



McWILLIAMS

GOVERNMENTAL AFFAIRS CONSULTANTS

MCWILLIAMS GOVERNMENTAL AFFAIRS CONSULTING INC.

**IN RESPONSE TO SOLICITATION RFQ-004 - LEGISLATIVE CONSULTING
SERVICES FOR WEBB COUNTY**

TRANSMITTAL LETTER

McWilliams Governmental Affairs Consulting Inc. (MGA) is the entity submitting this Statement of Qualifications (SOQ).

This SOQ is valid for ninety (90) days from the deadline of submission.

MGA is the most qualified Offeror to provide the services described in this RFQ. 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 Webb County.

MGA is an Austin, Texas-based bi-partisan governmental affairs consulting firm that offers the intimacy of a boutique lobbying firm with the resources and capabilities of a national organization. Our firm offers a combination of detailed, information-based lobbying together with unparalleled expertise in the Texas legislative process.

Most significantly, MGA brings to the table a wealth of experience representing Texas local government entities such as the Cities of Laredo, Austin, and Texarkana, among others. On behalf of my firm, I look forward to MGA's representation of Webb County during the 89th Texas Legislative Session and beyond.

Sincerely,

Andrea McWilliams
President

McWilliams Governmental Affairs Consulting, Inc.

EXECUTIVE SUMMARY

MGA is providing in this response all of the requirements of this RFQ. The following is a concise summary of the contents of our firm's SOQ.

MGA provides governmental affairs consulting services, specializing in the Texas Legislative and Executive branches of state government. We represent a robust and diverse client list that has includes multiple Fortune 500 companies. Of particular importance, MGA has represented multiple cities and other government entities for decades, including the Cities of Laredo, Austin, and Texarkana, the Kickapoo Traditional Tribe of Texas, and Dallas-Fort Worth International Airport, among others.

MGA has long-standing experience in working with the members of Webb County Legislative Delegation, including Senator Judith Zaffirini (D - Laredo) and Representative Richard Raymond (D – Laredo). MGA's President, Andrea McWilliams, served as Chief of Staff to Representative Raymond while working in the Legislature, and has maintained close ties to the Webb County Delegation ever since. Our firm also has cultivated a relationship with Webb County's newest Legislative Delegation member, Representative-elect Don McLaughlin (R).

MGA has been operating as a governmental affairs firm for over 20 years and has been consistently ranked in the media as one of the top lobby firms throughout this period. Throughout its long and well-respected tenure, MGA has continuously crafted extensive and trusted working relationships with key state legislators and other state and local elected officials.

MGA stands apart from the field in having one of the highest legislative success rates of any Texas governmental affairs firm. We combine years of strategic insight and knowledge of the legislative and regulatory processes with the work ethic and integrity necessary to achieve Webb County's goals efficiently.

Texas politics has proven in recent years to be volatile and subject to rapid, seemingly unpredictable change regarding major substantive policy matters. MGA has developed, and will employ for Webb County, an effective, holistic approach to leverage the legislative and regulatory processes that meets all of the County's needs as articulated in this RFQ. MGA will assist as an issue advocate for Webb County, at the direction of Webb County Commissioners and staff, on all legislative and regulatory efforts. Such services will include advocating a position approved by Webb County Commissioners and staff, researching and making recommendations on legislation affecting Webb County, representing Webb County at public and private meetings discussing aviation issues, maintaining the aforementioned communication with Webb County as well as state officials, and providing the necessary information and speaking with media, as directed by Webb County Commissioners and staff.

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LEGISLATIVE CONSULTING SERVICES - EXPERIENCE

MGA was established on the date of November 18th, 1999.

MGA provides governmental affairs consulting services, specializing in the Texas Legislative and Executive branches of state government.

We are an Austin, Texas-based bi-partisan governmental affairs consulting firm that offers the intimacy of a boutique lobbying firm with the resources and capabilities of a national organization. Our firm offers a combination of detailed, information-based lobbying together with unparalleled expertise in the Texas legislative process.

