

The City of Key Colony Beach, Florida
Contract for Goods & Services:

This Contract entered on the date last written below, by and between: The Southern Group of Florida, Inc. (the “Contractor”) and The City of Key Colony Beach, Florida (the “City”). In consideration of the mutual covenants and benefits hereinafter set forth, the parties herein covenant and agree as follows:

1. TERM

The term of this Contract shall be from April 1, 2024 to March 31, 2025

2. CONTRACTOR'S SERVICES

Contractor agrees to provide the following services:

- a. Contractor shall represent the City in front of the Legislative and Executive branches of state government and to help identify opportunities for state funding related to wastewater, stormwater, canal restoration and other priorities as identified by the City and The Southern Group of Florida, Inc.
- b. Contractor will work with the City to identify and react to bills and/or amendments that would positively or negatively impact the City.
- c. Contractor will provide an industry report outlining relevant bills and committee actions each week during Session.
- d. Contractor will assist the City in identifying potential state funding opportunities, including agency grants to address the City’s needs.

Documentation of the specific goods/services is attached and labeled as *Exhibit “A”* to this Contract and is incorporated herewith by reference. In the event of a conflict between the terms of this Contract and any exhibit, the terms of this Contract shall control, unless otherwise agreed in writing as an amendment pursuant to the terms for such as provided herein.

3. COMPENSATION

The City shall pay Contractor the sum of \$54,000.00 to provide said goods/services pursuant to this Contract. No payment shall be due until an invoice for the goods/services has been submitted for payment and the City verify that all services have been fully and satisfactorily completed. The City will make diligent efforts to verify and pay invoices within one (1) payment cycle after receipt. If alternate payment TERMS are required they must be outlined below.

The Contractor will provide the installment invoice on the first day of each month during the Engagement Period. Payment is due upon receipt of the invoice. Costs directly attributable to the performance of this work will be billed in addition to the Fee. Costs may include travel, conference registration fees, and other expenses incurred on behalf of the City. Any cost(s) that exceed \$500 per month in the aggregate will not be billed without City’s written approval.

Payment should be made payable to or addressed to The Southern Group of Florida, Inc. ACH or wire transfer is preferred. If payment is made by check, then payment(s) should be remitted to P.O. Box 10570, Tallahassee, FL 32302. Payments received more than sixty (60) days after their due date shall be charged a \$100 per day late fee for each day that payment is overdue. If an invoice is unpaid for ninety (90) days or more, work towards completion of the Scope of Work will pause until City brings all amounts due and owing current.

4. **INSURANCE**

Contractor agrees to secure and maintain at all times during the term of this Contract, at Contractor's expense, insurance coverage, as laid out below, covering Contractor for all acts or omissions which may give rise to liability for services under this Contract. All Contractor staff are to be insured in minimum amounts acceptable to the City and with a reputable and financially viable insurance carrier, naming The City of Key Colony Beach, Florida as additional insured. Such insurance shall not be cancelled except upon thirty (30) days written notice to the City. Contractor shall provide the City with a certificate evidencing such insurance coverage within five (5) days after obtaining such coverage. Contractor agrees to notify the City immediately of any material change in any insurance policy required to be maintained by Contractor.

Contractor is required to obtain the following coverage, with documentation of having obtained such coverage being attached hereto as *Exhibit "B"*:

General Liability Insurance

Amount: \$1,000,000.00

Professional Liability Insurance

Amount: \$1,000,000.00

Vehicle Liability Insurance

Amount: _____

Workers Compensation Insurance

Amount: \$1,000,000.00

5. **COMPLIANCE WITH LAWS AND POLICIES**

Contractor agrees to comply with City policies and all applicable local, state, and federal laws, including laws; including public records.

Public Records. To the extent Contractor is acting on behalf of City as stated in Section 119.0701, Florida Statutes, Contractor shall:

- a. Keep and maintain public records required by City to perform the Services;

b. Upon request from City, provide City with a copy of the requested records or allow the records to be inspected or copied within a reasonable time and at a cost that does not exceed that provided in Chapter 119, Florida Statutes, or as otherwise provided by law;

c. Ensure that public records that are exempt or confidential and exempt from public record requirements are not disclosed except as authorized by law for the duration of this Agreement and following completion or termination of this Agreement if the records are not transferred City; and

d. Upon completion or termination of this Agreement, transfer to City, at no cost, all public records in Contractor's possession or keep and maintain public records required by City to perform the services. If Contractor transfers the records to City, Contractor shall destroy any duplicate public records that are exempt or confidential and exempt. If Contractor keeps and maintains the public records, Contractor shall meet all applicable requirements for retaining public records. All records stored electronically must be provided to City upon request in a format that is compatible with the information technology systems of City.

