

**FIRST AMENDMENT TO PROFESSIONAL SERVICES CONTRACT
BETWEEN
THE CITY OF JACKSONVILLE
AND
BALLARD PARTNERS, INC.
FOR
STATE GOVERNMENT RELATIONS CONSULTANT SERVICES –
THE FLORIDA HOUSE OF REPRESENTATIVES LOBBYING SERVICES**

THIS FIRST AMENDMENT to Professional Services Contract is made and entered into this 7 day of Jan, 2020, 2019, by and between the CITY OF JACKSONVILLE, a municipal corporation existing under the Constitution and the laws of the State of Florida (the "CITY"), and BALLARD PARTNERS, INC., a Florida profit corporation with its principal offices at 403 East Park Avenue, Tallahassee, Florida 32301 (the "CONSULTANT").

WHEREAS, on December 10, 2018, CITY and CONSULTANT made and entered into City of Jacksonville Contract No. 10178-02 (the "Contract"); and

WHEREAS, said Contract has not been amended previously; and

WHEREAS, said Contract should be amended by providing additional funds in the amount of \$120,000.00 for the period of service from January 27, 2020, through January 26, 2021, so as to increase the maximum indebtedness by \$120,000.00 to a new total maximum indebtedness of \$240,000.00, and by exercising the first of three (3) one-year renewal options so as to extend the period of service from January 27, 2020, through January 26, 2021, with two (2) one-year renewal options remaining, with all other provisions, terms, and conditions of said Contract remaining unchanged; now therefore

IN CONSIDERATION of the premises and the mutual covenants contained below and for other good and valuable consideration acknowledged by the parties to be sufficient, the parties agree to amend said Contract as follows:

1. The above-stated recitals are accurate, true, and correct and are incorporated herein and made a part hereof by this reference.

2. Section 3 of said Contract is amended by providing additional funds in the amount of \$120,000.00 for the period of service from January 27, 2020, through January 26, 2021, so as to increase the maximum indebtedness by \$120,000.00 to a new total maximum indebtedness of \$240,000.00, and as amended shall read as follows:

"1. **Maximum Indebtedness.** As required by Section 106.431, *Ordinance Code*, CITY's maximum indebtedness for all products and services under this Contract shall be a fixed monetary amount not to exceed TWO HUNDRED FORTY THOUSAND AND 00/100 DOLLARS (\$240,000.00)."

3. Section 4 of said Contract is amended by exercising the first of three (3) one-year renewal options so as to extend the period of service from January 27, 2020, through January 26, 2021, with two (2) one-year renewal options remaining, and as amended shall read as follows:

“4. **Term.** The initial term of this Contract shall commence on January 27, 2019 and shall expire twenty-four (24) months thereafter on January 26, 2021, unless sooner terminated by either party in accordance with the terms of the RFP. This Contract may be renewed for two (2) additional one (1) year periods by (i) CITY in its sole discretion upon written notice to CONSULTANT at least sixty (60) days prior to end of the then-current term, or (ii) upon the mutual agreement of the parties.”

SAVE AND EXCEPT as expressly amended in and by this instrument, the provisions, terms, and conditions of said Contract shall remain unchanged and shall continue in full force and effect.

[Remainder of page left blank intentionally. Signature page follows immediately.]

IN WITNESS WHEREOF, the parties have executed this First Amendment on the day and year first above written.

ATTEST:

CITY OF JACKSONVILLE

By James R. McCain, Jr.
James R. McCain, Jr.
Corporation Secretary



Brian Hughes
Lenny Curry
Mayor
Brian Hughes
Chief Administrative Officer
For: Mayor Lenny Curry
Under Authority of:
Executive Order No: 2019-02

In accordance with Section 24.103(e), *Ordinance Code*, I do hereby certify that there is an unexpended, unencumbered, and unimpounded balance in the appropriation sufficient to cover the foregoing agreement and that provision has been made for the payment of monies provided therein to be paid.

