said Agreement on behalf of the City, to take all actions necessary to carry out the intent of this Resolution, and to expend funds in an amount not to exceed budgeted funds, subject to legal conformity as approved by the City Attorney.

Section 3. Implementation. The City Manager and City Attorney are authorized to take any additional actions necessary to implement this Resolution, including making any modifications, executing any documents and addendums as necessary to effectuate this Resolution, provided that such actions remain consistent with the Council's intent.

Section 4. Effective Date. This Resolution shall take effect immediately upon adoption.

The foregoing Resolution was offered by Councilmember Reinoso who moved its adoption.

The motion was seconded by Councilmember Pineyro and upon being put to a vote, the vote was as follows:

Mayor Christi Fraga	Yes
Vice Mayor Digna Cabral	Yes
Councilman Rafael Pineyro	Yes
Councilwoman Maureen Porras	Absent
Councilwoman Nicole Reinoso	Yes

PASSED AND ADOPTED this 10 day of December, 2025.



CHRISTI FRAGA, MAYOR

ATTEST:



CONNIE DIAZ, MMC
CITY CLERK

APPROVED AS TO FORM AND LEGAL SUFFICIENCY
FOR THE USE AND RELIANCE OF THE CITY OF DORAL ONLY:



LORENZO COBIELLA
GASTESI, LOPEZ, MESTRE & COBIELLA, PLLC
CITY ATTORNEY

EXHIBIT “A”

**PROFESSIONAL SERVICES AGREEMENT BETWEEN
THE CITY OF DORAL AND CONTINENTAL STRATEGY LLC FOR FEDERAL
LOBBYING AND ADVOCACY SERVICES**

THIS AGREEMENT ("Agreement") is made between **CONTINENTAL STRATEGY LLC**, a limited liability company organized under the laws of the District of Columbia (hereinafter the "Firm"), and the **CITY OF DORAL, FLORIDA**, a Florida municipal corporation (hereinafter the "City"). The Firm and City may be referred to individually as a "Party" or collectively as the "Parties."

RECITALS

WHEREAS, the City is in need of federal lobbying and advocacy services to represent and advance the City's interests before federal legislative and executive agencies; and

WHEREAS, Continental Strategy LLC has extensive experience providing government relations services at federal, state, and local levels with a proven record of results; and

WHEREAS, the City has determined that the Firm is best equipped to provide such professional services; and

WHEREAS, pursuant to Section 2-323(2) of the City's Code of Ordinances, professional services are exempt from the City's competitive bidding procedures; and

WHEREAS, the City desires to engage the Firm to perform said services at a monthly retainer of Five Thousand Five Hundred Dollars (\$5,500.00), subject to the terms and conditions specified below.

NOW, THEREFORE, in consideration of the aforementioned recitals, which are incorporated herein and made a part hereof by this reference, the mutual covenants and conditions contained herein, and other good and valuable consideration, the sufficiency of which is acknowledged by the Parties, the Firm, and the City agree as follows.

1. Scope of Services/Deliverables.

- 1.1 The Firm shall provide federal lobbying and advocacy services to advance the City of Doral's interests before Congress and relevant federal agencies to be delineated and incorporated as **Exhibit "A."**

2. Term / Commencement Date

- 2.1 This Agreement shall become effective on **December 10, 2025**, and shall remain in effect through **December 9, 2026**, unless earlier terminated.
- 2.2 The City Manager may, at her sole discretion, extend the term of this Agreement for up to two (2) successive one-year renewal terms by written notice to the Firm.

3. Compensation and Payment

- 3.1 As the entire compensation under this Agreement for Services, in whatever capacity rendered, the City shall pay Firm a lump sum amount not to exceed Five Thousand Five Hundred Dollars (\$5,500.00) per month.
- 3.2 The Firm shall submit invoices monthly in a form approved by the City.
- 3.3 The City shall pay in accordance with the Florida Prompt Payment Act at the following address:

1747 Pennsylvania Avenue, Suite 875
Washington D.C. 20006
- 3.4 Firm shall make no other charges to the City for supplies, labor, taxes, licenses, registration fees, overhead or any other expenses or costs unless any such expense or cost is incurred by Firm with the prior written approval of the City. If a dispute should occur regarding an invoice submitted, the City Manager may withhold payment of the disputed amount and may pay to the Firm the undisputed portion of the invoice. Upon written request of the Finance Director, the Firm shall provide written documentation to justify the invoice. Any compensation disputes shall be decided by the City Manager whose decision shall be final.
- 3.5 Disbursements. There are no reimbursable expenses associated with this Agreement. No reimbursable expenses are authorized without the express written approval in advance from the City Manager or her designee.
- 3.6 Availability of Funds. The City's performance and obligation to pay under this Agreement is contingent upon an annual appropriation for its purpose by the City Council.
- 3.7 Firm shall not pledge the City's credit or make it a guarantor of payment or surety for any contract, debt, obligation, judgment, lien, or any form of indebtedness. The Firm further warrants and represents that it has no obligation or indebtedness that would impair its ability to fulfill the terms of this Agreement.

