



201 E. KENNEDY BOULEVARD, SUITE 1450 • TAMPA, FL 33602 • 813.563.4100 • SOSTRATEGY.COM

Mr. Rich Shannon, Chair
Hillsborough Community College Foundation, Inc.
39 Columbia Drive
Tampa, FL 33606

Re: Retainer Agreement with Southern Strategy Group of Tampa Bay, LLC

Dear Mr. Shannon:

Thank you very much for your interest in Southern Strategy Group of Tampa Bay, LLC. We appreciate the opportunity to provide lobbying and consulting services to the Hillsborough Community College Foundation, Inc. Southern Strategy Group of Tampa Bay, LLC 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 Hillsborough Community College before the State executive and legislative branches of government in order to advance the College's policy and appropriations priorities. In addition, due to the vast network of our clients and team, Southern Strategy Group of Tampa Bay offers to assist the Foundation in securing funds from private grants and donors. In addition, as part of our scope of service, Southern Strategy Group of Tampa Bay, LLC will provide ancillary services such as electronically forwarding to you on a daily basis relevant newspaper articles, analyses, and important governmental announcements.

The Tampa Bay team consists of Seth McKeel, Laura Boehmer, Dave Shepp and Sydney Ridley and our biographies are included in the proposal. Laura Boehmer and Seth McKeel will be primary contacts on any state, local or regional issues, and will assist the foundation with potential grant, donation and outreach efforts.

However, the entire team of Southern Strategy Group lobbyists will be available to advance both the College and Foundation 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. Our contact information is reflected on the attached sheet.

In exchange for these services, the Hillsborough Community College Foundation, Inc. has agreed to pay Southern Strategy Group of Tampa Bay, \$5000.00 per month, for twelve months, beginning September 1, 2018 and ending August 31, 2019. Southern Strategy Group of Tampa Bay, LLC 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. Costs directly attributable to the performance of this work will be billed in addition to the monthly retainer, and these costs may include travel and other expenses incurred on the Foundation and College's behalf. No monthly costs that in the aggregate exceed \$500 will be incurred without your prior written approval. Also, by signing below, you agree

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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 the College 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.

It should also be noted that Southern Strategy Group of Tampa Bay, LLC has affiliated offices in other states and within the state of Florida. Southern Strategy Group of Tampa Bay, LLC has a policy of declining representation of clients when that representation would immediately create a direct conflict with other clients that Southern Strategy Group of Tampa Bay, LLC currently represents in that region. You have retained Southern Strategy Group of Tampa Bay, LLC for representation in the Tampa Bay region, 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 of Tampa Bay, LLC 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 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 Hillsborough Community College Foundation in any way.

Sincerely,

A handwritten signature in black ink, appearing to read "Laura Sh", followed by a horizontal line extending to the right.

Laura Boehmer
Partner

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Enclosures

 - Enclosure 2.
For CLIENT NAME

10/24/18
Date

APPROVED AS TO FORM & LEGALITY


GENERAL COUNSEL



201 E. KENNEDY BOULEVARD, SUITE 1450 • TAMPA, FL 33602 • 813.563.4100 • SOSTRATEGY.COM

Mr. James A. Fernandez, Chairman
Hillsborough Community College Foundation, Inc.
39 Columbia Drive
Tampa, FL 33606

Re: Retainer Agreement with Southern Strategy Group of Tampa Bay, LLC

Dear Mr. Fernandez

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In exchange for these services, the Hillsborough Community College Foundation, Inc. has agreed to pay Southern Strategy Group of Tampa Bay, \$5000.00 per month, for twelve months, beginning September 1, 2016 and ending August 31, 2017. Southern Strategy Group of Tampa Bay, LLC 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. Costs directly attributable to the performance of this work will be billed in addition to the monthly retainer, and these costs may include travel and other expenses incurred on the Foundation and College's behalf.

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Sincerely,

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Laura Boehmer
Partner

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Enclosures

James A. Fernandez
For CLIENT NAME

8/24/2016
Date



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Mr. Gary Vien, Chairman
Hillsborough Community College Foundation, Inc.
39 Columbia Drive
Tampa, FL 33606

Re: Retainer Agreement with Southern Strategy Group of Tampa Bay, LLC

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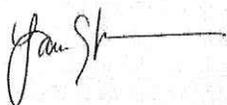
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Sincerely,



Laura Boehmer
Partner

Enclosures

For CLIENT NAME



Date

9-18-17