

November 5, 2021

VIA ELECTRONIC MAIL

Brad Bailey
Vice President of Government Affairs
American Investment Council
799 9th Street, NW
Suite 200
Washington, DC 20001

Re: 2021 Government Relations Representation

Dear Mr. Bailey:

As you know, pursuant to the authorization letter dated December 8, 2020, Greenberg Traurig is currently providing various government relations counsel and related work to American Investment Council for an annual fee of \$180,000, billed quarterly at \$45,000 per quarter. This is to confirm that effective November 1, 2021 the parties have agreed that the quarterly fee for the fourth quarter of 2021 shall be \$35,000. Additionally, the parties have agreed to extend the lobby authorization through December 31, 2022 and that the annual fee for 2022 services shall be \$120,000, inclusive of expenses, and shall be billed quarterly. All other terms of the letter dated December 8, 2020 remain in full force and effect.

Sincerely,

GREENBERG TRAUIG, LLP



Sam NeJame

ACCEPTED AND AGREED TO:



American Investment Council

Date: _____

11/16/2021

ACTIVE 61005452v1

Sam NeJame
518-689-1424
nejames@gtlaw.com

December 8, 2020

VIA ELECTRONIC MAIL

Brad Bailey
Vice President of Government Affairs
American Investment Council
799 9th Street, NW
Suite 200
Washington, DC 20001

Re: 2021 Government Relations Representation

Dear Mr. Bailey:

This is to confirm that American Investment Council, has retained Greenberg Traurig, LLP to provide governmental relations counsel and related work effective January 1, 2021 through December 31, 2021, or upon 30 days written notice by either party. The fee for these services shall be \$180,000 inclusive of expenses, paid in quarterly installments of \$45,000. Please note that these services shall be in addition to any other, non-lobbying services being provided to such entity.

Sincerely,

GREENBERG TRAUIG, LLP



Sam NeJame

ACCEPTED AND AGREED TO:



American Investment Council

Date: 12/22/2020

ACTIVE 52853927v1