



MCWILLIAMS GOVERNMENTAL AFFAIRS CONSULTING INC.

**IN RESPONSE TO SOLICITATION FY25-048 – STATE LEGISLATIVE & LOBBYING
CONSULTING FOR CITY OF LAREDO**

COVER LETTER

McWilliams Governmental Affairs (McWilliams) is pleased to respond to the City of Laredo's Request For Proposals FY25-048 State Legislative & Lobbying Consulting (the RFP). McWilliams has performed consulting services for the City of Laredo for more than two decades, including well over the past 36 months consecutively as specified in the RFP. Throughout this time, McWilliams has delivered the City of Laredo the resources and capabilities of a national organization with the intimacy of a boutique lobbying firm. McWilliams' executive team has decades of strategic experience working in and around the Texas Legislature and Texas' many governmental agencies. At McWilliams, we have assembled the most responsive, talented and detail-oriented lobby team in the State.

As a very recent example, in February 2025, the elected officials and other leaders from the City of Laredo traveled to Austin for a three-day marathon of meetings, collaboration, and problem solving with lawmakers and heads of agencies, organized by McWilliams. It was the latest iteration of a biennial City of Laredo-McWilliams tradition, called affectionately "Laredo Days," which has become one of the most popular events at the Texas Capitol. Following the visit, McWilliams facilitated the submission and/or filing of 28 budget riders and 13 legislative bills that will meet urgent needs for the city, from transportation, to border security, to public safety and health.

We look forward to continuing our long record of service to the City of Laredo, as will be seen in our response to this RFP. Our firm is deeply invested in the success of the City of Laredo, now the largest port in the western hemisphere, through which 50% of the goods entering the United States, and 70% of those entering Texas pass. To meet the challenges that come with its exponential growth, the City of Laredo needs a firm that

knows the region intimately, who is responsive, and who will continue to get things done effectively and efficiently.

Sincerely,

Andrea McWilliams
President
McWilliams Governmental Affairs Consulting, Inc.

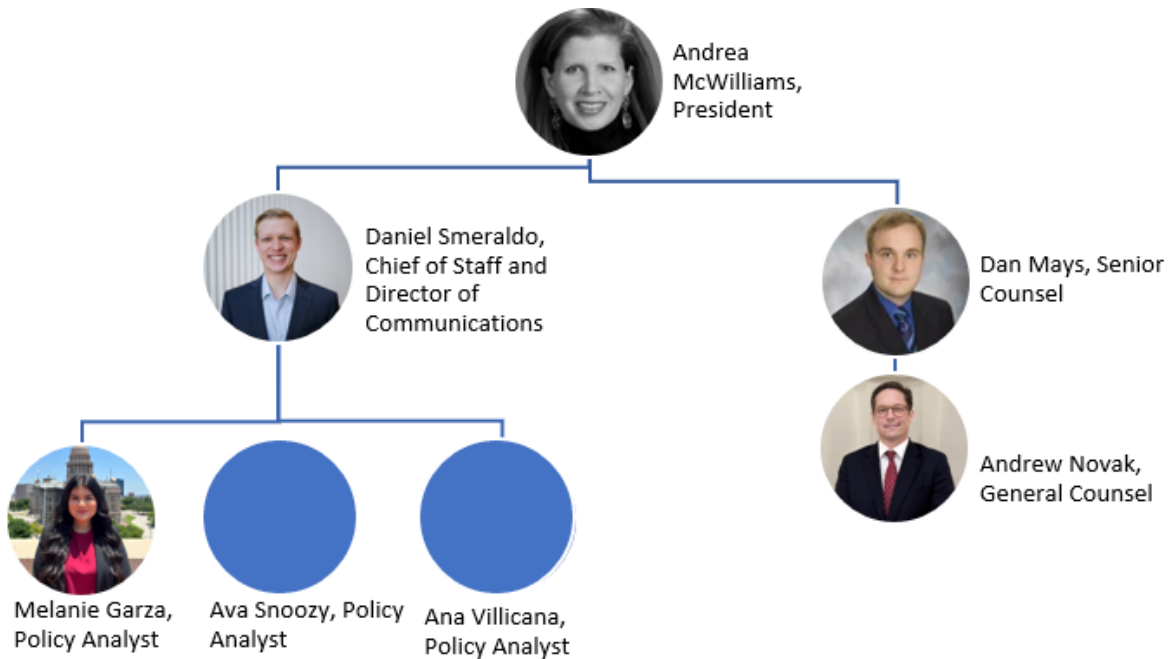
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QUALIFICATIONS AND EXPERIENCE

Below please find a summary of the administration, organization and staffing of McWilliams, followed by an organizational chart indicating the positions and names of our core management.

McWilliams is an Austin, Texas-based governmental affairs consulting firm that has performed consulting services for the City of Laredo for well over the past 36 consecutive months. Additionally, in that time period, McWilliams has represented a robust and diverse client list that includes multiple Fortune 500 companies. As a result, our firm brings to the table an immense amount of experience and expertise in working with the Texas Legislature and state regulatory agencies on a wide array of fields relevant to the City of Laredo, including healthcare, education, energy, transportation, homeland security, public safety, financial services, information technology, telecommunications, and economic development, to name a few. The firm is led by its President, Andrea McWilliams, with her executive team consisting of Chief of Staff, Daniel Smeraldo, Senior Counsel, Dan Mays, General Counsel, Andrew Novak. The firm's policy analysts are Melanie Garza, Ava Snoozy, and Ana Villicana.



If selected, McWilliams' firm President, Andrea McWilliams, is the lead consultant who will continue be assigned to the City of Laredo throughout the term of these awarded

services. Additionally, our full McWilliams team will continue be assigned to the City of Laredo to support Ms. McWilliams' efforts.

Below please find resumes for each McWilliams staff member that will be assigned to City of Laredo.



Andrea McWilliams, President, McWilliams

Lobbyist, political fundraiser and national political commentator Andrea McWilliams is a skilled strategist, combining grace with grit and patience with persuasion. Known for her meticulous attention to detail, McWilliams brings her unique expertise to every issue she engages in, drawing on her time in both the private and public sector. The national media, including FOX News, the Wall Street Journal, Newsweek, USA Today, CNN, BBC, and NPR have all reported on McWilliams' role as a leading fundraiser and political strategist. Named Texas Businesswoman of the Year by the Women's Chamber of Commerce of Texas, she was recognized as "consigliere to the powerful and political."

McWilliams was the only lobbyist profiled together with the Governor, Lieutenant Governor and Speaker of the House in Texas Monthly's "POWER" feature highlighting the most powerful people at the Texas Capitol.

This year, the National Institute for Lobbying & Ethics bestowed the "Top Lobbyist" Award to Andrea making her the first Texas lobbyist to receive this prestigious honor which highlights her exceptional leadership, integrity, and influence in the field of advocacy, both nationally and at the state level. McWilliams is also a proud recipient of both the Austin Business Journal's "Profiles in Power" and the Girl Scouts' "Woman of Distinction" Award. She has received the "Austin Under 40" Award, and the Austin American–Statesman honored her as a member of its Glossy 8 list. Last year, McWilliams received Austin Fashion Week's "Style Setter" Award, recognizing her work and dedication on behalf of local nonprofit organizations.

A Chief of Staff at the Texas Capitol at just 21, McWilliams went on to hone her private sector grassroots skills at the iconic public relations company Public Strategies. And, she later served as the Texas co-chair for the presidential campaign of Mike Huckabee, future U.S. Ambassador to Israel and former Governor of Arkansas. Today, she is the President of McWilliams Governmental Affairs (MGA), a full–service firm of governmental affairs consultants, respected and trusted at the local, state and national level.

Family and Community:

Raised just steps from the Texas Capitol on Congress Avenue, McWilliams now resides in Old Enfield, having raised three children in a historic home.