4. Subconsultants.

- 4.1 The Firm shall be responsible for all payments to any subconsultants and shall maintain responsibility for all work related to the Services.
- 4.2 Any subconsultants used on the Services must have the prior written approval of the City Manager or his designee.

5. City's Responsibilities.

- 5.1 Furnish to Firm, at the Firm's written request, all available studies, reports and other data pertinent to the Services to be provided by Firm, in possession of the City

6. Firm's Responsibilities.

- 6.1 The Firm shall exercise the same degree of care, skill, and diligence in the performance of the Services as is ordinarily provided by a professional lobbyist under similar circumstances.

7. Conflict of Interest.

- 7.1 The City acknowledges that the Firm has affiliated offices located in other states and other locations within the state of Florida. The Firm has a policy of declining representation of clients, when that representation immediately creates a direct conflict with other clients that the Firm currently represents. The City has retained the Firm for representation before the U.S. Congress, and other federal offices and agencies. To the City's best knowledge, the City represents that there are no existing conflicts with the Firm's current clients.

8. Termination.

- 8.1 The City Manager without cause may terminate this Agreement upon thirty (30) days written notice to the Firm, or immediately with cause.
- 8.2 Upon receipt of the City's written notice of termination, Firm shall stop work on the Services.
- 8.3 In the event of termination by the City, the Firm shall be paid for all work accepted by the City Manager up to the date of termination, provided that the Firm has first complied with the provisions of Paragraph 8.4.
- 8.4 The Firm shall transfer all books, records, reports, working drafts, documents, and data pertaining to the Services, in a hard copy and electronic format specified by the City within 14 days from the date of the written notice of termination or the date of expiration of this Agreement.

9. Insurance.

- 9.1 The Firm shall secure and maintain throughout the duration of this Agreement insurance coverage of such types and in such amounts consistent with best industry practices. The insurance coverage will include but not be limited to general liability insurance, professional liability insurance including errors and omissions coverage. The Firm shall provide written notice to the City Manager of any material change,

cancellation and/or notice of non- renewal of the insurance within 30 days of the change. The Firm shall furnish a copy of the insurance policy or policies upon request of the City Manager within ten (10) days of written request.

- 9.2 The City may require proof of the aforementioned Insurance prior to the commencement of the Services. The City further reserves the right to solicit additional coverage, or require higher limits of liability as needed, and depending on the nature of scope, or level of exposure.

10. Nondiscrimination.

- 10.1 During the term of this Agreement, the Firm shall not discriminate against any of its employees or applicants for employment because of their race, color, religion, sex, gender identity or gender expression or national origin and agrees to abide by all Federal and State laws regarding nondiscrimination.

11. Attorneys' Fees and Waiver of Jury Trial.

- 11.1 In the event of any litigation arising out of this Agreement, each party shall be responsible for their attorneys' fees and costs, including the fees and expenses of any paralegals, law clerks and legal assistants, and including fees and expenses charged for representation at both the trial and appellate levels.
- 11.2 In the event of any litigation arising out of this Agreement, each party hereby knowingly, irrevocably, voluntarily and intentionally waives its right to trial by jury.

12. Indemnification.

- 12.1 Firm shall defend, indemnify, and hold harmless the City, its officers, agents and employees, from and against any and all demands, claims, losses, suits, liabilities, causes of action, judgment or damages, arising out of, related to, or any way connected with the Firm's performance or non-performance of any provision of this Agreement including, but not limited to, liabilities arising from Agreements between the Firm and third parties made pursuant to this Agreement. The Firm shall reimburse the City for all its expenses including reasonable attorneys' fees and costs incurred in and about the defense of any such claim or investigation and for any judgment or damages arising out of, related to, or in any way connected with the Firm's performance or non-performance of this Agreement. This indemnification may not exceed the limits established in Section 768.25 of the Florida Statutes.
- 12.2 The provisions of this section shall survive termination of this Agreement.
- 12.3 Ten dollars (\$10) of the payments made by the City constitute separate, distinct, and independent consideration for the granting of this indemnification, the receipt and sufficiency of which is voluntary and knowingly acknowledged by the Firm.

