



# Quay County Government

300 South Third Street, Tucumcari, NM 88401

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## AGENDA REGULAR SESSION QUAY COUNTY BOARD OF COMMISSIONERS August 7, 2023

### 9:00 A.M. Call Meeting to Order

Pledge of Allegiance

Approval of Minutes-Regular Session July 24, 2023

Approval/Amendment of Agenda

### Public Comment

### Ongoing Business

### New Business



DOC HCM-00562

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Fee: (No FieldTag Finance.TotalFees found)

Quay County, NM Ellen White - County Clerk, County Cle

Pages: 31



- I. Brian Hilzer, ClearGov, Account Executive
  - Presentation of ClearGov Proposal
  - Request Approval of ClearGov Proposal
- II. Vincent Soule, Eastern Plains Council of Governments, CEcD
  - Presentation of Eastern Plains Council of Governments Update
  - Request Approval of EPCOG FY 2023-2024 Membership Resolution and Agreement
- III. Stephan Salas, Quay County Road Superintendent
  - Blade Report
  - Road Update
- IV. Johnny Reid, Quay County Detention Center Administrator
  - Request Approval of Heroes Campaign Proposal
- V. Rico Marano, Quay County DWI Coordinator
  - Presentation of FY 23 4<sup>th</sup> Quarter Report
- VI. Ellen White, Quay County Clerk
  - Request Approval of Proposed Ordinance No. 55 - Special County Hospital Gross Receipts Tax

**VII. Cheryl Simpson, Quay County Finance Director**

- Request Approval of **2023-2024 Resolution No. 8 Certification of the Fiscal Year 2023 Capital Asset Inventory**
- Request Approval of **2023-2024 Resolution No. 9 Granting the Disposition of Obsolete Fixed Assets**
- Request Approval of **2023-2024 Resolution No. 10 Adopting the FY2025-2029 Infrastructure/Capital Improvements Plan (ICIP)**

**VIII. Daniel Zamora, Quay County Manager**

- Request Approval of **Government Relations, Stakeholder Engagement and Lobbying Services Contract**

**IX. Approval of Accounts Payable**

**X. Commissioner Comments**

**XI. Request for Closed Executive Session  
Pursuant to Section 10-15-1(H) 7. The New Mexico Open Meetings Act pertaining to  
Threatened or Pending Litigation – Low Water Crossing**

**Adjourn**

## **REGULAR SESSION-BOARD OF QUAY COUNTY COMMISSIONERS**

**August 7, 2023**

**9:00 A.M.**

BE IT REMEMBERED THE HONORABLE BOARD OF QUAY COUNTY COMMISSIONERS met in regular session the 7<sup>th</sup> day August, 2023 at 9:00 a.m. in the Quay County Commission Chambers, Tucumcari, New Mexico, for the purpose of taking care of any business that may come before them.

### **PRESENT & PRESIDING:**

Robert Lopez, Chairman  
Jerri Rush, Member  
Brian Fortner, Member  
Ellen White, County Clerk  
Daniel Zamora, County Manager

### **OTHERS PRESENT:**

Cheryl Simpson, Quay County Finance Director  
Dana Leonard, Quay County Assessor  
Johnny Reid, Quay County Detention Center  
Rico Marano, Quay County DWI Coordinator  
Stephen Salas, Quay County Road Superintendent  
Samantha Salas, Quay County Administrative Assistant  
Allison Fryman, Quay County Sheriff Secretary and Aleeja Salvador, Summer Intern  
Vicky Gutierrez, Trigg Hospital Administrator  
Ron Warnick, Quay County Sun

### **VIA ZOOM:**

Brian Hilzer, ClearGov Account Executive

The meeting was called to order by Chairman Robert Lopez as he led the Pledge of Allegiance.

A MOTION was made by Jerri Rush SECONDED by Brian Fortner to approve the July 24 2023 regular session minutes. MOTION carried with Rush voting "aye", Lopez voting "aye" and Fortner voting "aye".

A MOTION was made by Brian Fortner, SECONDED by Jerri Rush to approve the Agenda with amendments to Item No. 2; Resolution No. 11. The MOTION carried with Rush voting "aye", Lopez voting "aye" and Fortner voting "aye".