MGA is located in the closest office space to the state capitol building of any government affairs consulting firm, immediately across the street from the west wing of the capitol. This office space will be available to Webb County Commissioners and staff at any time as needed for meetings and hearings taking place in Austin.

MGA represents a robust and diverse client list that includes multiple Fortune 500 companies. In particular, our firm brings to the table a wealth of experience regarding issues important to Webb County, as we have an extensive track record of representing similar governmental entities. Our firm has represented multiple cities and other government entities for decades, including the Cities of Laredo, Austin, and Texarkana, the Kickapoo Traditional Tribe of Texas, and Dallas-Fort Worth International Airport, among others.

As a result, MGA has gained an immense amount of experience and expertise in working with the Texas Legislature and state regulatory agencies on a wide array of topics that all are relevant to Webb County, including transportation, homeland security and public safety, financial services, information technology, telecommunications, and economic development, to name a few.

MGA has provided services like those requested in this RFQ since the year 1999. MGA has been operating as a governmental affairs firm for over 20 years and has been consistently ranked in the media as one of the top lobby firms throughout this period.

Throughout its long and well-respected tenure, MGA has continuously crafted extensive and trusted working relationships with key state legislators and other state and local elected officials. Of paramount importance for our firm's representation of Webb County's interests in Austin, MGA has long-standing experience in working with the members of Webb County Legislative Delegation, including Senator Judith Zaffirini (D - Laredo) and Representative Richard Raymond (D - Laredo). MGA's President, Andrea McWilliams, served as Chief of Staff to Representative Raymond while working in the Legislature, and has maintained close ties to the Webb County Delegation ever since. Our firm also has cultivated a relationship with Webb County's newest Legislative Delegation member, Representative-elect Don McLaughlin (R).

Texas politics has proven in recent years to be volatile and subject to rapid, seemingly unpredictable change regarding major substantive policy matters. In such an environment, those local government entities that enlist the help of a seasoned Texas governmental affairs firm gain a tremendous competitive advantage, especially during the Legislative Session. MGA would employ proven strategies to meet these issues head on, while working closely with Webb County to ensure success. We have developed an effective, holistic approach to leverage the legislative and regulatory processes to advance our clients' interests, including: preparing testimony for public hearings held by legislative committees and state agencies; helping draft or amend state agency procurement responses, supporting or opposing legislation, and budget riders/requests; and securing high level meetings with key decision makers.

MGA has the needed experience and know-how to assist Webb County with lobbying efforts, and promote Webb County's legislative agenda during the term of this proposed engagement.

MGA will provide communication amongst state government leaders for informational purposes on a frequency as determined by Webb County including, upon Webb County's request and direction, legislative and state agency office visits and/or virtual meetings, seminars, newsletters, emails, letter campaigns to officials, etc. Using Webb County's Legislative Delegation relationships as the cornerstone, MGA will develop and implement a strategy designed to educate key other state executive and legislative branch leaders, as well as key legislative coalition leaders, on issues of importance to Webb County. Targeted individuals will include, but not be limited to, the Governor, the Lieutenant Governor, the Speaker of the House of Representatives, the Chairs of the Senate Finance and House Appropriations Committees, the Chair of the Senate Local Government Committee, the Chair of the House County Affairs Committee, and other House and Senate Committee Chairs and members of Committees that have direct purview over issues identified as being of importance to Webb County. Targeted legislative coalition leaders should include, but 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.

A clear benchmark will be in successfully advancing and passing as many items included on Webb County State Legislative Agenda as possible. This can be a daunting metric, given that in the last regular Texas legislative session, out of 7,324 House and Senate bills filed, only 16.78% were signed into law. In this regard, MGA stands apart from the field in having one of the highest legislative success rates of any Texas governmental affairs firm.