13. Notices/Authorized Representatives.

- 13.1 Any notices required by this Agreement shall be in writing and shall be deemed to have been properly given if transmitted by hand-delivery, by registered or certified mail with

postage prepaid return receipt requested, or by a private postal service, addressed to the parties (or their successors) at the following addresses:

For the City: Zeida Sardiñas
City Manager
City of Doral, Florida
8401 NW 53rd Terrace
Doral, Florida 33166

With a Copy to: Lorenzo Cobiella
City Attorney
City of Doral, Florida
8401 NW 53rd Terrace
Doral, FL 33166

For The Firm: Ambassador Carlos Trujillo (Ret.)
President, Continental Strategy
1747 Pennsylvania Avenue, Suite 875
Washington D.C. 20006

14. Governing Law.

- 14.1 This Agreement shall be construed in accordance with and governed by the laws of the State of Florida. Exclusive venue for any litigation arising out of this Agreement shall be in Miami-Dade County, Florida, or the Southern District of Florida.

15. Entire Agreement/Modification/Amendment.

- 15.1 This writing contains the entire Agreement of the parties and supersedes any prior oral or written representations. No representations were made or relied upon by either party, other than those that are expressly set forth herein.
- 15.2 No agent, employee, or other representative of either party is empowered to modify or amend the terms of this Agreement, unless executed with the same formality as this document.

16. Ownership and Access to Records and Audits.

- 16.1 All records, books, documents, maps, data, deliverables, papers, and financial information (the "Records") that result from the Firm providing Services to the City under this Agreement shall be the property of the City.
- 16.2 The City Manager or her designee shall, during the term of this Agreement and for a period of three (3) years from the date of termination of this Agreement, have access to and the right to examine and audit any Records of the Firm involving transactions related to this Agreement.
- 16.3 The City may cancel this Agreement for refusal by the Firm to allow access by the City Manager or his designee to any Records pertaining to work performed under this

Agreement that are subject to the provisions of Chapter 119, Florida Statutes.

16.4 In addition to other contract requirements provided by law, the Firm shall comply with public records laws, specifically to:

- (a) Keep and maintain public records that ordinarily and necessarily would be required by the City in order to perform the service;
- (b) Provide the public with access to public records on the same terms and conditions that the City would provide the records and at a cost that does not exceed the cost provided in this chapter or as otherwise provided by law; and
- (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; and
- (d) Meet all requirements for retaining public records and transfer, at no cost, to the City all public records in possession of the contractor upon termination of the contract and destroy any duplicate public records that are exempt or confidential and exempt from public records disclosure requirements. All records stored electronically must be provided to the City in a format that is compatible with the information technology systems of the City.

IF THE FIRM HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE FIRM'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CITY'S CUSTODIAN OF PUBLIC RECORDS AT 305- 593-6730, CITYCLERK@CITYOFDORAL.COM, 8401 NW 53RD TERRACE, DORAL, FLORIDA 33166.

16.5 The Firm may also be subject to monthly audits by the City of Doral or their designee. The audit will specifically include a comprehensive review of the following service quality, attentiveness, courteousness, etc.

17. No assignability.

17.1 This Agreement shall not be assignable by the Firm unless such assignment is first approved by the City Manager. The City is relying upon the apparent qualifications and personal expertise of the Firm, and such firm's familiarity with the City's area, circumstances, and desires.

18. Severability.

18.1 If any term or provision of this Agreement shall to any extent be held invalid or

unenforceable, the remainder of this Agreement shall not be affected thereby, and each remaining term and provision of this Agreement shall be valid and be enforceable to the fullest extent permitted by law.

19. Independent Contractor.

- 19.1 The Firm and its employees, volunteers, and agents shall be and remain independent contractors and not agents or employees of the City with respect to all of the acts and services performed by and under the terms of this Agreement. This Agreement shall not in any way be construed to create a partnership, association or any other kind of joint undertaking, enterprise or venture between the parties.

20. Representations and Warranties of the Firm.

- 20.1 The Firm hereby warrants and represents, at all times during the Term of this Agreement, inclusive of any renewals thereof, that:
- (a) The Firm, and its employees, and/or subcontractors, shall maintain in good standing all required registrations required under state and local laws necessary to perform the Services hereunder;
 - (b) The Firm is a corporation duly organized, validly existing and in good standing under the laws of the State of Florida;
 - (c) The execution, delivery and performance of this Agreement by the Firm has been duly authorized and no consent of any other person or entity to such execution, delivery and performance is required to render this Agreement a valid and binding instrument enforceable against the Firm in accordance with its terms; and
 - (d) The Firm has the required knowledge, expertise, and experience to perform the Services and carry out its obligations under this Agreement in a professional and first-class manner.