She is a well-known philanthropist, community volunteer and proud native of Austin, named on many occasions to the “All-Stars” of Austin American Statesman Fortunate 500 list. McWilliams is honored to serve on the Board of St. David’s Medical Center, one of the largest health systems in Texas and the third-largest private employer in the Austin area. Last year, McWilliams was also appointed to the Board of the Save Historic Muny District whose charge is to preserve 141-acres of green space in Central Austin that includes Lions Municipal Golf Course (“Muny”), widely recognized as the first public golf course in the South to become integrated and listed in the National Register of Historic Places. Additionally, she enjoys her time on the Pease Park Capital Campaign Committee whose efforts will transform this important landmark for future generations in her hometown.

McWilliams currently serves on the PAC Board of RYAN, an award-winning global tax services firm based in Dallas. And, she has also served as a board member for many other non-profit organizations, including Texas Lyceum, Mexi–Arte Museum, Arthouse, Rise Across Texas Challenge, HeartGift, Austin Children in Crisis, Pioneer Farms and the Waterloo President’s Council. She is an inaugural member of the Long Center’s Notable Women and a long-time member of the St. David’s Hospital Toast of the Town Committee. True to her roots, McWilliams is a proud past President of Inherit Austin, an organization founded to preserve Austin’s architectural and cultural past by not only protecting the city’s important landmarks and historical fabric, but safeguarding its unique character as well.

McWilliams has represented the Susan G. Komen Breast Cancer Foundation and KillCancer, two nonprofit groups committed to cancer prevention. She was also honorary chair for the Mamma Jamma Ride, which since its inaugural ride, has raised millions of dollars for non-profits serving thousands of Central Texans coping with breast cancer. In recognition, the Seton Breast Cancer Center in Austin named their screening room after McWilliams. In 2018, McWilliams additionally served as the honorary chair of the Celebration of Life, the most significant fundraising event for breast cancer in Austin, Texas.

In partnership with the Austin Business Journal, McWilliams enjoys volunteering as a business mentor to other young women in Central Texas. Aside from her continued board service with Preservation Austin, Ballet Austin and the Pease Park Conservancy, she also served as a member of the Girl Scouts Centennial Celebration Committee and

chaired Austin's largest charity event, the Ballet Fete, benefiting Ballet Austin. McWilliams additionally co-chaired the Marathon Kids gala and was a chair of the University of Texas Blanton Museum of Art Gala. In support of the Center for Child Protection, McWilliams was a celebrity dancer for Austin's inaugural "Dancing With The Stars" fundraising event. She is a proud past member of the Texas Emerald Ball Committee, whose endeavors support the American Ireland Fund.

McWilliams is proud to serve on the Texas Governor For A Day Committee. This year, she will also serve as a guest political lecturer at Brown University.



Dan Mays, J.D., Senior Counsel, McWilliams

Dan Mays is an attorney with an extensive background in legislative and campaign activities. A graduate of the University of Texas School of Law, Dan has been involved in politics in and around the Texas State Capitol in various capacities for the past seven years.

Before joining McWilliams, Dan finished a stint as Chief Committee Clerk and General Counsel for the powerful House State Affairs Committee. He was responsible for completing the Interim Report to the 79th Legislature, which included a thorough examination of issues relating to disclosure protections for individuals' Social Security Numbers and the ever growing problem of identity theft. In his role as a policy analyst for the State Affairs Committee during the 78th Legislative Session, Dan was primarily responsible for completing all bill analyses, legal research, and other research and reports for a committee that received over 300 bills. He also advised and wrote reports for two influential Committee Chairmen: Congressman Kenny Marchant and State Representative Jerry Madden.

In 2003, in addition to his role with the State Affairs Committee, Dan took on the title of Legislative Director for Congressman Kenny Marchant during his service in the Texas House of Representatives. In that capacity, Dan was the lead researcher on all legislative issues and advised Congressman Marchant during four special sessions. Dan played a pivotal role during the 2003 redistricting special sessions in building a coalition of support within the legislature for Marchant's congressional bid, and advised Congressman Marchant on legal issues relating to the redistricting trial. Dan also served as Congressman Marchant's primary liaison for the House and Joint Select Committees on Public School Finance during multiple special sessions, working closely with key members and staff in both houses of the legislature.

Dan began his career in the Texas Legislature during the 77th Legislative Session. As an analyst in the Policy Office of Governor Rick Perry, Dan assisted with research and status reports on various legislative issues and state agencies, focusing primarily on Health and Human Services issues. Dan drafted bill analyses that were made available to the public. During the same session, Dan also spent time as a law clerk for the Office of General Counsel to Governor Rick Perry. Dan researched and briefed many issues in that capacity, most notably the State's decision to waive its sovereign immunity in the wake of the tragic Texas A&M bonfire collapse. Prior to the 78th Legislative Session, Dan assisted the office of State Representative Dianne White Delisi by serving as an interim Chief of Staff.

In addition to his experience at the Texas Capitol, Dan also worked on Kenny Marchant's congressional campaign in the spring of 2004. Dan assisted as needed in all aspects of the campaign's preparation for the March Primary, including fieldwork in several locations throughout the Dallas-Fort Worth area.

Dan has also gained experience with three private Texas-based law firms: Conley, Rose & Tayon, L.L.P.; Fisher & Newsom, L.L.P.; and Gammage & Ray, P.L.L.C. Among the many top-rated attorneys with whom Dan worked during his time with these firms was former Texas Supreme Court Justice Robert Gammage. Dan became involved in politics early in his legal career, specializing in Legislation, State and Local Government, and Administrative Law at the University of Texas School of Law.

Dan graduated from the University of Texas School of Law in 2002 and received his Bachelor of the Arts Magna Cum Laude from Vanderbilt University in 1999, where he was accepted into the Honors Program in History. He is a member of the State Bar of Texas, the District of Columbia Bar, the American Bar Association, the Texas Young Lawyers Association, and the Austin Young Lawyers Association. Dan has remained very active in his community, regularly tutoring elementary school students in both Austin and Nashville. An avid runner, Dan has finished seven marathons, including four Austin Marathons, and has raised money for the Susan G. Komen Breast Cancer Foundation by participating in the Race for the Cure.



Daniel Smeraldo, Chief of Staff, Director of Communications, McWilliams

Daniel Smeraldo is the Chief of Staff and Director of Communications for McWilliams Governmental Affairs Consultants. Daniel's primary focus is responsive, strategic client service.

Daniel graduated high school from Plano East Senior High and began his college career at the University of San Diego in southern California. It was there during an introductory International Relations class that his love for politics began.

As a freshman, he was elected to the Student Senate, where he spent time drafting university legislation and meeting with students and professors to increase student resources.

After his freshman year, Daniel returned home to Plano where he attended Collin College, graduating Magna Cum Laude with his Associate's Degree in May 2016. Upon completion of his Associate's, he transferred to the University of Texas at Austin where he completed his Bachelor of Arts in International Relations and Global Studies in May 2018.

Daniel is the first member of his family to receive a Bachelor's Degree and attend a four-year university.

Upon graduating, Daniel began his career at McWilliams Governmental Affairs Consultants as a Policy Analyst where he sharpened his legislative research skills. He then began working as a Legislative Aide in 2018 where he was pivotal in the firm's passing of a record number of bills during the 86th Legislative session. In 2020, Daniel became the firm's Chief of Staff and Director of Communication.

Daniel is passionate about experiencing a variety of cultures and has been able to do so through his time studying languages and traveling. He has studied both Spanish and Russian at the collegiate level and has spent time studying in Cuba and Poland.

In his free time, Daniel enjoys taking his dog Leo to the dog park, spending time with friends, and supporting UT sports.