Because we understand the logistical difficulties of enacting legislation, MGA will be able to plan with Webb County for all contingencies at the outset and will be proactively searching for bill and budget rider opportunities and legislative champions before each legislative session begins. These nuanced achievements could be viewed as

successes in their own right, but MGA's only goal each session is to fully achieve our clients' objectives. Sometimes this will entail a multi-session approach, as oftentimes major initiatives can be first secured through pilot funding grants or programs that in subsequent sessions blossom into full-fledged statewide laws or revenue streams.

At the same time, MGA strives to "do no harm" in its representation of our clients. Identifying, alerting Webb County to, and defending Webb County against harmful legislation or state agency activity is another major service we provide. Our years of experience in helping clients avert legislative tragedies – in some cases that would have eliminated their entire funding streams or industries – have left no doubt that such efforts must be contemplated when measuring the success of a legislative session or interactions with a state agency.

Below please find the requested identifying information for MGA.

- a. Name and address of business entity submitting the proposal:
McWilliams Governmental Affairs Consulting, Inc.
1220 Colorado Street, Suite 100
Austin, TX 78701
- b. Type of business entity: Corporation
- c. Place of incorporation: State of Texas
- d. Name and location of major offices:
McWilliams Governmental Affairs Consulting, Inc.
1220 Colorado Street, Suite 100
Austin, TX 78701
- e. Offeror's principal contact person regarding all contractual matters related to this RFQ:
Andrea McWilliams
President
McWilliams Governmental Affairs Consulting, Inc.
1220 Colorado Street, Suite 100
Austin, TX 78701
Business phone: 512-477-4677
Business fax: 512-477-0009
- f. Full name and business address of each for each member and employee of MGA who will perform services on this project:
Andrea McWilliams, President
Dan Mays, General Counsel
Daniel Smeraldo, Chief of Staff, Director of Communications
Marisa Huerta, Legislative Director
Business address for all MGA members and employees:

McWilliams Governmental Affairs Consulting, Inc.
1220 Colorado Street, Suite 100
Austin, TX 78701

- g. MGA is financially stable. MGA is able to perform the functions required by this RFQ and to provide those services represented by MGA in our response.

PERSONNEL QUALIFICATIONS

If selected, MGA's firm President, Andrea McWilliams, is the lead consultant who will be assigned to Webb County throughout the term of these awarded services. Additionally, our full MGA team will be assigned to Webb County to support Ms. McWilliams' efforts.

Below please find resumes for each MGA staff member that will be assigned to Webb County.



Andrea McWilliams, President, MGA

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 Mundy 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., General Counsel, MGA

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, MGA

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.



Marisa Huerta, Legislative Director, MGA

Marisa Huerta graduated The University of Texas at Austin, majoring in Government with a minor in Journalism and Media studies. As a former state politics reporter for The Daily Texan, she plans to either work in politics in Austin or continue pursuing journalism. As a legislative director at McWilliams Governmental Affairs, she hopes to learn about how various policy proposals can create solutions for current problems within the community.

We believe our firm's SOQ meets Webb County's needs and the RFQ requirements for several reasons. MGA will assist as an issue advocate for Webb County, at the direction of Webb County Commissioners and staff, on all legislative and regulatory efforts. Such services will include advocating a position approved by Webb County Commissioners and staff, researching and making recommendations on legislation affecting Webb County, representing Webb County at public and private meetings discussing aviation issues, maintaining the aforementioned communication with Webb County as well as state officials, and providing the necessary information and speaking with media, as directed by Webb County Commissioners and staff.

