

May 10, 2023

The Honorable Nieves Riedel  
Mayor  
City of San Luis  
1090 East Union Street  
San Luis, Arizona 85349

Via electronic mail: [rvelez@cityofsanluis.org](mailto:rvelez@cityofsanluis.org)

RE: Addendum to Contract for Professional Services

Dear Mayor Riedel,

On behalf of Ramírez Advisors Inter-National, LLC, (RAI-N), and after extensive dialogue with members of the City of San Luis Administration team, we are presenting this addendum to our ongoing contract for professional services with the City of San Luis. We are excited about the opportunity of expanding our engagement and help the city achieve broader goals that contribute to the community's growth and development.

## **OUR UNDERSTANDING**

RAI-N is currently working with the city to advance the need to modernize the ports of entry at San Luis. But the city has multiple areas of need and there are some opportunities that require a dedicated effort on several initiatives that entail RAI-N assisting the city's leadership team in implementing multiyear approaches to advocacy, positioning, building stakeholder support and identifying opportunities to secure funding or resources of strategic interest for the city.

As we have demonstrated over the years, RAI-N has responded to multiple requests for assistance that have fallen beyond the scope of work of the current contract. We had done this without seeking changes to the remuneration agreement because we are strong believers in the potential of the city and the region and because we are fervent believers that though it may not be an item specific to the ports of entry, they contribute to the quality of life for the residents of the city and the region.

City leadership identified three new areas in which RAI-N may be of assistance. (1) The city is currently working the transfer of land from the Department of the Interior, principally from the Bureau of Reclamation and the Bureau of Land Management. (2)

The city is in the process of negotiating some additional water rights that would greatly contribute to the industrial, commercial, and residential growth of the community. (3) The city is engaged in a dialogue with the US Postal Service over the poor and limited service in the community.

## **OUR PROPOSAL**

RAI-N will hold a meeting with city leadership to better understand efforts to date, including letters, communiques, stakeholder support, and other related efforts or initiatives in order to ensure that we do not duplicate any efforts.

In a coordinated effort with the city, we will develop an advocacy and position strategy to help the city secure the transfer of the land in question to the east.

RAI-N will also assist the city in negotiations on the additional water rights, including identifying potential development partners for the development of the related infrastructure for the transport and possible treatment of the water.

RAI-N will work with the Arizona Congressional delegation and other strategic stakeholders to implement a strategy for raising awareness of the limitations of the Postal Service in San Luis and work to implement strategies that offer solutions for the city.

As always, RAI-N stands ready to provide assistance to the city on these and other related issues as we remain committed to efforts that improve the quality of life for residents of the city and the region.

## **OUR FEES AND EXPENSES**

RAI-N will require an increase of \$2,750 per month to the current retainer. Additionally, the city will cover all travel related and out of pocket expenses including but not limited to lodging, airfare, and ground transportation as they pertain to this engagement. Invoices are due within 30 days of the date they are received. RAI-N will submit any and all expenses as a direct pass through, without any markup. Delays of more than 30 days in receiving payment will result in a 1% additional charge on a per month basis.

## **GENERAL TERMS AND CONDITIONS**

All general terms and conditions of the current agreement remain in effect in the contractual agreement between the city and RAI-N.

**This engagement letter is presented to you and your leadership team only and is to be treated as confidential information at all times.**

**CONCLUSION**

We are excited about the opportunity to expanding our engagement with the City of San Luis. Should this proposed Addendum meet your expectations, please sign it, and return a copy at your convenience.

Thank you in advance for the consideration you give to this proposal.

Respectfully,  
FOR RAMIREZ ADVISORS INTER-NATIONAL, LLC



Luis E. Ramirez Thomas, MSFS  
President

FOR THE CITY OF SAN LUIS

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Name

\_\_\_\_\_  
Title