Andrew Novak, J.D., M.P.A., General

Counsel, McWilliams

Andrew Novak, J.D., M.P.A., is a seasoned legal and policy professional who joined McWilliams Governmental Affairs in December 2024. He holds a Master's Degree in Public Administration from Harvard Kennedy School (HKS), where he was active in student leadership, including serving on the Kennedy School Student Government as a Representative to the Harvard Graduate Council (HGC), and a Teaching Fellow for the Harvard Law School/Kennedy School course on U.S. Congress and Lawmaking. Andrew also served as Director of Development for the HKS Law & Policy Caucus, volunteered for HGC's Legal Aid Program, earned a Certificate in Management, Leadership, and Decision Sciences, and was awarded Harvard Kennedy School's Public Leadership Credential.

Andrew's career spans both law and government. Most recently, Andrew served as Legislative Director for Texas State Representative Carl Sherman, who held key positions on the House Appropriations, Land & Resource Management and Corrections Committees and played a pivotal role in policy initiatives, including economic development, Blue Zone transformation, as well as prison reform. His political experience also includes working for U.S. Congressman Pete Sessions, who served as a member of the powerful House Budget and Rules Committee as well as the House Science, Space and Technology Committee, where Andrew contributed to legislative and press initiatives. He began his legal career at firms in Texas, including Cooper & Scully, P.C., and Rodriguez, Colvin & Chaney. Andrew then served as a Chief Felony Prosecutor at the Dallas County District Attorney's Office, where he tried over 200 jury cases and helped shape state-level legislation for victim and witness protection.

Andrew graduated from Southern Methodist University (SMU) with a J.D. and a B.A. in History. He played varsity soccer at SMU and Washington & Lee University, and hails from a family of athletes, as his brother, Nick, was a place-kicker in the NFL for ten years, including two years with the Houston Texans. At the end of his undergraduate

and law school careers, Andrew was the recipient of SMU's highest recognition, the "M" Award, for outstanding service to the University.

Andrew is a member of the State Bar of Texas, the American Bar Association, and the Dallas Bar Association. In addition to his legal work, Andrew is an active community member, serving on the Greater Dallas Board for Big Brothers Big Sisters since 2010. He also holds both a Design Patent and a Utility Patent with the United States Patent and Trademark Office.

Andrew enjoys family time with his wife Marissa, and daughter Sophia, as well as rooting for the SMU Mustang and Harvard Crimson Football Teams.

Description of McWilliams' experience in the last thirty six (36) months in performing consulting services of similar size and scope:

McWilliams has performed consulting services for the City of Laredo for well over the past 36 consecutive months. Additionally, in that time period, McWilliams has represented a robust and diverse client list that includes multiple Fortune 500 companies as well as other government entities such as Webb County, Texas, the Kickapoo Traditional Tribe of Texas, and Dallas-Fort Worth International Airport. As a result, our firm brings to the table an immense amount of experience and expertise in working with the Texas Legislature and state regulatory agencies on a wide array of fields relevant to the City of Laredo, including healthcare, education, energy, transportation, homeland security, public safety, financial services, information technology, telecommunications, and economic development.

Associate firms or subconsultants:

McWilliams does not intend to utilize or contract with any associate firm or sub-consultant during the duration of this agreement, unless requested to do so by the City of Laredo for any specific projects.

McWilliams' particular area of expertise and how those strengths will continue to benefit the City of Laredo:

McWilliams specializes in Texas state politics at all legislative and regulatory levels, and also has the capability to assist with the Texas Congressional delegation when needed. Our firm offers a combination of modern, information-based lobbying with a traditional relationship-based strategy.

McWilliams provides a comprehensive, full-service approach to influencing the legislative and regulatory processes to advance the City of Laredo's interests, including:

preparing testimony for public hearings; helping draft legislation, interim legislative recommendations, and state agency rules; and securing high level meetings with key decision makers. Our firm's strengths include our hard work and keen attention to detail in every facet of our representation of the City.

Unique characteristics set the firm apart from others who perform the same or similar functions:

McWilliams provides a unique blend of advantages for the City of Laredo that are intrinsic to our firm. The national media, including *FOX News*, *the Wall Street Journal*, *Newsweek*, *USA Today*, *CNN*, *BBC*, and *NPR* have all reported on McWilliams as leading fund raisers and political strategists. Andrea McWilliams has been a national political commentator and profiled in a number of Texas publications as well.

Distinguished as "consigliere to the powerful and political," Andrea is a proud recipient of the National Institute for Lobbying & Ethics' (NILE) Top Lobbyist award. Andrea is the first Texas lobbyist to receive this prestigious honor, highlighting her exceptional leadership, integrity, and influence in the field of advocacy, both nationally and at the state level.

McWilliams is always intimately involved in every aspect of the client relationship and employs an individualized, hands-on approach, specifically tailored to each client's needs. On behalf of our clients, we are involved at every level of crafting policy in both the legislative and regulatory arenas.

Additionally, McWilliams has a strict Conflict of Interest policy that it enforces for all of its existing clients, including the City of Laredo. This allows McWilliams to represent the City of Laredo more effectively before the Legislature and gives the City a competitive advantage. Legislators know that when McWilliams appears before them to advocate with respect to issues that pertain to municipalities in the City of Laredo's demographic, our firm is there exclusively to advocate for and protect the City of Laredo's interests.

Our conflict of interest policy distinguishes McWilliams from representation by some other firms, because it prevents municipalities of similar size to the City of Laredo from encroaching upon or conflicting with our efforts to obtain maximum favorable legislative and regulatory outcomes of the City of Laredo. Other government affairs firms represent a myriad of municipalities of similar size to the City of Laredo, which can directly conflict with the City of Laredo's legislative efforts. Because of our Conflict of Interest provision, we do not represent any cities of similar size to Laredo.

RATES AND EXPENSES

As with McWilliams' previous contracts with the City of Laredo over multiple decades, McWilliams' proposed fee schedule is structured as a lump sum basis payable monthly over the course of the year.

McWilliams' proposed fee schedule is a monthly payment by the City of Laredo of \$6,500 per month for each month of the consulting agreement entered into between McWilliams and the City of Laredo.

McWilliams' full administrative fee, and the lump sum not-to-exceed amount for this agreement, is the fee of \$6,500 per month for the total number of months encapsulated in the final term of the consulting agreement entered into between the City of Laredo and McWilliams. Our minimum proposed term for the agreement is one year, subject to a longer term based on the requests of the City of Laredo, making the minimum one year lump sum \$78,000 billed at \$6,500 per month.

The above proposed fee schedule does not include any fees for travel or related expenses, as McWilliams never charges travel or related expenses to the City of Laredo. Any travel expenses for actions taken by our firm on the City of Laredo's behalf are included within the monthly fees.

McWilliams understands and agrees that the actual contract amount will be negotiated after the consultant has been selected and the scope of work finalized.

For state lobbyist activities to be utilized on an "as needed basis," McWilliams can contract for those services on behalf of the City at an hourly rate of \$300 per hour. That being said, as noted above, McWilliams currently provides and is proposing to continue to provide state lobbyist services on a monthly payment fee schedule, with all such services already included within that monthly fee. Additional hourly billing for state lobbying services would therefore not be necessary under our proposed fee schedule. Should the City of Laredo require federal lobbyist activities on an "as needed basis" in addition to our state services, McWilliams can provide federal lobbying services at a rate of \$300 per hour.

