

CAPITOL SOLUTIONS, LLC

LEGISLATIVE AND ADMINISTRATIVE CONSULTANTS



March 15, 2015

Jason Hurst, Ph.D. President
Chipola College
3094 Indian Circle
Marianna, Florida 32446

Re: Proposal for Lobbyist Consultant Services to be rendered to the Chipola College for State Legislative, Cabinet, and Executive lobbying services.

Dear Dr. Hurst,

This letter is an introduction of Capitol Solutions, LLC's proposed representation of Chipola College as a legislative and governmental lobbying consultant. I would greatly value the opportunity to serve the College and look forward to developing a mutually successful working relationship. My goal is to continue this relationship far into the future and greatly expand upon the range and degree of services the College has received from other vendors in the past.

Attached to this letter you will find a company overview of Capitol Solutions, previous experience, the scope of work to be performed, the terms of engagement for representation, and a reference list. Please review these and let me know if you have any questions concerning Capitol Solutions' services.

Sincerely,

Patrick E. Bell
President, Capitol Solutions, LLC

P.O. BOX 10242 • TALLAHASSEE, FLORIDA 32302
111 E. COLLEGE AVENUE • TALLAHASSEE, FLORIDA 32301

TELEPHONE: (850) 224-8282 • FAX: (850) 222-4809 • E-MAIL: pbell@capitolsolutions.biz

Company Overview:

Capitol Solutions, LLC, is a lobbying firm located in Tallahassee, Florida. Patrick Bell is the sole owner of Capitol Solutions, LLC. Patrick has been a lobbyist for the past 20 years, during which time he has handled many different issues before the Legislature, Executive Branch, and Cabinet. Some recent accomplishments by Capitol Solutions are:

- During the 2014 Session, as a lobbying firm for various local governments, Capitol Solutions was able to secure funding for numerous projects totaling \$13.5 million in appropriations. These appropriations went to fund water, school, and healthcare projects in fiscally constrained counties.
- SunCoast PACE Association hired Capitol Solutions in March 2014 after the first drafts of the House and Senate budgets had been released. SunCoast had no funding in either draft of the initial budgets. During budget conference meetings, Capitol Solutions was able to negotiate a \$3.25 million appropriation for SunCoast.
- During the 2013 Session, Capitol Solutions was hired by Norman Braman to defeat a high profile bill. The bill would have provided funds to the Miami Dolphins' football franchise to build a new NFL football stadium with taxpayers' dollars. Capitol Solutions was able to block passage of the bill.
- Capitol Solutions negotiated budget funding for Calhoun County Schools for the last five years. This funding has allowed Calhoun to build two new schools that were on the special facilities project list and renovate two schools that were not on the special facilities project list.

Capitol Solutions has also been very active in many political campaigns at the state and local levels helping to raise money and volunteering time and resources. Capitol Solutions is a bipartisan firm that lobbies and campaigns for both Republicans and Democrats. On occasion, Patrick has also consulted for candidates, and he has a proven track record at getting candidates elected to office. Patrick has many well-established friendships with members of the legislature and legislative staff.

Previous Experience:

Patrick has lobbied the Florida Legislature on issues such as claim bills, health care, criminal justice, education, cultural affairs, local governments, and appropriation issues for the past 20 years. He has worked on and ensured the passage of many pieces of legislation for his clients and has been very successful in getting appropriation issues funded. He is responsible for all facets of Capitol Solutions daily business functions such as accounting, tracking client issues, event coordinating, and organizing campaign efforts.

Prior to becoming the President of Capitol Solutions, Patrick lobbied for the firm of Lamonica, Trammell, and Bell for 10 years.

Scope of Basic Legislative & Governmental Representation:

- Assist in development and prioritization of a list of key legislative agenda items. Capitol Solutions will actively represent the College by advocating for or against such items in a particular legislative session. Capitol Solutions will prepare pre-session reports and materials for dissemination to local legislative delegations;
- Monitor, review, and report on proposed legislation during the legislative session on items of interest to the College. This includes preparing written reports and/or summaries as requested by the College;
- Lobby for or against particular bills or amendments as identified in conjunction with the College;
- Secure appropriations for requested budget items and move those items through the legislative and executive process;
- Draft legislation and amendments along with "white papers" explaining such legislation and/or amendments;
- Develop coalitions and work with opposition to mediate solutions;
- Work closely with the executive branch and legislative leadership to advance the College's position on legislative matters;
- Provide feedback to the College officials on progress of legislative packages.
- Provide notification of meetings that College officials need to attend to show strong support.
- Provide any assistance to the College as needed on issues that benefit the College such as funding via state appropriations process;
- Set-up meetings so that the President or his delegates can present the College's Legislative Package;
- Assist in any other related duties as requested by the College.

Attendance at Meetings & Conferences:

- Attend and participate in any College meetings and any committee or staff meetings of the College as requested,
 - Attend and participate in all legislative delegation meetings,
 - Attend and participate in any conferences deemed appropriate by the College.
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Terms of Engagement

Compensation:

The fee for representation of the College will be payable as follows: beginning March 15, 2015, the Client will pay Four thousand dollars (\$4,000) per month starting March 2015 and ending February 28, 2016. The total contract amount between Capitol Solutions, LLC and Chipola College will be Forty-eight thousand dollars (\$48,000.00). Either party may cancel this contract with 30 days prior written notice.

This Agreement is subject to the restrictions as set forth in Florida Statutes 11.062(2)(a) in that "public funds" may not be used by a Community College to retain a lobbyist to represent it before the legislative or executive branch. All parties hereto warrant and represent that public funds, as set forth in F.S. 11.062(2)(a), shall not be used as consideration for the execution of the scope of work contained herein. All parties shall make reasonable efforts to ensure that no Florida Statute, including 11.062(2)(a), be violated pursuant to the effectuation of this Agreement. Should any Florida Statute, Administrative Rule or other restriction be implemented or interpreted to deem this Agreement in violation of any Federal or State Law, this Agreement shall immediately terminate.

Expenses:

The Firm shall pay all incidental expenses, such as reproduction of materials and travel to surrounding areas within 120 mile radius. However, if the firm is asked to attend any meetings or conferences out of the Tallahassee or north Florida areas, the College must reimburse such travel expenses. All travel expenses will be pre-approved by the College and paid for with submitted and valid receipts.

Sub-contract:

Capitol Solutions will take full responsibility for representing the College and will not enter into any sub-contract with any other lobbying firm unless first approved by the College.

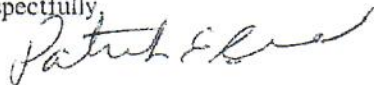
Availability and Assurance of Prompt Service:

Capitol Solutions strives to return all calls and respond to all emails within the same day. There are times, such as committee weeks, during session, or when traveling that a slower response time might occur.

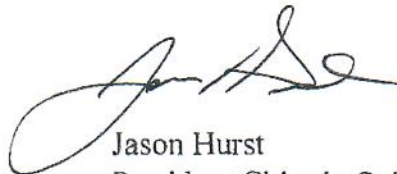
If the terms of representation are acceptable, please sign on the signature space provided and return the original to our office. In the event that you have any questions concerning any of these matters, please feel free to contact me at your convenience.

We are pleased to be considered for this representation and appreciate the confidence you have shown in our Firm. We look forward to a productive and successful relationship.

Respectfully,



Patrick E. Bell
President Capitol Solutions



Jason Hurst
President Chipola College