

# BALLARD | PARTNERS

January 26, 2015

The Honorable Jean Monestime  
Chairman  
Miami-Dade County Board of County Commissioners  
Stephen P. Clark Center  
111 N.W. 1<sup>st</sup> Street, Suite 220  
Miami, FL 33128

Dear Mr. Chairman:

In light of the Board of County Commissioners' refusal to approve Board Agenda item (1J1) at its meeting Wednesday, January 21, which would have authorized Ballard Partners to provide government relations services to both Miami-Dade County and Uber Technologies, Ballard Partners is no longer able to represent the County's interests in Tallahassee and must respectfully resign. It has truly been an honor and a privilege to represent Miami-Dade County for the last several years and we hope that we will be able to do so again in the future.

It should be noted for the record that regarding its duties on behalf of the County, Ballard Partners is not responsible in Tallahassee for covering State actions regarding vehicles for hire. Yet in an abundance of caution and transparency the firm initiated the request for the waiver to provide government relations services to Uber Technologies in the event a question occurred later about that representation. Ballard Partners and most other "A" list members of the Miami-Dade County lobbying team represent numerous clients during the annual Legislative Session and as a result there are bound to be issues that arise that will not always be in the County's favor if they become law. The County has assigned its team hundreds of matters to watch, including those that deal with health, education, welfare, social services, housing, development, water, ports, etc.

Only those firms that essentially strictly provide government services to local governments may escape potential conflicts on all County issues. But even in those cases there could arise conflicts where a firm represents both a city and a county and the two public entities are at odds over potential state action. The point is that Miami-Dade County should take a second look at its policies regarding its lobbyists and potential conflicts. Clearly in those cases where the lobbyist is responsible for covering specific matters, they should not be allowed to represent interests in direct conflict with those matters. On the other hand, in those cases where the lobbyist is not responsible for a matter, it shouldn't be restricted to assist other clients that might be promoting a position that the County doesn't support. Ballard Partners has been very active and successful on behalf of Miami-Dade County on a multitude of issues. Now, with the recent decision by the Commission not to grant the requested waiver, the County will not be able to avail itself of the firm's services during the upcoming 2015 Legislative Session.

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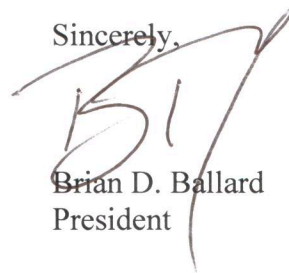
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Therefore, we have decided to continue representing Uber Technologies. Our firm believes strongly in the company's technology and its services to the ride sharing public. Uber Technologies' smart phone application that connects independent drivers with individuals needing a ride is clearly the wave of the future in Florida and around the world. It's a smart, clean and efficient means of transportation.

Thank you again for your confidence in Ballard Partners.

Sincerely,

A handwritten signature in black ink, appearing to be 'BD Ballard', written over a printed name and title.

Brian D. Ballard  
President

cc: The Honorable Carlos A. Gimenez, Mayor  
Miami-Dade Board of County Commissioners