



22-0877

TITLE: Consider/Discuss/Act on a Resolution Authorizing the City Manager to Execute the Sixth Amended Agreement For State Legislative Consulting Services from Red Media Group of Austin, Texas

COUNCIL GOAL: Operational Excellence

MEETING DATE: September 20, 2022

DEPARTMENT: City Manager's Office

CONTACT: Trevor Minyard, Director of Strategic Services

RECOMMENDED CITY COUNCIL ACTION:

- Staff recommends approval of the resolution.

ITEM SUMMARY:

- This is a joint agreement between the City of McKinney, the MEDC, and the McKinney Chamber. Each organization pays one third of the total agreement cost, and Red Media Group (RMG) handles various matters for us on the ground in Austin and our interactions at the Texas Capitol.
- Ms. Hale helps advocate for the City of McKinney's legislative agenda at the Capitol, helps defeat proposals harmful to local governments, works to maintain economic development incentives, and will advocate on behalf of the McKinney National Airport and other priorities of the City of McKinney.
- Ms. Hale helps organize Collin County Days and sets up meetings with key leaders and committee chairs for the mayor, city manager, chamber president, economic development executives, and other business leaders during Collin County days.
- In the interim between the 88th and 89th Legislative Sessions Ms. Hale will:
 - Work with the mayor, city manager, MEDC, and chamber to draft our new legislative agenda,
 - Monitor hearings and organize testimony and letter writing which is critical to help mold legislation we support in the next legislative session and avoid legislation that would have a negative impact on the City of McKinney, and

- Organize any necessary interim visits to the Capitol necessary for the mayor, city council, city manager, MEDC, or Chamber of Commerce.

BACKGROUND INFORMATION:

- Angela Hale, founder and managing partner at RMG, has worked closely with the mayor, city manager and MEDC on a host of economic development issues, property tax issues, and other policy issues for the City of McKinney for the last three legislative sessions.
- Ms. Hale was a top executive to two of the state's top three leaders, including working on the executive team for Governor Abbott during his first two terms as attorney general. She was also a top policy and communications advisor for the Speaker on policy issues; specifically advising on economic development decisions regarding awards for the Enterprise Fund and other incentive programs.

FINANCIAL SUMMARY:

- There will be a monthly flat fee of \$8,000 of which the City will pay one third.
- Reimbursable expenses up to \$3,000 per year of which the City will pay one third, if needed.
- Over the two-year term, the annual cost to the City of McKinney will be \$32,000, not to exceed \$33,000.

BOARD OR COMMISSION RECOMMENDATION:

- N/A

SUPPORTING MATERIALS:

[Resolution](#)

[Exhibit A - Amended Agreement](#)