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October 16, 2018

Diane Crews  
President and CEO  
Sanford Airport Authority

Norton Bonaparte  
City Manager  
City of Sanford

Re: Retainer Agreement with Southern Strategy Group

Dear Ms. Crews and Mr. Bonaparte:

Thank you very much for your interest in Southern Strategy Group. We appreciate the opportunity to provide lobbying services to Sanford Airport Authority and City of Sanford in Central Florida. Southern Strategy 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.

The Sanford Airport Authority (SAA) and the City of Sanford (City) has requested Southern Strategy Group to represent their respective organizations to the public and at the local and state levels of government. Our team will monitor and provide regular reports on current legislation related to the SAA and/or City and events at the local and state levels that may directly or indirectly impact the SAA and/or City. The firm will provide strategic counsel for resolution of issues and identify impacts that proposed resolutions may have on the operation/funding of the Orlando Sanford International Airport (Airport) and/or the City. In addition, the firm will create and identify funding opportunities, economic incentives, pilot projects, partnerships and educational programs for the SAA and the City, including the SAA's outparcel development and the City's catalyst program. In addition, as part of our scope of service, Southern Strategy Group will provide ancillary services such as electronically forwarding to you on a daily basis relevant newspaper articles, analyses, and important governmental announcements.

In exchange for these services, Sanford Airport Authority and City of Sanford has agreed to collectively pay Southern Strategy Group \$5,000 per month beginning November 15, 2018. All payments should be remitted to P.O. Box 10570, Tallahassee, FL 32302. This agreement will proceed until November 14, 2019 and may be terminated by either party upon receipt of 30 days written notice. 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 Sanford Airport Authority and City of Sanford during the term of this contract or after its termination should reporting periods overlap.

**EVERY  
INDUSTRY**

**EVERY  
INTEREST**

**POWERFUL  
ADVOCACY  
BEGINS HERE**

Please be aware that Florida has a lobbying fee disclosure law that requires quarterly disclosure of fees. Please review the attached fee disclosure form to fully understand this regulatory requirement and ensure that you agree with the information we will be submitting to comply with it.

It should also be noted that Southern Strategy Group has affiliated offices in other states and within the state of Florida. Southern Strategy Group has a policy of declining representation of clients when that representation would immediately create a direct conflict with other clients that Southern Strategy Group currently represents in that region. You have retained Southern Strategy Group for representation in Central 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 Southern Strategy 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 enclosed client information form. I appreciate your attention to this matter and look forward to working with you. Please never hesitate to contact me if we can assist Sanford Airport Authority and City of Sanford in any way.

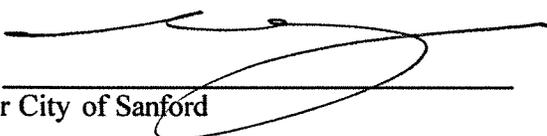
Sincerely,



Oscar Anderson

Diana Crews  
For Sanford Airport Authority

10-16-18  
Date

  
For City of Sanford

10.23.18  
Date