

THE FIORENTINO GROUP
GOVERNMENT RELATIONS AND BUSINESS DEVELOPMENT

January 25, 2019

Dr. Diana Greene
Superintendent
Duval County Public Schools
1701 Prudential Drive
Jacksonville, FL 32207

Re: State and Local Government Relations Consulting
Services

Dear Dr. Greene:

Thank you for considering retaining The Fiorentino Group to represent Duval County Public Schools ("DCPS"). Our engagement will involve lobbying the state executive and legislative branches as well as community relations support in Duval County. We think you will find that The Fiorentino Group offers the quality of service and type of approach that will make for a particularly advantageous partnering arrangement with your company.

The firm is uniquely situated to represent DCPS in the State of Florida. With offices in Jacksonville and Tallahassee, we have an extensive and effective practice with deep roots throughout the state. Our clients benefit from the depth of experience, credibility and contacts that have been developed in representing clients before state government for decades.

The purpose of this letter is to confirm our engagement as legislative counsel and to provide you certain information concerning our fees, billing and collection policies, and other terms that will govern our relationship. Although we do not wish to be overly formal in our relationship with you, we have found it a helpful practice to confirm with our clients the nature and terms of our representation. Enclosed with this letter are our firm's standard terms of engagement. Please review these and let me know if you have any questions concerning our policies.

We propose representing DCPS for a fixed fee of \$4,500 per month for the 6-month period beginning February 1, 2019 and continuing through July 31st, 2019, plus any reasonable necessary expenses and any advanced costs, including travel expenses, not to exceed \$250 per month.

Dr. Diana Greene
January 25th, 2019
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If the terms described above and in the attached terms of engagement are satisfactory, please so indicate by signing and returning the enclosed copy of this letter.

Our goal is to build long-term relationships with our clients by providing demonstrable results, and then grow the relationship over time. We look forward to working with you and to establishing a mutually satisfactory relationship.

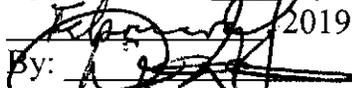
Sincerely,

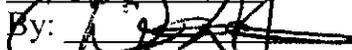
THE FIORENTINO GROUP

Signed by

T. Martin Fiorentino, Jr.

Approved this 5 day of

 2019

By: 

Dr. Diana Greene

Superintendent

Duval County Public Schools

TMF/tm
Enclosures