



September 16, 2021

Shaunna Johnson  
City Administrator  
City of Waite Park  
PO Box 339  
Waite Park, MN 56387

Dear Shaunna,

Thank you for your inquiry regarding legislative services for the 2022 legislative session. It was our pleasure to work with the City of Waite Park during the 2021 session. This letter serves as both proposal and agreement for Flaherty & Hood, P.A. to provide services related to the City of Waite Park's request to the legislature for funding of the second phase of the Ledge Amphitheater project.

Flaherty & Hood is well positioned to assist the City of Waite Park in seeking a second phase of funding for the Ledge Amphitheater. Flaherty & Hood has deep experience working with local communities across the state on various bonding projects including the initial bonding bill that funded the first phase of construction of the amphitheater.

### **Scope of Services**

In order to successfully secure funding for your project, Flaherty & Hood staff will assist the City of Waite Park 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 bonding bill through the legislative process
- Coordinating testimony at legislative hearings

### **Project Management and Costs**

Shaunna Johnson will direct services on the part of the City. Flaherty and Hood Senior Lobbyist Erik Simonson will be the primary contact for the city and will be responsible for the day to day execution of services on behalf of the firm. Mr. Simonson will be assisted by firm shareholder 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 \$15,000. This is a flat rate fee that will be billed in two increments of \$7,500 at the beginning of January 2022 and the beginning of April 2022.

Term of services would commence upon approval of the Waite Park City Council and would run through May 31, 2022. Either party may terminate this agreement with written notice to the other party. Should a

termination occur the City of Waite Park will owe a pro-rated portion of the total fee due up to the time of the termination.

By entering into this agreement, the City understands that Flaherty & Hood, P.A. represents other cities seeking funding from the state. 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 of Waite Park and other clients that may be seeking funding through the bonding bill or other sources. 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.

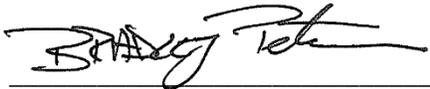
**Conclusion**

Flaherty & Hood, P.A. is pleased to provide legislative services to the City of Waite Park for the 2022 session and we are confident that we can have a significant impact in advancing your interests.

If the proposal contained in this letter meets your approval, please sign and return one copy to Flaherty & Hood, P.A. and retain a copy for your records.

Very truly yours,

**FLAHERTY & HOOD, P.A.**

By:   
\_\_\_\_\_  
Bradley Peterson, Shareholder Attorney

Accepted By: \_\_\_\_\_  
Rick Miller, Mayor

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Shaunna, City Administrator