METHODOLOGY, INCLUDING TECHNICAL APPROACH AND UNDERSTANDING OF THE SCOPE OF THE PROJECT

McWilliams Action Plan for Providing Government Affairs Consulting Work and Services to the City of Laredo:

The following is a description of McWilliams' plan for accomplishing the work and services to be provided to the City of Laredo. As always, McWilliams will continue to work closely with the Laredo City Council, the City Manager, and city staff to develop a detailed strategic plan, to be referred to as the City of Laredo State Legislative Program, in order to enact the City's legislative objectives and acquire requested appropriations and funding. Our firm will participate in at least two meetings in the City of Laredo to assist in the development of the City's State Legislative Program and will be available to provide assistance during every step of the process. The current legislative agenda that McWilliams has helped develop for the City of Laredo will benefit the City in a variety of areas, from general municipal government to large-scale development needed to keep pace with the out-sized growth of what is not the largest port in the Western Hemisphere. These legislative and budgetary initiatives include transportation, electric grid capacity, affordable housing, water development, public safety, public health, telecommunications, green development, economic development, roads, infrastructure, border security and collaboration, homeland security, and workforce development. Before and during the ongoing 89th Legislative Session, McWilliams has done everything necessary to ensure the development and implementation of the City of Laredo's legislative program. McWilliams will continue to extend its long track record of success for the City of Laredo during this legislative calendar and in the future.

McWilliams will continue its successful approach to accomplishing Virtual Meetings for the City of Laredo when appropriate and needed, including during times of Pandemics. This will continue to include both virtual strategy meetings between City of Laredo officials and staff, as well as facilitating virtual meetings for the City of Laredo with Texas legislative and executive branch elected officials and their staff. This will continue to be of particular importance during the Texas Legislative Session, when communication needs and urgent strategy items for discussion can arise quickly, meaning that virtual meetings are often the most effective method of achieving the best outcome for the City in those circumstances.

McWilliams will continue to provide status updates to the Laredo City Council on a semi-annual basis and as-needed or required throughout the term of the Contract. We will be available to attend meetings of the Laredo City Council, as necessary, to assist city

management in providing information on legislation. Indeed, McWilliams will be available at all times upon reasonable request to meet with City Council, City staff, and others as specified in order to perform the responsibilities assigned. Our firm will proactively attend meetings, represent the interests of the City of Laredo, and act as liaison between the City and all branches, departments, and agencies of the State government.

McWilliams will utilize its detailed understanding of the Texas legislative process and its high level connections with Texas legislative and regulatory offices to review and understand the agendas of the House and Senate leaders at the state level. The knowledge gained from this process will be used in order to assist the City of Laredo in enacting its legislative goals, strategically seeking funds, and warding off legislative and regulatory threats.

Assigned staff:

McWilliams will continue to have its full staff assigned to providing services to the City of Laredo to complete this project. This includes direct oversight and involvement at every level by our firm President, Andrea McWilliams. Our other core team members assigned to this project will continue to include our Chief of Staff Daniel Smeraldo, our General Counsel Andrew Novak, and our Senior Counsel Dan Mays, as well as the rest of our team.

Project plan details:

McWilliams will develop and implement a strategy designed to educate key state executive and legislative branch leaders, as well as key legislative coalition leaders, on issues of import to the City of Laredo. Targeted individuals include the Governor, the Lieutenant Governor, the Speaker of the House of Representatives, the Chairs of the Senate Finance and House Appropriations Committees, and other House and Senate Committee Chairs and members of Committees that have direct purview over issues identified as being of importance to the City of Laredo. Targeted coalition leaders include, but will not be limited to, leaders of the Republican and Democratic Caucuses, the Mexican-American Caucus, the Black Caucus, the Conservative Coalition, and the Legislative Study Group. Our firm will identify other legislators where potential exists for relationship building activities.

McWilliams will work diligently to identify state grant opportunities; draft funding/grant applications in collaboration with the City to address specific funding needs; and monitor and facilitate the progress of funding/grant applications through appropriate state agencies on behalf of the City, when requested. Specific targeted committees with respect to this process will include the Chairs and membership of the Senate Finance Committee and the House Appropriations Committee. We will assist the City of Laredo

in the preparation of appropriations requests and required sub-committee forms. We will identify and aggressively act to obtain funding for the City of Laredo's projects.

McWilliams will review, on a continuing basis, all existing and proposed state policies, programs, and legislation. We will monitor closely so as to identify those issues that may affect the City of Laredo or its citizens, and immediately inform the City on these matters. Our firm will also continuously review the legislative policy statements adopted by the Texas Municipal League, the National League of Cities, and other local governments, trade organizations, and lobbying groups to identify issues which may positively or negatively affect the City of Laredo. McWilliams will continue to assist the City of Laredo in forming mutually beneficial legislative alliances with other like-minded entities, as appropriate. We will identify other state legislation of interest to the City, monitor action on these initiatives, and advocate for the City's interests when appropriate.

McWilliams will provide legislative expertise and consulting services. Our firm's staff includes in-house counsel and can provide legislative drafting and detailed legislative analysis services. Our firm shall provide professional counsel and legislative monitoring of legislation, policies, regulations, and other activities that impact the City of Laredo.

As always, McWilliams will monitor legislative committee meetings, agency hearings and meetings prior to and during the regular and special legislative sessions, at which specific issues on the City's adopted Legislative Program are considered, as well as other issues that may arise that affect the City. We will provide detailed narrative summaries of all relevant House and Senate Committee hearings. Our firm will monitor and provide real time reports and notifications, through specialized services and the Texas Legislature Online (TLO), as appropriate, on all legislative activities that are germane to municipal government in general and to the City of Laredo specifically.

We will work with the Laredo City Council, the City Manager, and designated staff to develop special or general legislation in keeping with, or supportive of, the City's adopted Legislative Program. We will develop and evaluate strategies for the support, opposition, or amendment of pending legislation. Our firm will work with diverse groups to draft legislation, maximize appropriations, and identify new legislative funding opportunities for the City. We will continue to assist in the development and implementation of legislation germane to municipal government, the Port of Laredo, and policies and regulations favorable to the City of Laredo.

McWilliams will appear and testify, register a position, and/or submit written testimony at House and Senate Committee hearings, appropriations meetings, agency hearings and rulemaking proceedings, and other administrative agency or legislative meetings, as required, to promote, oppose, and seek passage of legislation or administrative

regulations affecting the City of Laredo or its citizens, and specific legislation contained in the City's Legislative Program. Our firm will always be fully available to perform this function during the annual legislative session, extended, or special sessions, as well as during the Legislature's interim period. We will assist the City Mayor, City Council Members, and Staff when they are testifying at legislative and regulatory hearings. This will include logistical assistance in registering as a witness, submitting adequate copies of written testimony or supporting documentation, and providing office space to strategize before and after the hearing.

Our firm will provide assistance in preparing briefing information, notes, letters, or legislation, as needed, to advance the interests of the City of Laredo before legislative bodies. McWilliams will also assist the City in drafting any needed letters to Texas state legislative and/or Congressional leaders regarding issues of interest and concern to the City of Laredo.

McWilliams will use pre-existing relationships to secure high level appointments or meetings between the City Council, other designated individuals, and Texas legislative and executive branch leaders. We will provide technical and logistical support for the City of Laredo to meet with appropriate stakeholders, officials, and legislators.

Progress reports:

Our firm will continually provide immediate, real time updates to the Mayor, the City Council, the City Manager, and other City staff on key issues affecting municipalities and legislation, as appropriate. Specifically, McWilliams will provide written monthly updates and quarterly status reports on the firm's achievements as they relate to the goals and objectives set forth in the City's Legislative Program. While the Legislature is in session, a written summary report shall be submitted at the end of each week detailing legislative action taken during the week, the status of legislative issues, anticipated action for the upcoming week, and suggested actions that City staff or elected officials may implement. A written report that summarizes the status of the City's Legislative Program will be provided within one week of the closing of each regular legislative session, and a more detailed final written report on specific legislation and new requirements affecting the City shall be provided no later than thirty days from the close of the regular session. When the Legislature is not in session, McWilliams will provide reports on issues of interest or concern to the City at least once a month. This will include action taken at interim committee meetings, rulemaking hearings, the status of House and Senate interim studies that are underway, and advance notice of legislation being proposed.