MGA will provide to Webb County all of the following services and those services related to state governmental consulting services during the term of the contract, such as:

- Preparation of documents, communication, and presentations to activities in relation to state government entities to Webb County;
- Lead in the preparation and implementation of strategic plans for Webb County to increase its ability to influence state legislative and regulatory activities that impact Webb County based upon priorities and policy positions established by Webb County;
- Monitor legislation of interest to Webb County during regular or special sessions, and regularly make written and verbal status reports;
- Produce ad hoc summary reports on legislation and regulations that impact Webb County;
- Produce ad hoc reports and/or plans for Webb County staff on legislative strategy and priorities;
- Advise Webb County with the best mode of communicating with state officials and staff related to issues of importance to Webb County and advancing regulatory and legislative priorities of Webb County;
- Develop and implement a strategy designed to educate key legislative committee members and coalition leaders on issues affecting Webb County;
- Work in support of/opposition of legislation, rules, policies or programs that may affect Webb County including drafting proposed legislation, identifying potential sponsors of legislation, appearing as an advocate before members of the executive and legislative branch and presenting information to the legislature or state government;
- Further develop and cultivate relationships with state agency and legislative staff by initiating information meetings to discuss issues impacting Webb County;
- Work in support or in opposition to legislative initiatives with the potential to positively or negatively impact Webb County;
- Work with trade associations, interest groups and other entities sharing issues of common interest with Webb County;
- Complete and submit any necessary filings with local, state, and state agencies along with any other regulatory compliance requirements.

REFERENCES AND PROJECTS

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 Webb County, 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 Webb County 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 Webb County, 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.

City of Laredo

Contact name: Mayor Victor Trevino

Title: Mayor

Telephone: (956) 791-7302

Email: mayortrevino@ci.laredo.tx.us

Facsimile: N/A

Address: 1110 Houston St., 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@kttribe.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

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

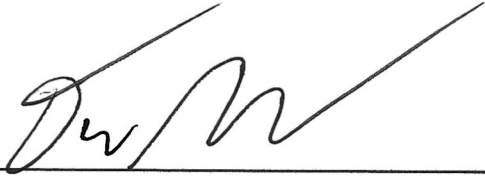
good policy and representing their clients with excellence. We are proud to celebrate their achievements and the vital role they play in our democratic process."

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.

THIS FORM MUST BE INCLUDED WITH RFQ PACKAGE; PLEASE CHECK OFF EACH ITEM INCLUDED WITH RFQ PACKAGE AND SIGN BELOW TO COMPLETE SUBMITTAL OF EACH REQUIRED ITEM.

“Legislative Consulting Services for Webb County”

- ☒ Statement of Qualifications
- ☒ References Form
- ☒ Conflict of Interest Form (CIQ)
- ☒ Certification regarding Debarment (Form H2048)
- ☒ Certification regarding Federal lobbying (Form 2049)
- ☒ Purchasing Code of Ethics Affidavit
- ☒ House Bill 89 Form
- ☒ Senate Bill 252 Form
- ☒ Proof of No Delinquent Tax Owed to Webb County



Signature of Person Completing this Package

11/15/24
Date

CERTIFICATION REGARDING FEDERAL LOBBYING
(Certification for Contracts, Grants, Loans, and Cooperative Agreements)

PART A. PREAMBLE

Federal legislation, Section 319 of Public Law 101-121 generally prohibits entities from using federally appropriated funds to lobby the executive or legislative branches of the federal government. Section 319 specifically requires disclosure of certain lobbying activities. A federal government-wide rule, "New Restrictions on Lobbying", published in the Federal Register, February 26, 1990, requires certification and disclosure in specific instances.

PART B. CERTIFICATION

This certification applies only to the instant federal action for which the certification is being obtained and is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by section 1352, title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$100,000 for each such failure.

The undersigned certifies, to the best of his or her knowledge and belief, that:

1. No federally appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with the awarding of any federal contract, the making of any federal grant, the making of any federal loan, the entering into of any cooperative agreement, or the extension, continuation, renewal, amendment, or modification of any federal contract, grant, loan, or cooperative agreement.
2. If any funds other than federally appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a member of Congress in connection with these federally funded contract, subcontract, subgrant, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions. (If needed, contact the Texas Department of Agriculture to obtain a copy of Standard Form-LLL.)

3. The undersigned shall require that the language of this certification be included in the award documents for all covered subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all covered subrecipients will certify and disclose accordingly.