21. Compliance with Laws.

- 21.1 The Firm shall comply with all applicable laws, ordinances, rules, regulations, and lawful orders of public authorities relating to the services.
- 21.2 The Firm shall not commit nor permit any violations of applicable federal, state, county and municipal laws, ordinances, resolutions and governmental rules, regulations and orders, as may be in effect now or at any time during the term of this Agreement, all as may be amended, which are applicable to the City and the Firm.

22. Waiver

- 22.1 The failure of either party to this Agreement to object to or to take affirmative action with respect to any conduct of the other which is in violation of the terms of this Agreement shall not be construed as a waiver of the violation or breach, or of any future violation, breach or wrongful conduct.

23. Survival of Provisions

- 23.1 Any terms or conditions of either this Agreement that require acts beyond the date of the term of the Agreement, shall survive termination of the Agreement, shall remain in full force and effect unless and until the terms or conditions are completed and shall be fully enforceable by either party.

24. Prohibition of Contingency Fees.

- 24.1 The Firm warrants that it has not employed or retained any company or person, other than a bona fide employee working solely for the Firm, to solicit or secure this Agreement, and that it has not paid or agreed to pay any person(s), company, corporation, individual or firm, other than a bona fide employee working solely for the Firm, any fee, commission, percentage, gift, or any other consideration, contingent upon or resulting from the award or making of this Agreement.

25. Counterparts

- 25.1 This Agreement may be executed in several counterparts, each of which shall be deemed an original and such counterpart shall constitute one and the same instrument.

26. Interpretation.

- 26.1 The language of this Agreement has been agreed to by both parties to express their mutual intent and no rule of strict construction shall be applied against either party hereto. The headings contained in this Agreement are for reference purposes only and shall not affect in any way the meaning or interpretation of this Agreement. All personal pronouns used in this Agreement shall include the other gender, and the singular shall include the plural, and vice versa, unless the context otherwise requires. Terms such as "herein," "hereof," "hereunder," and "hereinafter" refer to this Agreement as a whole and not to any particular sentence, paragraph, or section where they appear, unless the context otherwise requires. Whenever reference is made to a Section or Article of this Agreement, such reference is to the Section or Article as a whole, including all of the subsections of such Section, unless the reference is made to a particular subsection or subparagraph of such Section or Article.
- 26.2 Preparation of this Agreement has been a joint effort of the City and the Firm and the resulting document shall not, solely as a matter of judicial construction, be construed more severely against one of the parties than any other.

27. Discretion of City Manager.

- 27.1 Any matter not expressly provided for herein dealing with the City or decisions of the City shall be within the exercise of the reasonable professional discretion of the City Manager.

28. Third Party Beneficiary

- 28.1 The Firm and the City agree that it is not intended that any provision of this Agreement establishes a third-party beneficiary giving or allowing any claim or right of action whatsoever by any third party under this Agreement.

29. No Estoppel

- 29.1 Neither the City's review, approval and/or acceptance of, or payment for services performed under this Agreement shall be construed to operate as a waiver of any rights under this Agreement of any cause of action arising out of the performance of this Agreement, and the Firm shall be and remain liable to the City in accordance with applicable laws for all damages to the City caused by the Firm's negligent performance of any of the services under this Agreement. The rights and remedies provided for under this Agreement are in addition to any other rights and remedies provided by law.

30. E-Verify.

- 30.1 Florida Statute 448.095 directs all public employers, including municipal governments, to verify the employment eligibility of all new public employees through the U.S. Department of Homeland Security's E-Verify System, and further provides that a public employer may not enter into a contract unless each party to the contract registers with and uses the E-Verify system. Florida Statute 448.095 further provides that if a Contractor enters into a contract with a subcontractor, the subcontractor must provide the Contractor with an affidavit stating that the subcontractor does not employ, contract with, or subcontract with an unauthorized alien. In accordance with Florida Statute 448.095, Contractor is required to verify employee eligibility using the E-Verify system for all existing and new employees hired by Contractor during the contract term. Further, Contractor must also require and maintain the statutorily required affidavit of its subcontractors. It is the responsibility of Contractor to ensure compliance with E-Verify requirements (as applicable). To enroll in E-Verify, employers should visit the E-Verify website (<https://www.e-verify.gov/employers/enrolling-in-e-verify>) and follow the instructions. The Contractor must retain the I-9 Forms for inspection, and provide the attached E-Verify Affidavit, attached hereto as Exhibit "B".

