

# Lone Star Consulting

601 Pennsylvania Ave. NW, Suite #900, Washington, DC 20004  
(202) 412-2689 [SHofmann@LSConsulting.us](mailto:SHofmann@LSConsulting.us)

April 27, 2025

Mr. Tommy Ludwig  
City Manager  
141 W Renfro St.  
Burleson, TX 76028-4296

Dear Mr. Ludwig,

I am writing to provide an overview of how Lone Star Consulting will serve the City of Burleson. Our firm offers deep federal experience with long-standing, established relationships in Washington, D.C. Our strength is our proven history of success with local communities across the country. This letter outlines who we are and specifically, what we will do for Burleson. What you can expect and what kind of return your city can anticipate.

For more than 25 years, Lone Star Consulting has offered a wide range of services to a variety of organizations across many governmental and industry sectors. These include governments, corporations, nonprofits and trade associations. We provide government relations services in Washington, D.C. to some of the largest and most complex governmental entities in the world, with the same vigor we provide to Schleicher County, Texas with a population of 2,000.

We help clients successfully achieve policy, regulatory, and funding goals, and assist others to envision and implement multi-year, multi-million-dollar development projects. Our in-depth substantive knowledge combined with our creativity, hard work and reputation for integrity has earned us the trust of longstanding clients. We're proud that clients think of us as an integral part of their operations, capable of delivering the services they need when they need them.

Lone Star Consulting proposes to provide a tailored federal advocacy, funding, and policy support program with the following scope of work and deliverables:

## **Scope of Work (Annual):**

- **Federal Funding Strategy & Execution:**
  - Develop a Federal and State Funding Roadmap based on Burleson's top priorities: infrastructure, broadband, water/wastewater, flood mitigation, economic development, parks, public safety (firefighting, law enforcement), among others.
  - Submit up to 3 earmark opportunities per Fiscal Year (FY) aligned to these goals.
- **Direct Advocacy & Relationship Building:**
  - Arrange and support at least 15 meetings (virtual or in person) annually between Burleson officials and key congressional offices, agency leaders, and program administrators, in order to address topics of importance to Burleson

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- Meet with Congressional leaders and Federal and State Agency representatives to promote submitted grants.
  - Support the development of briefing materials, policy one-pagers, and talking points for all engagements.
- **Policy Advisory Support:**
  - Provide monthly updates on relevant federal legislative actions, funding opportunities, and regulatory changes.
  - Provide feedback and guidance in obtaining letters of support.
- **Annual Washington, D.C. Fly-In:**
  - Coordinate and support a targeted advocacy trip to Washington, D.C., timed with congressional appropriations and grant milestones.
  - Schedule meetings with lawmakers, agency leads, and relevant committee staff.
- **Strategic Guidance:**
  - Offer ongoing guidance on leveraging existing federal programs (FEMA, Department of Transportation, Department of Justice, Army Corps of Engineers, USDA, EPA, Federal Aviation Administration, the U.S. Postal Service and more) to fund local projects.
  - Advise on key federal deadlines and timelines to ensure Burleson engages at optimal moments during the federal funding cycle.

## **Expected Return on Investment (ROI):**

### **Our target in Year One is to:**

- Position Burleson for \$500K–\$2M in federal funding through congressionally directed spending.
- Increase Burleson’s visibility with federal stakeholders to better position the city for long-term funding and policy influence.

**Relevant Experience:** We’ve applied this approach successfully for over two dozen other cities. The following is indicative of the type of success we have experienced:

- **City of Crystal City, TX** – Secured \$1.4 million to replace asbestos water lines
- **City of Mexia, TX** – Secured funding to increase their law enforcement manpower by 10%
- **Miami/Dade County, FL** - Secured \$425 million to upgrade Miami International Airport
- **Grand Prairie, TX** – Helped secure \$400,000 for roads
- **La Salle County, TX** – Accelerated by 3 years, construction on a major bridge in the county
- **City of Lynwood, CA** – Secured \$1.3 million for senior center upgrades and helped navigate compliance for FEMA and American Rescue Plan Act (ARPA) funding.
- **Jeff Davis County, TX** – Unlocked \$1.3 million in frozen funds for civic center
- **City of Pharr, TX** – Secured \$375,000 for roads in the city

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- **City of Carson, CA** – Helped secure over \$6.5 million in federal earmarks and grant funding between 2021–2024, including for parks and public safety infrastructure.
- **City of South Gate, CA** – Guided the city through multiple funding cycles, including securing over \$4 million for street improvements, water systems, and emergency operations.
- **City of Lynwood, CA** – Secured \$1.3 million for senior center upgrades and helped navigate FEMA and American Rescue Plan Act (ARPA) funding compliance.

