

## **AGREEMENT FOR THE PROVISION OF FINANCIAL ADVISORY SERVICES**

THIS **AGREEMENT** (the "Agreement") is made and entered into this \_\_\_\_ day of \_\_\_\_\_, 2026, by and between the **Town of Lake Park**, a municipality, having an address of 535 Park Avenue, Lake Park, Florida 33403 ("CLIENT"), and **PFM Financial Advisors LLC** a corporation organized and existing under the laws of the **State of Florida**, with offices at **200 South Orange Avenue Suite 760, Orlando, Florida 32801** ("CONSULTANT")

### **WITNESSETH THAT**

**WHEREAS**, the Town of Lake Park ("TOWN") is a municipal corporation of the state of Florida which such powers have been conferred upon it by the Florida Constitution and Chapter 166, Florida Statutes; and

**WHEREAS**, the TOWN is empowered to enter into contracts for financial and banking services to improve and maintain operations; and

**WHEREAS**, the TOWN has determined it's in the best interest of the TOWN to consider financial borrowing for future capital projects; and

**WHEREAS**, the CONSULTANT provides financial services related to analyzing financing and issuing debt; and

**WHEREAS**, the TOWN wishes to retain the CONSULTANT to assist in optimizing the current financial position and the issuance of debt.

**NOW THEREFORE**, the TOWN and the CONSULTANT, in consideration of the mutual promises contained herein, agree as follows:

## ***I. SCOPE OF SERVICES***

PFM shall provide, upon request of the Client, services related to financial planning, budget and strategic advice and planning, policy development and services related to debt issuance, as applicable and set forth in Exhibit A to this Agreement. In addition, upon Client's request, PFM may, under separate writing, including separate scope and fees, provide services related to Structured Products transactions (e.g. services related to the investment of bond proceeds, including, but not limited to, the design and competitive procurement of structured investments and fixed-income portfolios), and Investor Relations Advisory services (e.g. services related to assisting Client with optimizing their investor outreach efforts, including, but not limited to, support with investor communications, transaction information evaluation using proprietary analytics and maintaining investor database).

Client acknowledges and agrees that most tasks requested by Client will not require all services provided for in Exhibit A and as such the specific scope of services for such task shall be limited to just those services required to complete the task. Any material changes in or additions to the scope of services described in Exhibit A shall be promptly reflected in a written supplement or amendment to this Agreement, or applicable separate agreement with Client for Structured Products or Investor Relations Advisory services]. Upon the request of Client, an affiliate of PFM or a third party referred or otherwise introduced by PFM and/or designated by the Client may agree to additional services to be provided under a separate writing, including separate scope and compensation, between Client and such affiliate or third party.

## ***II. WORK SCHEDULE***

The services of PFM are to commence as soon as practicable after the execution of this Agreement and a request by the Client for such service.

## ***III. REGISTERED MUNICIPAL ADVISOR; REQUIRED DISCLOSURES***

1. PFM is a registered municipal advisor with the Securities and Exchange Commission (the "SEC") and the Municipal Securities Rulemaking Board (the "MSRB"), pursuant to the Securities Exchange Act of 1934 Rule 15Ba1-2. If Client has designated PFM as its independent registered municipal advisor ("IRMA") for purposes of SEC Rule 15Ba1-1(d)(3)(vi) (the "IRMA exemption"), then services provided pursuant to such designation shall be the services described in Exhibit A hereto, subject to any agreed upon limitations. Verification of independence (as is required under the IRMA exemption) shall be the responsibility of such third party seeking to rely on such IRMA exemption. PFM shall have the right to review and

approve in advance any representation of PFM's role as IRMA to Client.

2. MSRB Rules require that municipal advisors make written disclosures to their clients of all material conflicts of interest, certain legal or disciplinary events and certain regulatory requirements.

Such disclosures are provided in PFM's Disclosure Statement delivered to Client prior to or together with this Agreement.

