



# Federal Advocacy Services

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PRESENTED TO THE CITY COUNCIL – MAY 19, 2025

JANALEA HEMBREE, ASSISTANT TO THE CITY MANAGER

# LONE STAR CONSULTING KILEY & ASSOCIATES

## NLC

- March 2025: City/Council attended NLC in Washington, D.C.

## Company Background

- 25 years experience
- Provides advisory / assistance services and delivers political strategy from both an industry and government perspective.
- Assist in interaction between the Federal government and neighboring communities.

## Federal Funding

- Identify and secure federal funding
  - Grants
  - Earmarks
  - Compleitive programs
  - FEMA reimbursement

## Direct Advocacy

- Washington, D.C., Senate, House, and White House advocacy
- Relationship building
- Expert grant writing

## Strategic Planning

- Analysis, planning, and positioning
- Grant development and proposal support
- Regulation and policy drafting

# EXPERIENCE

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- City of Crystal City, TX
  - Secured \$1.4 million to replace asbestos water lines
- City of Grand Prairie, TX
  - Helped secure \$400,000 for roads
- 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 Pharr, TX
  - Secured \$375,000 for roads in the city

# ANNUAL SCOPE OF WORK

## Federal Funding

- Develop a Federal and State Funding Roadmap based on Burleson's top priorities.
- Submit up to 3 earmark opportunities.

## Policy Advisory Support

- Provide monthly updates on federal legislative actions, funding opportunities, and regulatory changes.
- Provide guidance in obtaining letters of support.

## Direct Advocacy

- Arrange and support at least 15 meetings between Burleson and key congressional offices, agency leaders, and program administrators.
- Meet with Federal and State Agency representatives to promote submitted grants.
- Support briefing materials, policy one-pagers, and talking points for all engagements.

## Strategic Guidance

- Ongoing guidance on leveraging existing federal programs to fund local projects.
- Advise on key federal timelines during the federal funding cycle.

## Annual D.C. Fly-In

- Coordinate and support an advocacy trip to D.C., timed with congressional appropriations.
- Schedule meetings with lawmakers and agency leads.

# DIRECTION

## Contract

- Monthly retainer for services is \$4,000
- No billable hours or charges or expenses

## Budget

- A yearly contract is within City Managers signature authority
- A budget appropriation would be needed to fund contract

- Work with Lone Star to process a contract administratively
  - Length of contract (3, 6, or 12 Months)
  - Start of services
    - Move forward now and add a budget appropriation as part of the year end budget amendment
    - Submit as a budget supplemental to be considered in the FY25/26 budget process
- Do not move forward with services at this time

# Questions / Comments

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Janalea Hembree

Assistant to the City Manager

[Jhembree@burlesontx.com](mailto:Jhembree@burlesontx.com)

817.426.9299