

BALLARD | PARTNERS

October 1, 2021

Terrence Moore, City Manager
City of Delray Beach
100 N.W. 1st Avenue
Delray Beach, Florida 33444

Dear Mr. Moore,

On behalf of Ballard Partners, Inc., I am pleased to offer to the City of Delray Beach the attached statement of work to continue our State representation of the City for a three-year term.

We propose a rate of \$60,000 annually billed in monthly installments of \$5,000 a month beginning January 6, 2022 through January 5, 2025.

It has been a pleasure to represent the City of Delray Beach and we look forward to many more successful years assisting you.

Sincerely,



Brian Ballard
President

Attachment

TALLAHASSEE

201 East Park Avenue, 5th Floor
Tallahassee, FL 32301
850.577.0444 FAX 850.577.0022

WASHINGTON D.C.

6011 13th Street NW, Suite 450 N
Washington, DC 20005
202.800.5620 FAX 202.800.5623

MIAMI

2 Alhambra Plaza, Suite 102
Coral Gables, FL 33134
305.456.8479 FAX 786.542.6997

TAMPA

1726 East 7th Avenue, Suites 13-15
Tampa, FL 33605
813.374.6007

ORLANDO

618 E South Street, Suite 500
Orlando, FL 32801
407.803.3878

FORT LAUDERDALE

401 E. Las Olas Boulevard, Suite 1400
Ft. Lauderdale, FL 33301
954.302.5989

WEST PALM BEACH

1400 Centre Park Boulevard, Suite 1010
West Palm Beach, FL 33401
561.253.3232

TEL AVIV

Rothschild Center
Rothschild Boulevard 22
Tel Aviv, 6688218

Statement of Work

Date	October 1, 2021
Client	City of Delray Beach
Job Name	State Legislative & Executive Branch Advocacy
Duration	January 6, 2022 through January 5, 2025

Summary

The continuation of a comprehensive State government affairs advocacy plan for the City of Delray Beach.

- Representation of the City of Delray Beach includes, but is not limited to, the filing of specific legislation, tracking and reporting of general legislation, as well as all issues pertaining to State agencies, departments and the Executive Office of the Governor.

Project Scope

Maintain and build new relationships with legislative members and leaders to determine champions.

- a. Governor, Lt. Governor, & Staff
- b. House & Senate Leaders
- c. Targeted Members of the House & Senate Appropriation Committees

Schedule Pricing

All costs listed below are based on the scope and assumptions included in this SOW

Item	Price	Cost Structure
Ballard Partner Fee	\$60,000 annually	Billed Monthly
Reasonable expenses, registration, etc.	TBD	
TOTAL	\$60,000	