More detail on past performance can be found in the accompanying attachment II below.

**Team Commitment:** You will have access to a senior-level team, including our President, Chief Counsel, and Vice President, who will be directly involved in advancing Burleson's objectives.

Lone Star Consulting would welcome the opportunity to serve as Burleson's federal advocate. Should you decide to hire our team we are prepared to begin immediately and would recommend a strategy session be scheduled as soon as possible so that we can begin our collaboration. Our **monthly retainer** for our services is **\$4,000** per month. There will be no billable hours and no charges for expenses. Our fee is a flat fee.

Very respectfully,

Stephen Hofmann  
President, Lone Star Consulting

2 Attachments:

1. Team Biographies
2. Recent Experience and References

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## **Attachment I: Team Biographies**

### Stephen T. Hofmann, President – Lone Star Consulting

As President of Lone Star Consulting, Stephen Hofmann has over 25 years experience representing governments before the US Congress, state legislatures and international governing bodies. Hofmann has represented over 45 governments including Miami-Dade County, Singapore, Norway, Egypt, Costa Rica, Turkey, and Hong Kong as well as a number of cities and counties in Texas including Laredo, Carthage, Mexia, La Salle County and Grand Prairie. Additionally, Hofmann has represented Walmart, GM, Levi's, Waste Management, and other corporate clients.

After spending 7 years working as staff in the Texas Legislature, Hofmann spent 8 years as staff in the US Congress. In this capacity, Hofmann worked directly with local government leaders. As a former City Councilmember, Hofmann fully understands the needs of local government. Working at the city, state and federal levels, Hofmann knows how the appropriations system works. As state and congressional staff, Hofmann helped secure billions of infrastructure dollars for highways, flood prevention projects, airports, rural development, water systems, bridges, and the redevelopment of underserved communities, among many other projects. In the private sector, Hofmann secured billions in government funding for numerous projects for clients. Projects such as the Miami International Airport modernization, flood mitigation, seaport expansion, bridge upgrades, power and water systems, and many more infrastructure projects. Born in Austin, Texas, Hofmann is married and has four children and holds a BA in Political Science. Hofmann is also fluent in English and German.

### Ciro D. Rodriguez - Special Projects, Lone Star Consulting

Mr. Rodriguez was a Congressman from Texas for 12 years including being a member of the House Appropriations Committee, the Subcommittee on Transportation, and was Chairman of the Congressional Hispanic Caucus. Prior to joining Congress in 1997, Mr. Rodriguez served 10 years as a Texas State Legislator. Additionally, he has also served as Justice of the Peace and a school board member. While in Congress, Rodriguez helped secure billions of dollars for projects throughout Texas, including major highway outlays, health clinics in rural areas, and public works infrastructure.

Rodriguez has a BA in Political Science from St. Mary's University in San Antonio and a Masters Degree.

### Jayson J. Braude - Chief Counsel

Jayson worked for United States Senators Kent Conrad and Sherrod Brown in Washington, D.C. After law school, he worked as Legislative Counsel for Congresswoman Janice Hahn, and the House Transportation and Infrastructure Committee. He then became the District Director for Congresswoman Nannette Diaz Barragan. Jayson has over fifteen years of experience in government affairs and maintains

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contacts all over Capitol Hill and throughout federal, state and local agencies. Jayson is a graduate of UC Santa Barbara and received his law degree from Southwestern Law School in Los Angeles. Jayson is a member of the Washington Bar and resides in Washington, D.C.

## Michael Lane, Senior Partner

Michael Lane is a Senior Partner, specializing in federal supply chain policy, risk management, and government affairs. A former U.S. Army officer, he led the deployment of a logistics and sustainment company to Iraq in 2011 before transitioning to federal consulting. Mike has formally advised key agencies—including the Departments of State, Treasury, and Defense—on procurement, logistics, and risk management. He also has supported major defense contractors and aerospace firms navigating federal regulations. With deep expertise in supply chain resilience and national security policy, Mike advocates for clients facing legislative and regulatory challenges. A longtime Washington, D.C. resident, he leverages strong relationships across Capitol Hill and federal agencies to drive results.