#### ***IV. FINANCIAL ADVISORY COMPENSATION; REIMBURSEMENT OF EXPENSES***

For the services provided under this Agreement, PFM's professional fees shall be paid as provided in Exhibit B to this Agreement and Client shall pay expenses and fees for other services not set forth in Exhibit A as provided below.

All fees shall be due to PFM within thirty (30) days of the date of the invoice.

##### **1. Reimbursable Expenses**

In addition to fees for services, PFM will be reimbursed for necessary, reasonable, and out-of-pocket expenses incurred, including, but not limited to, travel, meals, lodging, telephone, mail, and other ordinary or extraordinary costs such as for graphics, printing, document production (including as required by a subpoena or other legal document or order), data processing and computer time which are incurred by PFM. Upon request of Client, documentation of such expenses will be provided.

##### **2. Other Services**

Any services which are not included in the scope of services set forth in Exhibit A of this Agreement will be subject to separate, mutually acceptable fee structures.

#### ***V. TERMS AND TERMINATION***

This Agreement shall be effective for a period of five (5) years from the date of execution of this agreement (the "Initial Term") unless terminated in writing by either party upon thirty (30) days written notice to the other party.

In addition, the Client reserves the right to renew the contract for three (3) additional five-year periods, subject to the satisfactory negotiation of terms (including

a price acceptable to both the Client and PFM), each a "Renewal Term" and together with the Initial Term, the "Term" unless terminated in writing by either party upon thirty (30) days written notice to the other party. Furthermore, the Client and PFM may extend the Term of this contract on a year-to-year basis after the initial term and renewal periods, if so desired, subject to the satisfactory negotiation of terms (including a price acceptable to both the Client and PFM), unless terminated in writing by either party upon thirty (30) days written notice to the other party. Upon any such termination, PFM will be paid for all services performed and costs and expenses incurred up to the termination date.

Any extension to this Agreement shall be in writing. The CRA Executive Director is authorized to extend or terminate this Agreement on behalf of the Client. Renewals and extensions will be handled by the Client administratively.

## ***VI. ASSIGNMENT***

PFM shall not assign or transfer any interest in this Agreement or subcontract any of the work performed under the Agreement without the prior written consent of the Client; provided that PFM retains the right to enter into a sale, merger, acquisition, internal reorganization, or similar transaction involving PFM's business without any such consent.

## ***VII. INFORMATION TO BE FURNISHED TO PFM***

All information, data, reports, and records in the possession of the Client or any third party necessary for carrying out any services to be performed under this Agreement ("Data") shall be furnished to PFM. PFM may rely on the Data in connection with its provision of the services under this Agreement and the provider thereof shall remain solely responsible for the adequacy, accuracy and completeness of such Data.

## ***VIII. NOTICES***

All notices and other communication required under this Agreement shall be in writing and may be sent by certified mail, return receipt requested, by nationally recognized courier, with written verification of receipt, or by electronic mail. Notices shall be sent to the parties at the following addresses, or to such other address as a party may furnish to the other party:

**FOR CONSULTANT:**

PFM FINANCIAL ADVISORS LLC  
2222 Ponce De Leon Blvd., 3rd Floor Coral Gables,  
FL 33134  
Attention: Sergio Masvidal

*PFM FINANCIAL ADVISORS LLC*  
1735 Market Street 42nd Floor  
Philadelphia, PA 19103  
Attention: Chief Executive Officer

**FOR CRA:**

Richard Reade, Executive Director  
Lake Park Community Redevelopment Agency  
535 Park Avenue, Lake Park, FL 33403  
Tel. (561) 881-3304 Fax. (561) 881-3314  
[rreade@lakeparkflorida.gov](mailto:rreade@lakeparkflorida.gov)

**With Copy to:**

Thomas J. Baird, Esquire  
CRA Attorney  
c/o Town of Lake Park  
535 Park Avenue, Lake Park, FL 33403  
Tel. (561) 650-8232  
[TBaird@JonesFoster.com](mailto:TBaird@JonesFoster.com)

**IX. TITLE TRANSFER**

All materials, except functioning or dynamic financial models, prepared by PFM pursuant exclusively to this Agreement shall be the property of the Client. Subject to the exception described above, upon termination of this Agreement, at Client's reasonable request no later than three (3) years after the termination of this Agreement, PFM shall deliver to the Client copies of any deliverables pertaining to this Agreement.

