



## **RE: Proposal for Government Relations Services – City of Willard**

### **1. Background**

The City of Willard is a thriving community in Greene County with a population quickly approaching 7,000 residents. With significant commercial and industrial development opportunities and high demand for residential development, Willard is poised for substantial growth in the short and long term.

The city is governed by a Board of Alders, with its day-to-day operations managed by City Administrator Wesley Young. The city is represented by Sen. Curtis Trent and Rep. Bill Owen in the General Assembly.

The City of Willard has expressed interest in retaining a Missouri government relations firm to represent the city on issues in the state legislature, Governor's office, and executive agencies. The city's top priority is state funding for prospective public works projects (including, but not limited to, constructing a sewer force main from Lift Station B to 94 Lift Station, which connects to Springfield's treatment system). With a strong reputation throughout Missouri, broad experience in state appropriations and local government policy, a headquarters in Jefferson City, and a regional office in Springfield, Hahn | DeBoef Government Relations ("Hahn | DeBoef") is uniquely positioned to partner with the City of Willard.

### **2. Proposal**

At the direction of the City of Willard, Hahn | DeBoef will:

- Lobby for the city and its interests in the Missouri state government. This includes:
  - Developing and leading the city's advocacy efforts to request state funding for the sewer expansion referenced above and other public works projects;
  - Coordinating the city's legislative and executive branch strategies and issue-based messaging in the state of Missouri, and directly lobbying with Missouri elected officials and staff on the city's behalf;
  - Identifying, facilitating, and attending meetings with Missouri legislators, relevant state agencies, boards, and commissions, and other stakeholders with, or on behalf of, the city;
  - Monitoring all Missouri legislation, appropriations, and executive agency activity affecting the city;
  - Through committee testimony, meetings, and direct and indirect communications with elected officials and their staff, pursuing the passage or defeat of legislation and appropriations as directed by the city;

- Establish and maintain working relationships on behalf of the city with state agency directors and staff, members of the Missouri General Assembly, statewide elected officials, and other state officials and staff.
- Maintain communications with the city by:
  - Semimonthly virtual meetings during the Missouri legislative session and at less frequent intervals when the legislature is not in session;
  - Emailing weekly client-specific reports during legislative session highlighting recent activity on noteworthy bills;
  - Emailing the firm’s regular “Missouri Update” publication;
  - Upon the City Administrator’s request, attending 1-2 board meetings per year to provide an update on Missouri government relations activities and the City of Willard’s priorities; and
  - Communicating with the City Administrator as needed via in-person and virtual meetings, emails, phone calls, and text messages.

### 3. **Proposed Contract Term & Financial Information**

<i>Term</i>	August 1, 2025 – May 31, 2026, with contingent terms and renewal options thereafter contingent on whether the state budget includes an appropriation for the City of Willard (details set out in the attached agreement)
<i>Payment</i>	\$5,000 per month