Public Comment: None

Ongoing Business: NONE

NEW BUSINESS:

Brian Hilzer, ClearGov Executive, presented a slide show of the ClearGov software proposal for budgeting. Zamora explained this software will allow for better oversight of the budget, easier access to reports and move away from Excel Spreadsheets to more of a graph for maintaining and establishing the budget. Following the presentation, Zamora asked for approval of the proposed Agreement between Quay County and Clear Gov totaling \$18,720.00. A MOTION was made by Brian Fortner, SECONDED by Jerri Rush to approve the Agreement. MOTION carried with Fortner voting "aye", Rush voting "aye" and Lopez voting "aye". A copy is attached.

Item No. 2; Eastern Plains Council of Government presentation and Resolution No. 11 establishing membership agreement, was tabled due to the absence of an EPCOG Representative.

Stephen Salas, Quay County Road Superintendent, gave the following update:

- Blade Reports were distributed.
- Quay Road 63 will be reclaimed in an effort to eliminate pot holes. This is a temporary fix as the road is on the project list for this next year. The planning and design phase is being funding this year, with the actual road work slated for the following year. This is a 2-year project and this will be a temporary solution for now.
- Close-out of Quay Road 63 and Quay Road AP will be this week.
- Desert West will be arriving this month to micro seal Quay Road AL and complete that project.

Johnny Reid, Quay County Detention Center Administrator, requested approval of the Heroes Campaign Proposal. This Campaign involves all media sources for promoting career opportunities in Detention Centers. The cost is \$4,828.65. A MOTION was made by Jerri Rush, SECONDED by Brian Fortner to approve the proposal. MOTION carried with Rush voting "aye", Fortner voting "aye" and Lopez voting "aye". A copy is attached.

Rico Marano, Quay County DWI Coordinator, presented the 4<sup>th</sup> Quarter Report. Marano provided photos of the new billboards encouraging the youth to avoid drinking and substance abuse. A copy of the Report is attached.

Ellen White, Quay County Clerk, requested approval of Proposed Ordinance No. 55; Special County Hospital Gross Receipts Tax. White explained this approval is for advertising purposes only. The final approval to place the question on the November ballot will be at the August 28<sup>th</sup> meeting. A MOTION was made by Brian Fortner, SECONDED by Jerri Rush to approve advertising of the Proposed Ordinance. MOTION carried with Fortner voting "aye", Rush voting "aye" and Lopez voting "aye".

Cheryl Simpson, Quay County Finance Director, requested approval of the following Resolutions:

- FY23/24 Resolution No. 8; Certification of the Fiscal Year Capital Asset Inventory. A MOTION was made by Brian Fortner, SECONDED by Jerri Rush to approve Resolution No. 8. MOTION carried with Fortner voting “aye”, Rush voting “aye” and Lopez voting “aye”.
- FY23/24 Resolution No. 9; Granting Disposition of Obsolete Fixed Assets. A MOTION was made by Jerri Rush, SECONDED by Brian Fortner to approve Resolution No. 9. MOTION carried with Fortner voting “aye”, Rush voting “aye” and Lopez voting “aye”.
- FY23/24 Resolution No. 10; Adopting the 2025-2029 Infrastructure Capital Improvement Plan (ICIP). A MOTION was made by Brian Fortner, SECONDED by Jerri Rush to approve Resolution No. 10. MOTION carried with Fortner voting “aye”, Rush voting “aye” and Lopez voting “aye”.

Copies of Resolutions numbered 8, 9 and 10 are attached and made part of these minutes.

Warren Frost, Quay County Attorney joined the meeting. Time noted 9:40 a.m.

Daniel Zamora, Quay County Manager presented the following items for approval:

- Government Relations, Stakeholder Engagement and Lobbying Services Contract between Quay County and Hull Consulting, LLC. A MOTION was made by Brian Fortner, SECONDED by Jerri Rush to approve the Contract. MOTION carried with Fortner voting “aye”, Rush voting “aye” and Lopez voting “aye”. A copy is attached.

A MOTION was made by Jerri Rush, SECONDED by Brian Fortner to approve the expenditures included in the Accounts Payable Report ending August 3, 2023. MOTION carried with Rush voting “aye”, Lopez voting “aye” and Fortner voting “aye”.