[THIS SPACE INTENTIONALLY LEFT BLANK. SIGNATURES TO FOLLOW]

IN WITNESS WHEREOF, the parties execute this Agreement on the respective dates under each signature: The City, signing by and through its City Manager, attested to by its City Clerk, duly authorized to execute same and by the Firm by and through its Principal, whose representative has been duly authorized to execute same.

Attest:

CITY OF DORAL

Connie Diaz, City Clerk

By: _____
Zeida C. Sardiñas, City Manager

Date: _____

Approved as to Form and Legal Sufficiency for the Use And
Reliance of the City of Doral Only

Lorenzo Cobiella, City Attorney
Gastesi, Lopez, Mestre & Cobiella, PLLC.

CONTINENTAL STRATEGY LLC

By: _____

Name: _____

Title: _____

Date: _____



| CONTINENTAL STRATEGY

GOVERNMENT RELATIONS SERVICES PROPOSAL



1747 Pennsylvania Ave, Suite 875
Washington, DC 20006
202-642-5989
www.continentalstrategy.com

November 20, 2025

City of Doral
8401 NW 53rd Terrace,
Doral, FL 33166

Dear City of Doral Team,

We are pleased to share our proposal for Federal lobbying and advocacy services through Continental Strategy. Our team brings a wealth of experience representing clients across federal, state, and local levels, with a proven track record of achieving meaningful results across sectors. We focus on delivering high-impact representation to support the City of Doral in advancing its objectives within today's complex policy and regulatory landscape.

Continental Strategy is known for high-caliber advocacy and established relationships with key stakeholders in the executive, legislative, and regulatory branches. Our team, which includes former diplomats, senior policymakers, and experienced advisors, is well-positioned to help navigate the intricacies of government processes and policy development. With expertise spanning healthcare, technology, education, and infrastructure, we offer a strategic advantage to the city.

For the City of Doral, we propose the following scope of services:

Strategy

To advocate effectively on your behalf, we will assemble a dedicated advocacy team led by experienced professionals with deep connections in the legislative and executive branches. Our team will ensure that the City of Doral's interests are well-represented and understood at the highest levels of government. As policymakers focus on maintaining a competitive edge in technology and manufacturing, the City of Doral's role becomes increasingly significant. This presents a substantial opportunity for the city to contribute to national interests and economic growth.

Access

Our team will leverage established relationships to provide the City of Doral access to senior decision-makers in Congress, including the House Transportation and Infrastructure Committee and the Senate Appropriations Committee, as well as key agencies such as the Department of Housing and Urban Development (HUD), Department of Transportation (DOT), and the Department of Commerce. This access is critical to ensuring the City of Doral's voice is heard at the highest levels of government.

Advocacy

Our team of experienced policymakers and communicators will work with you to develop a compelling narrative that aligns the City of Doral's policy objectives with the current Administration's goals. We will build a close working relationship with your team to constantly refine and optimize our messaging, strategy, and tactics.

Relationship Building

We will develop and leverage connections with decision-makers in the House, Senate, and relevant agencies to amplify the City of Doral's influence within essential policy discussions and we will also continuously adjust our approach to respond to shifts in the political and regulatory landscape keeping in mind the City of Doral's input.

Engagement of Federal Agencies

We will facilitate a comprehensive understanding of executive branch functions and operations under the new administration. Our team will highlight the pivotal role of key government offices in formulating regulatory policies that influence legislative actions.

Proposed Retainer

We propose an initial 12-month engagement with a monthly retainer of \$5,500 to provide comprehensive support. This retainer covers all our lobbying and advocacy services, including active engagement, relationship management, and continuous monitoring of relevant legislative and regulatory developments. We aim to provide a high-impact, results-driven partnership that consistently delivers significant value.

Following your review of this proposal, we would be pleased to provide a detailed contract for services that formalizes our engagement's scope, terms, and objectives. Our commitment to the City of Doral is to act as a dedicated partner, focusing on your priorities and advocating strategically. We look forward to the opportunity to work together to advance your objectives.

Please feel free to reach out if you have any questions or need additional information. We are ready to move forward at your convenience and tailor our approach to meet your needs.

Sincerely,



Ambassador Carlos Trujillo (Ret.)
President, Continental Strategy

ABOUT US

Continental Strategy, founded by former U.S. Permanent Representative to the Organization of American States, Carlos Trujillo, is a premier government relations and strategic consulting firm with a proven track record of success at state, federal, and international levels. Headquartered in Washington, D.C., with offices across Florida and Latin America, Continental Strategy combines extensive experience with unparalleled access to key decision-makers, positioning us to achieve impactful results for clients in complex regulatory and policy environments.