Do you have or do you anticipate having covered subawards under this transaction?

☐ Yes
☒ No

Name of Contractor/Potential Contractor McWilliams Governmental Affairs Consulting, Inc.	Vendor ID No. or Social Security No.	Program No.
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Name of Authorized Representative Daniel Smeraklo III	Title Chief of Staff
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Daniel Smeraklo III
Signature -- Authorized Representative

11/13/24
Date

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

2 ☐ Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes

☒ No

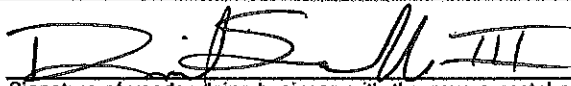
B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes

☒ No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director, or holds an ownership interest of one percent or more.

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7 
Signature of vendor doing business with the governmental entity

11/13/24
Date

CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

Local Government Code § 176.001(1-a): "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

Local Government Code § 176.003(a)(2)(A) and (B):

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

(i) a contract between the local governmental entity and vendor has been executed; or

(ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

Local Government Code § 176.006(a) and (a-1)

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

(1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

(2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.

Offeror: Complete & Return this Form with Response Submission.

House Bill 89 Verification

I, Daniel Smeraldo III, the undersigned representative of (company or business name) McWilliams Governmental Affairs Consulting, Inc. (heretofore referred to as company) being an adult over the age of eighteen (18) years of age, after being duly sworn by the undersigned notary, do hereby depose and verify under oath that the company named above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2270:

1. Does not boycott Israel currently; and
2. Will not boycott Israel during the term of the contract.

Pursuant to Section 2270.001, Texas Government Code:

1. "Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made ordinary business purposes; and

2. "Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or an limited liability company, including a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate of those entities or business association that exist to make a profit.

Daniel Smeraldo III
Signature of Company Representative

11/13/24
Date

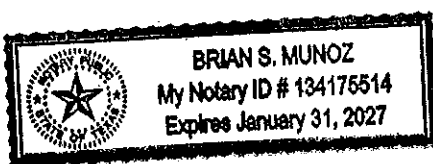
On this 13th day of November, 2024, personally appeared

Daniel Smeraldo III, the above named person, who after by me being duly sworn, did swear and confirm that the above is true and correct.

Notary Seal

[Signature]
Notary Signature

November 13th, 2024
Date



PROOF OF NO DELINQUENT TAXES OWED TO WEBB COUNTY

McWilliams Governmental Affairs
Name Consulting, Inc. owes no delinquent property taxes to Webb
County.

McWilliams Governmental Affairs Consulting, Inc. owes no property taxes as a business in Webb County.
(Business Name)

Andrea McWilliams owes no property taxes as a resident of Webb County.
(Business Owner)

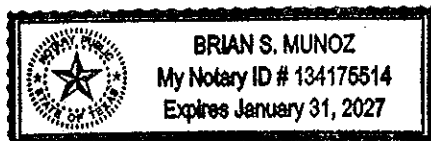
Daniel Smeraldo III 
Person who can attest to the above information

*** SIGNED NOTORIZED DOCUMENT AND PROOF OF NO DELINQUENT TAXES TO
WEBB COUNTY.**

The State of Texas
County of ~~Webb~~ Travis
Before me, a Notary Public, on this day personally appeared Daniel Smeraldo III, know to
me (or proved to me on the oath of Proven to me with TX DL to be the person whose name
is subscribed to the forgoing instrument and acknowledged to me that he executed the same for the
purpose and consideration therein expressed.

Given under my hand and seal of office this 17th day of November 2024.

Notary Public, State of Texas



Brian S. Munoz 
(Print name of Notary Public here)

My commission expires the 31st day of January 2027.