A request for public records regarding this Agreement must be made directly to City, who will be responsible for responding to any such public records requests. Contractor will provide any requested records to City to enable City to respond to the public records request.

IF THE CONTRACTOR HAS QUESTIONS REGARDING THE APPLICATION OF CHAPTER 119, FLORIDA STATUTES, TO THE CONTRACTOR'S DUTY TO PROVIDE PUBLIC RECORDS RELATING TO THIS CONTRACT, CONTACT THE CITY OF KEY COLONY BEACH, FLORIDA'S CUSTODIAN OF PUBLIC RECORDS, CITY CLERK, SILVIA GRANSEE, AT: CITY OF KEY COLONY BEACH, ATTN: SILVIA GRANSEE, P.O. BOX 510141, KEY COLONY BEACH, FL 33051 (cityclerk@keycolonybeach.net) OR CALL THEM AT (305) 289-1212.

6. INDEPENDENT CONTRACTOR STATUS

Contractor is, for all purposes arising under this Contract, an independent contractor. Contractor and its officers, agents or employees shall not, under any circumstances, hold themselves out to anyone as being officers, agents, or employees of the City.

7. TERMINATION

A. WITHOUT CAUSE

This Contract may be terminated for any reason by either party upon thirty (30) days

written notice to the other party at the addresses set forth below. If said Contract should be terminated as provided in this paragraph of the Contract, the City will be relieved of all obligations under said contract and the City will only be required to pay that amount of the contract actually performed to the date of termination with no payment due for unperformed work or lost profits.

B. TERMINATION FOR BREACH

Either party may terminate this Contract upon breach by the other party of any material provision of this Contract, provided such breach continues for fifteen (15) days after receipt by the breaching party of written notice of such breach from the non-breaching party. In the event the City chooses to end the Contract before the end of the applicable Engagement Period, the Fee and any approved, outstanding costs shall be due in their entirety. The Contractor will provide a final invoice for all amounts due under this Contract which shall be paid within thirty (30) days of being sent by the Contractor.

C. IMMEDIATE TERMINATION BY THE CITY

The City may terminate this Contract immediately upon written notice to Contractor (such termination to be effective upon Contractor's/Individual's receipt of such notice) upon occurrence of any of the following events:

- i. the denial, suspension, revocation, termination, restricting, relinquishment or lapse of any license or certification required to be held by the Contractor, or of any Company/Individual staff's professional license or certification in the State of Florida;
- ii. conduct by Contractor or any Company/Individual staff which affects the quality of services provided to The City or the performance of duties required hereunder and which would, in The City's sole judgment, be prejudicial to the best interests and welfare of The City and/or its employees;
- iii. failure by Contractor to maintain the insurance required by the terms of this Contract.

8. ASSIGNMENT

Neither Contractor nor the City may assign or transfer any interest in this Contract without the prior written consent of all parties. Should an assignment occur upon mutual written consent, this Contract shall inure to the benefit of and be binding upon the parties hereto and their respective heirs, representatives, successors, and assigns.

9. AMENDMENT

This Contract may be amended only with the mutual consent of the parties. All amendments must be in writing and must be approved by the City.

10. INDEMNIFICATION, GOVERNING LAW & VENUE

Contractor shall indemnify and hold harmless the City from and against any and all claims, liabilities, damages, and expenses, including, without limitation, reasonable attorneys' fees, incurred by the City in defending or compromising actions brought against them arising out of or related to the acts or omissions of Contractor, its agents, employees or officers in the provision of services or performance of duties by Contractor pursuant to this Contract.

This Contract shall be construed in accordance with the laws of the State of Florida. Any dispute arising hereunder is subject to the laws of Florida, venue in Monroe County, Florida. The prevailing party shall be entitled to reasonable attorney's fees and costs incurred as a result of any action or proceeding under this Contract.