Our team is composed of senior advisors, former diplomats, and accomplished policy experts, each bringing deep sector-specific insights and established relationships within government and industry. Our expertise spans critical sectors such as education, healthcare, technology, and infrastructure, allowing us to provide tailored, outcome-driven strategies for a diverse array of clients.

Through rigorous analysis, targeted advocacy, and relentless commitment to client objectives, Continental Strategy has swiftly ascended as a leader in government affairs. Our unique approach—grounded in a deep understanding of both policy and process—empowers clients to advance their interests effectively in a competitive landscape.

OUR APPROACH

Continental Strategy's approach is rooted in a meticulous, multi-phase process designed to deliver targeted, measurable results for our clients. Our methodology is grounded in strategic planning, proactive engagement, and continuous evaluation to ensure optimal outcomes in an evolving policy environment.

ASSESSMENT AND STRATEGIC PLANNING

Our process begins with an in-depth assessment and strategic planning phase. We work closely with our clients to understand their unique objectives, operational challenges, and regulatory landscapes. Through this analysis, we develop a customized agenda aligned with the client's priorities, establishing clear goals, timelines, and success benchmarks. Regular planning sessions ensure that this agenda is both responsive to the client's evolving needs and agile in a shifting policy environment.

TARGETED ENGAGEMENT AND EXECUTION

Following the planning phase, we implement a focused engagement strategy. Leveraging our longstanding relationships within the legislative and executive branches, we advocate on behalf of our clients with a strategic, results-driven approach. We engage directly with key policymakers, from members of Congress to agency officials, positioning our clients' priorities at the forefront of critical policy discussions. Our team's extensive experience in navigating federal processes allows us to influence decision-making effectively, ensuring that our clients' voices are not only heard but impactful.

ONGOING MONITORING AND STRATEGIC INSIGHT

We actively monitor policy developments that impact our clients' interests, offering timely insights and analyses as needed to keep them well-informed and strategically positioned. Our team translates complex legislative actions, regulatory changes, and relevant government initiatives into clear, actionable guidance. This approach ensures our clients have the necessary context and understanding to make informed decisions in alignment with their strategic goals.

DYNAMIC STRATEGY AND SUSTAINED SUPPORT

Our approach is adaptive, evolving as client needs and policy landscapes change. We continuously monitor relevant issues and adjust strategies to meet new opportunities and challenges as they arise. By maintaining active relationships with decision-makers and fostering enduring connections across all levels of government, Continental Strategy remains a committed advocate, dedicated to achieving impactful and sustainable results for our clients in an ever-changing regulatory environment.

OUR TEAM



Amb. Carlos Trujillo
Founder & President



Jimmy Card
Principal



Alberto Martinez
Managing Partner



Ashley Spicola
Managing Partner



Chris Miles
Partner



Katie Wiles
Partner



Alex Garcia
Partner



Tim Costa
Partner



Craig Carbone
Partner



Daniel Gomez
Partner



John Barsa
Partner



Manuel Espina
Senior Advisor



Jesus Suarez
General Counsel



Rick de la Torre
Senior Vice President



Paul Calkins Jr.
Vice President



Anthony Sola
Vice President



Alexander Pantinakis
Director



Ruth Clark
Director



Kelsii Dyer
Director



Paulina Lainez Miccolo
Director



Lauren DeHooghe
Policy Associate



Gonzalo Percovich
Policy Associate



Joshua Sloan
Policy Associate



Haley Bennett
Policy Associate

OUR FLORIDA TEAM



Amb. Carlos Trujillo
Founder & President



Jimmy Card
Principal



Ashley Spicola
Managing Partner



Katie Wiles
Partner



Tyler Russell
Partner



Tom DiGiacomo
Partner



Courtney Larkin
Partner



Gangul Gabadage
Partner



Alexander Pantinakis
Director



CARLOS TRUJILLO, *AMBASSADOR (RETIRED)* President and Founder

Carlos Trujillo, Ambassador, Retired, and President and Founder of Continental Strategy, is a distinguished Florida attorney and political leader with extensive expertise in Latin American politics and international business. Appointed by former President Donald J. Trump, Carlos served as U.S. Ambassador to the Organization of American States (OAS) from 2018 to 2021, a position to which he was unanimously confirmed by the U.S. Senate. In his role at the OAS, Carlos chaired the Permanent Council, Budget Committee, and Economic Development Committee, where he advanced U.S. policy initiatives in the region. He also led the effort to re-elect Secretary General Luis Almagro, underscoring his leadership and diplomatic influence.