**WEBB COUNTY PURCHASING DEPT.
QUALIFIED PARTICIPATING VENDOR CODE OF ETHICS
AFFIDAVIT FORM**

STATE OF TEXAS *

KNOW ALL MEN BY THESE PRESENTS:

COUNTY OF ~~WEBB~~ ^{B.M.} ~~*~~

^{Travis}
BEFORE ME the undersigned Notary Public, appeared Daniel Smeraldo III, the herein-named "Affiant", who is a resident of Travis County, State of Texas, and upon his/her respective oath, either individually and/or behalf of their respective company/entity, do hereby state that I have personal knowledge of the following facts, statements, matters, and/or other matters set forth herein are true and correct to the best of my knowledge.

I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby confirm that I have reviewed and agree to fully comply with all the terms, duties, ethical policy obligations and/or conditions as required to be a qualified participating vendor with Webb County, Texas as set forth in the Webb County Purchasing Code of Ethics Policy posted at the following address: <http://www.webbcountytx.gov/PurchasingAgent/PurchasingEthicsPolicy.pdf>

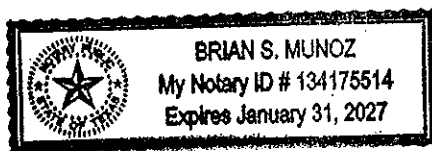
I personally, and/or in my respective authority/capacity on behalf of my company/entity do hereby further acknowledge, agree and understand that as a participating vendor with Webb County, Texas on any active solicitation/proposal/qualification that I and/or my company/entity failure to comply with the Code of Ethics policy may result in my and/or my company/entity disqualification, debarment or make void my contract awarded to me, my company/entity by Webb County. I agree to communicate with the Purchasing Agent or his designees should I have questions or concerns regarding this policy to ensure full compliance by contacting the Webb County Purchasing Dept. via telephone at (956) 523-4125 or e-mail to the Webb County Purchasing Agent to joel@webbcountytx.gov.

Executed and dated this 13th day of November, 2024.


Signature of Affiant

Daniel Smeraldo III
Printed Name of Affiant/Company/Entity

SWORN to and subscribed before me, this 13th day of November, 2024




NOTARY PUBLIC, STATE OF TEXAS

References Form

Please list at minimum five (5) local governmental entities where similar scope of services were provided.

THIS FORM MUST BE RETURNED WITH YOUR OFFER.

REFERENCE ONE

Government/Company Name: CITY OF LAREDO
Address: 1110 HOUSTON ST, LAREDO, TX 78040
Contact Person and Title: MAYOR VICTOR TREVIÑO
Phone: (956) 791-7302 Fax: N/A
Email Address: MAYORTREVINO@CITY.LAREDO, TX, US Contract Period: _____
Description of Professional Services Provided: COMPREHENSIVE STATE
LEGISLATIVE CONSULTING SERVICES

REFERENCE TWO

Government/Company Name: KICKAPOO TRADITIONAL TRIBE OF TEXAS
Address: 2212 ROSITA VALLEY ROAD, EAGLE PASS, TX 78852
Contact Person and Title: JASON NELSON, GENERAL COUNSEL
Phone: (830) 773-2105 ext 5386 Fax: N/A
Email Address: JASON.NELSON@KTTTTRIBE.ORG Contract Period: _____
Description of Professional Services Provided: COMPREHENSIVE STATE
LEGISLATIVE CONSULTING SERVICES

REFERENCE THREE

Government/Company Name: DALLAS-FORT WORTH INTERNATIONAL AIRPORT

Address: 2400 AVIATION DR., DALLAS, TX 75261

Contact Person and Title: ERICA MULDER, SR. GOVERNMENT RELATIONS

Phone: (972) 973-5863 Fax: N/A

Email Address: EMULDER@DFWAIRPORT.COM Contract Period: _____

Description of Professional Services Provided: COMPREHENSIVE STATE
LEGISLATIVE CONSULTING SERVICES

