

CARNIVAL BERNS P.A.

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February 4, 2026

The Honorable Kent Carlson
Mayor of Deephaven
20225 Cottagewood Road
Deephaven, MN 55331

(sent via email only)

RE: Legislative Representation for Lake Minnetonka Area Cities

Dear Mayor Carlson,

Thank you for the opportunity to meet on Dec 3 to discuss the joint legislative priorities of Lake Minnetonka Area Cities.

Carnival Berns P.A. respectfully submits the following **UPDATED** proposal for your consideration:

GOAL: A UNIFIED VOICE FIGHTING FOR LAKE MINNETONKA:

- The voice of individual cities becomes much **stronger when cities band together**.
- A unified agenda provides **clear direction to policy makers** on Lake Area priorities.
- An experienced lobbying firm is needed to **advocate for these critical priorities at the Capitol**, and to **build the coalitions** necessary for long-term success.

PRIORITIES: Lake Area cities have identified their legislative agenda to three items (ranked in order of priority):

1. **Protecting Local Control** of fundamental municipal functions, especially zoning and land use regulations, to ensure decisions reflect the specific needs and character of Lake Area communities
2. **Regional infrastructure** - advocating for critical infrastructure for Lake Minnetonka Communities
3. Building a statewide coalition to advocate for **property tax reform**—focusing on fairness to Lake Area residents and taxpayers.

PLAN: Carnival Berns P.A. stands ready to:

- Engage in a **full-service lobbying effort** on the above priorities, including:
- Direct **engagement with all stakeholders** (friends, foes, and neutral parties) with the goal of

building coalitions to support Lake Area priorities,

- Working with your **local legislative delegation**: Sen. Ann Johnson Stewart, Rep. Patty Acomb & Rep. Andrew Myers,
- Engage with **Hennepin County Commissioners** Heather Edelson and Kevin Anderson, and the entire Hennepin County Board,
- Going well beyond local legislators to advocate directly to relevant **Committee Chairs and Committee members**, and
- Bringing your concerns directly to **legislative leadership**, including the Senate Majority Leader, the Senate Minority Leader, the Speaker of the House and the House DFL Leader.

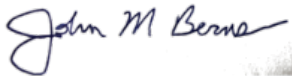
OPERATIONAL DETAILS (**updated**):

- The City of Deephaven will: (1) execute and administer the contract with Carnival Berns P.A., (2) collect funds from the other cities, and (3) disburse payments to Carnival Berns P.A. In the alternative, the Lake Area cities may also create a Joint Powers Agreement (JPA) to administer this agreement.
- Rate: \$30,000, payable at a rate of \$3,000.00/month, for ten months: from March-Dec 2026.
- The Mayors of Deephaven and Wayzata will provide joint direction to Carnival Berns P.A.
- Once the contract is signed, I will register as a lobbyist for the City of Deephaven (or the JPA) and immediately begin outreach and advocacy.

Do not hesitate to reach out if you have any questions.

Very Truly Yours,

CARNIVAL BERNS P.A.



John Berns
Attorney at Law

CC: The Honorable Andrew Mullin, Mayor of Wayzata (sent via email only)