**X. PFM'S REPRESENTATIVES**

1. Advisory Team

The employees of PFM set forth below will provide the services set forth in this Agreement; provided that PFM may, from time to time, supplement or otherwise amend the advisory team members set forth below.

- A. Professional Staff
- B. Administrative and  
Support Staff

2. Changes in Advisory Team Requested by the Client

The Client has the right to request, for any reason, that PFM replace any member of the advisory team. Should the Client make such a request, PFM shall promptly suggest a substitute for approval by the Client.

## ***XI. INSURANCE***

The Consultant shall maintain the following insurance coverages in the amounts specified below during the term of the CONTRACT and any extensions thereof:

1. Workers' compensation insurance for all employees of the CONSULTANT for statutory limits in compliance with applicable state and federal laws. Notwithstanding the number of employees or any other statutory provisions to the contrary, coverage shall extend to all employees of the CONSULTANT and subcontractors and their employees hired by CONSULTANT.
2. The CONSULTANT shall maintain a Commercial General Liability Policy ("CGL") on an Occurrence Form with the following limits:
  - \$1,000,000.00 Each occurrence (Bodily Injury and Property Damage)
  - \$1,000,000.00 Products/Completed Operations Aggregate
  - \$5,000,000.00 General Aggregate
  - \$1,000,000.00 Personal and Advertising Injury
  - \$300,000.00 Damage to Premises Rented to You

Umbrella (or Excess) insurance may be used to meet minimum required coverage limits in instances where a primary insurance policy does not provide adequate coverage limits. Umbrella coverage will be required to be evidenced by a Certificate of Insurance listing the Town as an Additional Insured and

subject to all other insurance coverage requirements in this Agreement, where applicable.

3. The CONSULTANT shall maintain non-owned Auto Liability Insurance (including coverages for hired or leased vehicles) with limits of \$1,000,000 each accident, combined single limit.
4. CONSULTANT shall maintain Professional Liability (Errors and Omissions) coverage for liabilities arising out of CONSULTANT's services under this CONTRACT with limits of \$2,000,000 per occurrence and \$2,000,000 million in the aggregate.
5. The TOWN shall be included as an additional named insured under the CONSULTANT'S CGL policy, and a waiver of subrogation against the TOWN shall be included in all workers' compensation policies. Current valid insurance policies meeting the requirements herein shall be maintained during the term of the contract, and any extensions thereof. A current certificate of insurance issued not more than 30 calendar days prior to the CONSULTANT'S submission of its bid documents which demonstrates that the CONSULTANT maintains the required coverages shall be submitted to the TOWN as a prerequisite to the execution of the CONTRACT. All policies shall provide a 30 day notice of cancellation to the named insured. The Certificate of Insurance shall provide the following cancellation clause: "Should any of the above described policies be cancelled before the expiration date thereof, notice of such cancellation will be delivered in accordance with the policy provisions." It shall be the responsibility of the CONSULTANT to ensure that all subcontractors are adequately insured or covered under their policies. The required insurance coverages shall be issued by an insurance company duly authorized and licensed to do business in the state of Florida with minimum qualifications in accordance with the latest edition of A.M. Best's Insurance Guide: Financial Stability: B+ to A+.

## ***XII. LIMITATION OF LIABILITY***

Except to the extent caused by its willful misconduct, bad faith, negligence, gross negligence or reckless disregard of its obligations or duties, PFM shall have no liability to any party under this Agreement.

