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CONFIDENTIAL – ATTORNEY-CLIENT PRIVILEGED

Transmittal via Email

December 16, 2022

David Verinder, President and CEO
Sarasota Memorial Hospital
1700 S. Tamiami Trail
Sarasota, FL 34239

Re: 2023 Legislative and Executive Branch Lobbying Representation

Dear David:

Thank you for your continued confidence in our legislative and executive branch lobbying representation of Sarasota Memorial Hospital (SMH). Legislative “lobbying” is defined by statute to mean influencing or attempting to influence legislative action or non-action through oral or written communication or an attempt to obtain the goodwill of a member or employee of the Legislature. Executive branch “lobbying” is also defined by statute and means seeking, on behalf of another person or entity, to influence an agency in the area of policy or procurement or an attempt to obtain the goodwill of an agency official or employee. Our representation under this engagement is solely confined to lobbying services (described above) pertaining to SMH issues.

Pursuant to the Florida Legislature’s Joint Legislative Auditing Committee guidelines on the application of executive and legislative branch lobbying registrations and reporting of fees and costs, we will be registering to represent you before the legislative branch as well as the executive branch. Fees for registration regarding these branches are:

Legislative Branch:	\$20.00 per principal; and
Executive Branch:	\$25.00 per principal.

Our fee for this scope of work will be \$65,000.00, payable in equal monthly installments of \$5,416.67, beginning January 1, 2023 through December 31, 2023. Since the majority of our services occur in the legislative arena, we, as agreed, will be reporting 80 percent of our fees and reimbursements as legislative lobbying fees and costs and 20 percent as executive branch lobbying fees and reimbursements.

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In addition to our fee, all out-of-pocket expenses incurred on SMH's behalf including, but not limited to, long-distance telephone charges, lobbyist registration costs, copying (at the rate of \$.20/page), express mail charges, and necessary travel, meals and lodging, etc., will be billed as these charges are incurred. We will endeavor to keep such expenses to a minimum and we will contact you for prior approval before incurring any expenses in excess of \$250.00.

We have attached a copy of the firm's Additional Understanding Regarding Representation. All conditions in that document are incorporated by reference as part of this engagement letter. As we are sure you recognize, we have a legitimate business concern in being paid in a timely fashion. Also attached is our firm's Private Policy statement. Please review this statement and give us a call if you have any questions or need additional information.

If the scope of this representation should significantly change, we and SMH agree to revisit the fee arrangement. If these terms are acceptable to you, please sign this letter below and return to me at your earliest convenience. We look forward to continuing our relationship with you and the other SMH folks.

WE UNDERSTAND THAT IF WE HAVE QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO OUR DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, WE SHOULD CONTACT SARASOTA MEMORIAL'S CHIEF LEGAL OFFICER AS REPRESENTATIVE FOR CUSTODIAN OF PUBLIC RECORDS AT 941-917-4881, carolann-kalish@smh.com, 1700 South Tamiami Trail, Sarasota, FL 34239.

Sincerely,



George Levesque

JMH/cg
Attachments

ACCEPTED BY:

SARASOTA MEMORIAL HOSPITAL

Date: _____

By:  _____
Its _____

Reviewed and Approved for
Signature by
Carol Ann Kalish,
Chief Legal Officer