



**Contract**  
**Limited Service Legislative & Regulatory Consulting Services**  
**City of Grapevine & Focused Advocacy**

This contract (hereinafter the "Agreement") represents an agreement between **Focused Advocacy, LLC**, ("the Consultant") as located at 3267 Bee Caves Road Suite 107-72 Austin, TX 78746 and the **City of Grapevine** ("the City") as located at 200 S Main St, Grapevine, TX 76051, Texas.

1. **Term.** The term of this Agreement shall be for 24 months from **January 1, 2025 thru December 31, 2026**.
2. **Renewal.** At the mutual agreement of both parties and as evidenced by a written memorandum, this Agreement may be renewed for two (2) additional 24-month periods.
3. **Limited Scope of Services.** The scope of services to be provided by the Consultant during the term of this Agreement is expressly limited to the following:
  - a. Represent the City's general interests before the Texas legislature as guided by the City's publicly adopted legislative positions and agenda;
  - b. Provide general guidance and assistance to the City to develop a legislative agenda that advances the health, safety, and welfare of the City's citizens;
  - c. Work to defeat legislation the City deems detrimental to the public health, safety, or welfare of its citizens;
  - d. Provide the City staff and Council with timely updates regarding the status of pending legislation;
  - e. Utilize proprietary software to help the City monitor the progress of legislation that affects the City;
  - f. Advise and inform the City of upcoming legislative committee hearings (both during the legislative session and the interim);
  - g. Assist with the preparation and drafting of legislation and amendments;
  - h. Assist with the development and drafting of letters, speeches and other advocacy materials;

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- i. Assist with the preparation of City officials who testify before legislative bodies;
- j. Attend and monitor on the City's behalf legislative hearings, agency hearings, stakeholder meetings, TML meetings, and interim legislative committee hearings; and
- k. As directed, represent the City's interests before the regulatory bodies of Texas and various state agencies of the Texas executive branch by informing the City of key state agency hearings and developments at the Texas Comptroller of Public Accounts, Department of Transportation, Public Utility Commission, General Land Office, Railroad Commission, Water Development Board, Commission on Environmental Quality, and the Department of Housing and Community Affairs.

#### **4. Expansion of Scope of Services.**

- a. This Agreement is expressly limited to the scope of services detailed herein.
- b. The scope of services in this Agreement does not include services related to efforts to pass legislation or impact rulemaking at state regulatory agencies.
- c. Any additional services requested by the City will necessitate an amendment to this Agreement with new terms and a new retainer compensation arrangement as outlined below.

#### **5. Retainer Compensation & Billing.**

- a. In consideration for the performance of the services outlined in this Agreement, the City agrees to pay the Consultant four-thousand one-hundred and sixty-six dollars and sixty-six cents (\$4,166.66) per-month.
- b. Monthly invoices will be sent on or around the first day of each month and payable by the 15<sup>th</sup> day of each month.
- c. Payment shall either be deposited directly to the bank account provided by the Consultant or otherwise mailed to Focused Advocacy at 3267 Bee Caves Road Suite 107-72 Austin, TX 78746.

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- d. Should the City require services of Consultant to assist with the passage of legislative initiatives as adopted by the City Council and develop strategies and generally work to gain support to pass a City legislative initiative, the City agrees to pay Consultants \$10,000.00 per-month.
- e. Certain services required by this contract and other services as requested by the Client from time-to-time not described by this contract will be provided by BCS, an affiliate business operation of Focused Advocacy with common ownership.

## **6. Reimbursement of Expenses.**

- a. The City agrees to and shall reimburse Consultant three hundred and fifty dollar (\$350) per month for the meals and related out-of-pocket expenses incurred by the Consultant associated with the client-related business meetings hosted by the Consultant in furtherance of the duties and services required by this Agreement.
- b. This is a fixed-amount, monthly reimbursement and will not be accompanied by receipts.
- c. The City agrees to reimburse the Consultant for these expenses at the same time it pays the monthly retainer.
- d. In addition, the City will reimburse The Consultant for any reasonable and customary expenses related to any travel requested of the Consultant by the City (i.e. - airfare, mileage, rental cars, taxis, hotels, travel-related meals).

**7. Contract for Professional Services.** The parties to this Agreement mutually acknowledge and understand that pursuant to Section 252.022(a)(4) of the Texas Local Government Code, a procurement for professional services such as the services in this Agreement is exempt from the competitive bid or proposal requirement.

## **8. Termination.**

- a. Any termination of this Agreement by the City requires ninety-days (90) written notice effective from the date written notice is delivered to the Consultant. The City is responsible for payment of the retainer through the end of the termination period and the Consultant shall be fully compensated by the City through any early termination date regardless of the appropriation of funds by the City.

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b. The City may terminate the contract with thirty days (30) written notice if termination is caused by a conflict of interest as governed by Chapter 305, Government Code regarding legislation that cannot be resolved between the City and another client of the Consultant regarding a specific piece of legislation.

**9. Points of Contact.** Unless directed otherwise, the City Manager shall act as the point of contact for the City and Brandon Aghamalian and Snapper Carr shall act as the point of contact for the Consultant. The Consultant will take its direction and work orders from the City Manager.

**10. Compliance with Texas Ethics Laws.** The Consultant agrees to comply with all applicable state lobby registration and reporting laws and with all applicable state authorities including the Texas Ethics Commission.

**11. Conflicts of Interest.**

- a. Should any other client of the Consultant take a position on a piece of legislation that is in opposition to the position of the City or should the Consultant believe that its representation of the City is materially affected by the position taken by another client, the Consultant will comply with all applicable state laws regarding conflicts of interest and will notify in writing the City within two (2) business days from the date the Consultant became aware of the conflict.
- b. The Consultant must obtain written permission from the City to continue its representation.
- c. If the conflict is between the City and any other client of the Consultant that is private sector organization, the Consultant agrees to resolve the conflict in favor of the City.

**12. Consultant Relationship.** It is understood by the parties that the Consultant is an independent contractor for the purposes of any federal and/or state laws including tax laws, and that Consultant is not in any way an employee, full or part-time of Client.

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## **13. Confidentiality.**

- a. If a party provides information or materials indicated to be confidential, the receiving party will maintain the confidentiality of such matters and not disclose any such information except in proper performance of this Agreement and as required by law.
- b. It is understood by The Consultant that the materials produced and provided under this Agreement are the property of the City and shall be returned to them upon request.

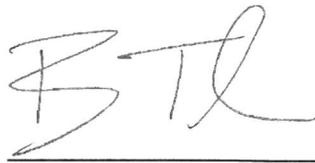
## **14. Entire Agreement and Modifications.**

- a. This Agreement contains the entire agreement and understandings of the parties with respect to the subject matter hereof and supersedes all prior or contemporaneous agreements or understandings, whether oral or written.
- b. This Agreement may not be modified, rescinded or terminated orally, and no modification, rescission, termination or attempted waiver of any provision hereof (including this section) shall be valid unless in writing and signed by both parties.

This contract is accepted and effective as of **January 1, 2025** as evidenced by the execution hereof and the signatures of the undersigned.



\_\_\_\_\_  
**Signature - City of Grapevine**



\_\_\_\_\_  
**Signature - Focused Advocacy**

*City Manager*  
\_\_\_\_\_  
**Printed name & title**

Brandon Aghamalian, President  
\_\_\_\_\_  
**Printed name & title**

*2/6/25*  
\_\_\_\_\_  
**Date**

February 6, 2025  
\_\_\_\_\_  
**Date**