## ***XIII. INDEPENDENT CONTRACTOR; NO THIRD-PARTY BENEFICIARY***

PFM, its employees, officers and representatives at all times shall be independent contractors and shall not be deemed to be employees, agents, partners, servants and/or joint venturers of Client by virtue of this Agreement or any actions or services rendered under this Agreement. Nothing in this Agreement is intended or shall be construed to give any person, other than the parties hereto, their successors and permitted assigns, any legal or equitable rights, remedy or claim

under or in respect of this Agreement or any provisions contained herein. In no event will PFM be liable for any act or omission of any third party or for any circumstances beyond PFM's reasonable control including, but not limited to, fire, flood, or other natural disaster, war, riot, strike, act of terrorism, act of civil or military authority, software and/or equipment failure, computer virus, or failure or interruption of electrical, telecommunications or other utility services.

#### ***XIV. APPLICABLE LAW***

This Agreement shall be construed, enforced, and administered according to the laws of the State of Florida. PFM and the Client agree that, should a disagreement arise as to the terms or enforcement of any provision of this Agreement, each party will in good faith attempt to resolve said disagreement prior to pursuing other action.

#### ***XV. ENTIRE AGREEMENT; SEVERABILITY***

This Agreement represents the entire agreement between Client and PFM and may not be amended or modified except in writing signed by both parties. For the sake of clarity, any separate agreement between Client and an affiliate of PFM or any third party referred or introduced by PFM and/or designated by Client shall not in any way be deemed an amendment or modification of this Agreement. The invalidity in whole or in part of any provision of this Agreement shall not void or affect the validity of any other provision.

#### ***XVI. EXECUTION; COUNTERPARTS***

Each party to this Agreement represents and warrants that the person or persons signing this Agreement on behalf of such party is authorized and empowered to sign and deliver this Agreement for such party, and that the execution and delivery of this Agreement has been duly authorized by all necessary governance, corporate, or other entity actions including, where applicable, approval by its applicable governing board. This Agreement may be signed in any number of counterparts, each of which shall be an original and all of which when taken together shall constitute one and the same document.



**IN WITNESS WHEREOF**, the Client and PFM have executed this Agreement as of the day and year herein above written.

DATED this \_\_\_\_ day of \_\_\_\_\_ 2026.

**TOWN OF LAKE PARK**

ATTEST:

By: \_\_\_\_\_

Roger Michaud, Mayor

\_\_\_\_\_  
Vivian Mendez, Town Clerk

(TOWN SEAL)

Approved as form and legal sufficiency

By: \_\_\_\_\_

Thomas J. Baird, Town Attorney

\_\_\_\_ day of \_\_\_\_\_, 2026

**PFM FINANCIAL ADVISORS, LLC.**

\_\_\_\_\_  
By: \_\_\_\_\_

\_\_\_\_\_  
Printed Name and title

Dated this \_\_\_\_ day of \_\_\_\_\_, 2026

## EXHIBIT A

### **SCOPE OF SERVICES**

#### **1. Services related to the Financial Planning and Policy Development upon request of the Client**

- Assist the Client in the formulation of Financial and Debt Policies and Administrative Procedures
- Review current debt structure, identifying strengths and weaknesses of structure so that future debt issues can be designed to maximize ability to finance future capital needs. This will include, but not be limited to, reviewing existing debt for the possibility of refunding that debt to provide the Client with savings.
- Analyze future debt capacity to determine the Client's ability to raise future debt capital.
- Assist the Client in the development of the Client's Capital Improvement Program by identifying sources of capital funding .
- Assist the Client with the development of the Client's financial planning efforts and process by assessing capital needs, identifying potential revenue sources , analyze financing alternatives such as pay-as-you-go, lease/purchasing, short-term vs. long-term financings , assessments , user fees, impact fees, developer contributions , public/private projects, and grants and provide analysis of each alternative as required as to the budgetary and financial impact.
- Review the reports of accountants , independent engineers and other project feasibility consultants to ensure that such studies adequately address technical , economic, and financial risk factors affecting the marketability of any proposed revenue debt issues; provide bond market assumptions necessary for financial projections included in these studies ; attend all relevant working sessions regarding the preparations, review and completion of such independent studies; and provide written comments and recommendations regarding assumptions, analytic methods, and conclusions contained therein .
- Develop, manage and maintain computer models for long-term capital planning which provide for inputs regarding levels of ad valorem and non-ad valorem taxation, growth rates by operating revenue and expenditure item, timing, magnitude and cost of debt issuance, and project operating and capital balances, selected operating and debt ratios and other financial performance measures as may be determined by the Client.
- Conduct strategic modeling and planning and related consulting.

