

October 4, 2022

Mr. Timothy Norton
Vice President, Advancement and Executive Director
Daytona State College Foundation, Inc.
1200 W. International Speedway Blvd.
Daytona Beach, FL 32114

Dear Mr. Norton:

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 Daytona State College Foundation, Inc. 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 Daytona State College Foundation, Inc. before the legislative and executive branches of Florida government on financial and policy matters of concern to Daytona State College Foundation, Inc. The entire team of The Southern Group's lobbyists will be available to advance the interests of Daytona State College Foundation, Inc. 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, Daytona State College Foundation, Inc. has agreed to pay The Southern Group \$5,200 per month beginning July 1, 2022. 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. This Agreement is for a 12-month term and will automatically renew annually for additional 12-month terms unless terminated in writing by either party at least 30 days prior to the expiration thereof. Daytona State College Foundation, Inc. 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 Daytona State College Foundation, Inc. No monthly costs

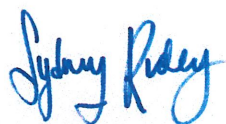
that in the aggregate exceed \$500 will be incurred without your prior approval.

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 Daytona State College Foundation, Inc. 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 Daytona State College Foundation, Inc. in any way.

Sincerely,



Sydney Ridley

Enclosures



For Daytona State College Foundation, Inc.

Timothy A. Norton

October 4, 2022
Date