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July 19, 2019

Mr. Kevin Hyde
Foley & Lardner, LLP
1 Independent Drive
Suite 1300
Jacksonville, FL 32202

Re: Retainer Agreement with Southern Strategy Group

Dear Mr. Hyde:

Thank you very much for your interest in Southern Strategy Group. We appreciate the opportunity to provide lobbying and government affairs consulting services to Foley & Lardner, LLP on behalf their clients which include JEA in Northeast Florida. Southern Strategy 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.

The entire team of Southern Strategy Group's lobbyists in Jacksonville will be available to advance Foley & Lardner's interests. You may wish to review in detail the qualifications of the team at www.sostrategy.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 my partner and associate team members, Matt Brockelman and Carlo Fassi. Our contact information is reflected on the attached sheet.

In addition, as part of our scope of service, Southern Strategy Group will provide ancillary services such as electronically forwarding to you on a daily basis relevant newspaper articles, analyses, and important governmental announcements.

In exchange for these services, Foley & Lardner has agreed to pay Southern Strategy Group, \$7,500 per month effective upon engagement of this agreement and will continue for a period of (3) three months with the first month being prorated. If Foley & Lardner desires to extend this agreement beyond the initial 3-month term, we will do so on a month-to-month basis. Southern Strategy 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. All payments should be remitted to P.O. Box 10570, Tallahassee, FL 32302.

**EVERY
INDUSTRY**

**EVERY
INTEREST**

**POWERFUL
ADVOCACY
BEGINS HERE**

FLI-RP-JEAGC-0000000435.0001


By signing below, you agree that you will complete any forms necessary to comply with local lobbyist registration requirements under Florida law that may arise as a result of our representation of Foley & Lardner 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 with it. We understand that the proposed services will not require registration with the State of Florida, and that we will comply with individual lobbyist registration requirements enacted by individual municipalities.

It should also be noted that Southern Strategy Group has affiliated offices in other states and within the state of Florida. Southern Strategy Group has a policy of declining representation of clients when that representation would immediately create a direct conflict with other clients that Southern Strategy Group currently represents. You have retained Southern Strategy Group for representation in Northeast, 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 Southern Strategy 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 form, 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 Foley & Lardner in any way.

Sincerely,



Deno A. Hicks

Enclosures

For: Foley & Lardner, LLP

Date

Florida Lobbying Fee Disclosure

Under Section 112.3215, Florida Statutes, lobbying firms in Florida are required on a quarterly basis to publicly disclose fees billed or received from clients for lobbying efforts at the state level. The law mandates that lobbying firms allocate fees between lobbying and non-lobbying services, legislative and executive branch lobbying, and lobbying performed by the firm that occurred at other levels of government.

Having discussed with your organization the scope of services that Southern Strategy Group will be performing on your behalf, set forth below are the allocations we intend to disclose to the State while representing you. If during the course of performing these services we find that the allocations do not accurately reflect our lobbying effort on your behalf, we will write to inform you of a change in the allocations. Should you disagree with the allocations made below, please contact us in writing to express your thoughts.

Lobbying Services* vs. Non-Lobbying Services

☐ Compensation under this contract is paid exclusively for lobbying services, and no compensation is being paid for non-lobbying services. Therefore, all compensation paid under this contract should be allocated to lobbying services.

☒ Some compensation paid under this contract is for non-lobbying services, and 70% of compensation will be allocated to lobbying services and 30% will be allocated to non-lobbying services.

State Level Lobbying vs. Lobbying Other Levels of Government

☐ Compensation under this contract is paid exclusively for state level lobbying in Florida, and no compensation is being paid for lobbying services performed at other levels of government, in other states, or the federal level.

☒ Some compensation paid under this contract is for non-State level lobbying services, and 0 % of compensation will be allocated to State-level lobbying services and 100% will be allocated to non-State level lobbying services.

Florida Legislative Lobbying vs. Florida Executive Lobbying

	Legislative	Executive
Q1	<u>0</u> %	<u>0</u> %
Q2	<u>0</u> %	<u>0</u> %
Q3	<u>0</u> %	<u>0</u> %
Q4	<u>0</u> %	<u>0</u> %

I, Deno A. Hicks (primary lobbyist for representation) affirm I have completed this form using Southern Strategy Group's fact-based method in providing allocations for the above referenced client.

Signature

Date

07/19/2019