Other Quay County Business That May Arise during the Commission Meeting and/or comments from the Commissioners: NONE

A MOTION was made by Jerri Rush, SECONDED by Brian Fortner to go into Executive Session pursuant to the following item(s):

- Section 10-15-1(H)7; Pertaining to Threatened or Pending Litigation – Low Water Crossing

THE MOTION carried with Rush voting “aye”, Lopez voting “aye” and Fortner voting “aye”.

Time noted 9:45 a.m.

---Executive Session---

Return to regular session. Time noted 10:05 a.m.

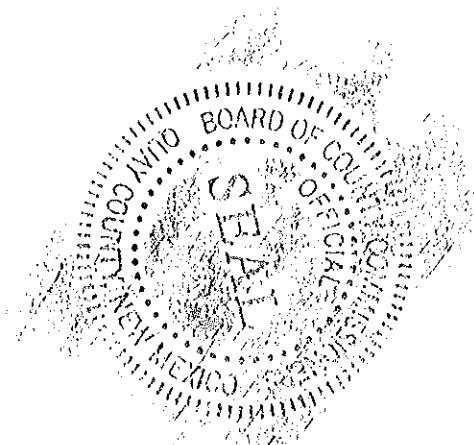
A MOTION was made by Jerri Rush, SECONDED by Brian Fortner to authorized payment to Vital Construction for the “Low Water Crossing” and extended the contract for 120 days,

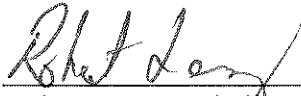
without giving up the ability to pursue future litigation if needed. MOTION carried with Fortner voting "aye", Rush voting "aye" and Lopez voting "aye".


There being no further business, a MOTION was made by Jerri Rush SECONDED by Brian Fortner to adjourn. MOTION carried with Rush voting "aye", Fortner voting "aye" and Lopez voting "aye". Time noted 10:10 a.m.

Respectfully submitted by Ellen White, Quay County Clerk

BOARD OF QUAY COUNTY COMMISSIONERS



  
Robert Lopez, Chairman

  
Jerri Rush, Member

  
Brian Fortner, Member

ATTEST:

  
Ellen White, County Clerk



2 Mill & Main; Suite 630; Maynard, MA 01754

# Service Order

<b>Created by</b>	Bryan Hilzer
<b>Contact Phone</b>	512-296-0888
<b>Contact Email</b>	bhilzer@cleargov.com

<b>Order Date</b>	Jul 26, 2023
<b>Order valid if signed by</b>	<b>Sep 1, 2023</b>

## Customer Information

<b>Customer</b>	Quay County	<b>Contact</b>	Daniel Zamora	<b>Billing Contact</b>	Daniel Zamora
<b>Address</b>	PO Box 1246	<b>Title</b>	County Manager	<b>Title</b>	County Manager
<b>City, St, Zip</b>	Tucumcari, NM 88401	<b>Email</b>	daniel.zamora@quaycounty-nm.gov	<b>Email</b>	daniel.zamora@quaycounty-nm.gov
<b>Phone</b>	575-461-2112			<b>PO # (if any)</b>	

## The Services you will receive and the Fees for those Services are...

Set up Services	Tier/Rate	Service Fees
ClearGov Setup: Includes activation, onboarding and training for ClearGov solutions	Tier 1	\$ 7,200.00
ClearGov Setup: BCM Bundle Discount - Discount for bundled BCM solutions	Tier 1	\$ (2,520.00)
<b>Total ClearGov Setup Service Fee - Billed ONE-TIME</b>		<b>\$ 4,680.00</b>
Subscription Services	Tier	Service Fees
ClearGov BCM Operational Budgeting - Civic Edition	Tier 1	\$ 9,100.00
ClearGov BCM Personnel Budgeting - Civic Edition	Tier 1	\$ 8,300.00
ClearGov BCM Capital Budgeting - Civic Edition	Tier 1	\$ 6,200.00
ClearGov BCM Digital Budget Book - Civic Edition	Tier 1	\$ 5,200.00
ClearGov BCM Bundle Discount: Discount for bundled BCM solutions	Tier 1	\$ (10,080.00)
<b>Total ClearGov Subscription Service Fee - Billed ANNUALLY IN ADVANCE</b>		<b>\$ 18,720.00</b>

