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January 1, 2015

Dr. Jonathan Gueverra  
President, Florida Keys Community College  
5901 College Road  
Key West, Florida 33040

RE: State Lobbying Services

Dear President Gueverra:

This letter will serve to confirm the terms of our agreement for the provision of legislative and executive branch lobbying before the State of Florida on behalf of Florida Keys Community College (the College).

Peebles & Smith, LLC and Capital City Consulting, LLC (the Team) will perform the following tasks, including, but not limited to, identification of legislative priorities, formulation of strategy, research, providing testimony or other information to committees or officials, communications with elected officials and staff on behalf of the College and reporting on the status of work and pending issues to the College for full service legislative lobbying.

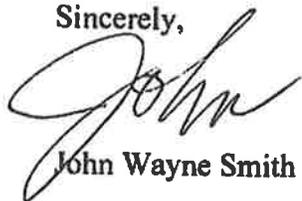
More specifically, the Team will be engaged regarding the attached Memorandum outlining the College's legislative priorities. Mr. John Wayne Smith, Peebles & Smith and Mr. Ron LaFace, Capital City Consulting will be the primary contacts and team leaders for this engagement.

The College has agreed to pay a total fee of not more than \$20,000 annually in 2015, a fee of not more than \$35,000 in 2016 and a fee of not more than \$50,000 in 2017; which is to be billed monthly for 10 months (\$2,000.00 per month in 2015, \$3,5000 per month in 2016 and \$5,000 per month in 2017). The term of this contract shall be from January 1, 2015 through December 30, 2016 and shall renew automatically for an additional term of one year each on January 1, 2016 and January 1, 2017, unless terminated in writing in advance by either party. The College agrees to pay for pre-approved expenses and travel not to exceed \$1,500.00 for a calendar year.

Please acknowledge that this letter correctly reflects the terms of our engagement by signing, dating and returning to me the enclosed copy of this letter. There is space for this acknowledgement below my signature.

We appreciate the opportunity to represent Florida Keys Community College.

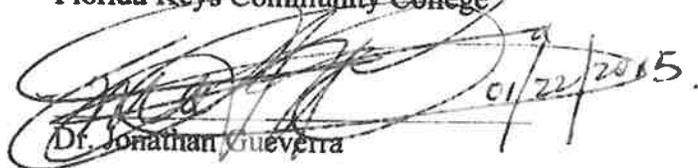
Sincerely,



John Wayne Smith

Acknowledge and agreed to this \_\_\_\_\_ day of \_\_\_\_\_, 2015

Florida Keys Community College



Dr. Jonathan Guevra

01/22/2015