

ORDER: APPROVE CONTRACT FOR GOVERNMENTAL RELATIONS

Motion was made by Larry Gillespie, duly seconded by Brent Larson, to approve contract for governmental relations.


The vote on the motion was as follows:

Supervisor Brent Larson, voted yes
Supervisor Larry Gillespie, voted yes
Supervisor David Rikard, voted yes
Supervisor Chad McLarty, voted yes
Supervisor Mike Roberts, voted yes

After the vote, President Roberts, declared the motion carried, this the 21st day of September, 2020.



Mike Roberts, President
Board of Supervisors



Sherry Wall, Chancery Clerk

September 8, 2020

Lafayette County Board of Supervisors

300 N. Lamar Blvd. #2

Oxford, MS 38655

Dear Board Members:

Thank you very much for the opportunity to present to Lafayette County why I am uniquely suited to represent our county's interests with state leaders. I appreciate the opportunity to provide governmental and public policy consulting on issues relating to Lafayette County and the State of Mississippi.

This agreement will describe the terms under which that representation will occur. Attached is a proposal of the plan to assist Lafayette County on issues relating to its strategic goals and its relationship with leaders at the state capitol, in state agencies, and other areas that may be beneficial to the County.

It is important to have partners with shared goals and vision who understand the unique needs and challenges of their partner. As a native of Lafayette County, a former elected official at the local and state level and as a former employee of two state agencies, I am uniquely qualified to understand the needs and challenges of Lafayette County and develop appropriate solutions.

Both parties agree that this is an initial scope of work and may be amended from time to time as the relationship continues.

Sincerely,

Brad Mayo

I. Plan of Action

Effective advocacy requires a defined plan of action. As our review has shown, Lafayette County is Mississippi's fastest growing county – yet received no direct state appropriations or bond proceeds in the most recent legislative session. While the 2020 legislative session has only recently concluded, the 2021 session is rapidly approaching. Upon joint agreement of this proposal, Brad Mayo will work with the Board – and at its direction- with other necessary county officials to develop a plan for the 2021 fiscal year and beyond. This creates the greatest opportunity for success. Once we have developed a plan for the 2021 session and beyond, Brad Mayo will communicate that plan to appropriate leaders at the state level – to include our local delegation, the Governor and his staff, the Speaker and his staff, the Lieutenant Governor and his staff, and the pertinent decision makers in the House and Senate. If requested or appropriate, Brad Mayo will set up and attend meetings of Lafayette County officials and appropriate decision makers to foster a strong working relationship and to communicate our county's needs most effectively.

Once the legislative session begins, Mr. Mayo will provide periodic updates to the Board in a format of the Board's choosing. When County officials are in Jackson during the session, Brad Mayo will facilitate meetings with pertinent decision makers.

II. Scope of Services Rendered

1) Agenda Development –Brad Mayo will work with the Board to develop a long-term plan and an annual legislative agenda based upon the county's needs. Items may include funding through the state appropriations and bond or bills, local and private legislation, advocacy for relevant general bills, and working for the County's interests with state agencies.

3) Legislative Advocacy – Prior to and during the Legislative session, Mr. Mayo will work with the pertinent decision makers to advocate for and shepherd through items on the County's legislative agenda.

4) Executive Advocacy – Throughout the year, Brad Mayo will work with the pertinent decision makers in the Executive Branch to advocate for and shepherd through items on the County's executive and legislative agenda. This can include attending meetings with state agencies (eg: the University, community colleges, MDA, & MDOT), other counties or cities with common interest, and intergovernmental organizations (eg: Three Rivers).

5) Special Projects – At the Board's request, Brad Mayo can address special projects that may arise in pursuing the County's interests and which possess an inherent governmental or policy component.

6) Compliance –Mr. Mayo will ensure the proper filing of all required documentation related to these advocacy efforts.

III. Potential Conflicts

Brad Mayo does not represent nor advocate for any other public entities – nor will he seek to do so.

IV. Compensation and Expenses

In exchange for these services, Lafayette County has agreed to pay Brad Mayo an annual retainer of \$30,000 – to be prorated monthly. Additionally, Lafayette County agrees to reward performance by paying incentives equal to 1% of all money appropriated or secured through bond proceeds up to \$1,000,000. Of the amount greater than \$1,000,000, a 0.5% incentive will be paid. Incentive pay is due by July 31 following the passage of the pertinent budget items. Additionally, this incentive pay will be added to the annual retainer as the new basis for the retainer for the following year. The annual retainer shall be divided equally among the 12 months.

Effective advocacy requires continuity and systemic relationships. This contract shall be in place for a term of 3 years upon signature and can be cancelled by either party at any time with a 60-day written notice of intent. Also, by signing below, you agree that you (with my guidance) will complete any forms necessary to comply with registration and gift or expenditure disclosure requirements under Mississippi law that may arise as a result of my representation of Lafayette County during the term of this contract or after its termination should reporting periods overlap. Brad Mayo will assume normal and customary expenses related to the performance of this contract. Additionally, Brad Mayo will get approval from the Lafayette County Board of Supervisors on any expenses that exceed the monthly retainer. Travel expenses such as airfare and lodging will be reimbursed as agreed upon and cleared prior to booking as will expenses above normal and customary expenses.

President, Lafayette Co. Board of Supervisors

Brad Mayo

Date