11. E-VERIFY

Pursuant to Florida Statute § 448.095, Contractor shall be required to register with and use the United States Department of Homeland Security's E-Verify system to verify the work authorization status of all employees hired after January 1, 2021. If Contractor enters into any contract with a subcontractor, Contractor shall be required to obtain an affidavit from the subcontractor confirming that the subcontractor does not employ, contract with, or subcontract with any person who is not authorized under federal law to be employed in the United States. Contractor shall be required to maintain a copy of said affidavit for the duration of the Contract Term and shall produce said affidavit to the City upon request. Notwithstanding any other provision herein, City reserves the right to immediately terminate this Contract upon notice to Contractor that the City has developed a good faith belief that Contractor has knowingly violated this section.

12. REPRESENTATIONS, WARRANTIES & DEBARMENT

Contractor represents and warrants to the City, upon execution and throughout the term of this Contract that:

- 1) Contractor is not bound by any Contract or arrangement which would preclude it from entering into, or from fully performing the services required under the Contract;
- 2) None of the Contractor's agents, employees or officers has ever had his or her professional license or certification in the State of Florida, or of any other jurisdiction, denied, suspended, revoked, terminated and/or voluntarily relinquished under threat of disciplinary action, or restricted in

any way;

- 3) Contractor has not been convicted of a public entity crime as provided in F.S. §287.133, to wit: A person or affiliate who has been placed on the convicted vendor list following a conviction for public entity crime may not submit a bid, proposal, or rely on a contract to provide any goods or services to a public entity, may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work, may not submit bids on leases of real property to public entity, may not be awarded or perform work as a contractor, supplier, subcontractor, or consultant under a contract with any public entity, and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO for a period of 36 months from the date of being placed on the convicted vendor list; and,
- 4) Contractor and Contractor's agents, employees and officers have, and shall maintain throughout the term of this Contract, all appropriate federal and state licenses and certifications which are required in order for Contractor to perform the functions, assigned to him or her in connection with the provisions of the Contract.
- 5) The Contractor certifies that, neither the firm nor any person associated therewith in the capacity of owner, partner, director, officer, principal, investigator, project director, manager, auditor, and/or position involving the administration of federal funds:
 - (i) Is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions, as defined in 29 CFR Part 93, Section 98.510, by any federal department or agency; (ii) Has not within a three-year period preceding this certification been convicted of or had a civil judgment rendered against it for: commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state, or local government transaction or public contract; violation of federal or state antitrust statutes; or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
 - (ii) Has not within a three-year period preceding this certification had one or more federal, state, or local government public transactions terminated for cause or default.

13. CONFIDENTIALITY

Contractor recognizes and acknowledges that by virtue of entering into this Contract and providing services hereunder, Contractor, its agents, employees and officers may have access to certain confidential information. Contractor agrees that neither it nor any Contractor agent, employee or officer will at any time, either during or subsequent to the term of this Contract, disclose to any third party, except where permitted or required by law or where such disclosure is expressly approved by The City in writing, any confidential/personally identifiable information. Contractor, its agents, employees and officers shall comply with all Federal and State laws and regulations and all policies of The City regarding the confidentiality of such information.

14. BILLING

Bills for fees or compensation under this contract shall be submitted in detail sufficient for a proper pre-audit and post-audit thereof. Further, bills for any travel expenses shall be submitted in accordance with Florida Statute §112.061 where applicable.

15. THIRD-PARTY BILLING AND PAYMENT

To the extent applicable with regard to the services provided in this Contract, Contractor shall not be entitled to bill nor accept third-party payment without authorization of The City. Contractor agrees that The City shall not be obligated to make any payment that exceeds the rate referred to in the paragraph governing Compensation. The Contractor shall provide service documentation in accordance with professional standards and criteria of The City as requested.

16. ETHICS CLAUSE

Contractor warrants that he/it has not employed, retained or otherwise had act on his/its behalf any former officer or employee of the City. For breach or violation of this provision the City may, in their discretion, terminate this contract without liability and may also, in their discretion, deduct from the contract or purchase price, or otherwise recover the full amount of any fee, commission, percentage, gift, or consideration paid to the former officer or employee of the City.

