



JACKSONVILLE OFFICE

208 N. Laura Street, Suite 710
Jacksonville, FL 32202

☎: 904.425.8765
thesouthern.com

June 12, 2023

Richard Pike
Interim City Manager
City of Neptune Beach
116 First Street
Neptune Beach, FL 32266

Dear Mr. Pike:

Thank you very much for your interest in The Southern Group of Florida, Inc. (The Southern Group). We appreciate the opportunity to provide lobbying services to the City of Neptune Beach in Florida. 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 the City of Neptune Beach to identify, vet, and pursue funding mechanisms. Services will include, but not be limited, to following:

- Assist in identifying funding mechanisms for Neptune Beach Infrastructure needs from the City of Jacksonville.
- Track infrastructure grant opportunities from the State of Florida for funds coming from the federal infrastructure bill that will flow through the State.
- Identify grant opportunities for resiliency that may flow through the City of Jacksonville.
- Develop and implement a plan to secure the City of Jacksonville funding support from the new administration and the new City Council.
- Procure and prepare infrastructure support plan from COJ prepared and ready to discuss prior to the spring elections.

The entire team of The Southern Group's lobbyists will be available to advance the City of Neptune Beach's interests. You may wish to review in detail the qualifications of the team at 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. If I should ever be unavailable, I would encourage you to contact Chris Hagan. Our contact information is reflected on the attached sheet.

In exchange for these services, the City of Neptune Beach has agreed to pay The Southern Group \$3,500 per month, for twelve months, beginning June 1, 2023 to May 31, 2024. The

Mr. Richard Pike

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. Our preferred method of payment is ACH or wire transfer. Otherwise, all payments should be remitted to P.O. Box 10570, Tallahassee, FL 32302. Beginning June 1, 2024, this Agreement will proceed on a month-to-month basis and may be terminated by either party upon receipt of 30 days' written notice. The City of Neptune Beach may terminate this Agreement prior to May 31, 2024, and all fees then due and owing, in addition to all fees due and owing for the remainder of the term of the Agreement, shall be paid within 30 days. Costs directly attributable to the performance of this work will be billed in addition to the monthly retainer, and these costs may include travel, lobbyist registration fees, and other expenses incurred on behalf of the City of Neptune Beach. No monthly costs that in the aggregate exceed \$500 will be incurred without your prior approval.

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 the City of Neptune Beach 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. 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 with the completed client information, which is enclosed. I appreciate your attention to this matter and look forward to working with you. Please never hesitate to contact me if we can assist the City of Neptune Beach in any way.

Sincerely,



Jim Gilmore

Enclosures

Mr. Richard Pike

DocuSigned by:

Richard Pike

12387CEE0783412...

City of Neptune Beach

6/12/2023

Date