



TAMPA OFFICE

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thesouthern.com

August 9, 2023

Marcel Blythe
Board Chair
The Hillsborough Community College Foundation, Inc.
4115 N Lois Avenue
Tampa, FL 33614

Dear Mr. Blythe:

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 Hillsborough Community College Foundation, Inc. (HCC Foundation) 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 HCC Foundation before the legislative and executive branches of Florida government in order to advance the College's policy and appropriations priority. The entire team of The Southern Group's lobbyists will be available to advance the HCC Foundation'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 Seth McKeel. Our contact information is reflected on the attached sheet.

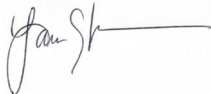
In exchange for these services, the HCC Foundation has agreed to pay The Southern Group \$5,833.33 per month, for three years, beginning September 1, 2023 to August 31, 2026. The Southern Group will send an invoice on the first of each month for the current month's services and payment is due by the end of each month. Our preferred method of payment is via ACH or wire transfer. Otherwise, all payments should be remitted to P.O. Box 10570, Tallahassee, FL 32302. Either party may terminate this agreement upon receipt of 30 days' written notice. The HCC Foundation may terminate this Agreement prior to the expiration thereof 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 HCC Foundation. 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 HCC Foundation 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 HCC Foundation in any way.

Sincerely,



Laura Boehmer

Enclosures

DocuSigned by:
Marcel Blythe
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The Hillsborough Community College Foundation, Inc.

8/31/2023

Date