

THE OFFICE OF  
**BRUCE C. BEREANO**  
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October 18, 2023

Commissioners of St. Mary's County  
41770 Baldrige Street  
Leonardtown, Maryland 20650

Dear County Commissioners:

This letter follows up several conversations and meeting with Assistant County Attorney John Houser on behalf of the County to discuss my being hired as a government relations consultant and lobbyist for St. Mary's County. In preparation for the upcoming 2024 Session of the Maryland General Assembly which convenes January 10, 2024, and for calendar year 2024, I write to propose to the St. Mary's County Commissioners to represent and serve St. Mary's County as a government relations consultant and lobbyist in Annapolis during the upcoming 2024 session of the General Assembly and before the Executive Branch of State Government. The term of my representation would commence upon the execution of this engagement letter and for the calendar year of 2024.

I would very much appreciate, honor and enjoy representing St. Mary's County, and in such a capacity propose an annual fee of \$15,000.00 plus reimbursement for any reasonable and necessary expenses such as mileage and travel, lobbying registration fee, duplication costs, etc. up to a total of \$500.00. The payment of the fee would be at the decision and convenience of the County.

The scope and nature of the government relations and lobbying services I would provide the St. Mary's County Commissioners would include the following:

1. Making available the depth and breadth of my relationships and network, and experience developed over the past 52 years in government and politics in Maryland;
2. Provide government and political strategic advice and counsel concerning relationships with government elected and appointed officials;
3. Arrange and attend meetings with key legislative and executive branch officials;

4. Focus my efforts and attention on areas of interest and agenda of St. Mary's County with the legislature and executive branches of government as requested and in particular the State operating and the State capital budgets and process as to any objectives the County may have;
5. Meet and work closely with the Office of Law for St. Mary's County and any other staff as and when requested concerning issues, problems and assistance I can render with State government officials, agencies;
6. Register with the State as a lobbyist for the St. Mary's County as required by law and comply with all legal requirements;
7. Customary and usual professional lobbying and government relations activities and efforts on behalf of the St. Mary's County Commissioners;
8. Assist in advocating, testifying, and representing the St. Mary's County Commissioners on legislation as indicated;
9. Keep the Office of Law and the St. Mary's County Commissioners fully informed of my activities and efforts on their behalf and maintain current and clear communications in this regard;
10. Assist in securing meetings with key government appointed and elected officials and attend any and all such meetings which are arranged;
11. Provide any other and further services and functions as requested and desired by the St. Mary's County Commissioners relative to my role and function;
12. Attend all St. Mary's County Delegation meetings during the legislative session and work in harmony and coordination with the St. Mary's County legislative Delegation and be of assistance;
13. Work closely with, give advice and counsel the St. Mary's County Commissioners and staff on their legislative agenda and priorities for the 2024 legislative session;
14. Utilize to the fullest extent of my experience, abilities and relationships with the executive branch and make available the extensive network of relationships and contacts that I have developed over the 52 years of working relative to Maryland State and local governments;
15. Provide any other and further services and functions as requested and desired by the St. Mary's County Commissioners relative to my role and function as to the executive and legislative branches of State government.

It is also understood and agreed that you hereby certify and declare that Bruce C. Bereano hereby is authorized to act as a lobbyist and government relations representative on behalf of the St. Mary's County Commissioners for the time period of November 1, 2023 through October 31, 2024, as to matters between them.

I would very much appreciate the opportunity to work with the St. Mary's County Commissioners and its staff, and you can be assured of my fullest professional and dedicated services.

I hope this letter is agreeable and satisfactory. Please feel free to discuss this matter further with me or let me know any questions you may have or any additional provisions and language you would like to add. If this arrangement is agreeable and acceptable, please sign and return to me one of the enclosed copies for my files. Thanking you in advance for your consideration and time, I am

Sincerely,



Bruce C. Bereano

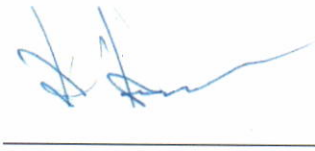
Intending to be legally bound, the parties have duly executed this Agreement below:

**St. Mary's County Commissioners**

  
By: \_\_\_\_\_

Commissioners of St. Mary's County  
41770 Baldrige Street  
Leonardtown, Maryland 20650

Date: 11/07/2023

  
\_\_\_\_\_

**Bruce C. Bereano**  
191 Duke of Gloucester Street  
Annapolis, Maryland 21401

Date: \_\_\_\_\_