McWilliams will continue to draw upon its vast experience in representing the City of Laredo for the past many years to continue to maintain a high level of awareness and

knowledge of City of Laredo programs, activities, and policies, as necessary to conduct all of the above.

As always, McWilliams will maintain a business office or residence in Austin, Texas. The McWilliams offices are the closest in proximity to the State Capitol building of any private office space in Austin.

Responsibilities

McWilliams acknowledges that any responsibilities not clearly distinguished herein from those of the City shall continue to be the responsibility of McWilliams.

89th Legislative Mid-Session Report – City of Laredo

The below is a recapitulation of McWilliams' efforts, thus far, for the City of Laredo during the ongoing 89th Texas Legislative Session. This provides a tangible, ongoing example of our firm's execution of the plans and methods described above. McWilliams has provided the City of Laredo real time legislative alerts on the below bills, budget actions, press releases, daily news articles, and relevant state agency rulemaking during the Session. Also included below is the agenda for the McWilliams planned and facilitated City of Laredo biennial Austin Legislative Trip, which spanned from February 2, 2025 through February 5, 2025.

The Budget

SB 1 includes \$332.9 billion in all funds for the 2026-2027 biennium. Every Session, McWilliams analyzes the 200+ House pre-filed budget amendments and informs the City of Laredo of all relevant pre-filed amendments before the House debates the budget. In February and March 2025, McWilliams provided Representative Richard Raymond (District 42) and Representative Don McLaughlin (District 80) with the below budget amendments related to Laredo's Legislative Priorities. In April 2025, the General Appropriations Act, after passage in the Senate, will be debated on the House Floor, when it will decide which of these amendments to adopt to the Budget Bill. During this session, 28 relevant pre-filed amendments were submitted on behalf of the City of Laredo to the Legislative Budget Board (LBB).

During this months' long process, McWilliams has been sending the City of Laredo legislative alerts on all developments concerning the Budget Bill. McWilliams helped facilitate, craft, advance, and submit the below bills and budget riders to legislative offices for their consideration in furtherance of each item on Laredo's 2025 State Legislative Agenda, before the filing deadline for riders (March 7) and bills (March 14):

2025 State Legislative Agenda

Infrastructure Investment

Highway Infrastructure:

- o Advocate for increased funding to expand and maintain I-35 and other key areas including FM 1472, addressing high traffic volume due to Port Laredo and trade-related activity.

Budget Rider Submitted for Drafting: FM 1472 / Interstate 35 Highway Infrastructure Project

A budget rider was submitted for drafting for the Department of Transportation (TxDOT) to direct the allocation of \$1.524 Billion from any available revenue source appropriated to TxDOT to expand and maintain the roadways on FM 1472 and Interstate 35 in the City of Laredo and surrounding areas in order to address high traffic volume resulting from Port Laredo and trade-related activities.

Budget Rider Submitted for Drafting: State Highway 130 Toll Road Expansion Project

A budget rider was submitted for drafting the Department of Transportation (TxDOT) to direct an allocation from any available revenue source appropriated to TxDOT to support the extension of the State Highway toll road further south to Webb County. Due to its position as the leading inland port, Laredo experiences a large influx of trucks (20,000 per day) and vehicles crossing the border, often causing congestion on the primary IH-35 route. The need for alternative routes is crucial to maintain the smooth flow of goods and support the significant economic activity generated by the Port of Laredo. Extending State Highway 130 would promote more efficient commercial transportation of goods, alleviate traffic and increase overall safety.

Water Infrastructure:

Request state support for water system expansions, improvements, and sustainability initiatives to address population growth and ensure long-term water security.

Budget Rider Submitted for Drafting: Laredo Region Water System Improvements

A budget rider was submitted for drafting for the Water Development Board (TWDB) to direct the allocation of \$57,000,000 from any available revenue source appropriated to TWDB to support water system expansions, improvements, and sustainability initiatives in and around the City of Laredo to address population growth and ensure long-term water security.

Border Security Infrastructure:

- o Secure funds for enhanced facilities and technology at border crossings to improve efficiency and safety.

Budget Rider Submitted for Drafting: Laredo Region Border Crossing Enhancements

Budget rider submitted for drafting for the Department of Public Safety (TxDPS) to direct the allocation of \$1,500,000.00 from any available revenue source appropriated to TxDPS to enhance facilities and technology at border crossings in and around the City of Laredo to improve efficiency and safety.

Economic Development

Port Laredo Investments:

- o Secure funding for modernization of the Port of Laredo, including technology upgrades to improve logistics efficiency and trade volume handling.

Budget Rider Submitted for Drafting: Port Laredo Modernization

Budget rider submitted for drafting for the Department of Transportation (TxDOT) to direct an allocation from any available revenue source appropriated to TxDOT to provide funding for modernization of the Port of Laredo, including technology upgrades to improve logistics efficiency and trade volume handling.

Governance and Funding Flexibility

Flexible Use of Taxes:

- o Support legislation combining the sports venue and 4B taxes for more efficient and versatile allocation of funds.

Bill Draft Submitted to Rep. Raymond: Seeking authorization to convert sports venue tax for economic development use through public referendum. Relating to an election in certain municipalities to convert all or a portion of a sales and use tax originally adopted for the purpose of sports and community venues to a sales and use tax for economic development purposes. The City of Laredo, an incorporated home-rule municipality, sought to amend the Local Government Code to allow for the conversion of a sports venue tax for economic purposes.

Workforce Development:

Advocate for state-supported training programs in logistics, healthcare, and renewable energy to align with local industry needs.

Budget Rider Submitted for Drafting: Laredo Workforce Development

A budget rider was submitted for drafting for the Texas Workforce Commission (TWC) to direct an allocation from any available revenue source appropriated to TWC to support the establishment of training programs in logistics, healthcare, and renewable energy to align with local industry needs in the City of Laredo and the surrounding region.

Budget Rider Submitted for Drafting: Laredo Vocational Education Partnership Project

A budget rider was submitted for drafting the Texas Workforce Commission (TWC) to direct an allocation from any available revenue source appropriated to TWC to support the development of vocational education partnerships between the City of Laredo and local community colleges to provide certifications and skills training for high-demand jobs in the Laredo region.

Affordable Housing:

o Request state incentives for affordable housing developments to meet workforce and population growth demands.

Budget Rider Submitted for Drafting: Laredo Affordable Housing Incentive Program

Submitted a budget rider for drafting for the Department of Housing and Community Affairs (TDHCA) to direct an allocation from any available revenue source appropriated to TDHCA to establish a program to create incentives for affordable housing developments in the City of Laredo and surrounding areas to meet workforce and population growth demands of the region.

Bill Filed by Rep. Raymond, HB 1173: Relating to the administration of the homeless housing and services program by the Texas Department of Housing and Community Affairs.

Small Business Support:

Propose state grants and tax incentives for small businesses in Laredo, particularly those in logistics, trade, and manufacturing sectors.

Budget Rider Submitted for Drafting: Laredo Small Business Incentives

A budget rider was submitted for drafting for the Trusteed Programs Within the Office of the Governor to direct an allocation from any available revenue source appropriated to the Trusteed Programs Within the Office of the Governor to provide funding for grants and tax incentives for small businesses in the City of Laredo, particularly those in the logistics, trade, and manufacturing sectors.

Technology and Innovation Hub:

- o Seek funding to develop Laredo as a logistics and technology innovation hub, fostering public-private partnerships to modernize trade operations.