Carlos's federal service includes an appointment as U.S. Representative to the 72nd United Nations General Assembly under Ambassador Nikki Haley and a nomination as Assistant Secretary of State for the Western Hemisphere. A native Spanish speaker, Carlos is recognized for his strong connections to the Hispanic community and his deep knowledge of Latin American policy dynamics, positioning him as a key advisor and advocate for regional diplomacy and international relations.

Before his diplomatic roles, Carlos was elected as State Representative for Florida's 105th District, where he served in prominent capacities, including Chairman of the House Appropriations Committee, managing an \$83.5 billion budget. His legislative leadership extended to his roles as Chair of the Economic Development Subcommittee and Chair of the Criminal Justice Subcommittee. In the private sector, Carlos was a Founding Partner of Trujillo, Vargas, Gonzalez & Hevia LLP, where he expanded the firm to over 50 employees and achieved annual revenues exceeding \$10 million. He also served as an Assistant State Attorney in Miami-Dade County, where he trained new attorneys and prosecuted felony cases.

Currently, Carlos serves as a member and manager of multiple real estate holding companies in Coral Gables, Florida. His contributions to the community include board membership on the Public Health Trust of Jackson Memorial Hospital and his role as a member of the Electoral College in 2016. An active member of the Florida Bar, Carlos holds an AV rating from Martindale-Hubbell, highlighting his professional excellence and reputation. He resides in the Washington, DC area with his wife, Carmen Maria Mir, and their four children: Carlos, Isabella, Juan Pablo, and Felipe.



ANTHONY SOLA

Vice President

Anthony Sola, Vice President at Continental Strategy, brings deep expertise in international relations, public policy, and supply chain management, with a focus on U.S.-Latin American relations. Born and raised in Panama City, Panama, Anthony has a unique perspective on cross-border policy issues and a strong commitment to advancing U.S.-Latin America trade, human rights, and economic development. A graduate of the University of Miami with a B.A. in Public Relations, Anthony also served as president of the university's competitive Spanish debate team, honing his skills in diplomacy and communication.

Anthony's professional experience includes campaign work for President Donald J. Trump in Florida and significant engagements with the Organization of American States (OAS), where he worked to advance international policy initiatives. His lobbying experience in Washington, D.C. has focused on fostering economic ties and advocating for policies that strengthen U.S.-Latin America relations, addressing key issues such as trade, regulatory alignment, and human rights advocacy.

In his role at Continental Strategy, Anthony leads policy initiatives that empower clients to navigate complex international landscapes. His insights into foreign policy and his strategic approach to advocacy make him an invaluable asset to clients seeking to impact and influence policy in the Americas. Outside of his professional commitments, Anthony enjoys fishing and playing basketball, bringing his competitive spirit and dedication to all areas of his life.



JOSHUA SLOAN

Policy Associate

Joshua Sloan is a Policy Associate at Continental Strategy, where he supports clients through policy research, strategic communications, and stakeholder engagement across a range of federal and state issues.

Prior to joining Continental Strategy, Joshua served as an Administrative Assistant in the Communications & Marketing Department at The Catholic University of America, where he helped manage internal messaging and digital outreach. He also held internships with former U.S. Senator Marco Rubio and the Miami based law firm Rasco Klock Perez & Nieto, gaining experience in legislative research, constituent services, and legal operations.

Born in South Carolina and raised in Miami, Florida, Joshua earned a bachelor's degree in marketing from The Catholic University of America, where he also played Division III football.

WHO WE SERVE

We have decades of experience in local, state, and federal lobbying and advocacy work. As a result, we provide our clients with a full range of services to execute their goals, further their business development efforts, and increase their brand objectives. With our team's wealth of experience in both the public and private sectors, we are confident and committed to using our knowledge and network to meet your goals in D.C., Florida and Latin America. Pictured here are just a few of the many clients we proudly represent.

ANTHROPIC

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Arizona State
University

Avangrid

Bally's

Baptist
Health

CENTENE
Corporation

Charter
COMMUNICATIONS

CLIFFS

coupang

Curriculum
Associates

CVS

dish

Elevance
Health

GoodRx

Google Cloud

HBI
Building Careers.
Changing Lives.

hims & hers

JAXPORT
JACKSONVILLE PORT AUTHORITY

JICC
EMBASSY OF JAPAN

LKQ

MIAMI-DADE
COUNTY

MSC
CRUISES

NEW
GLOBE

Relativity

RIAA

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SPORTS
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StubHub

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TM

TPO
Miami-Dade Transportation
Planning Organization

US Wind
Fuelling our future, naturally.

VEON

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IN THE NEWS...

