



**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  
Rice County Community Land Trust  
February, 2026**

**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 Rice County Community Land Trust (RCCLT) (Client)** desires to engage and 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 and assignment to SSG may arise from time to time, as mutually agreed.

**The Goals and Objectives sought by RCCLT in this Engagement are for SSG to counsel, assist and advise RCCLT 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:**

**Guidance on corporate financial structure including:**

- **Assisting with creation of 5-Year Startup Operating Budget**
- **Lead discussion on revenue model and financial sustainability**
- **Identification of operating and project capital sources**
- **Planning for Year 1: program goals and project budget model**
- **Personnel structure and MN CLT Coalition administrative support**

## Term and Compensation Addendum

### Consulting Term

SSG shall provide the services described above to RCCLT commencing immediately upon execution of this Agreement and ending on April 30, 2026 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 this term on a monthly retainer basis under such terms as mutually agreed up by the parties.


### Client Termination Option

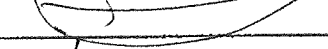
**This Agreement may be Terminated by the Client, without cause, with Thirty Day (30) Day Written Notice, at any time after March 31, 2026.**

### Compensation:

- Monthly Service Retainer of Five Thousand (\$2,500) a month for the months of March and April of 2026.

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 25<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 RCCLT: Teri Menard  
Date: 3/5, 2026

Signed:  \_\_\_\_\_  
For SSG: Thomas Streitz,  
Date: 3/6, 2026