



# CAPITOL RESOURCES<sup>®</sup> LLC

## **MADISON COUNTY LETTER OF ENGAGEMENT**

**CAPITOL RESOURCES, LLC**

**GOVERNMENT RELATIONS TEAM OF MISSISSIPPI**

December 27, 2023



200 N Congress St, Suite 300, Jackson, MS 39201

December 27, 2023

Honorable Gerald Steen  
President  
Madison County Board of Supervisors  
125 West North Street  
Canton, Mississippi 39046

Dear Mr. Steen,

On behalf of our Capitol Resources LLC team, I am honored to present Madison County with this letter of engagement for our comprehensive government relations consulting and lobbying services.

Per our discussion, we will focus our government relations work on State of Mississippi's executive and legislative branches. We will specifically seek funding support for Madison County infrastructure and transportation projects, and work with the state and federal broadband offices to help secure funding for county projects. Our efforts will be assigned and prioritized by the Board of Supervisors and communicated to the Capitol Resources, LLC through the Board President, and/ or a designee.

Our Capitol Resources team will not accept new clients at the county level without prior approval from the Madison County Board of Supervisors. Specifically, Capitol Resources, LLC will not contract with contiguous counties, nor with counties or cities that potentially conflict or compete with Madison County.

Capitol Resources, LLC will provide lobbying and government relations consulting and services to Madison County on a yearly basis beginning January 1, 2024, for a consulting and project implementation retainer fee of Eight Thousand Dollars (\$8,000.00) per month plus travel and business expenses not to exceed Four Hundred Dollars (\$400.00) per month. Our fees include all the strategic support, government consulting and lobbying services routinely provided by Capitol Resources, LLC to manage and implement our client objectives.

Reimbursable travel and business expenses directly associated with performance of these duties will be cleared with the County Administrator in advance. Capitol Resources, LLC will not charge expenses/travel for updates to the Board of Supervisors.


This term of engagement shall be for a minimum of 12 months. Either party may terminate this Agreement with a thirty-day written notice. All fees through the end of the notice period shall be due and payable at the end of the month, along with any reimbursable expenses incurred prior to notice.

Capitol Resources will comply with all laws, rules, and regulations applicable to its activities related to the Agreement and its performance hereunder, including but not limited to all registration, reporting, and other applicable requirements. The Capitol Resources Team will maintain the confidentiality of all Madison County's non-public information.

If this letter of engagement meets with your approval, please indicate your acceptance by countersigning the enclosed copy of this letter. If you have questions, please do not hesitate to call me at (601)- 948- 6020 or email me at [chester@capitolresourcesllc.com](mailto:chester@capitolresourcesllc.com).

My team and I look forward to working with you.

With warm regards



Clare L. Hester, Founding Partner  
Capitol Resources®, LLC

On behalf of Madison County Board of Supervisors, I accept the terms set forth in this letter:

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Position: \_\_\_\_\_

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

# OUR MS LOBBYING TEAM AT CAPITOL RESOURCES:



**Clare Hester** is a renowned force in Mississippi politics, respected by colleagues around the country for her relentless drive on behalf of her clients. She is the founding partner of Capitol Resources and has over thirty years of experience in state government relations. Clare wages policy and lobbying campaigns on multiple initiatives each year, for and against propositions on behalf of businesses and trade associations. Clare has an unparalleled track record of policy success, and she is a leading political campaign fundraiser. Clare's smart, strategic approach and array of contacts inform her command of the political battlefield, and she has the trust of clients that are some of the world's most iconic brands. As a result of Clare's success, her expertise as a strategic tactician and her business acumen, she has received recognition yearly since the award originated as one of Mississippi's top 50 most influential persons.



**Matthew Majure** is a skilled professional who has demonstrated his expertise in navigating clients through the complex landscape of state, local, and federal government. With years of experience working in government and government relations, he has developed a deep understanding of the inner workings of government, the legislative process, and how to achieve measurable success for our clients. During his time serving as Special Assistant to U.S. Senator Roger Wicker and interning for U.S. Congressman Gregg Harper, Matthew developed his skills in advocacy and public policy analysis. These experiences have allowed him to gain unique insights into how government works and how to effectively advocate on behalf of clients in government proceedings. While all our Capitol Resources team members will support our Madison County Government Relations efforts, Matthew will be your dedicated point of contact.



**Reed Branson** is a leading lobbyist at the state Capitol, with a talent for crafting effective communications to drive policy decisions, support client brands and mitigate any client crisis. With a background in political journalism and a talent for thoughtful strategy, Reed is particularly adept at listening to multiple sides of a debate and quickly crafting the most effective messages. Reed is the consummate facilitator, recognized throughout government for his reasoned win-win solutions to controversial, divisive matters. Reed also assists clients facing public relations and communications challenges, particularly in crisis moments and in support of public policy issues. Prior to joining Capitol Resources, Reed had an enviable career in journalism as a political writer and reporter, covering the Louisiana, Mississippi and Tennessee capitols and has been recognized as one of the Top 50 most influential Mississippians.

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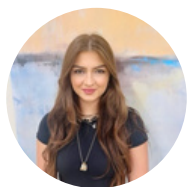
**Pete Smith** is a highly respected lobbyist and public relations specialist whose experience and depth ranges across state government. When he's not passing legislation at the Capitol, he can be found advising clients on messaging or building relationships with key decision makers. Pete is also battle tested. He was press secretary for Gov. Haley Barbour during Hurricane Katrina and then as Chief of Government Relations and Communications for the MS Department of Education as Mississippi achieved historic gains in national test scores. Pete's diverse relationships throughout state government, his experience as a communications expert, and his pragmatism and command of policy allow him to achieve superior results for clients.



**Camp Murphy** has served as the managing partner at Corporate Relations Management, a prominent government relations firm originated in Canton, MS. Capitol Resources recently acquired Camp's firm, we're honored to add his tremendous talent to our Capitol Resources team. Before assuming his role at Corporate Relations Management, Camp served as a distinguished Policy Advisor in the office of Governor Phil Bryant. In this capacity, he handled crucial areas such as military policy, public safety, emergency management, and budget policy, showcasing his expertise and dedication to public service. Prior to that, he worked diligently for over five years as a skilled Budget Analyst at the Legislative Budget Office.



**Harper Coleman** supports our team and clients on scheduling, contracts, event coordination, strategic fundraising, association management, investigative reporting, issues research, and client and team management. She coordinates all our client, executive, and legislative engagement to ensure the best results on client projects. She monitors government websites, regulatory boards, agencies, and Capitol hearings for relevant meetings and helps report timely information.



**Lindsey Chhabra** begins her third year lobbying after showing great promise her first two years with Corporate Relations Management. Her ability to retain and understand client issues, gain access to decision makers, and effectively advocate on behalf of her clients has made her an instant success in the halls of the Capitol. Lindsey's social skills and work ethic have accelerated her ability to succeed in her relatively short career as a lobbyist.