

## GOVERNMENTAL AFFAIRS AGREEMENT

between

**CITY OF VALDOSTA**

and

**GOVERNMENT SOLUTIONS, LLC**

Governmental Solutions, LLC (GS) will provide governmental affairs representation to the City of Valdosta (CoV) in the manner and for the purposes described below.

### Professional Services

The overall scope of work for GS is to collaborate with CoV in the development of governmental affairs strategies for the state of Georgia and for the Georgia Congressional Delegation. GS, serving as a governmental affairs consultant, will provide the following services.

- Working with CoV's leadership, GS will develop a well-planned strategy to educate and influence the opinions of government leaders including those in the Georgia House and Senate, Governor Brian Kemp and staff, Lt. Geoff Duncan and staff, Speaker Ralston and staff, GDoT Commissioner McMurry and Board members, BoR Chancellor Wrigley and Board members, state agency commissioners and directors, and all others as appropriate. GS will convey CoV's over all importance to the state's industrial base and the needs of CoV to grow its economic base. The objective is to expand CoV's voice on issues affecting local economic development, education and governmental needs, thus bringing about favorable public policy.
- GS has long, established relationships with key legislative and executive leadership and will rely on a team approach (Terry Coleman, Terry Mathews and Scott Maxwell) to implement CoV's public policy agenda. GS will communicate directly with members of the General Assembly, Governor, Department of Community Affairs (DCA), Department of Economic Development (DEcD), Department of Transportation (GDoT), Board of Regents (BoR) and all others as appropriate to advocate for policies that serve CoV's interest.
- GS's specific objectives will include, but are not limited to, advocating for approval of federal and state funding programs beneficial to CoV. GS will work hand-in hand with the Moody AFB Support Committee and the state's Georgia Military Affairs Coordinating Committee to accomplish CoV's policy objectives.
- GS will schedule meetings for CoV representatives to personally meet with state legislators and state executive officials to advocate for CoV's policy objectives. As appropriate, GS will schedule lunches, dinners and other educational events