
From: John P. Woods <[REDACTED]>
Sent: Thursday, July 27, 2017 9:09 PM
To: 'jeffrey E.'
Cc: 'Richard Kahn'; 'Smith Leroy'
Subject: Balance of Invoice

Jeffrey,

I had a lengthy discussion with Richard Kahn regarding the balance of money owed the Jaredian Design Group for work done on GSJ. The agreement sent to you back in November 2015 is based upon the Letter of Engagement that is based upon hourly billing. The agreement states once a definite scope is agreed upon, a lump sum can be negotiated. That was never done, and could not be done because the scope kept shifting. Additionally, we were initially hired to assist in the resolution of the NOVA, which included meetings with the Director, Commissioner, and Governor. We have made five different submissions to you beginning in December 13, 2016, December 22, 2016, January 12, 2017, May 26, 2017, and July 13, 2017. The first submission, in December

13 contained scope described by you and what I felt could be permitted right away as a Modification or a new Minor Permit. The other submissions have been based upon changes requested by you, and in the case of January 12, 2017, comments from CZM.

I can understand your frustration, but I have never in 25 years of business been questioned about my billings. It is not our practice to over bill clients. Our reputation with DPNR and CZM is based upon the integrity and completeness of the work we do. It is not for Political influence. I have found in my many years of practice that trust is very important. If your client does not have trust in the service you are providing, or the advice you are giving, or the services we bill for, it is a toxic situation. This is where I feel we are now. I will make my counter offer to Mr. Kahn's offer. Pay us the balance of Invoice No. 16.011.4 now, and we will secure the minor permits for you, including adding any additional information CZM wants. After the permit is issued, we can part ways.

JPW

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<?xml version="1.0" encoding="UTF-8"?>
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