17. CONFLICT OF INTEREST

The following provisions shall apply for conflict of interest. Any violation of these provisions by an employee of the City may be grounds for dismissal. No contract for goods or services may be made with any business organization in which the City Administrator or a City Commission or City Council member has any material financial interest unless it is a single source or clear documentation exists to show that, no other supplier can provide the identical/comparable goods/service, at a lower cost to the City. No City Commissioner, Council member, officer, or employee, may directly or indirectly purchase or recommend the purchase of goods or services

from any business organization which they or their near relative have a material interest as defined by §112.313, Florida Statutes, except as allowed by DOE Interpretative Memorandum No. A-20. No City Commissioner, Council member, officer, or employee may receive gifts or any preferential treatment from vendors. Such members, officers, officials or employees shall not be prohibited from participating in any activity or purchasing program that is offered to all City employees or in City surplus sales, provided there is no preferential treatment.

18. SEVERABILITY

The parties recognize and agree that should any clause(s) herein be held invalid by a Court of competent jurisdiction, the remaining clauses shall not be affected and shall remain of full force and effect.

19. COUNTERPARTS

This Contract may be executed in one or more counterparts, all of which together shall constitute only one Contract.

20. WAIVER

A waiver by either party of a breach or failure to perform hereunder shall not constitute a waiver of any subsequent breach or failure to perform. Any waiver of insurance requirements as provided by this Contract and/or the policies of the City does not relieve the Contractor of the indemnification provisions contained within this Contract.

21. CAPTIONS

The captions contained herein are used solely for convenience and shall not be deemed to define or limit the provisions of this Contract.

22. ENTIRE CONTRACT

The parties hereto agree that this is the final Contract between the parties and supersedes any and all prior Contracts and/or assurances, be it oral or in writing.

23. NOTICES

All notices required by this Contract, unless otherwise provided herein, by either party to the other shall be in writing, delivered personally, by certified or registered mail, return receipt requested, or by Federal Express or Express Mail, and shall be deemed to have been duly given when delivered personally or when deposited in the United States mail, postage prepaid, addressed as follows:

<p><u>City of Key Colony Beach, Florida:</u> City Clerk City of Key Colony Beach P.O. Box 510141 Key Colony Beach, FL 33051</p> <p><u>With a copy to:</u> The City of Key Colony Beach, Florida Counsel Vernis & Bowling of the Florida Keys, P.A. 81990 Overseas Hwy, 3rd Floor Islamorada, FL 33036</p>	<p><u>The Contractor:</u> The Southern Group of Florida, Inc. P.O. Box 10570 Tallahassee, FL 32302 (305) 240-4086</p>
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24. NO WAIVER OF SOVERIGN IMMUNITY

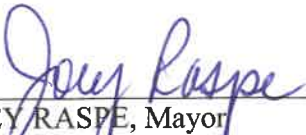
Nothing herein is intended to serve as a waiver of sovereign immunity by any agency or political subdivision to which sovereign immunity may be applicable.

25. NO THIRD-PARTY BENEFICIARIES

The Parties expressly acknowledge that it is not their intent to create or confer any rights to or obligations upon any third person or entity under this Agreement.

IN WITNESS WHEREOF, the Parties hereto have made and executed this Contract on this 10 day of April, 2024.

FOR THE CITY OF KEY COLONY BEACH, FLORIDA:



JOEY RASPE, Mayor
Key Colony Beach, Florida

4/10/24

DATE

FOR CONTRACTOR:



