



PUTNAM COUNTY

2509 Crill Avenue, Suite 200
PALATKA, FLORIDA 32177
(386) 329-0203

BOARD OF COUNTY COMMISSIONERS

Terry K. Suggs
County Administrator

January 3, 2019

Mr. David Browning
Southern Strategy Group, Inc.
123 S. Adams Street
Tallahassee, FL 32301

JAN 14 2019

Attn: Mr. David Browning

RE: AGREEMENT DATED DECEMBER 19, 2017 BETWEEN PUTNAM COUNTY AND SOUTHERN STRATEGY GROUP, INC.

Dear Mr. Browning:

This will confirm that the referenced Agreement attached as Exhibit A is hereby extended by mutual consent through September 30, 2019, on the existing terms and conditions.

Please sign below to confirm your agreement to the foregoing.

Very truly yours,

PUTNAM COUNTY BOARD OF COUNTY COMMISSIONERS

By: [Signature]
Bill Pickens, Chairman

By: [Signature]
Terry Suggs, County Administrator

AGREED TO AND ACCEPTED THIS 16th DAY OF January, 2018.

SOUTHERN STRATEGY GROUP, INC.

By: [Signature]

Title: Partner

EXHIBIT A



123 S. ADAMS STREET • TALLAHASSEE, FL 32301 • (P) 850.671.4401 • (F) 850.671.4402 • SOSTRATEGY.COM

December 19, 2017

Mr. Terry Suggs
County Administrator
Putnam County
2509 Crill Avenue, Suite 200
Palatka, FL, 32177

JAN 14 2019

Re: Retainer Agreement with Southern Strategy Group

Dear Mr. Suggs:

Thank you very much for your interest in Southern Strategy Group. We appreciate the opportunity to provide lobbying services to Putnam County in Tallahassee. Southern Strategy Group is committed to providing the highest level of service in furtherance of your goals. This agreement will describe the terms under which that representation will occur.

You have asked that we represent Putnam County before the executive and legislative branches of Florida government regarding appropriation and state issues that directly affect Putnam County. In addition, as part of our scope of service, Southern Strategy Group will provide ancillary services such as electronically forwarding to you on a daily basis relevant newspaper articles, analyses, and important governmental announcements.

The entire team of Southern Strategy Group's lobbyists in Tallahassee will be available to advance Putnam County's interests. You may wish to review in detail the qualifications of the team at www.sostrategy.com. However, in order to ensure that your needs are efficiently and fully addressed, I will be the primary contact for this representation. If I should ever be unavailable, I would encourage you to contact Jerry McDaniel. Our contact information is reflected on the attached sheet.

In exchange for these services, Putnam County has agreed to pay Southern Strategy Group, \$3,000 per month beginning October 1, 2017 and ending September 30, 2018 with two, one-year renewal options. Southern Strategy Group will send an invoice on the first of each month for the current month's services and payment is due by the end of each month. All payments should be remitted to P.O. Box 10570, Tallahassee, FL 32302. This agreement will proceed on a month-to-month basis and may be terminated by either party upon receipt of 30 days written notice. Costs directly attributable to the performance of this work will be billed in addition to the monthly retainer, and these costs may include travel, lobbyist registration fees, and other expenses incurred on Putnam County's behalf. No monthly costs that in the aggregate exceed \$500 will be incurred without your prior approval. Also, by signing below, you agree that you will complete any forms necessary to comply with lobbyist registration requirements under Florida law that may arise as a result of our representation of Putnam County during the term of this contract or after its termination should reporting periods overlap.

EVERY
INDUSTRY

EVERY
INTEREST

POWERFUL
ADVOCACY
BEGINS HERE

Please be aware that Florida has a lobbying fee disclosure law that requires quarterly disclosure of fees. Please review the attached fee disclosure form to fully understand this regulatory requirement and ensure that you agree with the information we will be submitting to comply with it.

It should also be noted that Southern Strategy Group has affiliated offices in other states and within the state of Florida. Southern Strategy Group has a policy of declining representation of clients when that representation would immediately create a direct conflict with other clients that Southern Strategy Group currently represents. You have retained Southern Strategy Group for representation in Tallahassee, and we know of no conflicts with our current clients. In order to ensure the candor and trust in our relationship that forms the basis of effective representation, it is the policy of Southern Strategy Group to keep confidential within each office all information about your business interests and strategies.

I believe the above reflects our understanding. If it does, please sign this agreement and return with the completed client information and lobbyist registration forms, which are enclosed. I appreciate your attention to this matter and look forward to working with you. Please never hesitate to contact me if we can assist Putnam County in any way.

