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January 14, 2021

David Kraus, Interim County Manager
Columbia County
135 NE Hernando Avenue,
Suite 203
Lake City, FL 32056-1529

Re: Engagement Letter for Executive and Legislative Branch Lobbying Services

Dear Mr. Kraus:

Thank you for the opportunity to represent Columbia County. Based upon our conversation, we have prepared this engagement letter in response to your expressed interest in retaining our firm to lobby the executive and legislative branches of Florida state government on your behalf.

The purpose of this letter is to set forth our understanding of the services you expect our firm to perform and the resulting fee for those services. Accordingly, this letter confirms our agreement to represent Columbia County from the period of October 1, 2020, through September 30, 2021. As previously agreed upon, our firm will assist you in implementing your legislative advocacy goals and advocating on your behalf before Florida's legislative and executive branch agencies.

Specifically, the representation will focus on passing legislation intended to promote and support water conservation efforts and support water quality protections and the reduction of pollution. The representation will also include efforts to secure funding to support these conservation efforts and ongoing economic development projects. Additionally, we will provide counsel and advocacy on other matters the County may direct on an as-needed basis. We will report to you as County Manager on a regular basis and provide you a written summary of our efforts on the County's behalf upon the conclusion of the 2020 regular legislative session.

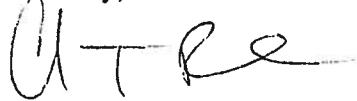
Andy Palmer will be the member of our firm primarily responsible for this representation, although the entire firm is a resource. Also, as agreed upon, our firm will serve as the coordinating legislative consultants for your representation and will subcontract with the firm of Smith, Bryan and Myers whom will also represent Columbia County before the executive and legislative branches of Florida state government.

As agreed, our firm's fee for providing these services will be \$80,400.00, to be paid in twelve (12) equal monthly installments of \$6,700.00, with the first installment due upon execution of this agreement. You will also be responsible for all customary costs that are incurred in the course of your representation, including, but not limited to, lobbyist registration, copying, messenger services, long distance phone calls, computer research services, and other out-of-pocket expenditures.

Our firm will send you a monthly invoice reflecting the fees then due and any cost disbursements. Rest assured, however, that we are always mindful of the costs of legal services and understand that every client wishes to avoid unnecessary expense. As such, we will seek at all times to represent you in the most cost-efficient and effective manner possible. Our representation will conform to the terms of this agreement, and may be terminated by either party upon 30 days notice.

We sincerely appreciate the opportunity to represent you, and look forward to a successful working relationship.

Sincerely,



Andrew T. Palmer
Metz, Husband & Daughton

Agreed to and Accepted by:
Columbia County

By: Rocky D. Ford

Name: Rocky D Ford

Title: Chairman