



208 NORTH LAURA STREET SUITE 710 • JACKSONVILLE, FL 32202 • (P) 904.425.8765 • SOSTRATEGY.COM

September 30, 2018

Mr. Kevin Hyde
President
Florida State College at Jacksonville
501 W. State St.
Jacksonville, Florida 32202

Re: Retainer Agreement with Southern Strategy Group

Dear Mr. Hyde:

Thank you very much for your ongoing interest in Southern Strategy Group. We appreciate the opportunity to continue providing lobbying services to Florida State College at Jacksonville (FSCJ) in Duval County and 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 FSCJ before the executive and legislative branches of Florida's government on matters related to the Florida College System and your policy and budget interests within it. We will also be available to assist your local government relations efforts in the Jacksonville community. In addition, as part of our scope of service, Southern Strategy Group will provide ancillary services such as electronically forwarding to you relevant newspaper articles, analyses, and important governmental announcements.

The entire team of Southern Strategy Group's lobbyists will be available to advance FSCJ's interests. 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 Allyce Heflin in our Tallahassee office or Deno Hicks in our Jacksonville office.

In exchange for these services, FSCJ has agreed to an initial engagement of 24 months with Southern Strategy Group beginning October 1, 2018. FSCJ will pay Southern Strategy Group \$5,000 per month. 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. 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 FSCJ during the term of this contract or after its termination should reporting periods overlap.

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

EVERY
INDUSTRY

EVERY
INTEREST

POWERFUL
ADVOCACY
BEGINS HERE

regulatory requirement and ensure that you agree with the information we will be submitting to comply with it.

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 in that region. You are retaining 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 enclosed client information form. I appreciate your attention to this matter and look forward to working with you. Please never hesitate to contact me if we can assist FSCJ in any way.

Sincerely,



Matt Brockelman
Partner
Southern Strategy Group

 *Kevin E. Hyde*

For Florida State College at Jacksonville

10/3/18

Date



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

September 22, 2016

Dr. Cynthia Bioteau, President, Florida State College at Jacksonville
Mr. Cleve Warren, Executive Director, Florida State College at Jacksonville Foundation
501 W. State St.
Jacksonville, Florida 32202

Re: Retainer Agreement with Southern Strategy Group

Dear Dr. Bioteau and Mr. Warren:

Thank you very much for your interest in Southern Strategy Group. We appreciate the opportunity to provide lobbying services in Duval County and in Tallahassee to the Florida State College at Jacksonville Foundation, Inc., a direct support organization of the Florida State College at Jacksonville (FSCJ Foundation). 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 FSCJ Foundation before the executive and legislative branches of Florida's government on matters related to the College's policy and budget interests within it. We will also be available to assist your local government relations efforts in the Jacksonville community. In addition, as part of our scope of service, Southern Strategy Group will provide ancillary services such as electronically forwarding to you relevant newspaper articles, analyses, and important governmental announcements.

The entire team of Southern Strategy Group's lobbyists will be available to advance FSCJ Foundation's interests. 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 Matt Brockelman in our Jacksonville office or Chris Dudley in our Tallahassee Office. Other partners may be registered as needed.

In exchange for these services, FSCJ Foundation has agreed to an initial engagement of 24 months with Southern Strategy Group beginning October 1, 2016. FSCJ will pay Southern Strategy Group \$4,000 per month for the first 12 months, and \$5,000 per month for the second 12 months. These fees are all inclusive of out-of-pocket expenses and any other charges or costs incurred by Southern Strategy Group. 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. 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 FSCJ during the term of this contract or after its termination should reporting periods overlap.

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.

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 in that region. You are retaining Southern Strategy Group for representation in Tallahassee, and we know of no

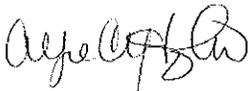
conflicts with our current clients. In order to ensure the candor and trust in our relationship that forms the basis of effective representation, it is the policy of Southern Strategy Group to keep confidential within each office all information about your business interests and strategies.

In addition, we understand that you require that the following terms and conditions apply to our relationship:

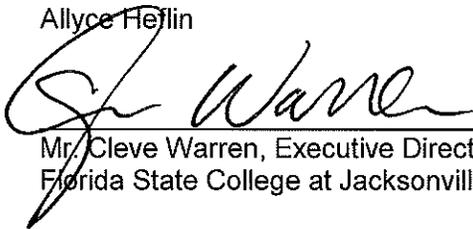
- Southern Strategy Group and the FSCJ Foundation shall keep accurate records as to performance of all services performed under this Agreement, and of all transactions relating to this Agreement. Consultant agrees to keep such records and make such reports and certifications as the FSCJ Foundation may from time-to-time request in connection with requirements imposed on the Foundation by any laws, regulations and other requirements of any government or regulating body, including any agency of the State of Florida or the U.S. Government. Southern Strategy Group acknowledges that the FSCJ Foundation may have obligations with respect to Southern Strategy Group's activities under various lobbying, ethics and other laws and regulations, and Southern Strategy Group agrees to take such actions as are reasonably necessary to ensure that the FSCJ Foundation is in compliance with such laws and regulations.
- Southern Strategy Group acknowledges that in the course of performing services, the FSCJ Foundation may communicate information that will enable Southern Strategy Group to perform services effectively. Southern Strategy Group agrees to retain and maintain in strict confidence, any and all confidential information. The obligations of Southern Strategy Group pursuant to this section shall continue, notwithstanding the expiration of this Agreement.
- This agreement may be terminated without penalty or further payment by either party upon sixty(60) days prior written notice.
- This Agreement is subject to the laws of the State of Florida, and any provisions herein, in conflict therewith, shall be void and of no effect. Consultant and the Foundation hereby agree that venue shall be in Duval County, Florida.

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

Sincerely,



Allyce Hejlin



Mr. Cleve Warren, Executive Director
Florida State College at Jacksonville Foundation

9/22/16

Date