

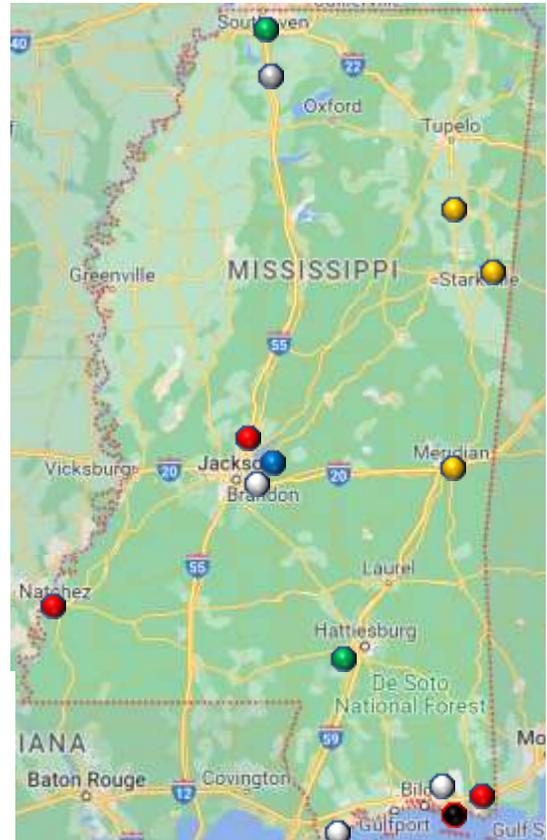
## DISCUSSION RE. OTHER MS. OBLIGATIONS

What follows is the current situation we have with obligations other than with Stuart, Frontier, and David Tucker. There are six individuals and 11 jurisdictions that we are obligated to pay should their targets book with us. The cost of this would be 4% of our side or, \$6. per paid citation. It is not unusual to have a cost to and for all sales and marketing of up to 30% of net. That is especially true when not exclusive and you are “pioneering” but our actual payout is about twice that of net and the plan of getting a small number of sites going then doing all else ourselves or with far less expensive alternatives has not yet happened. If the case is dismissed today then we will need to consider all this but certainly if not, we must send out a 60 day advance notice letter terminating all these relationships.

**Below, see notes from Josh when we first started.**

- **Joe Cloyd:** Ocean Springs, (after 6,000 have paid)
- **Tammra Cascio:** Gluckstadt, Natchez, Pascagoula
- **Ted Thompson:** Pearl, D’Iberville, Diamondhead
- **Trey Lamar:** Senatobia
- **Jabari Edwards:** Meridian, West Point, Columbus
- **Chris Gouras:** Southaven, Forrest County
- **Jonathan Compretta:** Flowood

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Joe Cloyd, Ocean Springs – ran Mayor Holloway’s runoff and has been active in most of the council races. Current lobbyist for Ocean Springs and is very involved with Jackson County as well. I told him if Jonathan approves his deal it wouldn’t include the first 6,000 citations (January) that go out. He’s going to give us insurance in Ocean Springs if things get rough after the citations hit and he can represent Ocean Springs interests with the legislature and Tindell.

Tammra Cascio, Gluckstadt and Pascagoula – Tammra has been close with Tindell since he was in the State Senate. Her focus has been with the coast delegation and coastal issues. She represents Gluckstadt and Pascagoula which are both good targets for us.

Ted Thompson, Byram, Pearl, D’Iberville and Diamondhead – Ted, his brother Jim and his dad, Clifford, are considered one of the top 3 lobbyist shops in town. They officially represent Pearl and D’Iberville at the capitol. Very close with Tindell and they have more of a policy focus than the other 2 groups I have listed.

Our biggest challenge will be conference weekend when things seem to get slipped into bills and go unnoticed until after final votes take place.

Trey Lamar, Senatobia – Trey helped introduce us to the mayor of Senatobia. He's top 3 House leadership is super impressed with the program.

Jabari Edwards, Meridian, West Point, Columbus – Jabari is a good friend in the Golden Triangle area. Will be helpful for us in the future as we grow into minority communities.

Chris Gouras, Southaven and Forrest County – his cousin is the CFO in Florida. Will be helpful in Mississippi and Florida as we start our expansion in the panhandle.

Jonathan Compretta, Flowood, Panama City and Bay County – partners with former AG Mike Moore (fought the tobacco industry). They've represented Florida counties and municipalities in the opioid case.