REFERENCE FOUR

Government/Company Name: CITY OF AUSTIN

Address: 301 W. SECOND STREET, AUSTIN, TX 78701

Contact Person and Title: MAYOR KIRK WATSON

Phone: (512) 978-2100 Fax: N/A

Email Address: KIRK.WATSON@AUSTINTEXAS.GOV Contract Period: _____

Description of Professional Services Provided: COMPREHENSIVE STATE
LEGISLATIVE CONSULTING SERVICES

REFERENCE Five

Government/Company Name: CITY OF TEXARKANA, TEXAS
Address: 1220 TEXAS BOULEVARD, TEXARKANA, TX 75501
Contact Person and Title: MAYOR BOB BRUGGEMAN
Phone: (903) 798-3930 Fax: N/A
Email Address: RBBRUGGEMAN@AOL.COM Contract Period: _____
Description of Professional Services Provided: COMPREHENSIVE STATE
LEGISLATIVE CONSULTING SERVICES

- **Additional pages are permitted if more space is required**

Space intentionally left Blank

CERTIFICATION
REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY
EXCLUSION FOR COVERED CONTRACTS

PART A.

Federal Executive Orders 12549 and 12689 require the Texas Department of Agriculture (TDA) to screen each covered potential contractor to determine whether each has a right to obtain a contract in accordance with federal regulations on debarment, suspension, ineligibility, and voluntary exclusion. Each covered contractor must also screen each of its covered subcontractors.

In this certification "contractor" refers to both contractor and subcontractor; "contract" refers to both contract and subcontract.

By signing and submitting this certification the potential contractor accepts the following terms:

1. The certification herein below is a material representation of fact upon which reliance was placed when this contract was entered into. If it is later determined that the potential contractor knowingly rendered an erroneous certification, in addition to other remedies available to the federal government, the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, or the TDA may pursue available remedies, including suspension and/or debarment.
2. The potential contractor will provide immediate written notice to the person to which this certification is submitted if at any time the potential contractor learns that the certification was erroneous when submitted or has become erroneous by reason of changed circumstances.
3. The words "covered contract", "debarred", "suspended", "ineligible", "participant", "person", "principal", "proposal", and "voluntarily excluded", as used in this certification have meanings based upon materials in the Definitions and Coverage sections of federal rules implementing Executive Order 12549. Usage is as defined in the attachment.
4. The potential contractor agrees by submitting this certification that, should the proposed covered contract be entered into, it will not knowingly enter into any subcontract with a person who is debarred, suspended, declared ineligible, or voluntarily excluded from participation in this covered transaction, unless authorized by the Department of Health and Human Services, United States Department of Agriculture or other federal department or agency, and/or the TDA, as applicable.

Do you have or do you anticipate having subcontractors under this proposed contract?

☐ Yes

☒ No

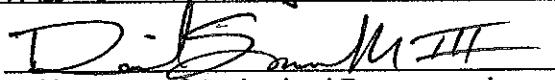
5. The potential contractor further agrees by submitting this certification that it will include this certification titled "Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion for Covered Contracts" without modification, in all covered subcontracts and in solicitations for all covered subcontracts.
6. A contractor may rely upon a certification of a potential subcontractor that it is not debarred, suspended, ineligible, or voluntarily excluded from the covered contract, unless it knows that the certification is erroneous. A contractor must, at a minimum, obtain certifications from its covered subcontractors upon each subcontract's initiation and upon each renewal.
7. Nothing contained in all the foregoing will be construed to require establishment of a system of records in order to render in good faith the certification required by this certification document. The knowledge and information of a contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.
8. Except for contracts authorized under paragraph 4 of these terms, if a contractor in a covered contract knowingly enters into a covered subcontract with a person who is suspended, debarred, ineligible, or voluntarily excluded from participation in this transaction, in addition to other remedies available to the federal government, Department of Health and Human Services, United States Department of Agriculture, or other federal department or agency, as applicable, and/or the TDA may pursue available remedies, including suspension and/or debarment.

