

PEEBLES SMITH & MATTHEWS

December 19, 2019

Dr. Frank Wood, Executive Director  
College of Florida Keys Foundation  
5901 College Road  
Key West, FL 33040

Dear Dr. Wood:

This letter will serve to confirm the terms of our agreement for the provision of state legislative and executive lobbying, and governmental relations consulting by Peebles, Smith & Matthews, Inc. and Capital City Consulting, LLC on behalf of the College of Florida Keys Foundation ("Foundation").

The scope of work will include the 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 Foundation, and reporting on the status of work and pending issues. We anticipate our lobbying allocation to be split 90% legislative and 10% executive.

The Foundation has agreed to pay a total annual fee of \$45,000.00, which is to be billed monthly at \$3,750.00 plus pre-approved travel expenses. The term of this contract shall be from January 1, 2020 through December 31, 2021. *2020 JW AH*

Please acknowledge that this letter correctly reflects the terms of my 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 the College of Florida Keys Foundation.

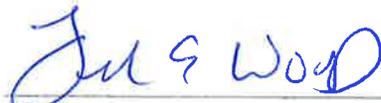
Sincerely,



Ryan E. Matthews

Acknowledge and agreed to this 3rd day of February, 2019 *20 JW AH*

College of Florida Keys Foundation



Dr. Frank Wood