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August 24, 2026

The Honorable Ken Tedford
Mayor
City of Fallon
55 W. Williams Avenue
Fallon, NV 89406

Dear Mayor Tedford,

On behalf of the R&R Partners government affairs team, I am pleased to submit the following proposal for federal and state government affairs services.

Founded in Nevada over 50 years ago, R&R has strong ties and deep commitments to the communities we represent. Our federal and state government affairs teams include a (very) proud Fallon native, former members of the Nevada legislature, former staffers for Nevada Governors and members of Congress, as well as the White House.

Collectively, our federal and state government affairs experts draw on decades of experience and work in tandem to help our clients best position themselves and their policy priorities before federal and state lawmakers.

We look forward to the opportunity to work with you. If you have any questions or would like to discuss further, please do not hesitate to contact me.

Best regards,

Ryan McGinness
Senior Vice President
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202-297-8934

Proposal

City of Fallon | Federal and Nevada Government Affairs
August 2026

Introduction

State and federal governments are more interdependent than ever before in our nation's history. Navigating these quite different, but intertwined, landscapes requires a team that understands the state-federal partnership, its opportunities and friction points, and can craft a strategy to both navigate and maximize the potential. In service of this effort, the integrated state and federal government affairs team at R&R Partners is pleased to present this proposal.

Federal Government Affairs

Headquartered in the Hall of the States building on Capitol Hill, our federal government affairs team proposes to represent the City of Fallon in front of Congress, the administration and relevant federal agencies, especially those of critical importance to Fallon – including but not limited to the Departments of the Interior, Defense, and Transportation.

The team is led by **Ryan McGinness**, a native of Fallon who has worked at the intersection of state and federal government for the last two decades, including 12 years as Nevada's chief federal lobbyist on behalf of three governors. Alongside his federal-state experience, he has represented municipal and regional governments at the federal level for more than twenty years, delivering hundreds of millions over that time for community priorities in the transportation, conservation, health care and public safety arenas.

Michael Lisowski, Vice President, Government Affairs, is a Nevadan with a decade and a half of experience in federal government relations, including representing Nevada communities, and has experience in securing millions in federal appropriations and community project funds, and working with the Nevada delegation on public lands, energy, tourism and other issues impacting Northern Nevada.

Our newest team member, **Kevin O'Connor**, Government Affairs Associate, is a skilled government relations professional who previously served in the White House Office of Management and Budget and for a member of the House of Representatives. He has never met a research problem he couldn't pick apart to help our clients untangle the seemingly impossible morass of federal bureaucracy.

Proposed Federal Scope of Work:

- Understand the City of Fallon's policy priorities and build a federal government affairs strategy to accomplish its initial goals.
- Represent the City of Fallon before Congress, the administration and relevant federal agencies.

- Pursue federal appropriations including community project funds/congressionally directed spending, and garner support from the federal delegation.
- Identify opportunities to engage in emerging legislation that could help the city's goals, including public lands bills, new grant programs, and upcoming reauthorizations.
- Identify and facilitate opportunities for members of the federal delegation to visit the City of Fallon around key milestones and events.
- Schedule and facilitate D.C. fly-ins for City of Fallon leaders to meet with the federal delegation on Capitol Hill to discuss policy priorities.
- Identify opportunities for City of Fallon leaders to engage with aligned organizations, coalitions and associations to elevate Fallon's profile in pursuit of shared policy priorities.

Nevada Government Affairs Support

Our state government affairs team has offices and team members in Carson City, Reno and Las Vegas. The team will represent the City of Fallon before the Nevada legislature, Governor's administration and key state agencies with outsize influence in Fallon.

The team is led by **Pete Ernaut**, a former state legislator, one of the country's premier lobbyists and a trusted adviser to presidential campaigns. Whether he's navigating complex infrastructure development, reshaping healthcare policy, or strategizing for major energy initiatives, Pete brings a comedian's timing and a statesman's vision to every challenge. He tackles the impossible with a smile, proving that you can be a serious heavyweight in government affairs without losing your sense of humor.

As Senior Vice President, Community Affairs and Partnerships, **Nelson Araujo** has a rare talent: he's a master connector of people, causes, and ideas. As a former state legislator and chief of staff to a U.S. senator, he learned firsthand how to build powerful coalitions from the ground up and manage constituencies across the entire political spectrum. He doesn't just network; he builds communities united by a common purpose.

Our Government Affairs Director, **Regan Comis**, has an ability to see all sides of an issue and launch a strategic offensive to represent our clients' best interests in Carson City. she's known for her ability to see every angle of an issue and advocate fiercely for our clients' best interests, turning opposition into allies with persuasive charm. She's at home in the halls of the Nevada Legislature and local governments, where she builds powerful relationships and educates leaders on critical policy.

Proposed Nevada Scope of Work:

- Understand the City of Fallon's policy priorities and build a federal government affairs strategy to accomplish its initial goals.
- Identify and lead legislative opportunities on behalf of the City of Fallon during Nevada's legislative sessions, including special sessions, as warranted.

- Serve as support leading up to and during the Nevada legislative session.
- Help coordinate and facilitate meetings and convening opportunities with elected officials, state level government entities, and community stakeholders when appropriate.
- Provide guidance for strategic government, community and political issues.

Fees

For the services outlined herein, R&R Partners proposes one monthly retainer in the amount of **\$20,000** for the services as outlined. We propose to structure the retainer as an ongoing monthly agreement with a 30-day notice for termination by either party.

Travel and other related expenses, as needed, would be billed at cost, after client approval.

Acceptance

If the terms are accepted, the parties shall enter into an agreement memorializing the terms and conditions. The material contained herein is confidential and proprietary to R&R, and R&R retains ownership of the contents and concepts contained in this Proposal.