Budget Rider Submitted for Drafting: Laredo Technology and Innovation Hub

A budget rider was submitted for drafting the Trusted Programs Within the Office of the Governor to direct an allocation from any available revenue source appropriated to the Trusted Programs Within the Office of the Governor to provide funding for developing the City of Laredo as a logistics and technology innovation hub, fostering public-private partnerships to modernize trade operations.

Electric Grid Expansion Project

A budget rider was submitted for drafting for the Public Utility Commission of Texas (PUC) to direct an allocation from any available revenue source appropriated to PUC to expand the state's electric grid in Webb County in order to sustain economic development in the City of Laredo region.

Due to its position as the leading inland port, Laredo is experiencing unprecedented growth in the transportation industry resulting in increased commercial, industrial and residential developments. This growth has strained the existing power grid and current infrastructure. Expanding the power grid will support existing development, increase power resilience and ensure economic growth.

Public Safety

Border-Specific Support:

- o Seek additional funding to expand law enforcement and emergency medical services, addressing unique challenges faced by border cities.

Budget Rider Submitted for Drafting: Expanding Border Law Enforcement and Emergency Medical Services

A budget rider was submitted for drafting for the Department of Public Safety (TxDPS) to direct an allocation from any available revenue source appropriated to TxDPS to expand law enforcement and emergency medical services along the Texas-Mexico border, addressing unique challenges faced by border cities.

Bill Draft Submitted: Medical Examiner Loan Forgiveness for Serving in a TX County Bordering MX. This bill will serve to incentivize medical examiner candidates to practice at the Webb County Medical Examiner's Office, which serves the City of Laredo.

Bill filed by Rep. Raymond, HB 4023: Allowing Reserve Peace Officers to Serve in part-time off-duty roles. Relating to the exemption of certain reserve peace officers from regulation as private security personnel. This bill will increase manpower and thus public safety in Laredo and Webb County by taking allowing a larger cross-section of qualified peace officers to serve in these off-duty roles.

Emergency Preparedness:

- o Advocate for state support to improve disaster and emergency response infrastructure and resources.

Budget Rider Submitted for Drafting: Laredo Emergency Preparedness

A budget rider was submitted to the Department of Public Safety (TxDPS) to direct a allocation from any available revenue source appropriated to TxDPS to support the City of Laredo in improving its disaster and emergency response infrastructure and resources.

Community Policing Initiatives:

- o Request funding for localized, relationship-based strategies to improve public trust and reduce crime rates.

Budget Rider Submitted for Drafting: Laredo Community Policing Initiatives

A budget rider was submitted for drafting for the Department of Public Safety (TxDPS) to direct an allocation from any available revenue source appropriated to TxDPS to assist the City of Laredo in establishing localized, relationship-based strategies to improve public trust and reduce crime rates.

Border Health and Safety:

- o Advocate for integrated emergency response centers near border crossings, equipped to handle health and security emergencies related to cross-border activity.

Budget Rider Submitted for Drafting: For Integrated Emergency Response Centers at Border Crossings

A budget rider was submitted for drafting for the Department of Public Safety (TxDPS) to direct a allocation from any available revenue source appropriated to TxDPS to fund integrated emergency response centers near border crossings, equipped to handle health and security emergencies related to cross-border activity.

Funding for First Responders:

o Push for state programs to support recruitment and retention of law enforcement and emergency personnel in border cities.

Budget Rider Submitted for Drafting: For Funding Supporting First Responders on the Texas-Mexico Border

A budget rider was submitted for drafting for the Department of Public Safety (TxDPS) to direct an allocation from any available revenue source appropriated to TxDPS to fund the recruitment and retention of law enforcement and emergency personnel in border cities.

Healthcare Access

Expanded Services:

o Push for state investment in healthcare infrastructure, including mental health facilities, to meet Laredo's growing and underserved population needs.

Bill filed by Rep. Oliverson H.B. No. 1644, relating to the use, possession, delivery, or manufacture of testing equipment that identifies the presence of fentanyl, alpha-methylfentanyl, any other derivative of fentanyl, or xylazine.

Budget Rider Submitted for Drafting: Expanding Access to Laredo Primary Care Services

A budget rider was submitted for drafting for the Health and Human Services Commission (HHSC) to direct the allocation of \$221,000,000 from any available revenue source appropriated to HHSC to allocate for the City of Laredo Public Health Department for the following purposes:

- 1) \$200,000,000 to develop a state-led, value-based care program modeled after DSRIP, without a matching requirement, to improve access to care in underserved areas, including funding incentives for innovative care delivery and addressing health inequities. This funding will also be used to streamline reporting and data collection requirements for public health entities to access funds efficiently.
- 2) \$1,000,000 annually for outreach campaigns to inform residents about available primary care services.
- 3) \$10,000,000 to modernize infrastructure, including electronic health records (EHR), telehealth expansion, and facility improvements.
- 4) \$5,000,000 to establish a workforce fund to recruit and retain healthcare professionals in underserved areas through loan

repayment programs, competitive salaries, and professional development.

- 5) \$2 million annually for binational health initiatives to address shared public health challenges, including communicable disease management.

Budget Rider Submitted for Drafting: City of Laredo Value-Based Primary Care Services for Diabetes and Hypertension and Diabetes Management

A budget rider was submitted for drafting for the Health and Human Services Commission (HHSC) to direct the allocation of \$200,000,000 from any available revenue source to HHSC to allocate for the City of Laredo Public Health Department for the following purposes: \$150,000,000 to establish a state-funded, value-based primary care program for diabetes and hypertension management in border regions utilizing the surplus of funding reserved and unused in the charity care program, and \$50,000,000 for the Primary Health Care (PHC) Program, prioritizing border communities with high rates of chronic disease and uninsured residents (\$50 Million).

Cross-Border Health Initiatives:

- o Advocate for collaborative health programs addressing shared public health concerns with neighboring regions.

Budget Rider Submitted for Drafting: Laredo Tuberculosis Control Efforts

The City of Laredo Public Health Department is at the forefront of tuberculosis identification, treatment, and prevention, addressing significant challenges in a region marked by high cross-border interaction.

A budget rider was submitted for drafting for the Health and Human Services Commission (HHSC) to direct the allocation of \$100,000 from any available revenue source to HHSC for the City of Laredo Health Department to strengthen tuberculosis (TB) control efforts, including disease surveillance, diagnostics, treatment, and prevention.

Mental Health Expansion:

- o Advocate for funding streams to establish mental health centers and resources in Laredo and surrounding areas.

Budget Rider Submitted for Drafting: Laredo Region Mental Health Center Project

A budget rider was submitted for the Health and Human Services Commission (HHSC) to direct the allocation of \$100,000,000 from any available revenue source appropriated

to HHSC to establish mental health centers and provide needed mental health resources in the City of Laredo and surrounding areas.

Budget Rider Submitted for Drafting: Laredo ROOTS Recovery Center Project

A budget rider was submitted for the Health and Human Services Commission (HHSC) to direct the allocation of \$4,000,000 per fiscal year of the biennium from any available revenue source appropriated to HHSC to allocate for the ROOTS Recovery Center in the City of Laredo for sustainability, expansion of services, workforce support, and regional outreach. The ROOTS Recovery Center is a 24-bed inpatient facility offering essential behavioral health services, including: Medically monitored detoxification to manage withdrawal symptoms, mental health and substance abuse counseling, and crisis stabilization and aftercare planning.

Budget Rider Submitted for Drafting: Re-Establishment of a Mental Health Hospital Annex in Laredo

A budget rider was submitted for drafting for the Health and Human Services Commission (HHSC) to direct the allocation of \$575,000,000 from any available source of revenue for the establishment a mental health hospital annex in Laredo, affiliated with the San Antonio State Hospital, to address critical mental health service gaps in Webb, Jim Hogg, Zapata, and Starr counties. The City of Laredo, with a population of estimated population 351,761, is significantly underserved in terms of mental health facilities. Currently, mental health services are limited to outpatient care, with 131,562 adults living with serious mental illnesses and 38,791 children needing mental health support. Patients requiring inpatient psychiatric care must travel up to 157–158 miles to facilities in San Antonio or Edinburg, creating logistical, financial, and emotional barriers to effective care.

