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850-897-1428  
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October 24, 2019

Mr. Christopher F. Dudley  
The Southern Group  
123 S Adams Street  
Tallahassee, Florida 32301

Subject: 2020 Retainer Agreement

Dear Chris,

The Southern Group 2020 Retainer Agreement was approved by the Authority at the regular monthly meeting held on October 17, 2019. Enclosed is an executed copy of the Agreement for your files. We look forward to working with you and the entire staff at The Southern Group during the 2020 legislative session.

Sincerely,

Van Fuller  
Executive Director  
Mid-Bay Bridge Authority

VF:cd  
Enclosure (as stated)



**TALLAHASSEE OFFICE**  
123 S. Adams Street  
Tallahassee, FL 32301

**MAILING ADDRESS**  
P.O. Box 10570  
Tallahassee, FL 32302

**O:** 850.671.4401  
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thesouthern.com

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September 26, 2019

Mr. Van Fuller  
Executive Director  
Mid-Bay Bridge Authority  
P.O. Box 5037  
Niceville, FL 32578

Dear Mr. Fuller:

Thank you very much for your continued interest in The Southern Group of Florida, Inc. (The Southern Group). We appreciate the opportunity to provide lobbying services to Mid-Bay Bridge Authority in Tallahassee. The Southern 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 Mid-Bay Bridge Authority before the Executive Office of the Governor and the legislative and executive branches of Florida government on any and all issues of importance to Mid-Bay Bridge Authority. The entire team of The Southern Group's lobbyists in Tallahassee will be available to advance Mid-Bay Bridge Authority's interests. You may wish to review in detail the qualifications of the team at [www.thesouthern.com](http://www.thesouthern.com). However, in order to ensure that your needs are efficiently and fully addressed, I will be the primary contact for this representation.

In exchange for these services, Mid-Bay Bridge Authority has agreed to pay The Southern Group, \$2,500 per month beginning January 1, 2020 and ending December 31, 2020. The Southern 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. For your convenience, payment may be remitted via ACH or wire transfer. If you are interested in either of these payment options, please indicate so on the enclosed client information form and someone from our accounting team will follow up with you. Otherwise, all payments should be remitted to P.O. Box 10570, Tallahassee, FL 32302. Additional costs directly attributable to the performance of this work will be approved by the Mid-Bay Bridge Authority before incurred and billed. These costs may include travel and other expenses incurred solely on the Mid-Bay Bridge Authority's behalf. 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 Mid-Bay Bridge Authority 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.

It should also be noted that The Southern Group has affiliated offices in other states and within the state of Florida. The Southern Group has a policy of declining representation of clients when that representation would immediately create a direct conflict with other clients that The Southern Group currently represents. You have retained The Southern Group for representation in Florida, 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 The Southern 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. I appreciate your attention to this matter and look forward to working with you. Please never hesitate to contact me if we can assist Mid-Bay Bridge Authority in any way.

Sincerely,

A handwritten signature in blue ink, appearing to read "Chris Dudley". The signature is stylized with a large, sweeping loop at the end.

Chris Dudley

Enclosures

A handwritten signature in blue ink, appearing to read "Van Fuller". The signature is written in a cursive style.

For Mid-Bay Bridge Authority  
Van Fuller  
Executive Director

10/24/19

Date