



TO BE REVIEWED ALONG WITH PREVIOUSLY SUBMITTED RESPONSE

September 2, 2025

Mayor, Mayor Pro Tem and Town Councilors
Town of Howey-in-the-Hills
101 N. Palm Ave.
Howey-in-the-Hills, FL 34737

Re: Supplemental Submission to RFQ for Town Attorney Services

Dear Mayor, Mayor Pro Tem and Town Councilors:

On behalf of the Vose Law Firm, thank you for the opportunity to be considered for Town Attorney services for the Town of Howey-in-the-Hills. We were pleased to submit our complete proposal in response to the Town's June 2025 RFQ, which included our detailed fee proposal based on the Town's then-adopted budget for legal services.

Since our original submission, the Town has reissued a virtually identical RFQ in August 2025, but the Town has in the interim significantly reduced its proposed legal services budget – from \$338,000 across relevant budget line items to \$122,000 (a reduction of \$216,000). We understand the importance of aligning our proposal with the Town's fiscal parameters, and we wish to remain under active consideration in this process.

Accordingly, we are submitting the enclosed revised fee proposal to supplement our prior proposal. Our proposal continues to be based on an all-inclusive monthly flat fee—covering virtually all general legal services and all litigation—with no additional charges to the Town for special projects or litigation matters. This approach, unique among Florida law firms, provides the Town with true budgetary control over its legal services costs, eliminating the unpredictability inherent in hourly billing or flat fees with separate litigation and/or special project charges, while providing local government representation that is the best available in the State of Florida.

Key Benefits of Our All-Inclusive Model:

- **True budget control – predictable, fixed monthly cost for all legal services.**
- **Comprehensive coverage – includes litigation, special projects, and all general legal work.**

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- **No surprise invoices – no hourly billing to the Town for any matter within the scope of representation.**
- **Unique offering – we are the only Florida law firm providing this model for municipal clients.**
- **Developer-funded extras – any development-related legal services are billed directly to developers under the Town’s existing pass-through fee schedule, then paid to our firm with no net budget impact to the Town.**

We believe this model offers the Town an exceptional combination of fiscal predictability, cost efficiency, and comprehensive legal coverage, while providing access to the best local government legal talent in the State of Florida. We respectfully request that this revised fee proposal be incorporated into our earlier submission for purposes of review and evaluation.

Thank you for your consideration, and please do not hesitate to contact me should you require any further information or clarification.

Sincerely,



Gretchen R.H. Vose, Esq.
Founding Partner
Vose Law Firm LLP

Enclosure: Revised Fee Proposal



Revised Fee Proposal

\$10,000 per month, (\$2,000 *under proposed budget*, and \$218,000 under current budget), all-inclusive including Litigation

The Vose Law Firm proposes to provide unlimited and complete Town Attorney legal services to the Town of Howey-in-the-Hills, including Litigation, for \$10,000 per month (\$2,000 *under proposed budget*, and \$218,000 under current budget). That lump sum fee would include all the services described in the Request for Qualifications, attendance at meetings, litigation (including oversight and monitoring of litigation covered by insurance defense), and representation of the Town's enterprise funds, but does not include serving as Special Magistrate (which legally cannot be provided by either an inside or outside Town Attorney due to conflict issues), insurance defense litigation, developer-related pass-through fees (discussed below), and general bond counsel work. Fees for local bond counsel work would be calculated as 40% of bond counsel fees and would be paid out of bond proceeds. After the first year of services, our flat fee would adjust upwards by CPI. **The fees proposed would result in Town Attorney costs of \$2,000 less than those provided in the City's proposed budget and \$218,000 under the current budget for Legal Services expenses.**

There would be no additional billing to the City for any ancillary legal services, research expenses (such as Westlaw/Lexis fees), travel or miscellaneous expenses, (copying, phone, fax, courier, etc.) and no other costs or expenses, (other than the pre-approved out of pocket expenses mentioned below), that would be billed separately. There would be no other expenses or fees charged, regardless of the time needed or complexity involved in any legal matter. Pre-approved out of pocket costs, (such as court filing fees, and court reporter fees), would be billed at cost, with no mark-up or multiplier. Developer-related fees that are charged under the Town's existing pass-through fee schedule would be billed at a rate comparable to developer counsel rates, and those fees would then be paid to our firm, resulting in no net budget impact to the Town.

Our flat fee proposal would give complete budgetary certainty as to Town Attorney and litigation attorney expenses of the Town, while providing unlimited access to the best local government legal talent available in the state.

Hiring our firm on a flat fee is the equivalent of having a large in-house legal staff at a small fraction of the cost. From our experience, litigation cannot always be avoided, and sometimes litigation is needed to proactively protect the best interests of the city.

Those are the times when legal expenses can get out of hand if the city is paying for its legal services by the hour. Our clients believe that it is a wise choice to pay a flat fee that includes litigation fees each month to ensure budgetary certainty and prevent the frightening experience of out of control legal costs. Many governmental agencies with attorneys who charge an hourly rate can suffer “sticker shock” when unexpected litigation occurs, or a unique and time-consuming legal issue arises, and legal fees get extremely high. Our fixed fee structure (including day to day legal services, litigation and all special projects) protects our governmental clients from such an experience. Having a law firm that does not charge additional fees for litigation can also be extremely helpful in negotiating a resolution of a dispute. When one side of a dispute is not fearful of runaway legal fees, (such as a local government with a fixed fee attorney contract including litigation), and the other side has such fears, the non-fearful party definitely has a “leg-up” in the negotiations.

Our fixed fee arrangement would provide budgetary certainty and would result in the Town of Howey-in-the-Hills having *unlimited* access to and support from eight (8) highly skilled and experienced local government attorneys at a price under the Town’s proposed budget. This arrangement would take the fear of litigation costs out of the equation when third parties threaten litigation if the Town does not meet the demands of that third party.

The attorneys of the Vose Law Firm have realized over the years that an all-inclusive retainer results in more frequent contact between the attorneys on one side, and the staff and elected officials on the other, which almost always results in less “false starts,” and unintentional legal errors by staff. The end result of having the government’s lawyers involved in projects and work from the very beginning, is that litigation is avoided, and legal work to “fix” a problem is kept to a minimum. The attorneys of the Vose Law Firm wish to truly be a part of the Town of Howey-in-the-Hills and work diligently to keep the Town out of trouble and ensure the smooth running of the Town without unnecessary litigation or problems.

The attorneys of our firm understand that a governmental entity that has a reputation of vigorously defending its interests will be the object of fewer lawsuits. Therefore, our firm strives to maintain the delicate balance of providing legal advice that serves the best interests of the government while avoiding unnecessary litigation. But if litigation becomes necessary, the Vose Law Firm vigorously provides a strong and effective offense or defense as needed. It is our firm’s belief that our best interests are inexorably tied to the best interests of our clients. **If our clients benefit, so do we!**