

## CONTRACT FOR SERVICES

This contract is entered into between Florida A&M University Foundation (“the Client”), 625 E. Tennessee Street, Suite 100, Tallahassee, FL 32308-4933, and Ballard Partners, Inc. (“the Firm”), 403 East Park Avenue, Tallahassee, FL 32301.

### Recitals

Whereas, the Client wishes to retain the services of the Firm in order that the Firm may represent the interests of the Florida A&M University (the “University”) before the Florida Legislature and executive agencies; and

Whereas, the Firm wishes to provide such representation as the University may from time to time require; and

Whereas, the parties have agreed to the terms under which the Firm will represent the University and wish to memorialize their agreement in writing.

Now, therefore, in consideration of the mutual covenants herein contained and intending to be legally bound hereby, the parties agree as follows:

1. Term of Agreement. This agreement shall become effective on February 1, 2015 and shall remain effective until January 31, 2016. This agreement shall automatically renew for successive one-year periods [not to exceed a total of four (4) years] on the anniversary of the effective date of the agreement unless either party terminates the agreement. Upon renewal this agreement may be terminated within thirty (30) days written notice by either party.

2. Duties of The Firm. It shall be the Firm’s duty to advocate the interests of the University before the Florida Legislature and executive agencies of Florida government. Included within the scope of the Firm’s duties is the advocacy for passage or defeat of legislation that is relevant to the University. It shall also be the Firm’s duty to inform the University of developments in legislation and policy relevant to the University’s operations.

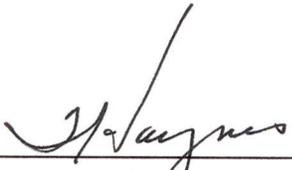
3. Duties of The Client/University. It shall be the University’s duty to inform the Firm of its wishes with regard to legislative and executive advocacy and to provide the Firm the information necessary to best represent the University in Florida. It shall also be the Client’s duty to timely compensate the Firm for its services.

4. Compensation. The Firm shall receive from the Client \$72,000 for this agreement, plus the reasonable costs associated with the representation, excluding costs typically associated with the operation of an office, such as overhead, staff, and equipment. The fee shall

be paid in 12 equal installments of \$6,000 a month, beginning February 1, 2015 and continuing to be due on the first of each month until the termination of the agreement. The Firm will bill costs monthly.

**FLORIDA A&M UNIVERSITY  
FOUNDATION**

**BALLARD PARTNERS, INC.**

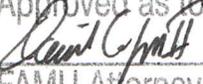
  
By: THOMAS HAYNES  
Title: EXECUTIVE DIRECTOR

  
By: Brian D. Ballard  
Title: President

Date: 2/4/15

Date: 2/4/2015

Approved as to form.

 02/04/15  
FAMU Attorney Date

