



# **THE FIORENTINO GROUP**

**GOVERNMENT RELATIONS AND BUSINESS DEVELOPMENT**

December 11, 2018

The Honorable Hunter S. Conrad  
Clerk of the Circuit Court and Comptroller  
St. Johns County, Florida  
4010 Lewis Speedway  
St. Augustine, Florida 32084

Re: State Government Relations Consulting Services

Dear Hunter:

Thank you for continuing to retain The Fiorentino Group to represent the Office of the St. Johns County Clerk of the Circuit Court and Comptroller (“Clerk”). We will continue to serve as legislative counsel and work with Florida’s executive and legislative branches on behalf of the Clerk on state issues relating to county circuit courts, as well as other issues of concern specific to St. Johns County. This will include tracking legislation, facilitating and attending meetings with key legislative leaders and executive branch officials, and legislative advocacy.

The purpose of this letter is to confirm our engagement as legislative counsel and to provide you certain information concerning our fees, billing and collection policies, and other terms that will govern our relationship. Although we do not wish to be overly formal in our relationship with you, we have found it a helpful practice to confirm with our clients the nature and terms of our representation. Enclosed with this letter are our firm’s standard terms of engagement. Please review these and let me know if you have any questions concerning our policies.

We will continue our representation of the Clerk for a fixed fee of \$1,000 per month for the 12-month period beginning January 1, 2019 and continuing through December 31, 2019, plus any reasonable necessary expenses and any advanced costs, including travel expenses. Either party may terminate this agreement upon 90 days’ written notice.

If the terms described above and in the attached terms of engagement are satisfactory, please so indicate by signing and returning the enclosed copy of this letter.

The Honorable Hunter S. Conrad  
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We appreciate the opportunity to continue working with you and your team. We look forward to our mutual success in 2019 and beyond.

Sincerely,

THE FIORENTINO GROUP

A handwritten signature in black ink, appearing to read "T. Martin Fiorentino, Jr.", written in a cursive style.

T. Martin Fiorentino, Jr.

Approved this 12<sup>th</sup> day of  
December, 2018  
By: Hunter Conrad  
The Honorable Hunter S. Conrad  
Clerk of the Circuit Court  
and Comptroller  
St. Johns County, Florida

TMF/tm  
Enclosures