- Attend meetings with Client's staff, consultants and other professionals and the Client.
- Undertake financial planning and policy development assignments made by the Client regarding financings, and financial policy including budget, tax, cash management issues and related fiscal policy and programs.
- Assist the Client in preparing financial presentations for public hearings and/or referendums.
- Provide special financial services as requested by the Client.

**2. Services Related to Debt Transactions (Includes short term financings, notes, loans, letters of credit, line of credit and bonds); provided that if the transaction is competitive, the services of the financial advisor will be modified in advance in writing to reflect that process. Upon the request of the Client:**

- Analyze financial and economic factors to determine if the issuance of bonds is appropriate.
- Develop a financing plan in concert with Client's staff which would include recommendations as to the timing and number of series of bonds to be issued.
- Assist the Client by recommending the best method of sale, either as a negotiated sale, private placement or a public sale. In a public sale, make recommendation as to the determination of the best bid. In the event of a negotiated sale, assist in the solicitation, review and evaluation of any investment banking proposals, and provide advice and information necessary to aid in such selection.
- Advise as to the various financing alternatives available to the Client.
- Develop alternatives related to debt transaction including evaluation of revenues available, maturity schedule and cash flow requirements.
- Evaluate benefits of bond insurance and/or security insurance for debt reserve fund.

- If appropriate, develop credit rating presentation and coordinate with the Client the overall presentation to rating agencies.
- Review underwriter's proposals and submit a written analysis of same to the Client.
- Assist the Client in the procurement of other services relating to debt issuance such as printing, paying agent, registrar, etc.
- Identify key bond covenant features and advise as to the financial consequences of provisions to be included in bond indentures, resolutions or other governing documents
- regarding security, creation of reserve funds, flow of funds, redemption provisions, additional parity debt tests, etc., review and comment on successive drafts of bond governing documents.
- Review the requirements and submit analysis to bond insurers, rating agencies and other professionals as they pertain to the Client's obligation.
- Review the terms, conditions and structure of any proposed debt offering undertaken by the Client and provide suggestions, modifications and enhancements where appropriate and necessary to reflect the constraints or current financial policy and fiscal capability.
- Coordinate with Client's staff and other advisors as respects the furnishing of data for offering documents, it being specifically understood that PFM is not responsible for the
- inclusion or omission of any material in published offering documents.
- As applicable, advise the Client on the condition of the bond market at the time of sale, including volume, timing considerations, competing offerings, and general economic considerations.
- Assist and advise the Client in negotiations with investment banking groups regarding fees, pricing of the bonds and final terms of any security offering, and make recommendations regarding a proposed offering to obtain the most favorable financial terms based on existing market conditions.
- Arrange for the closing of the transaction, including, but not limited to, bond printing, signing and final delivery of the bonds.

The following services would be provided under separate agreement, including separate scope and compensation for each transaction, which will be

determined based upon the scope and complexity of the work being performed.

**3. Services Related to Structured Products Transactions may include upon request of the Client, but not necessarily be limited to:**

