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November 16, 2015

William Ribble  
Village of Estero  
21500 Three Oaks Parkway  
Estero, FL 33928

Re: Estero "Mediation" Event

Dear Mr. Ribble,

This letter confirms Urban3's (CONSULTANT) mediation engagement with the Village of Estero (CLIENT) for the following event.

**Terms of Contract:**

The terms of the contract are detailed as follows.

**Dates:**

Day 1 - Travel day arrive Fort Myers afternoon/evening

Day 2 - Mediation

Day 3 - Travel day return to Asheville midday

**Mediation:**

A full day has been set aside for mediation onsite between the local government, area developers and Spikowski Planning Associates, tailored for the Village of Estero. Prior to the mediation session CONSULTANT will process parcel data to evaluate value per acre.

**Deliverables:**

- a shared Google Map to locate properties and get an "apples to apples" comparison of development typologies
- the mediation session
- a rough range of future value of the Spikowski plan
- a rough future value of at least two comparable scenarios for the same sites
- seek an agreeable list of values from all sides, and ideally, a common plan ahead

**Payment:**

The total for these services is \$5,175 USD with 30% (\$1,552.50) of the contract fee to initiate work. This fee includes the following:

Joe's day rate	\$2,000
Joe's travel time	\$1,000
Expenses, airfare, hotel, food, car	\$825
JTB, 12 hours x \$50	\$600
JM, 3 hours x \$250	\$750
<b>Total</b>	<b>\$5,175</b>

**Cancellation:**

If this agreement is cancelled by the CLIENT, the following schedule of percent of fee will be in effect from the time written notification is received at the office of Urban3. Any expenses incurred for the development of the session will be due in full.

90 days or less before engagement 100%

91-120 days 75%

121-180 days 50%

181-360 days 25%

If the engagement is postponed, and notice is received in 11 days or more and rebooked within 30 days, 25% of the deposit will be applied to the new date. If notice is received in less than 11 days, the full deposit will be forfeited.

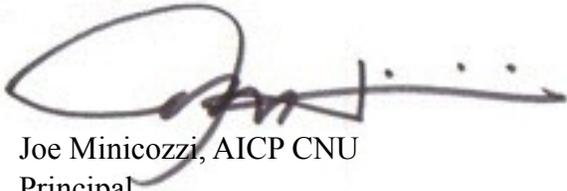
Urban3, Inc. authorizes CLIENT to use his/her name, likeness, photograph, and biographical data in connection with the use.

If, for any reason, the CONSULTANT is delayed or cannot appear, the CONSULTANT will promptly notify CLIENT to arrange a mutually agreeable change of date and/or a substitute.

**CONSULTANT.**

Any benefits, deposits, and/or advance reimbursements under this agreement shall be transferred to the substitute CONSULTANT, if any. If a change of date or substitute CONSULTANT cannot be mutually agreed upon, CLIENT and the CONSULTANT agree that this Agreement is cancelled and that the CONSULTANT shall refund any deposits and/or advance reimbursements it has received from CLIENT.

Authorized Signatures:

A handwritten signature in dark ink, appearing to read 'Joe Minicozzi', with a large loop at the beginning and several horizontal strokes at the end.

Joe Minicozzi, AICP CNU  
Principal  
Urban3

William Ribble  
Councilmember District 1  
Village of Estero