

Mike Null

From: Joe Mobley <joe@thefloridagroup.com>
Sent: Wednesday, December 10, 2025 7:22 PM
To: Mike Null
Cc: Tammy LeMaster
Subject: Re: The Florida Group - Renewal Engagement Letter

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I appreciate your understanding, Mike. After this one, we'll limit it to no more than 10% annually. I'm ok with it not being quite as high as COAB because the City is my hometown and I'll always want you guys to be successful.

Joe Mobley
Managing Partner
The Florida Group
904-866-3122

On Dec 10, 2025, at 6:14 PM, Mike Null <mnull@greencovesprings.com> wrote:

Thank you for the explanation. That should be sufficient.
As we move into budget in June, I would like an idea of what your proposed fee would be for the following year.

Thank you,

Mike Null
Interim City Manager
City of Green Cove Springs
ph (904)297-7500, ext. 3324

** Please forgive any typographical errors as this was sent from my cellular device.

From: Joe Mobley <joe@thefloridagroup.com>
Sent: Wednesday, December 10, 2025 7:04:28 PM
To: Mike Null <mnull@greencovesprings.com>
Cc: Tammy LeMaster <tammy@thefloridagroup.com>
Subject: Re: The Florida Group - Renewal Engagement Letter

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Thanks Mike. We'll get the new W9 over.

We originally agreed to work at a significantly reduced fee as a favor to Van and Danielle years ago and have always been willing to work with the City on fees—even while we were all experiencing record inflation. As you know, costs for professional services, like engineering consultants, etc have risen drastically. Unfortunately, GCS lags far behind other government entities that we represent. The next lowest is the City of Atlantic Beach at \$45,000 annually. I would argue that we provide a much higher ROI than a City employee being paid at the rate we are proposing. And there are no benefits or pension payments. I appreciate your consideration and I'll make myself available if you'd like me to attend the council meeting.

Joe Mobley
Managing Partner
The Florida Group
904-866-3122

On Dec 10, 2025, at 4:52 PM, Mike Null <mnull@greencovesprings.com> wrote:

Joe,

Thank you for sending this over. I have a couple of questions.

First, I see the name of your company has changed. Please submit a new W-9 so we can update our financial system.

Second, the proposed fee has increased 50% over last year's fee. The previous 2 years only reflected 10% increases. Please provide some substantiation for the increase. Since this amount is over \$25,000, I will need to take this to City Council for approval and the next meeting is January 6, 2026.

Thank you,

Mike Null
Interim City Manager
City of Green Cove Springs
ph (904)297-7500, ext. 3324
fx (904)284-8609

From: Joe Mobley <joe@thefloridagroup.com>
Sent: Wednesday, December 10, 2025 4:31 PM
To: Mike Null <mnull@greencovesprings.com>
Subject: The Florida Group - Renewal Engagement Letter

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Attached is our renewal engagement for your review. Please don't hesitate to call if you have any questions.

Joe Mobley
Managing Partner
The Florida Group
904-866-3122

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