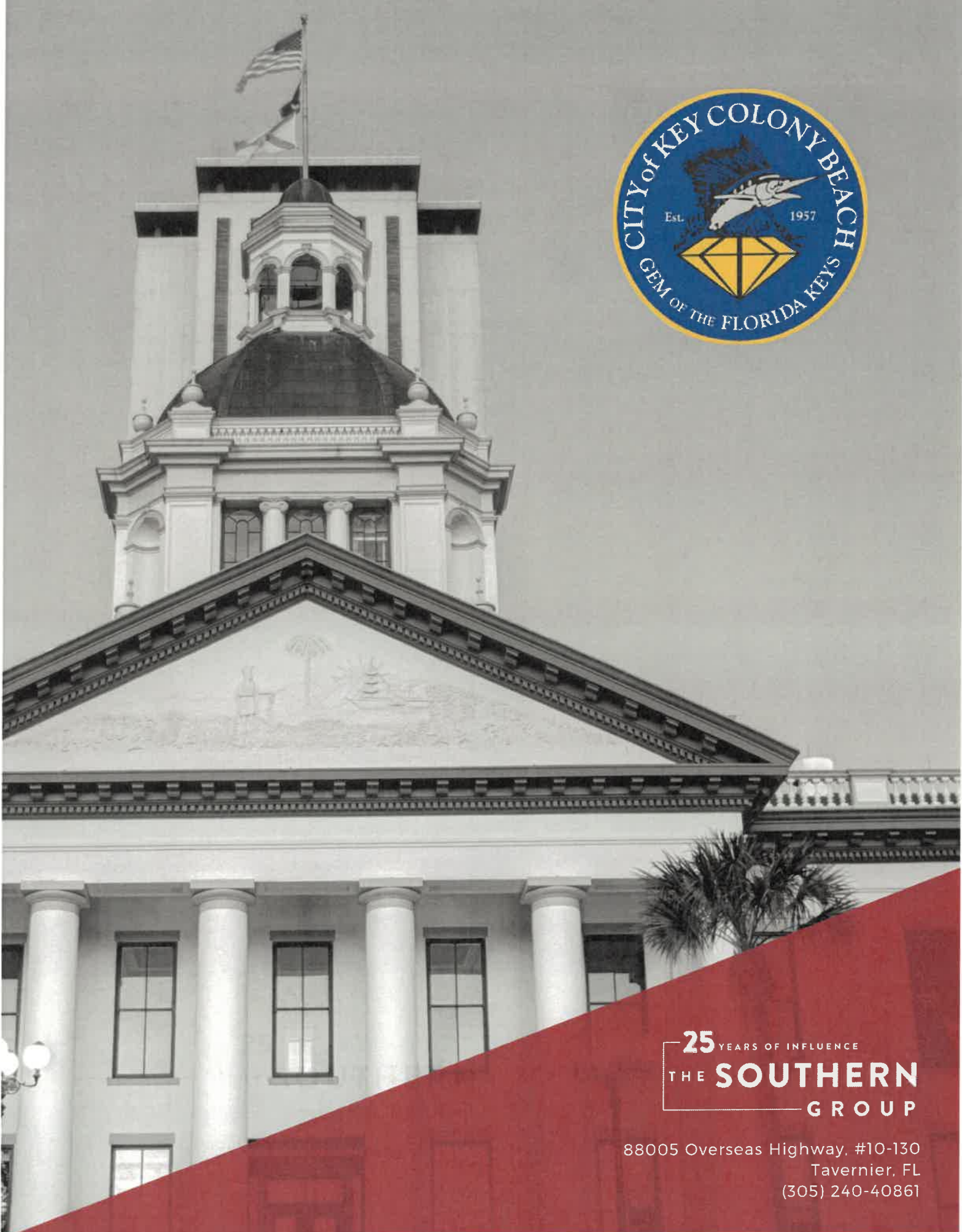
SIGNATURE OF CONTRACTOR/REPRESENTATIVE

April 10, 2024
DATE

Kate DeLoach
PRINT NAME

Partner
TITLE

EXHIBIT A



25 YEARS OF INFLUENCE
THE **SOUTHERN**
GROUP

88005 Overseas Highway, #10-130
Tavernier, FL
(305) 240-40861

WHO WE ARE

The Southern Group was established in 1999 in Tallahassee and was built on the simple but powerful concept that clients could be best served by hiring the most accomplished professionals from government and politics, arming them with advocacy skills, and deploying them as a highly motivated and coordinated team. With offices located in Columbia, SC, Atlanta, GA, Montgomery, AL, Tallahassee, Jacksonville, Orlando, Tampa Bay, and South Florida, The Southern Group affords an unprecedented opportunity for you to wield influence in this vital and growing region.

50+

LOBBYISTS

500+

YEARS OF
EXPERIENCE

10

MARKETS



WHAT WE DO

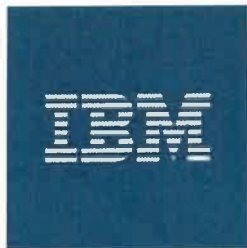
We have built a team who daily confronts and overcomes the challenges of a huge, complex and rapidly changing business, state and local government environment. We aren't simply professional advocates – we are connectors and strategic thought partners who understand how political, business and policy decisions impact industry's ability to deliver customer value. We are a full service public affairs team that advises its clients how to have the most impact and success.

