

# THE VAQUER FIRM

LLC

vaquerfirm@gmail.com

2 Lachlan Lane  
Savannah, GA 31411

912 655 3748

620 Peachtree St,  
Suite 408  
Atlanta, GA 30308

June 2, 2016

Mr. Greg Kelly, Executive Director  
Savannah Airport Commission  
400 Airways Avenue  
Savannah, GA 31408

Dear Greg:

This letter will serve as a Letter of Engagement for The Vaquer Firm, LLC. to continue to provide Governmental Affairs Services to the Savannah Airport Commission and will serve to amend and extend the terms of our original 2013 agreement. The terms of the revised agreement are as follows:

The Vaquer Firm will represent the Savannah Airport Commission for the purposes all State and Local legislative issues including:

Airport Funding Issues, including assisting in defining new sources of revenue,  
Jet Fuel Local Option Sales Tax identification, collection, and distribution,  
General Transportation Issues,  
Coordination and cooperation with DGADOT Intermodal Division,  
Modifications to "For Hire Transportation" Issues, including Lyft and Uber,  
Labor Contract issues,  
Airspace Protection,  
Airport Security and Police Force,  
Drone Regulation,  
Represent SAC at meetings of the to be created Georgia Unmanned Aircraft  
Commission,  
Environmental regulation and enforcement issues, 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.

The Savannah Airport Commission will agree to pay a fee of \$48,000 to The Vaquer Firm for the twelve month period (\$4,000 per month) from September 1, 2016 – August 31, 2017, with an option to renew for three additional one year periods; 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.

I will be glad to meet with you to discuss the renewal of this contract if necessary. 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

\_\_\_\_\_  
Mike Vaquer for the Firm

Date \_\_\_\_\_

Accepted by The Savannah Airport Commission



Date 7/11/2016