



Client Agreement for
Lobbying Services

THIS AGREEMENT is entered into as of February, 2020 by and between Gulf Coast State College Foundation ("Client") with its principal place of business at 5230 US-98, Panama City, FL 32401, and Pinpoint Results, LLC ("Consultant"), with its principal place of business at 150 S. Monroe St., Suite 303, Tallahassee, FL 32301; Lead Consultant, Marti Coley Eubanks.

In consideration of the mutual promises and covenants set forth below, the parties hereby agree as follows:

ARTICLE I – AGREEMENT AND DUTIES

1. Lobbying: Lobbying Services for Strategic Policy & Issues Development
Consultant will provide lobbying services to support Client's strategic policy and issues development for the executive and legislative areas of government.
 - A. Complete an analysis of Legislative Budget Requests and proposed legislation and consult with client to identify key budget requests and substantive policy proposals on issues affecting Client.
 - B. Consult and coordinate with key stakeholders who support continued funding for state colleges.
 - C. Consultant will advise Client on effective strategies for building legislative and key stakeholder relationships, which are vital to garnering support.
 - D. Provide additional lobbying services and analyses, as needed, and as resources permit, and as directed by the Client.

ARTICLE II – COMPENSATION AND PAYMENT TERMS

2. Compensation: In consideration for the Services provided, client shall pay a monthly fee as follows:
 - A. Governmental Affairs / Lobbyist Representation: \$5,000 per month.
 - B. In addition, Client agrees to reimburse Consultant for expenses associated with attendance at meetings and events where Consultant's attendance requires travel of more than 100 miles to Client. Expenses may include travel, lodging, meals, etc. and shall be preapproved by Client.

- C. Consultant shall bill Client on a monthly basis, on the first day of each subsequent month, with payment due by the 5th of each month.
- D. Remittance of Payment: Payments made by Client under this Agreement may be made out to PinPoint Results, LLC and sent to:

PinPoint Results, LLC
150 S. Monroe St., Suite 303
Tallahassee, FL 32301

ARTICLE III – TERM AND TERMINATION

- 3. Term. This Agreement shall be effective upon the execution by all parties for a term of 30 days. The agreement will automatically renew for another 30 days on the same terms and conditions contained herein, unless either party gives 14 days' notice.
- 4. Termination: This Agreement may be terminated by either party at any time for any reason upon 14 days' written notice with no financial penalty or additional monies due for the remaining contract period.

ARTICLE IV – MISCELLANEOUS

- 5. Status: The Consultant shall be deemed an independent contractor for purposes of this Agreement and in connection therewith. Neither party has the authority to bind the other nor shall represent to third parties it does have such authority. No partnership, employment or agency relationship is intended to be formed by this Agreement. Nothing contained herein shall be considered as creating an employer-employee relationship between the Consultant and Client or between any employee, subcontractor, local consultant or agent of Consultant or Client.
- 6. Compliance with Laws: Both parties shall comply with all federal, state and local laws, regulations, rules, ordinances and orders of any kind, which are applicable to performance hereunder.

IN WITNESS WHEREOF, the parties have set their hands and seals the day and year first above written.

CLIENT:
Gulf Coast State College Foundation

By: Marquetta Maynor
Date: January 15, 2020

CONSULTANT:
PinPoint Results, LLC

By: Janya P. Jackson
Date: Jan. 13, 2020