

Stephen R. Winn and Associates
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April 12, 2022

Sheriff Jared Miller
Wakulla County Sheriff's Office
Wakulla County Florida
15 Oak Street
Crawfordville, FL 32327

Dear Sheriff Miller,

On behalf of Stephen R. Winn & Associates ("SRWA"), I am honored to present a proposal for governmental representation of the Wakulla County Sheriff's Office. It was a pleasure meeting with you and I look forward to working together in the future. This letter is intended to further acquaint you with Stephen R. Winn & Associates and our activities here in the State of Florida. Our firm specializes in consultation, public relations and lobbying for all levels of Florida's government, including the Legislature, the Governor's Office, Department of Corrections, Department of Health, Department of Juvenile Justice, Agency for Healthcare Administration and other executive branch agencies.

SRWA has more than 40 years of experience in the area of strategic planning, lobbying, and government relations, and has an established reputation for developing successful advocacy programs for businesses and organizations in the state. SRWA has extensive experience in serving a variety of clients over the past 40 years who, like your office, have services paid for in part by this state, including: The Gadsden County Sheriff's Office, Union County Sheriff's Office, The Vietnam Veterans of America-Chapter 96, The Florida Osteopathic Medical Association, GlaxoSmithKline, The Gadsden County School Board, The Florida Society of Hearing Health Care Professionals, Goldman Sachs and Larkin Community Hospital to mention a few.

Representing clients of similar caliber to the Wakulla County Sheriff's Office and those listed above brings along significant responsibility. Essential to effective representation are credibility, strategy and reliability. Those qualities come from long-term relationships with individual legislators, especially those in positions of leadership (the President of the Senate, Speaker of the House, and chairs of Appropriations committee); the Governor; the Secretary of the Agency for Health Care Administration; the Department of Corrections; and key legislative and agency staff. These and other contacts place SRWA in an excellent position to access critical information on key client issues, to move legislation, and to identify business advancement opportunities with the state.

Effective representation also requires an intimate understanding of the flow of issues during the course of a legislative session. Critical to success in the management of legislative timing, from introduction through final signing by the Governor. SRWA's through understanding of the legislative process and its established contact network provides the combination of talent, creativity, and expertise necessary to make sure that client issues and concerns receive appropriate consideration by the Legislature and Executive Branch Agencies.

"You Can Count On Us"

In addition, no governmental representation is complete unless close scrutiny is applied to rules and regulatory interpretations that follow the placement of legislation into law. SRWA works diligently beyond the legislative session to ensure client goals are achieved by tending to the administrative rule development process conducted by the appropriate regulatory agency or department.

We propose the following:

- 1) We will represent the Wakulla County Sheriff's Office (WCSO) before the Governor, Cabinet, Legislature, Department of Corrections, Agencies and Departments in an effort to acquaint the appropriate agencies and individuals with your goals. In furtherance of this goal, we will:
 - a) Initiate, develop and maintain a relationship between and among the appropriate representatives of your office and the Governor's staff, members of the Florida Senate and Florida House, Department of Corrections, important committee members in the Legislature and committee and staff members in the committees that are involved in the budgetary process.
 - b) Provide research and needed information concerning the goals we will establish by phone or during face to face meetings.
 - c) Meet with all appropriate agencies and individuals involved in the budgetary reviews necessary to make sure you, your office and staff are recognized as the parties involved in reaching and achieving development of the programs mentioned above.
- 2) We will continue to represent your office on an ongoing basis to protect any programs initially obtained and approved and to assure that future funding/programs that you are trying to achieve are closely followed.
- 3) As compensation for our services, we propose a monthly retainer in the amount of \$4000, to begin on ~~2023~~ ^{March} 1, ~~2023~~ ^{May} and continue monthly until cancelled.
- 4) We understand that Stephen R. Winn & Associates et. al, is not authorized to incur any expenditure or obligate the Wakulla County Sheriff's Office in any respect without the prior approval from you or your designated representative(s). If, during the process, we deem it necessary or advisable for you to expend any sums to enhance your presentation, we will make recommendations to you for your consideration.
- 5) Because of our past experience in the legislative and administrative process, I believe we can be helpful in assisting you and/or your representatives in not only establishing contacts but also the necessary orchestration and networking to ensure successful consideration of your goals. The preparation and initiation of your issues, both from an administrative and legislative standpoint is a year-round task.
- 6) It is our understanding that we will focus our team effort on:
 - a) Florida Legislative Budget
 - b) State Agencies/Department of Corrections/others
 - c) Legal Review When Appropriate
 - d) Any Other Appropriate Areas You Deem Necessary
- 7) At any point, either party may choose to terminate this agreement after providing 60 days written notice.

A work schedule should be established between our respective offices at the earliest possible time. You and/or your representative(s) should be prepared to come to Tallahassee and meet with individuals that we feel need to know what you are planning to accomplish.

If this proposal is acceptable and agreed to by the Wakulla County Sheriff's Office, please sign below and return to Stephen R. Winn & Associates, 1424 Ox Bottom Road, Tallahassee, FL 32312, along with a check made payable to Stephen R. Winn & Associates for the first month's retainer. We look forward to the opportunity to work with you in the future.

Sincerely,



Stephen R. Winn, President
Stephen R. Winn & Associates
1424 Ox Bottom Road
Tallahassee, FL 32312
SRW/mwl

ACCEPTED AND AGREED TO THIS 10th DAY of Feb, 2023

Wakulla County Sheriff's Office,

By: 

Print Name: Jared F. Miller

Title: Sheriff