[Signature]
Director of Finance
CITY Contract No. 10178-02, 1st Amendment

Form Approved:

[Signature]
Office of General Counsel

ATTEST:

BALLARD PARTNERS, INC.,
a Florida corporation

By Shanna Kaye Crawley
Signature

Shanna Kaye Crawley
Type/Print Name

Senior Executive Assistant
Title

By [Signature]
Signature

Brian D. Ballard
Type/Print Name

President
Title

P-51-18 – State Government Relations Consultant

Exhibit B-1

Fee Schedule

Ballard Partners – Lobbyist Services to the Florida House of Representatives

Contract Amount – January 27, 2020 – January 26, 2021	\$120,000.00
Contract – Not to Exceed	\$240,000.00

Authorized Task #2

January 27, 2020 – January 26, 2021: Consultant is authorized a total of \$120,000.00, consisting of \$10,000.00 per month to provide lobbyist services as outlined in Exhibit A, Scope of Services. The fee is inclusive of all costs including travel, lobbyist registration fees, and legislative tracking.

P-51-18 State Government Relations Consultants

Exhibit A

Scope of Services – Lobbyist Services to the Florida House of Representatives

Ballard Partners, Inc. will, in accordance with the highest level, ethical, and professional standards, provide at the direction of designated City officials, state lobbying services for state government relations for overall lobbyist services to the Florida House of Representatives. Lobbying services include, but not limited to the following services:

- Influence or attempt to influence legislative actions through communicating the desire of the City of Jacksonville.
- Arrange and meet with key decision-makers in the legislative process to convey the positions of the City of Jacksonville.
- All key policy decisions must be communicated and authorized by the Director of Inter-Governmental Affairs, Office of the Mayor.
- Provide representation on issues that arise with other entities.
- Establish and maintain working relationships with Executive and Legislative Leadership, Members of the House and Senate and other lobbyists to achieve passage or defeat of legislation as directed by the City of Jacksonville.
- Continuously identify, track, and respond to all existing and proposed policies, programs, and legislation that might impact the City of Jacksonville and/or related agencies.
- Provide assistance in establishing strategy, obtain sponsors and co-sponsors
- Monitor current state legislation budget process and report to the City both orally and in writing, any legislation events that may directly or indirectly impact the City.
- Secure state monies from various agencies to assist the City in achieving its annual list of goals, priorities and specific projects.
- Monitor, analyze, and track authorizations and appropriation bill and recommend the appropriate strategy.
- Identify projects with potential funding based on the needs and priorities of the City of Jacksonville.
- Represent the City of Jacksonville before appropriations committees as required
- Focus on state influenced legislation that may have an direct or indirect impact on the City's infrastructure that affects the ability of the city to carry out the essential functions to the citizens of Jacksonville
- Identify, influence and secure opportunities to enhance and improve the city's infrastructure
- Monitor various state agency actions for potential impact on the City of Jacksonville and in the event action is needed, advise the City.
- Assist in the development of the City's annual list of goals, priorities and specific projects and identify those which can be addressed at the state level.
- Provide assistance in establishing strategy; obtain sponsors, and co-sponsors in each house for matters designated by the City of Jacksonville.

- Establish and maintain successful working relationships with the Executive and Legislative leadership, Legislators, and staff to achieve passage or defeat of legislation as directed by the City.
- The services for each category would include, but not be limited to, development of state legislative agenda/strategy and advocacy before all appropriate state government branches, agencies and commissions. The consultant will work to protect and promote the interest of the City of Jacksonville before state government branches, agencies and commissions.
- The consultant will demonstrate the knowledge of the executive and legislative branches of the state government and demonstrate the ability to work with the state government in order to achieve the City's state legislative agenda. In addition, the consultant will be expected to be familiar with the wide range of projects and activities of the City and to advise the City of pending legislation or regulations that might materially impact those projects and activities.
- The consultant will build coalitions with Tallahassee- based issues groups and organizations across the state in furtherance of the City's goals.
- The consultant will be familiar with and able to obtain state funding assistance for high priority projects identified in the City's state agenda.
- The consultant may assist the City of Jacksonville in the development of the annual state legislative agenda.
- The consultant may represent the City before the State with regard to the promotion of the City of Jacksonville's state legislative agenda.
- The consultant may represent the City before the state with regard to policies, legislative proposals and regulations that will impact Jacksonville and have been identified as priority issues by the City.
- The consultant may assist in securing permits and approvals that might be required from time to time from the state government or any of its agencies.
- The consultant may attend any meetings requested to share progress on the City's legislative agenda.