POLITICO



“Among these Trump-connected firms, Continental Strategy saw the biggest boost to its business, relative to previous quarters.”

TRUMP'S RETURN SPARKS A K STREET GOLD RUSH

THE NEW YORKER



“[Susie] Wiles told me that she has routinely sought [Trujillo’s] advice on matters”

THE POLITICAL JOURNEY OF A TOP LATINO STRATEGIST FOR TRUMP

CEPR CENTER FOR ECONOMIC AND POLICY RESEARCH



“Trujillo...wound up in the first Trump administration due at least in part to the urgings of Rubio and Susan Wiles, Trump’s 2024 campaign cochair and Florida political operative whom Trump has picked to be chief of staff in his new administration.”

WHO IS CARLOS TRUJILLO?

THE WALL STREET JOURNAL



“Trujillo [is] part of a group high-powered Florida Republican operatives who are converting Sunshine State clout into Washington influence inside a Trump administration stocked with Floridians.”

IN TRUMP'S WASHINGTON, IT PAYS TO BE FROM FLORIDA

THE FREEPRESS



“Another firm flexing its influence early on in Trump’s Washington is Florida-based Continental Strategy.”

DRAIN THE SWAMP? MAGA LOBBYISTS SAY THEY'RE 'DRINKING FROM A FIRE HOSE.'

POLITICO



“Florida lobbying firm on the rise following Donald Trump’s win last month”

CONTINENTAL'S TRUMP BUMP

FLORIDA POLITICS



“Growing portfolio of influence in Washington and Latin America.”

PERSONNEL NOTE: JOHN BARSA JOINS CONTINENTAL STRATEGY AS D.C. PARTNER

FLORIDA POLITICS



"A rare blend of strategic insight, integrity, and unmatched experience..."

PERSONNEL NOTE: ALBERTO MARTINEZ NAMED MANAGING PARTNER OF CONTINENTAL STRATEGY IN D.C.

FLORIDA POLITICS



“Spotted — Latino Americans for Trump leader Carlos Trujillo at a gathering of an exclusive group of Latin American leaders briefing Trump...”

SUNBURN — THE MORNING READ OF WHAT'S HOT IN FLORIDA POLITICS

IN THE NEWS

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- The Wall Street Journal

“[Susie] Wiles told me that she has routinely sought [Trujillo’s] advice on matters.”

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- United States Secretary of State Marco Rubio

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- The Free Press

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- Florida Politics

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- Center for Economic and Policy Research

WHY CHOOSE CONTINENTAL STRATEGY?



COMPREHENSIVE FEDERAL AND STATE EXPERTISE

Continental Strategy offers a sophisticated approach to lobbying that bridges both federal and state landscapes, providing seamless advocacy across multiple levels of government. Our team includes former diplomats, seasoned legislators, and senior advisors who bring invaluable insights into the workings of Congress, state legislatures, and regulatory agencies. With expertise spanning various sectors, we provide clients with integrated strategies that address both national objectives and region-specific requirements, ensuring their interests are effectively represented.



STRATEGIC RELATIONSHIPS AND INFLUENTIAL ADVOCACY

Results require not only knowledge but also influence within key government circles. Continental Strategy has built and maintained strong, strategic relationships with top decision-makers, including influential members of Congress, state officials, and regulatory leaders. Our team's well-established connections enable us to position our client's interests at the center of critical policy discussions, fostering outcomes that align with their business objectives.



TAILORED, RESULTS-DRIVEN APPROACH

We understand the unique challenges faced by large corporations in today's complex regulatory and legislative landscape. Continental Strategy delivers custom advocacy strategies designed to achieve measurable results, whether that involves securing regulatory approvals, advancing key policy initiatives, or facilitating long-term investments. Our data-driven approach ensures that each client's objectives are met with precision and that our advocacy maximizes value.



REAL-TIME MONITORING AND ADAPTABLE STRATEGIES

With the regulatory landscape constantly evolving, proactive engagement is essential. We provide continuous monitoring of legislative and regulatory developments, empowering clients to act swiftly on emerging opportunities and challenges. Our adaptive strategies allow us to pivot as needed, ensuring that clients remain at the forefront of policy developments and regulatory compliance.



TRUSTED PARTNERS WITH A PROVEN TRACK RECORD

Continental Strategy's reputation as a trusted, results-oriented advocate stems from our deep commitment to client success and a strong track record of securing favorable outcomes. We act as dedicated partners, providing strategic foresight and unwavering support to advance our clients' goals. Our commitment to high-caliber service and impactful policy solutions ensures that each client's priorities are pursued with expertise, precision, and relentless focus.