Our team masterfully shapes perceptions and connects clients with opportunities and influencers in Florida and beyond. Our keen awareness of the business environment combined with strong relationships with key stakeholders allows us to quickly and effectively position our clients.

OUR CLIENTS

The Southern Group represents interests across the spectrum. Our roster of clients not only includes some of the largest businesses in the state such as Daytona International Speedway, Florida Blue and Brightline but also some of the most well-known companies in the world, including Apple, IBM and Wells Fargo. The Southern Group also lobbies on behalf of local governments, nonprofit organizations and associations, such as the Florida Sheriffs Association, Orlando City Soccer Club and the Jaguars, putting our lobbyists at the center of nearly every major policy decision in the state. In the Florida Keys, The Southern Group represents various clients, including The Florida Keys Aqueduct Authority, Mote Marine Laboratory, and the Monroe County School District.

A TRUSTED BRAND



SERVICES

ACCESS

We have unparalleled access to key government, business and community leaders and have cultivated strong relationships with officials and staff throughout local and state governments.

ADVICE

We provide guidance, advice, and insight into the legislative, appropriations, regulatory processes, and proposed amendments to relevant legislation, and/or regulatory codes.

INFLUENCE

We provide representation before both state and local governments and ensure your policy goals are integrated into official government actions.

IMPLEMENTATION

Our work doesn't end when the Session does. In order for our clients to be successful, our team will navigate the complexities of the implementation process year-round.

MONITORING

We provide rapid response to every inquiry or emerging issue and produce reports during interim committee weeks and legislative session.

POLITICS

Since many of our team have political backgrounds, we advise clients on the current political environment in Florida and in our local markets. We put together political budgets to ensure alignment with elected officials who support your business objectives. We make introductions to candidates running for office and advise clients on political issues of regional importance.

RELATIONSHIP BUILDING

We help our clients achieve and maintain optimal relationships with critical stakeholders by participating in any coalition-building or public-facing activities designed to build policy support for issues of interest.

STRATEGY

Your lobbying team will help you develop both an in-Session and out-of-Session strategy that highlights your policy and advocacy goals.

THOUGHT LEADERSHIP

We know how to navigate the halls of government because most of our team has already served in them. With hundreds of combined years experience in local and state government, our team of experts are prepared to build winning strategies.

- Agency Assistant and Deputy Secretaries (FDOT, DMS, DOE)
- Agency Chiefs of Staff (AHCA, DMS, DFS, DOE)
- Agency Communications Directors (DEP, DOE, DCF, DOEA)
- Agency Legislative Affairs (AHCA, OIR, DEO, PSC)
- Attorney General
- Chief Lobbyist
- Chiefs of Staff to Cities and Counties
- City Commissioner
- Commissioner FDLE
- County Commissioner
- Deputy Chief of Staff (HUD)
- Executive Director of DHSMV
- Florida Insurance Commissioner
- Florida Republican Party Chair
- FSU President (2)
- Governor's Cabinet Affairs Director
- Governor's Chief of Staff
- Governor's Deputy Chief of Staff
- Hospital District Commissioner
- House and Senate Staff Members
- House Appropriations Chairman
- Miami-Dade Republican Party Chairman
- Secretary of AHCA
- Secretary of DMS
- Secretary of FDOT
- Secretary of State
- Senate Minority Leader
- Speaker of the House (2)
- State College President
- Top Fundraisers to Statewide & Local Officials
- Water Management District Board Member

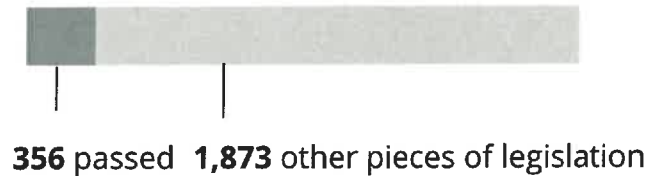
APPROPRIATIONS SUCCESS



Our diverse team across the state of Florida makes us a leader in the lobbying industry.

1,873

Total number of pieces of legislation filed for consideration during the 2023 Legislative Session (bills, resolutions, PCBs, memorials, etc.)