Environmental Sustainability

Air Quality Improvement Programs:

- o Partner with the state on initiatives aimed at reducing air pollution, particularly from trade-related activity and vehicular emissions.

Budget Rider Submitted for Drafting: Laredo Air Quality Initiative

A budget rider was submitted for the Commission on Environmental Quality (TCEQ) to direct the allocation of \$500,000 from any available revenue source appropriated to TCEQ to fund air quality improvement, assessment, and planning initiatives in the City of Laredo and surrounding region aimed at reducing air pollution, particularly from trade-related activity and vehicular emissions.

Water Sustainability Projects:

- o Request funding for innovative water conservation programs and infrastructure to ensure sustainable access for future generations.

Budget Rider Submitted for Drafting: Laredo Water Conservation Education

A budget rider was submitted for drafting for the Water Development Board (TWDB) to direct an allocation from any available revenue source appropriated to TWDB to provide funding for the City of Laredo to establish campaigns to educate residents and businesses about water conservation and sustainability practices.

Urban Sustainability Development:

- o Advocate for state incentives for green urban development, including tree canopies, mixed-use projects, and eco-friendly building codes.

Budget Rider Submitted for Drafting: Laredo Green Urban Development Incentives

A budget rider was submitted for the Texas Commission on Environmental Quality (TCEQ) to direct an allocation from any available revenue source appropriated to TCEQ to provide funding for the City of Laredo to create incentives for green urban development, including tree canopies, mixed-use projects, and eco-friendly building codes.

Public Education on Conservation

- o Propose state-funded campaigns to educate residents and businesses about water conservation and sustainability practices.

Urban Heat Mitigation:

- o Seek funding for urban heat reduction initiatives, including reflective pavements, shaded bus stops, and community cooling centers.

Budget Rider Submitted for Drafting: Laredo Urban Heat Mitigation Initiatives

A budget rider was submitted for the Commission on Environmental Quality (TCEQ) to direct an allocation from any available revenue source appropriated to TCEQ to provide funding for the City of Laredo to establish urban heat reduction initiatives, including reflective pavements, shaded bus stops, and community cooling centers.

Service Delivery Burdens:

- o Advocate for legislation to reduce the financial burden of unfunded state mandates on municipalities like Laredo.

Education and Workforce Development

Workforce Pipeline Development:

- o Support the development of vocational education partnerships with local community colleges to provide certifications and skills training for high-demand jobs in the area.

2025 Laredo Days

Each Session, McWilliams assists in organizing and facilitating the City of Laredo Biennial Austin Legislative Trip. On Monday February 3, 2024, the City of Laredo met McWilliams at the Laredo delegation for breakfast at the Stephen F. Austin Royal Sonesta Hotel, and briefed the delegation on the day's meetings. The City of Laredo and McWilliams met with the Texas Parks and Wildlife Director David Yoskowitz at Texas Parks and Wildlife Headquarters, Executive Director Adrianna Cruz, with the Governor's Economic Development and Tourism Office at the Governor's Administrative Offices, had lunch with Rep. Don McLaughlin (District 80) at the Austin Club, met with Department of Public Safety Colonel Freeman Martin at Rep. Raymond's Capitol Office, met with Texas Workforce Commissioner Esparza, who represents employers, at the TWC Office, and Commissioner Trevino, who represents Labor, also at the TWC Office. In the later afternoon on February 3, the City of Laredo and McWilliams met with Deputy Comptroller, Lisa Craven, at the Comptroller's Office, and lastly with Texas Railroad Commissioner Wright at the RCC Office.

On February 4, McWilliams met the City of Laredo delegation for breakfast at the Stephen F. Austin Royal Sonesta Hotel, and briefed the delegation on the day's meetings. McWilliams met with Chairman Rhodes at the Texas Workforce Investment Council. The delegation then went to the Senate floor, where the City of Laredo was recognized. The City of Laredo delegation then met with Dean Senator Judith Zaffirini (Laredo), met with Assistant Secretary for Mexican and Border Affairs Carlos Ealy at the Secretary of State's Office in the Flag Room. In the afternoon, the delegation met with General Land Office Commission Buckingham, again at Rep. Raymond's Capitol Office. In the afternoon, the City of Laredo delegation went to the floor of the House of Representatives for recognition there. Finally, the delegation met with the Texas Department of Housing & Community Affairs at Rep. Raymond's Office.

On the final day of the visit, February 5, the day again started with a City of Laredo delegation breakfast, where McWilliams President Andrea McWilliams briefed the delegation on the itinerary and gameplan for the day. Next, the delegation travelled to Rep Raymond's Office at the Capitol, then met with Public Utility Commission Chairman

Gleeson at the PUC Office, then walked to the Office of the Secretary of State to meet with Director of the Election Division, Christina Adkins. Next, the delegation went to meet with Broadband Development Office Director Conte at Rep. Raymond's Office. The delegation then met with Director Keep at the Texas Commission on Environmental Quality (TCEQ). Next, the delegation travelled to the Lieutenant Governor's Office to meet with his Deputy Chief of Staff, Toby Baker. In the afternoon, the delegation met with Water Development Board Chair Stepney at the Board's Office. Next we travelled to the HHSC to meet with Executive Commissioner Young and DSHS Commissioner Shuford at the HHSC Complex.

In the later afternoon, the Laredo delegation met directly with Lieutenant Governor Dan Patrick. The last meeting of the third day was with TxDOT Chief Engineer Simmons at Rep Raymond's Office. The final day concluded with the Laredo day Reception at the Stephen F. Austin Royal Sonesta Hotel in the Capitol Ballroom. Included below is the official itinerary for the event.



McWILLIAMS

GOVERNMENTAL AFFAIRS CONSULTANTS

City of Laredo Legislative Days 2025

Austin Itinerary

Monday, February 3

- | | |
|-------|--|
| 8:00 | Delegation Breakfast <ul style="list-style-type: none">- <i>Stephen F. Austin Royal Sonesta</i>- <i>701 Congress Ave., Austin, TX 78701</i> |
| 10:00 | Meeting with Director David Yoskowitz, Tx Parks & Wildlife <ul style="list-style-type: none">- <i>Texas Parks and Wildlife HQ, 4200 Smith School Rd, Austin, TX 78744</i> |
| 11:00 | Meeting with Executive Director Cruz, Economic Development and Tourism <ul style="list-style-type: none">- <i>Texas EDT Office - EDT Conf. Room, 221 E. 11th St., Austin, TX</i> |

12:00	Lunch with Representative Don McLaughlin <i>-Austin Club, 110 E 9th St</i>
1:00	Meeting Colonel Martin, Department of Public Safety <i>- Rep. Raymond's Office Room 1W.2</i>
1:30	Meeting with Commissioner Esparza, TWC Commissioner Representing Employers <i>- TWC Office - RM 644, 101 E 15th St.</i>
2:00	Meeting with Commissioner Treviño, TWC Commissioner for Labor - <i>- TTWC Office - RM 638, 101 E 15th St.</i>
3:00	Meeting with Deputy Comptroller Lisa Craven, Texas Comptroller's Office <i>- Rep. Raymond's Office Room 1W.2.</i>
4:30	Meeting with Commissioner Wright, Texas Railroad Commission CJ <i>- 1701 N. Congress Ave. Ausin TX 78701</i>

