



**Governmental Relations, Real Estate Development & Strategic Business Consulting**  
*Jim Erickson, Founder & President, Tom Streitz, Principal, Carrie Ruud, Principal Edward Lief, Associate, Farhio Khalif, Associate, Alex Streitz, Associate*

**Professional Services Engagement Agreement  
Faribault Land Trust Coalition  
September 19, 2025**

FLTC (client) desires to retain contractor (SSG) to accomplish its Goals and Objectives in the areas noted herein, and in such other matters or issues as the need for assistance may arise. **Solomon Strategies Group (SSG) (Contractor)** provides a suite of Governmental Relations services, **including registered lobbying services**, including: public affairs consulting, general advice, counsel and business consultation services and related professional advisory services to a limited number of select leading businesses, non-profit organizations, business owners and associations, real estate developers and entrepreneurs.

The initial Goals and Objectives sought by FLTC in this Engagement are for SSG to counsel, assist and advise FLTC in all facets of exploring and creating a Land Trust in the Faribault Community to help stabilize and provide wealth building for low to moderate income families through homeownership. Such counsel and advice shall include:

- 1.) Advising FLTC on the appropriate Land Trust model for the Faribault community;**
- 2.) Providing research on other successful National and State Land Trust models;**
- 3.) Assisting FLTC in convening and gathering input from local stakeholders;** 4.) **Assisting FLTC in developing and creating a Land Trust entity;**
- 5.) Assisting FLTC in selecting and creating a Land Trust Board to provide guidance and oversee the successful implementation of the Land Trust's goals and mission;**

6.) Legal counsel and regulatory advice in implementation of the Land Trust; and

7.) Such other government and private sector assistance as needed to meet FLTC's goals and mission.

## Term and Compensation Addendum

### Initial Consulting Term

SSG shall provide the services described above to FLTC commencing immediately upon payment of Initial Retainer and ending on December 31, 2025 unless terminated earlier by client under the Client Termination Option.

### Consulting Term Extension Option

If so desired FLTC and SSG may agree to extend this Agreement beyond its initial term on a monthly retainer basis under such terms as mutually agreed up by the parties.

### Client Termination Option

This Agreement may be Terminated by the Client, without cause, with Thirty Day (30) Day Written Notice, at any time after October 30, 2025.

### Compensation: (See Fee Addendum for Detail)

Initial Retainer at signing of Ten Thousand (\$10,000) for consulting services provided to date and services to be provided through October 30, 2025.  
Monthly Service Retainer of Five Thousand (\$5,000) a month for the months of November and December of 2025.

Monthly Service Retainer Invoices, as noted herein, will be regularly submitted to the Client near the beginning of the Service Month and are due and payable on or before the 15<sup>th</sup> of the Service Month, by ACH, EFT or mailed Check. Contractor will include and absorb all ordinary and necessary out-of-pocket expenses within the Monthly Service Retainer payments, unless otherwise approved at the sole discretion of the Client.

Signed:

For FLTC:

Laura M. Bork  
October 16, 2025

Signed:

For SSG: Thomas Streitz, \_\_\_\_\_ 2025

Solomon Strategies Group- Faribault Land Trust Coalition  
Consulting Agreement Fee Addendum  
September 19, 2025

Fee detail for consulting services per deliverable as detailed on the SSG/FLTC Professional Services Agreement dated September 19, 2025:

**Services Deliverable:**

1) Advising on and exploring various Land Trust models to inform and create the model that meets the FLTC community needs.

**Hours 20**

2) Conduct research on national, state, and local Land Trust Models.

**Hours 10**

3) Assisting FLTC in identifying, convening and gathering input from community stakeholders.

**Hours 10**

4) Assist FLTC in creating a 501(C)(3) legal entity:

- File for Federal Tax Exemption with the IRS
- File for Federal EIN number
- Review By- Laws and file with the State of Minnesota

**Hours 20**

5) Assist FLTC in selecting and creating a Land Trust Board and model of operation including; number of board members, terms of service, and governance

**Hours 5**

6) Legal and regulatory advice on implementation of the Land Trust Model selected.

**Hours 5**

7) Assist in identifying and applying for National, State, County, private and philanthropic funds to support the ongoing work of FLTC.

**Hours 10**

**Total Hours 80 x \$250 per hour      Total Amount Due: \$20,000**