

VERSA

Governmental Strategies

December 18, 2025

Brian Head, Esq.
City of Lee's Summit
220 SE Green
Lee's Summit, MO 64063

Re: Federal Lobbying Services Proposed Term Sheet

Dear Brian,

As discussed, here is a proposed term sheet for the City's consideration, covering the core provisions of a potential federal lobbying services addition to our existing state level Services Agreement. Once we have agreed to broad strokes please let us know how we can help formalize this arrangement.

Scope of Services	General federal advocacy and reporting services, with an initial focus on pursuing transportation funding. Would also include managing and coordinating with specialty lobbyists if and when engaged by the City.
Term	January 1, 2026, thru November 30, 2026, in alignment with the existing Services Agreement.
Compensation	\$5,000.00 per month for these federal lobbying services, inclusive of travel expenses. Invoiced monthly, concurrently with existing state-level services.
Staffing	Zach Pollock and Jon Hensley, both registered federal lobbyists.

We appreciate your time and look forward to continuing the conversation soon.

Respectfully,

Jon Hensley
Principal

jhensley@versagllc.com
(314) 477-6859

Versa Governmental Strategies LLC
125 E. High Street, Suite 200
Jefferson City, Missouri 65101
www.versagllc.com

zpollock@versagllc.com
(573) 645-3210