Tuesday, February 4

8:00	Delegation Breakfast <ul style="list-style-type: none">- <i>Stephen F. Austin Royal Sonesta</i>- <i>701 Congress Ave., Austin, TX 78701</i>
11:00	Meeting with Chairman Rhodes, Texas Workforce Investment Council - <ul style="list-style-type: none">- <i>Location TBD</i>
11:00	Senate Gallery Recognition <ul style="list-style-type: none">- <i>Held in the Senate Gallery</i>
11:30	Meeting with Dean Senator Judith Zaffirini <ul style="list-style-type: none">- <i>IE.13</i>
12:00	Meeting with Assistant Secretary of State for Mexican and Border Affairs Carlos Ealy, Secretary of State's Office <ul style="list-style-type: none">- <i>Flag Room</i>

- 1:30 Meeting with Commissioner Buckingham, General Land Office
- *Rep. Raymond's Office Room 1W.2*
- 2:00 House Floor Recognition
Held on the House Floor
- 2:30 Meeting with Director Wilkinson, Texas Department of Housing & Community Affairs –
Rep. Raymond's Office Room 1W.2



McWILLIAMS
GOVERNMENTAL AFFAIRS CONSULTANTS

Wednesday, February 5

- 8:00 Delegation Breakfast –
Stephen F. Austin Royal Sonesta
- *701 Congress Ave., Austin, TX 78701*
- 9:00 Meeting with Representative Raymond
- *Rep. Raymond's Office Room 1W.2*
- 9:30 Meeting with Chairman Rhodes, Texas Workforce Investment Council
- Location: MGA
- 10:00 Meeting with Chairman Gleeson, Public Utility Commission
- *1701 N Congress*
- 10:00 Meeting with Christina Adkins, Webb County Election Division
- *Rudder building: 1019 Brazos Austin, Texas*
- 11:00 Meeting with Director Conte, Broadband Development Office
- *Rep. Raymond's Office Room 1W.2*
- 11:00 Meeting with Director Keel, Texas Commission on Environmental Quality
- *12100 Park 35 Circle, Austin, TX, building F, 4th floor*

- 11:00 Meeting with Deputy Chief of Staff, Toby Baker & Deputy Chief of Staff, Angela Colmenero, The Office of the Governor
- 2S.1
- 1:00 Meeting with Chair Stepney, Water Development Board
- 1700 N. Congress Ave Austin, Texas 78701
- 1:00 Meeting with Executive Commissioner Young, HHSC, Commissioner Shuford, DSHS, Chief Deputy Commissioner, Imelda Garcia and Deputy Commissioner for RLHO, Dave Gruber.
- HHSC North Austin Complex / 4601 W Guadalupe Street, Austin, TX 78751 / Conference Room 9.110
- 2:00 Meeting with Representative Don McLaughlin
- E2.820
- 2:30 Meeting with Lieutenant Governor Dan Patrick
- 2E.13
- 2:30 Meeting with Chair Paup, Texas Water Development Board
- 12100 Park 35 Circle, Austin, TX, building F, 4th floor
- 3:00 Meeting with Chief Engineer Simmons, TxDOT
- Rep. Raymond's Office Room 1W.2
- 6:00 Laredo Day Reception-
- Stephen F. Austin Royal Sonesta Hotel, 701 Congress Ave., Austin, TX 78701
- Capital Ballroom

REFERENCES

MGA represents a robust and diverse client list that includes multiple local government entities and Fortune 500 companies. As a result, our firm brings to the table an immense amount of experience and expertise in working with the Texas Legislature and state regulatory agencies on a wide array of projects that all are relevant to the City of Laredo, including transportation and economic development. Our firm maintains strict client confidentiality provisions to protect the integrity of each of our clients' work product, but we encourage the City of Laredo to reach out to the client references that are listed below to gain positive feedback on our firm's excellent ongoing work in this area. The same goes for other key issues of importance to the City of Laredo, as the below list of client references demonstrates the breadth of experience representing clients who run the gamut of different policy areas, and we have successfully dealt with all of the major state agencies who regulate those various different fields.

Webb County, Texas

Contact name: Nathan R. Bratton

Title: General Counsel, Civil Legal Division

Telephone: (956) 523-4618

Email: nbratton@webbcountytexas.gov

Facsimile: N/A

Address: 1000 Houston St., 2nd Floor, Laredo, TX 78040

Relevant work performed: Comprehensive state legislative consulting services

MGA team members involved: All MGA team members

Kickapoo Traditional Tribe of Texas

Contact name: Jason Nelson

Title: General Counsel

Telephone: (830) 773-2105 ext. 5386

Email: jason.nelson@ktttribe.org

Facsimile: N/A

Address: 2212 Rosita Valley Road, Eagle Pass, TX 78852

Relevant work performed: Comprehensive state legislative consulting services

MGA team members involved: All MGA team members

Dallas-Fort Worth International Airport

Contact name: Erica Mulder

Title: Senior Government Relations Manager

Telephone: (972) 973-5863

Email: emulder@dfwairport.com

Facsimile: N/A

Address: 2400 Aviation Dr., Dallas, TX 75261

Relevant work performed: Comprehensive state legislative consulting services

MGA team members involved: All MGA team members

Relevant work performed: Comprehensive state legislative consulting services
MGA team members involved: All MGA team members

City of Austin, Texas

Contact name: Mayor Kirk Watson

Title: Mayor

Telephone: (512) 978-2100

Email: kirk.watson@austintexas.gov

Facsimile: N/A

Address: 301 W. Second Street, Austin, TX 78701

Relevant work performed: Comprehensive state legislative consulting services

MGA team members involved: All MGA team members

City of Texarkana, Texas

Contact name: Mayor Bob Bruggeman

Title: Mayor

Telephone: (903) 798-3930

Email: rbbuggeman@aol.com

Facsimile: N/A

Address: 220 Texas Boulevard, Texarkana, TX 75501

Relevant work performed: Comprehensive state legislative consulting services

MGA team members involved: All MGA team members

OTHER INFORMATION THAT MAY BE HELPFUL IN THIS EVALUATION



Andrea McWilliams, Founder and President, has been recognized as a 2024 Top Lobbyist by the National Institute for Lobbying & Ethics. Andrea is the first Texas lobbyist to receive this prestigious honor which highlights her exceptional leadership, integrity, and influence in the field of advocacy, both nationally and at the state level.

The NILE Top Lobbyist Award is given to individuals selected through a rigorous, merit-based process that highlights innovation, leadership, and ethical practices in lobbying. As the only Texan, Andrea's inclusion on this list further cements her role as one of the most prominent and trusted voices in Texas politics.



Since its inception in 2020, the NILE Award honors exceptional lobbying talents while ensuring a strictly merit-based selection process. To achieve this, a dedicated panel of judges conducted blind evaluations of each nominee, ensuring that recognition as a Top Lobbyist is based entirely on remarkable performance and dedication to the profession within the year.

"On behalf of the National Institute for Lobbying & Ethics, I extend my heartfelt congratulations to this year's Top Lobbyist award winners," said Jon Gentile, NILE President. "Being named a Top Lobbyist is a prestigious honor that recognizes not only exceptional skill and dedication but also the highest standard of integrity and impact in our profession. These individuals have demonstrated a remarkable commitment to advancing good policy and

representing their clients with excellence. We are proud to celebrate their achievements and the vital role they play in our democratic process."

The 2024 Top Lobbyist list showcases a diverse group of professionals within the advocacy profession, including lobbyists, PAC professionals, and grassroots specialists endorsed by their peers. These individuals have not only demonstrated exceptional advocacy skills but have also brought innovation and thought leadership to their profession. They are held in high esteem by both clients and colleagues and have made meaningful contributions to their communities through charitable and pro-bono work. Their dedication, expertise, and commitment to ethical practices make them outstanding representatives of the profession.