



January 24, 2014

Mr. Bob Vitas  
City Manager  
City of Key West  
3132 Flagler Avenue  
Key West, Florida 33040

Re: Agreement Extension with Langton Associates and IN REM Solutions

Dear Bob:

Pursuant to Section 5 of our Consulting Agreement with the City of Key West the Agreement may be extended on an optional basis at the end of the term (March 5, 2014) for two (2), one (1) year periods upon mutual agreement of the parties.

Langton Associates and IN REM Solutions is pleased to inform you that we would welcome the opportunity to continue our work for the City of Key West for another year beginning on March 6, 2014 with the identical terms and conditions of the current Agreement with one exception.

We respectfully request an increase in our monthly fee of \$1,000.00 for the next 12 month Consulting Agreement.

We believe this modest increase is warranted for the following reasons:

- 1) The level of grant writing activity has been exceptional, see below Grant Writing Activity Report, March -December 2013;
- 2) The success rate of the 8 grants submitted is 100% (6 of 6 awarded so far with 2 still pending);
- 3) The return on investment of a \$60,000 fee for \$3.2 million in awarded grants; and
- 4) The cost of visiting Key West is disproportionately high compared to our other clients.

We are excited about kicking off our second year of service to the City and with Teaming with an excellent City Staff in the aggressive and comprehensive campaign to secure grants to address critical city needs.

Thank you in advance for your consideration of our request.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Langton". The signature is fluid and cursive, with the first name "Michael" and the last name "Langton" clearly distinguishable.

Michael Langton  
President  
Langton Associates, Inc.

**Grant Writing Activity Report  
March - December 2013**

Grants Submitted

4/30/2013 - Capital Project (Bricks and Mortar Funding) MCTDC - Truman Amphitheater and Public Parking Lot  
 5/15/2013 - SeaCIP Grant Program - Mallory Square T-berth  
 6/4/2013 - Part 1 of the COPS Hiring Program Application  
 6/24/2013 - Port Security Grant Program (Port of Key West Police Boat)  
 6/24/2013 - Port Security Grant Program (Port of Key West Security Building)  
 8/30/2013 - RESTORE Grant - Truman Park Challenge  
 10/31/2013 - Emergency Shelter Facilities Grant Program  
 12/5/2013 - RESTORE Grant - Key West Marina

Grants Funded

<u>Program</u>	<u>Amount Funded</u>
Capital Project MCTDC - Truman Amphitheater	\$2,000,000.00
SeaCIP Grant Program - Mallory Square T-berth	\$ 762,000.00
COPS Hiring Program Application	\$ 250,000.00 (declined by City)
Port Security Grant Program (Police Boat)	\$ 54,000.00 (declined by City)
Port Security Grant Program (Security Building)	\$ 60,000.00
Emergency Shelter Facilities Grant Program	<u>\$ 54,442.00</u>
Total Awarded	\$3,180,442.00

<u>Grants Pending</u>	<u>Amount Requested</u>
RESTORE Grant - Truman Park Challenge	\$8,609,442.00
RESTORE Grant - Key West Marina	<u>\$ 431,500.00</u>
Total Pending	\$9,040,942.00