## ClearGov will provide your Services according to this schedule...

Period	Start Date	End Date	Description
<b>Setup</b>	Sep 1, 2023	Sep 1, 2023	ClearGov Setup Services
<b>Pro-Rata</b>	Sep 1, 2023	Jun 30, 2024	ClearGov Subscription Services
<b>Initial</b>	Jul 1, 2024	Jun 30, 2027	ClearGov Subscription Services

## To be clear, you will be billed as follows...

Billing Date(s)	Amount(s)	Notes
Sep 1, 2023	\$ 4,680.00	One Time Setup Fee
Sep 1, 2023	\$ 15,600.00	X Month Pro-Rata Subscription Fee
Jul 1, 2024	\$ 18,720.00	Annual Subscription Fee
Additional subscription years and/or renewals will be billed annually in accordance with pricing and terms set forth herein.		
Billing Terms and Conditions		
<b>Valid Until</b>	<b>Sep 1, 2023</b>	Pricing set forth herein is valid only if ClearGov Service Order is executed on or before this date.
<b>Payment</b>	<b>Net 30</b>	All invoices are due Net 30 days from the date of invoice.
<b>Initial Period Rate Increase</b>	3% per annum	During the Initial Service Period, the Annual Subscription Service Fee shall automatically increase by this amount.
<b>Rate Increase</b>	6% per annum	After the Initial Service Period, the Annual Subscription Service Fee shall automatically increase by this amount.

## General Terms & Conditions

<b>Customer Satisfaction Guarantee</b>	During the first thirty (30) days of the Service, Customer shall have the option to terminate the Service, by providing written notice. In the event that Customer exercises this customer satisfaction guarantee option, such termination shall become effective immediately and Customer shall be eligible for a full refund of the applicable Service Fees.
<b>Statement of Work</b>	ClearGov and Customer mutually agree to the ClearGov Service activation and onboarding process set forth in the attached Statement of Work. Please note that ClearGov will not activate and/or implement services for any Customer with outstanding balance past due over 90 days for any previous subscription services.
<b>Taxes</b>	The Service Fees and Billing amounts set forth above in this ClearGov Service Order <b>DO NOT</b> include applicable taxes. In accordance with the laws of the applicable state, in the event that sales, use or other taxes apply to this transaction, ClearGov shall include such taxes on applicable invoices and Customer is solely responsible for such taxes, unless documentation is provided to ClearGov demonstrating Customer's exemption from such taxes.
<b>Term &amp; Termination</b>	Subject to the termination rights and obligations set forth in the ClearGov BCM Service Agreement, this ClearGov Service Order commences upon the Order Date set forth herein and shall continue until the completion of the Service Period(s) for the Service(s) set forth herein. Each Service shall commence upon the Start Date set forth herein and shall continue until the completion of the applicable Service Period. To be clear, Customer shall have the option to Terminate this Service Order on an annual basis by providing notice at least sixty (60) days prior to the end of the then current Annual Term.
<b>Auto-Renewal</b>	After the Initial Period, the Service Period for any ClearGov Annual Subscription Services shall automatically renew for successive annual periods (each an <b>"Annual Term"</b> ), unless either Party provides written notice of its desire not to renew at least sixty (60) days prior to the end of the then current Annual Term.
<b>Agreement</b>	This ClearGov Service Order shall become binding upon execution by both Parties. The signature herein affirms your commitment to pay for the Service(s) ordered in accordance with the terms set forth in this ClearGov Service Order and also acknowledges that you have read and agree to the terms and conditions set forth in the ClearGov BCM Service Agreement found at the following URL: <a href="http://www.ClearGov.com/terms-and-conditions">http://www.ClearGov.com/terms-and-conditions</a> . This Service Order incorporates by reference the terms of such ClearGov BCM Service Agreement. In event of any conflict between the terms set forth in this ClearGov Service Order and any terms or conditions set forth in the ClearGov BCM Service Agreement, the terms of this ClearGov Service Order shall prevail.