The Southern Group directly facilitated over \$2 billion in funding for our clients in the FY 2023-2024 budget.

\$2B+

NEW OR SUSTAINED
APPROPRIATIONS PROJECT
FUNDING

\$2B+

For the past two fiscal years, we have secured over \$2 billion in funding from the Florida Legislature.

During the 2023 Legislative Session...

2,333

appropriations project funding requests were submitted by members of the House.

2,253

Local Funding Initiative Requests were filed by members of the Senate.

THE TEAM



Paul Bradshaw

Tallahassee



Rachel Cone



David Altmaier



Shannan Boxold



Wendy Dodge



Mercer Fearington



James McFaddin



Erin Rock



Monte Stevens



Jared Torres



Brian Bautista



David Browning



Chris Dudley



Nicole Kelly



Paul Mitchell



Clark Smith



John Thrasher



Sheela VanHoose

Jacksonville



Chris Hagan



Stephanie Cardozo



Jim Gilmore



Karis Lockhart

Orlando



Kelly Cohen



Oscar Anderson



Courtney James



Kaley Slattery

Tampa Bay



Seth McKeel



Laura Boehmer



Justin Hollis



Mike Moore



Sydney Ridley



David Shepp



Jon Stewart

South Florida



Nelson Diaz



Oscar Braynon



Edgar Castro



Kate DeLoach



Avery Lopez



Oneca Lowery



Heidi Richards



Katia Saint Fleur



Crystal Wagar

YOUR TEAM

Each of the 42 lobbyists in the Florida market will be aware of the status of your issues and will be engaged on an as-needed basis. In order to ensure efficient and consistent communication, Kate DeLoach will serve as your lead lobbyist and primary point of contact at the firm. Clark Smith will also serve on the City of Key Colony Beach team. These lobbyists bring specific expertise or relationships that can assist the City of Key Colony Beach.



Kate DeLoach
Florida Keys



Clark Smith
Tallahassee



Kate DeLoach

Kate DeLoach joined The Southern Group in 2019, opening the firm's sixth regional office in the Florida Keys. An eighth-generation Floridian and Florida Keys native, Kate has a deep understanding of the challenges facing the Florida Keys as an Area of Critical State Concern, including complex issues related to commercial and recreational fishing, economic development, land use and development, marine resources, natural resource protection, property insurance, transportation, and travel and tourism.

Kate served for six years as a district and legislative aide to State Representative Holly Raschein (R-Key Largo), which gave her invaluable experience navigating the legislative process and addressing policy and appropriations issues across a broad array of topics.

Kate's time in government also gave her the opportunity to build strong relationships with individuals and organizations at the local, state, and federal levels, in both South Florida and Tallahassee.

Kate serves on the board of numerous local organizations, including the Mariners Hospital Operating Board, the Florida Keys History & Discovery Foundation, the Good Health Clinic, and the Monroe County Historic Preservation Commission.

Kate earned her BA from Flagler College in St. Augustine and her MA in international affairs from The City College of New York. Kate also earned a graduate certificate in Natural Resource Policy and Administration from the University of Florida. Kate lives in the Florida Keys with her husband, John.



deloach@thesoutherngroup.com



(305) 240-4086

**Influence creates
opportunity. Let us
show you how.**





Clark Smith

Clark Smith brings more than 26 years of experience in Florida politics to The Southern Group's Tallahassee office, which he joined in 2013. Clark's expertise spans a broad range of policy issues, including appropriations, campaigns, energy, gaming, health care, insurance, land use and development, manufacturing, marine science, outdoor advertising, public safety, technology, telecommunications, transportation, travel and tourism, utilities, and water.

Clark began his career working for the Bob Martinez for Governor campaign, assisting in field director coordination. He then served as a budget analyst for General Government Appropriations in the Florida Senate Appropriations Committee before beginning a successful lobbying career in 1998, representing clients before the executive and legislative branches of Florida government.

During his tenure at Southern, Clark successfully led an effort to secure Medicaid provider fee increases for prescribed pediatric extended care (PPEC) providers who care for medically complex children in a non-residential setting.

Clark and his team secured \$9 million in increases, which allowed the PPEC model to expand in Florida, bringing this innovative and high-quality care delivery system to Florida's most vulnerable children.

