THE VAQUER FIRM

LLC

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## 2 Lachlan Lane 620 Peachtree St,

## Savannah, GA 31411 Suite 408

##  Atlanta, GA 30308

## 912 655 3748

## May 28, 2017

Mr. Greg Kelly, Executive Director

Savannah Airport Commission

400 Airways Avenue

Savannah, GA 31408

Dear Greg:

This letter will serve as a modification to our Letter of Engagement for The Vaquer Firm, LLC. to continue to provide Governmental Affairs Services to the Savannah Airport Commission and will amend and extend the terms of our original agreement. The terms of the revised agreement are as follows:

Over the past four years, as a variety of issues have emerged, our scope of services and engagement has increased to keep abreast of developments. The Vaquer Firm proposes to continue representing the Savannah Airport Commission for the purposes all State and Local legislative issues and to also include:

Review and recommend issues contained within the NEWZO Zoning Ordinance for the City of Savannah,

Airport Funding Issues, including assisting in defining new sources of revenue,

Work to better define the parameters for the Airport to levy and collect fees,

Jet Fuel Local Option Sales Tax issues including potential state legislation to eliminate all sales taxation from Jet Fuel,

Transportation Issues focusing on development west of I-95 in Savannah and Pooler, and development of Transportation Study,

Coordination and cooperation with GADOT Intermodal Division,

Attendance at GADOT Committee and Board Meetings,

Lyft and Uber issues,

Future Airport developmental opportunities, including assistance with permitting challenges and issues for existing and future properties,

Assistance to Airport tenants with alcoholic beverage/food code permitting issues,

Airspace Protection,

Airport Security and Police Force,

Drone Regulation,

Environmental regulation and enforcement issues,

Monitoring and Coordinating, where necessary, issues of airport interest before the Mayor and Aldermen of the City of Savannah, and

Any other governmental and regulatory issues as they may arise in the normal course of business.

Our services will also include identification and tracking of State legislation (keywords) related to airports, airlines, airplanes, noise, aviation, airspace, TSA, FAA, obstructions, tower, runways, taxiways, all related airport terms – any and all aviation-related activity, and any other intergovernmental issues at the State and Local level for a twelve month period, including coordination with Federal lobbyist firm Hurt, Norton and Associates where advisable and prudent.

Such activities enumerated above are not limiting and The Vaquer Firm will respond to address any emerging issues of importance. Mike Vaquer will be the lead lobbyist with Jean C. McRae as back-up and the lobbyist directly responsible for liaison with the GADOT Board. Governmental Affairs Assistant Kati Vaquer provides support services to the lobby team.

The Savannah Airport Commission will agree to pay a fee of $60,000 to The Vaquer Firm for the twelve month period from September 1, 2018 – August 31, 2019, with an option to renew for one additional one year period; and

The Savannah Airport Commission will reimburse The Vaquer Firm for any

agreed to pre-approved expenses for special travel, lodging, meals and entertainment made on behalf of the Savannah Airport Commission. Invoices will be submitted to the Airport Commission for payment of the retainer and expenses on either a monthly, quarterly, or semiannual basis.

We look forward to continuing to provide State and Local Government Affairs Services to the Savannah Airport Commission and Staff,

Sincerely,

Mike Vaquer

Principal

Accepted by The Vaquer Firm, LLC

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Mike Vaquer for the Firm

Accepted by The Savannah Airport Commission

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