Sincerely,



David Browning

Enclosures



Mr. Buddy Goddard
For Putnam County

1/9/18

Date



In Florida, all lobbyists must register with the Lobbyist Registration office before they can begin lobbying.

In order to comply with Section 11.045, F.S., Section 112.3215, F.S. and Rule Chapter: 34-12, Florida Administrative Code, please supply the e-mail address of the principal authorizing Southern Strategy Group to lobby on your behalf:

buddy.goddard@putnam-fl.com

The above person will receive an email, with a link that allows the authorization to be completed. You will need the following information to complete and enter online:

- 1) Authorizing person's name
- 2) Title
- 3) Your company's 6-digit NAICS code (instructions below)
- 4) Description of principal's main business (once you have entered your 6 digit code a list of descriptions will be available for selection)

How to find your NAICS code

921110

Use the following website: <http://www.census.gov/eos/www/naics/>

From the NAICS code webpage, enter in a keyword that best describes your business into the 2012 field in the top left corner of the website.

Obtain the 6-digit industry code that best identifies the principal's main business. Neither the Lobbyist Registration Office nor our office is allowed to select or recommend a code.

Please contact Amy Yandle at Yandle@sostrategy.com if you need assistance.

Thank you, Southern Strategy Group



Client Information

Client Name: Putnam County Board of County Commissioners

Contact Information:

Primary Contact: Buddy Goddard, Chairman

Birthday (month/day):

Address: 2509 Crill Avenue, Suite 200, Palatka, FL 32177

Telephone Number (Office): (386) 329-0214

Telephone Number (Cell): (386) 916-5346

Facsimile Number: (386) 312-2249

E-mail Address: buddy.goddard@putnam-fl.com

Assistant's Name: Amanda Gabriel

Telephone Number: (386) 329-0207

E-mail Address: amanda.gabriel@putnam-fl.com

Billing Information:

Contact Name for Invoices: Stacie Poppell, Budget Officer

Address: 2509 Crill Avenue, Suite 200, Palatka, FL 32177

Telephone Number: (386) 329-0403

E-mail Address: stacie.poppell@putnam-fl.com

Our practice is to send invoices via electronic mail. If this is not acceptable to you, please indicate by checking the box. I would like to receive invoices via mail.

Additional Information:

Please indicate which state(s) you would like to receive daily news clips.

Alabama Florida Georgia Louisiana South Carolina

Please indicate which Florida offices you would like to receive monthly "Need to Know" eNewsletters.

Jacksonville Orlando Tampa Bay Miami

Please list name(s) and e-mail address(es) to receive daily newsclips and monthly NTK eNewsletters.

Buddy Goddard (buddy.goddard@putnam-fl.com), Larry Harvey (larry.harvey@putnam-fl.com), Terry Turner (terry.turner@putnam-fl.com)

Chip Laibl (chip.laibl@putnam-fl.com), Bill Pickens (bill.pickens@putnam-fl.com), Terry Suggs (terry.suggs@putnam-fl.com)

Would you like to learn more about any of our affiliated offices? Please check box.

Alabama Georgia Jacksonville Orlando Miami Tampa Bay

Shreveport Baton Rouge South Carolina Michigan



123 S. ADAMS STREET • TALLAHASSEE, FL 32301 • (P) 850.671.4401 • (F) 850.671.4402 • SOSTRATEGY.COM

November 19, 2014

Mr. R.G. Leary
County Administrator
Putnam County
2509 Crill Avenue, Suite 200
Palatka, FL 32177

Re: Retainer Agreement with Southern Strategy Group

Dear Mr. Leary:

Thank you very much for your interest in Southern Strategy Group. We appreciate the opportunity to provide lobbying services to Putnam County in Tallahassee. Southern Strategy Group is committed to providing the highest level of service in furtherance of your goals. This agreement will describe the terms under which that representation will occur.

You have asked that we represent Putnam County before the executive and legislative branch of Florida government regarding appropriation and state issues that directly affect Putnam County. In addition, as part of our scope of service, Southern Strategy Group will provide ancillary services such as electronically forwarding to you on a daily basis relevant newspaper articles, analyses, and important governmental announcements.

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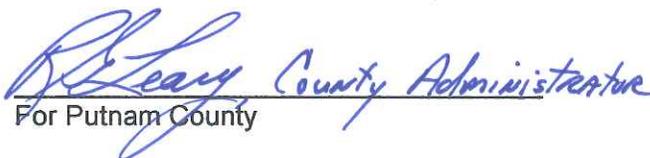
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Sincerely,



David Browning

Enclosures

 County Administrator
For Putnam County

Date

12-3-14