A Tallahassee native, Clark is a graduate of Florida State University. Clark and his wife, Darica, reside in Tallahassee with their two dogs.



smith@thesouthern.com



(850) 671-4401

Influence creates opportunity. Let us show you how.



SCOPE OF WORK/PRICING

You have asked that we represent the City of Key Colony Beach in front of the Legislative and Executive branches of state government and to help identify opportunities for state funding related to wastewater, stormwater, and canal restoration.

The Southern Group will work with the City of Key Colony Beach to solidify legislative priorities for the 2025 Legislative Session and create a strategy for moving those priorities forward. Additionally, we will work with your leadership team to identify and react to bills and/or amendments that would positively or negatively impact the city. Should visits to Tallahassee be required, or should the city travel to Tallahassee for Florida Keys Day, The Southern Group will organize schedules and necessary meetings.

While the city has several associations to lean on during the Legislative Session, issues in the Florida Keys are often different and the impacts for us may differ from those in other jurisdictions. Each week during Session, the city will receive an industry report outlining relevant bills and committee actions. The Southern Group team would also focus tracking and monitoring efforts on the city's needs, specifically, helping to identify bills that may be problematic earlier in the process.

In addition to legislative work, The Southern Group will also assist the city in identifying potential state funding opportunities, including agency grants to address the city's needs. These may include funding opportunities for wastewater system upgrades, stormwater management, and canal restoration projects.

The Southern Group proposes a 12-month agreement with an annual retainer of \$54,000 for the state and local-level advocacy services, beginning March 1, 2024.

25 YEARS OF INFLUENCE
THE SOUTHERN
GROUP

Influence creates opportunity.
Let us show you how.



EXHIBIT B



Client Information

Full Entity Name: City of Key Colony Beach

Client Contact Information

Primary Contact: Mayor Raspe

Business Address: 600 W. Ocean Drive, Key Colony Beach, FL 33051

Mailing Address: PO Box 510141, Key Colony Beach, FL 33051

Telephone Number (Office): 305-289-1212 ext. 2

Telephone Number (Cell): _____

E-mail Address: mayor@keycolonybeach.net

Assistant's Name: _____

Telephone Number: _____

E-mail Address: _____

Please select the industry/industries that pertains to your business.

- Industry: Education Environment Financial Services & Insurance
Healthcare Local Government Public Safety Technology
Transportation

Billing Information

Contact Name for Invoices: Silvia Gransee

Billing Address: PO Box 510141, Key Colony Beach, FL 33051

Telephone Number: 305-289-1212 ext. 2

E-mail Address for Invoices: cityclerk@keycolonybeach.net

PO Number (if applicable): _____

Third Party Billing Details: _____

Additional Information

Please indicate if you would like to receive daily "What's Trending Florida" eNewsletters.

Yes No

Please indicate which Florida offices you would like to receive monthly "Need to Know" eNewsletters.

Jacksonville Orlando

Please list name(s) and email address(es) to receive "What's Trending Florida", "Need to Know" eNewsletters, or if you would like to receive regular updates regarding the industry that pertains to your business.

mayor@keycolonybeach.net

Freddie.Foster@keycolonybeach.net

Revised 5/11/2023



In Florida, all lobbyists must register with the Florida Lobbyist Registration and Compensation office before lobbying can begin.

In order to comply with Section 11.045, F.S., Section 112.3215, F.S. and Rule Chapter: 34-12, Florida Administrative Code, please supply the e-mail address of the principal authorizing The Southern Group to lobby on your behalf:

mayor@keycolonybeach.net

An email will be sent from the Florida Lobbyist Registration and Compensation office to the email above for authorization. You will receive an email from us once registration has been submitted. The following information will be required in order to complete your portion of the registration:

- 1) Authorizing person's name
- 2) Title
- 3) Your company's 6-digit NAICS code (instructions below)
- 4) Description of principal's main business (once you have entered your 6-digit code a list of descriptions will be available for selection)

How to find your NAICS code

Use the following website: <https://www.census.gov/naics/>

From the NAICS code webpage, enter in a keyword that best describes your business into the 2022 field in the top left corner of the website.

Obtain the 6-digit industry code that best identifies the principal's main business. Neither the Lobbyist Registration Office nor our office is allowed to select or recommend a code.

Please contact Diane Adams adams@thesoutherngroup.com if you need assistance.

Thank you,
The Southern Group