- Structuring and competitive procurement of refunding and/or cash defeasance escrows including analysis, development of written bid specifications, preparation of cash flow, yield, sufficiency, and other calculations as required by bond and tax counsel, the verification agent, and the Client, and coordination of the timely settlement of the securities, and providing records regarding the bidding process and pricing of the securities as required by bond/tax counsel and the Client.
- Analysis and coordination of initial and final subscriptions with the Bureau of the Fiscal Service, Special Investments Branch for State and Local Government Series (SLGS) securities and preparation of cash flow, yield, sufficiency, and other calculations as required by bond and tax counsel, the verification agent, and the Client. Monitoring of market conditions and consultation with the Client and its designated legal counsel and other advisors to determine if any changes to the investment strategy are warranted, as applicable. Provide advice, as applicable, regarding the timing of any SLGS redemptions and coordination with the Client's trustee or other designated agent to facilitate any such redemptions.
- Structuring and competitive procurement of fixed-income portfolios for bond proceeds accounts including, but not limited to, project funds, capitalized interest funds, debt service reserve funds, rate stabilization funds, and debt service funds including analysis, development of written bid specifications, preparation of cash flow, yield, sufficiency, and other calculations as required by bond and tax counsel, the verification agent, and the Client, coordination of the timely settlement of the securities, and providing records regarding the bidding process and pricing of the securities as required by bond/tax counsel and the Client. Such services can be provided on either a discrete or ongoing basis at the direction of the Client.
- Structuring and competitive procurement of structured investments including, but not limited to, guaranteed investment contracts and repurchase agreements, including development of written bid specifications, coordination of review of investment agreement terms, coordination of the execution and settlement of the agreement, and providing records regarding the bidding process and pricing of the agreement as required by bond/tax counsel and the Client.

**4. Services Related to Investor Relations Advisory Services may include upon request of Client:**

- Identify current bondholders, analyze trends, and define targets to expand and refine your investor base.
- Organize recurring activities, such as calls or investor days, to maintain engagement and address concerns.
- Analyze past orders and allocations to identify trends and enhance future strategies.
- Coordinate roadshows, calls, and responses to investor queries in collaboration with underwriters.
- Assist in selecting underwriters and aligning marketing plans with IR goals.
- Build and refine an investor database to improve communication and strategy.
- Evaluate order data, underwriter performance, and investor trends to guide future engagement.
- Improve your website with financial profiles, analytics, and EMMA site updates for better investor access.
- Provide tailored services and analytics based on market conditions and financing needs.

EXHIBIT B  
COMPENSATION FOR  
SERVICES

Negotiated Terms - Pricing

1. Provide an hourly fee related to financial advisory services for positions that can be utilized by the Town.

PFM finds that most clients prefer an annual retainer for non-transaction services in lieu of hourly fees for budgeting purposes. If the Town prefers a retainer structure, for discussion purposes, we propose a \$12,000 annual retainer (quarterly payments in arrears). This is not a required part of our fee schedule, but an alternative for the Town to consider for non-transaction services.

Hourly fees for services not involving the issuance of debt, PFM proposes the following schedule:

<u>Experience Level</u>	<u>Hourly</u>
Managing Director/Director	\$250
Senior Managing	\$225
Analyst/Senior Analyst	\$200

Any hourly fee services would be upon direction from the Town.

Certain projects that are more in-depth may be subject to a separately negotiated fee. For such special projects, a fixed fee is typically agreed to in advance and documented in a written agreement. Any requested services provided by PFM affiliates are subject to separate agreements and fees.

2. Provide a bond fee for any type of bond financing.

PFM proposes the following fees for services related to the issuance of debt, which will be included in the proceeds of any borrowing and calculated per \$1,000 of bond proceeds, with a minimum fee per transaction of \$19,500. These fees would be the same for fixed/variable rate debt, new money/refunding bonds, bank loans, and lines of credit.

<u>Par Amount of Debt</u>	<u>Fee Per 1000</u>
Up to \$25 Million	\$ 0.95
Over \$25 Million but less than \$50 Million	\$ 0.80
\$50 Million or More	\$ 0.70

### 3. Expenses.

PFM will be reimbursed by the Town for out-of-pocket expenses at cost. Out-of-pocket expenses include, but are not limited to, any travel, meals, lodging, data recovery fees, and all other costs incurred by PFM in the normal course of a transaction. The firm shall account to the Town in writing for all expenses for which reimbursement is sought and shall supply copies of all relevant invoices, receipts or other evidence reasonably requested.