**PART B. CERTIFICATION REGARDING DEBARMENT, SUSPENSION,
INELIGIBILITY AND VOLUNTARY EXCLUSION FOR COVERED CONTRACTS**

Indicate in the appropriate box which statement applies to the covered potential contractor:

- ☒ The potential contractor certifies, by submission of this certification, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this contract by any federal department or agency or by the State of Texas.
- ☐ The potential contractor is unable to certify to one or more of the terms in this certification. In this instance, the potential contractor must attach an explanation for each of the above terms to which he is unable to make certification. Attach the explanation(s) to this certification.

Name of Contractor	Vendor ID No. or Social Security No.	Program No.
McWilliams Governmental Affairs Consulting, Inc.		


Signature of Authorized Representative

11/13/24
Date

Daniel Smeraldo III, Chief of Staff
Printed/Typed Name and Title of
Authorized Representative

Offeror: Complete & Return this Form with Response Submission.
Senate Bill 252 Certification

SB 252 CHAPTER 2252 CERTIFICATION I, Daniel Smeraldo III, the undersigned representative of Mch Williams Governmental Affairs Consulting, Inc. (Company or business name) being an adult over the age of eighteen (18) years of age, pursuant to Texas Government Code, Chapter 2252, Section 2252.152 and Section 2252.153, certify that the company named above is not listed on the website of the Comptroller of the State of Texas concerning the listing of companies that are identified under Section 806.051, Section 807.051 or Section 2253.153. I further certify that should the above-named company enter into a contract that is on said listing of companies on the website of the Comptroller of the State of Texas which do business with Iran, Sudan or any Foreign Terrorist Organization, I will immediately notify Mr. Jose Angel Lopez III, Webb County Purchasing Agent at (956) 523-4125 or via email at joel@webbcountytexas.gov

Daniel Smeraldo III Name of Company Representative (Print)

Daniel Smeraldo III Signature of Company Representative

11/13/24 Date



RFQ 2025-004 Legislative Consulting Services McWilliams Governmental Affairs Consulting, Inc. Supplier Response

Event Information

Number: RFQ 2025-004 Legislative Consulting Services
Title:
Type: Request For Qualifications
Issue Date: 11/1/2024
Deadline: 11/15/2024 04:00 PM (CT)
Notes: *Download All Attachments* Please upload your response documents in the "Response Attachments" tab before completing your submission.

Contact Information

Contact: Mr. Juan Guerrero Contract Administrator
Address: 1110 Washington St.
Suite 101
Laredo, TX 78040
Phone: (956) 523-4149

Email: juguerrero@webbcountytx.gov

McWilliams Governmental Affairs Consulting, Inc. Information

Contact: Daniel Smeraldo
Address: 1220 Colorado St.
Suite No. 100
Austin, TX 78701
Phone: (512) 477-4677
Email: daniel@mcwilliamstexas.com
Web Address: <https://mcwilliamstexas.com/>

By submitting your response, you certify that you are authorized to represent and bind your company.

Daniel Brookhart Mays

Signature

Submitted at 11/15/2024 12:34:02 PM (CT)

dan@mcwilliamstexas.com

Email

Supplier Note

Response documents included as 10 PDF files in the "Response Attachments" tab.

Response Attachments

MGA Statement of Qualifications.pdf

Statement of Qualifications

References form.pdf

References Form

conflict of interest questionnaire.pdf

Conflict of Interest Form (CIQ)

Regarding Debarment.pdf

Certification regarding Debarment (Form H2048)

Certification Regarding Federal Lobbying.pdf

Certification regarding Federal lobbying (Form 2049)

purchasing affidavit.pdf

Purchasing Code of Ethics Affidavit

HB 89 Verification.pdf

House Bill 89 Form

SB 252 Certification.pdf

Senate Bill 252 Form

No Delinquent Taxes.pdf

Proof No Delinquent Tax Owed to Webb County

Form - RFQ Package Checklist.pdf

Checklist for RFQ "Legislative Consulting Services for Webb County"