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November 15, 2021

Mr. Robert Camareno  
City Manager  
City of New Braunfels  
550 Landa Street  
New Braunfels, TX 78130

Re: Proposal for Representation in 2022

Dear Mr. Camareno:

Based on our discussions, we submit this proposal to continue to assist the City of New Braunfels ("City") during the period January 1 to September 30, 2022, by providing legal services, including law-related services such as legislative lobbying, concerning: (1) Federal funding and other Federal support for various City projects, and (2) the City's initiatives on Federal legislative and regulatory issues. Our efforts will include working with the City's Congressional delegation for support on legislation and matters with Federal agencies and working directly with Federal agencies to obtain funding or approvals through their programs. During 2021, we assisted the City on the following Federal matters.

**A. Coronavirus Crisis.**

During 2021, Congress enacted legislation to address the ongoing coronavirus crisis. We assisted the City in requesting Congressional support for these initiatives. The largest bill, the American Rescue Plan Act, provided several sources of Federal grant funding and we assisted the City with questions and issues concerning the funding. Since the coronavirus crisis is expected to continue into 2022, we propose to continue to assist the City on related legislative issues, Federal agency funding, and other issues that might arise.

**B. Infrastructure Investment and Jobs Act.**

We have been tracking the progress of the Infrastructure Investment and Jobs Act, which Congress has finally passed. This new law expands existing Federal grant programs and establishes new ones. We propose to assist the City in reviewing the legislation, providing information on the various grant programs, discussing the programs and the City's needs with

Federal agency officials, advising the City of the issuance of Notices of Funding Opportunities, developing a plan for the City's grant applications, and obtaining Congressional support.

**C. New Braunfels Regional Airport.**

During the past several years, we have assisted the City on several issues concerning the New Braunfels Regional Airport ("Airport").

**1. Federal Contract Tower Program Funding.**

The Federal Aviation Administration's ("FAA") Federal Contract Tower Program provides approximately \$400,000 in annual funding for the controllers at the Airport's air traffic control tower. Congress has to renew the funding for the overall Contract Tower Program each year and our efforts in 2021 focused on FY 2022 funding. These efforts included requesting support from the City's Congressional delegation, working with Congressional staff, coordinating with the U.S. Contract Tower Association, and tracking and advising the City about developments throughout the process. Thus far, it appears that Congress will provide the necessary funding for FY 2022, though Congress has not yet passed the final bill. During 2022, Congress will consider funding for FY 2023. We propose to continue to support the City's efforts on this issue during 2022 to ensure sufficient funding for the overall Program and for the Airport.

**2. Federal Funding and Approvals for Airport Projects.**

The City's Master Plan Update sets forth a series of development projects at the Airport over the next several years. We have supported the City's efforts to obtain FAA support for grant funding. We propose to continue to assist the City in working with the FAA and our Congressional delegation in implementing this new Master Plan, including working to obtain Federal grant funding and approvals under the FAA's Airport Improvement Program, the Contract Tower Program, and other FAA programs that might assist the Airport.

**3. Aquifer Storage Recovery Project.**

The City has been working with New Braunfels Utilities on an Aquifer Storage Recovery Project that would be located at the Airport. The use of Airport property for non-aviation purposes requires FAA approval pursuant to standard provisions in the City's grant agreements with the FAA. We have assisted the City in drafting a proposed Lease Agreement with NBU. Although the project is still in process, once it moves forward we propose to assist the City in its efforts to obtain FAA approval, including working with the FAA's Airport District Office.

**D. Federal Grants.**

We have assisted the City in its efforts to obtain Federal grant funding and have provided information on the availability of funding under various programs. We propose to continue to assist the City in these efforts to obtain Federal grant funding under various programs.

**E. Flood Mitigation Program.**

The City has a comprehensive, multi-year Flood Mitigation Program. Flooding in New Braunfels and throughout the region shows the benefits of this program and also the importance of continuing it. The Federal government has a strong role in flood control issues, including grants through the Federal Emergency Management Administration ("FEMA"), approval of

revised flood maps by FEMA, and approval of flood mitigation projects by the Army Corps of Engineers. We propose to assist the City in obtaining support for its Flood Mitigation Program from these and other Federal agencies as well as our Congressional delegation.

**F. Federal Legislative and Regulatory Issues.**

We have routinely tracked Federal legislative and regulatory issues that are of interest to the City, such as the FAA Reauthorization Bill, and have advocated for the City's positions. During 2022, we propose to monitor Federal legislative initiatives, advise the City of developments, represent the City's interests with our Congressional delegation and Federal agencies, and seek support for the City's positions.

**G. Meetings in Washington, D.C.**

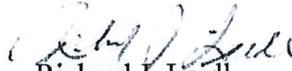
In March 2020 and in prior years, we arranged and participated in meetings with City officials and Members and staff of the Congressional delegation, Economic Development Administration officials, NTIA officials, and telecommunications counsel on a variety of Federal issues and I believe that these meetings have been very productive. Unfortunately, Congressional offices and most Federal agency offices in Washington were closed to the public for a while due to the ongoing COVID-19 crisis. Members of Congress are now hosting meetings in their offices, though many Federal agencies are still not hosting in-person meetings. I recommend that City officials resume their trips to Washington to meet with Members of our Congressional delegation and, to the extent possible, Federal agencies of interest. In the meantime, I recommend that, in lieu of in-person meetings, we have conference calls with Federal agency officials to continue the discussions about Federal issues that are important to the City.

**H. Proposal for 2022.**

As we discussed, for 2022, we propose to assist the City on the foregoing Federal issues and other ones that might arise and propose a retainer of \$40,500 plus expenses for the period January 1, 2022, through September 30, 2022, which would be \$4,500 per month plus expenses. This is the same amount monthly that has been in place for the past four years. Our Billing and Payment Policies are attached. It has been our practice to work closely with the City as part of its team and we will be in regular contact through telephone calls and emails with you and other City officials and will keep you apprised of developments.

If this proposal is acceptable, please confirm the City's agreement by signing in the space provided below. It continues to be a privilege to be a part of the City's team here in Washington and I greatly appreciate the opportunity to be of assistance.

Sincerely,



Richard J. Leidl  
President

The foregoing is agreed to:  
The City of New Braunfels

By: \_\_\_\_\_  
Robert Camareno  
City Manager

Dated: \_\_\_\_\_, 2021

## Billing and Payment Policies for 2022

The proposed charges for expenses are set forth below.

Photocopying	No charge, except for large volumes handled by a vendor, in which case the photocopying will be billed at the rate charged by the vendor.
Facsimile	No charge.
Postage	No charge.
Mileage	No charge.
Telephone	No charge.
Airfare	Coach class.
Other Travel Expenses	At cost.
Other Third Party Charges	All other third party charges, including overnight delivery services, are billed at the rates charged by these third parties.

The City's approval in advance shall be required for airfare and other travel expenses and for any individual expense item that exceeds \$200.00. As a result of billing delays by outside vendors, some charges may be billed later than the period in which the corresponding services are rendered.

The Firm shall submit invoices on a monthly basis and payment shall be due within 30 days. The City shall have the right to terminate this Agreement at any time. The Firm shall have the same right, subject to any professional obligation to give the City reasonable time to arrange alternative representation and subject to the rules of any applicable court or tribunal. In the event of a termination of the Firm's services, the City shall be obligated to pay for fees and other non-fee charges incurred prior to the delivery of the notice of termination.