

January 24, 2023

Theresa Therilus
City of North Miami
776 NE 125 Street
North Miami, FL 33161

Dear Ms. Therilus:

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 City of North Miami 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 City of North Miami before Miami-Dade Board of County Commissioners and County Mayor. The entire team of The Southern Group's lobbyists will be available to advance City of North Miami's interests. You may wish to review in detail the qualifications of the team at www.thesoutherngroup.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 Edgar Castro. Our contact information is reflected on the attached sheet.

In exchange for these services, City of North Miami has agreed to pay The Southern Group \$2,083.33 per month, beginning February 1, 2023 to December 31, 2023, and \$2,083.37 for January 31, 2024. 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 ACH or wire transfer. Otherwise, all payments should be remitted to P.O. Box 10570, Tallahassee, FL 32302. This Agreement is for twelve months. City of North Miami 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 City of North Miami's behalf. 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 City of North Miami during the term of this contract or after its termination should reporting periods overlap.

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 City of North Miami in any way.

Sincerely,



Crystal Wagar

Enclosures

Theresa Therilus
For City of North Miami
Theresa Therilus, Esq.
City Manager

2/1/23
Date

