

November 29, 2022

Southwest Minnesota Council of Mayors

VIA EMAIL

Mayors,

Thank you for your inquiry regarding legislative services for the 2023 legislative session. This letter serves as a proposal for Flaherty & Hood, P.A. to provide services related to the Southwest Minnesota Council of Mayors proposal to create a pilot program targeted at workforce development in southwest Minnesota.

Scope of Services

In order to successfully secure passage of your workforce development pilot program, Flaherty & Hood staff will assist the Council with the following legislative activities:

- Developing and executing a legislative strategy
- Drafting necessary legislation and amendments
- Securing bill authors
- Direct lobbying of committee chairs, key legislators, and the Walz Administration
- Creation of handouts and other materials for committee hearings
- Monitoring progress of the omnibus bill through the legislative process
- Coordinating testimony at legislative hearings

Project Management and Costs

Senior Lobbyist Erik Simonson will have day to day responsibility for advancing the project and will be assisted by firm members Scott McMahon and Bradley Peterson. Mr. Peterson will have ultimate responsibility for service delivery on behalf of the Firm. Other staff will be available to assist as needed.

Total fee for service would be \$25,000 to be distributed amongst the participating cities on a basis which they shall agree on. Once each city's contribution is determined and communicated to Flaherty & Hood and the Firm will invoice each city separately in February of 2023.

Term of services would commence upon approval of this agreement and would run through December 31, 2023.

By entering into this agreement, the cities understand that Flaherty & Hood, P.A. represents other clients seeking funding from the state legislature generally, and in the area of jobs and economic development specifically. Flaherty & Hood advocates for each client's interest strenuously on its own merits. We do not believe that there is any conflict between our representation on this issue and any of our clients that may be seeking funding from the legislature. If we believe a conflict has arisen, we will immediately be in touch with both clients and seek to resolve the conflict to the satisfaction of both parties.