## **Attachment II: Some of Our Experience and References**

### 2022 – Present. Crystal City, Texas

- Secured \$1.4 million to replace asbestos water lines
- Brought to the table the city and NADBANK for funding for water systems
- Facilitated a meeting with EPA divisional leadership on multiple water projects for the city

### 2021 – Present. Pharr, Texas

- Helped facilitate \$150 million in state funding to include Pharr in the Border Infrastructure Program
- Brought to the table the city and NADBANK for funding for water systems
- Secured \$375,000 in federal funding for roads

### 2014 – 2016. Miami Dade County

- Secured \$425 million to upgrade Miami International Airport
- Secured \$410 million to expand the Port of Miami
- Added \$9 million in funding to the Opa Locka Airport

### 2022 – Present. La Salle County, Texas

- Accelerated by 3 years, construction on a major bridge in the county
- Amended SB 22 to secure funding for the County under the control of the County Judge's office

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2019-Present. **City of Carson, California.**

- Provided guidance and counsel to the Mayor and City Council on various matters related to COVID-19, including updates on federal policy and federal grant opportunities.
- Organized a Federal Small Business Administration virtual meeting to educate Carson business owners on the Paycheck Protection Program.
- Coordinated meetings between Carson Council members, the FAA, and the Long Beach Airport regarding noise complaints from residents.
- Facilitated meetings with FEMA and the United States Treasury to ensure Carson was receiving their fair share of the municipal funding from the American Rescue Plan.
- Renewed the City's relationship with United States Senator Dianne Feinstein and helped the City apply for earmarks and Community Improvement Projects (CIPs) with her office, which includes the potential of over a million dollars for parks funding within the City.
- Worked with the Federal Communications Commission to promote the Emergency Broadband Benefit to Carson residents, which will provide them up to \$50 per month towards broadband service for eligible households and a one-time discount of up to \$100 to purchase a computer or tablet.
- At the request of the City, approached the U.S. Postal Service in Washington, D.C. to investigate long-running postal problems within the City of Carson with a goal to improve mail service for Carson residents.
- Worked with the City to explore renewable energy opportunities, including electric vehicle charging throughout Carson and solar power at City Hall and other City-owned buildings.
- Brought in the U.S. Army Corps of Engineers and the U.S. Environmental Protection Agency to help the City with the problem at the Domínguez Channel.
- Helped the City secure a \$2 million federal earmark from their Congressman for an infrastructure project at Carson Veterans Park.
- Helped the City secure a Senate earmark for \$1.5 million that Senator Padilla submitted to the Senate Appropriations Committee for street and landscaping improvements.

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2019-Present. **City of South Gate, California.**

- Developed a federal funding and policy agenda for the Mayor, Council and City department heads. Created federal government agendas and provided federal outreach and funding opportunities. Provide the City with relevant hearing schedules and grant announcements.
- Arranged for City officials to meet with federal officials on the COVID-19 Funeral Assistance program which provided thousands of dollars for families in the City who lost a loved one.
- Provided the City with Congressional and White House updates detailing legislative action in Washington.
- Initiated a dialogue for the City with Union Pacific Railroad regarding trash and homelessness along a neglected rail line.
- Worked with the City to secure earmarks for \$1.5 million in road improvements to Garfield Avenue, of which Congresswoman Barragán submitted to the House Committee on Transportation and Infrastructure for approval.
- Worked with South Gate, Los Angeles County Metro, and Congress for millions of dollars in funding for the West Santa Ana Branch light rail line. Started a dialogue between the City and the office of recently appointed United States Senator Alex Padilla.
- Worked with the City and the EPA to keep the South Gate Superfund sites at the forefront of the agencies' federal priorities.
- Worked closely with the City and federal officials after the January 2020 Delta Airlines Fuel Release over Southeast Los Angeles. Facilitated a Zoom call between the White House and the City of South Gate. South Gate Councilwoman Denise Diaz also participated in this extremely informative and crucial White House conversation with Intergovernmental Affairs Director Eduardo Cisneros.
- Engaged with the United States Conference of Mayors, providing South Gate a seat at the table for numerous federal decisions.
- Helped the City secure an earmark for \$1 million that the Congresswoman submitted to the House Appropriations Committee for drinking water improvements.

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- Helped the City secure an earmark for \$1.5 million that Senator Padilla submitted to the Senate Appropriations Committee for street and landscaping improvements.
- Helped the City secure an earmark for \$1.25 million that both Senator Feinstein and Senator Padilla submitted to the Senate Appropriations Committee for upgrades to the City's Emergency Operations Center.

## **References**

### **Felix Benavides**

City Manager, Crystal City, TX  
[fbenavides@cityofcc.org](mailto:fbenavides@cityofcc.org)  
(830) 854-1458

### **Vanna NGO**

Director of Legislative Affairs, Grand Prairie, TX  
[Vngo@GPTX.org](mailto:Vngo@GPTX.org)  
(945) 349-9180

### **Charlie Bradley**

County Judge, Schleicher County, TX  
[countyjudge@co.schleicher.tx.us](mailto:countyjudge@co.schleicher.tx.us)  
325-853-2593

### **Josh Barron**

City Manager, Mexia, TX  
[J.Barron@cityofmexia.com](mailto:J.Barron@cityofmexia.com)  
(254) 562-4100