Customer	
<b>Signature</b>	
<b>Name</b>	Daniel Zamora
<b>Title</b>	County Manager

ClearGov, Inc.	
<b>Signature</b>	
<b>Name</b>	Bryan A. Burdick
<b>Title</b>	President

**Please e-mail signed Service Order to [Orders@ClearGov.com](mailto:Orders@ClearGov.com) or Fax to (774) 759-3045**

Customer Upgrades (ClearGov internal use only)			
<b>This Service Order is a Customer Upgrade</b>	No	<b>If Yes: Original Service Order Date</b>	



# Statement of Work

This Statement of Work outlines the roles and responsibilities by both ClearGov and Customer required for the activation and onboarding of the ClearGov Service. ClearGov will begin this onboarding process upon execution of this Service Order. All onboarding services and communications will be provided through remote methods - email, phone, and web conferencing.

## ClearGov Responsibilities

- ClearGov will activate ClearGov Service subscription(s) as of the applicable Start Date(s). ClearGov will create the initial Admin User account, and the Customer Admin User will be responsible for creating additional User accounts.
- ClearGov will assign an Implementation Manager (IM) responsible for managing the activation and onboarding process. ClearGov IM will coordinate with other ClearGov resources, as necessary.
- ClearGov IM will provide a Kickoff Call scheduling link to the Customer's Primary Contact. Customer should schedule Kickoff Call within two weeks after the Service Order has been executed.
- If Customer is subscribing to any products that require data onboarding:
  - ClearGov IM will provide a Data Discovery Call scheduling link to the Customer's Primary Contact. Customer should schedule Data Discovery Call based on the availability of Customer's staff.
  - ClearGov will provide Customer with financial data requirements and instructions, based on the ClearGov Service subscription(s).
  - ClearGov will review financial data files and confirm that data is complete, or request additional information, if necessary. Once complete financial data files have been received, ClearGov will format the data, upload it to the ClearGov platform and complete an initial mapping of the data.
  - After initial mapping, ClearGov will schedule a Data Review call with a ClearGov Data Onboarding Consultant (DOC), who will present how the data was mapped, ask for feedback, and address open questions. Depending upon Customer feedback and the complexity of data mapping requests, there may be additional follow-up calls or emails required to complete the data onboarding process.
- ClearGov will inform Customer of all training, learning, and support options. ClearGov recommends all Users attend ClearGov Academy training sessions and/or read Support Center articles before using the ClearGov Service to ensure a quick ramp and success. As needed, ClearGov will design and deliver customized remote training and configuration workshops for Admins and one for End Users - via video conference - and these sessions will be recorded for future reference.
- ClearGov will make commercially reasonable efforts to complete the onboarding/activation process in a timely fashion, provided Customer submits financial data files and responds to review and approval requests by ClearGov in a similarly timely fashion. Any delay by Customer in meeting these deliverable requirements may result in a delayed data onboarding process. Any such delay shall not affect or change the Service Period(s) as set forth in the applicable Service Order.

## Customer Responsibilities

- Customer's Primary Contact will coordinate the necessary personnel to attend the Kickoff and Data Discovery Calls within two weeks after the Service Order has been executed. If Customer needs to change the date/time of either of these calls, the Primary Contact will notify the ClearGov IM at least one business day in advance.
- If Customer is subscribing to any products that require data onboarding:
  - Customer will provide a complete set of requested financial data files (revenue, expense, chart of accounts, etc.) to ClearGov in accordance with the requirements provided by ClearGov.
  - Customer's Primary Contact will coordinate the necessary personnel to attend the Data Discovery and Data Review calls. It is recommended that all stakeholders with input on how data should be mapped should attend. Based on these calls and any subsequent internal review, Customer shall provide a detailed list of data mapping requirements and requested changes to data mapping drafts in a timely manner, and Customer will approve the final data mapping, once completed to Customer's satisfaction.
- Customer will complete recommended on-demand training modules in advance of customized training & configuration workshops.
- Customer shall be solely responsible for importing and/or inputting applicable text narrative, custom graphics, performance metrics, capital requests, personnel data, and other such information for capital budget, personnel budget, budget books, projects, dashboards, etc.

DATE/23	NAME	ROAD BLADED	BLOCKS	MILES	ADDITIONAL WORK TO ROAD/COMMENTS
6/28/23	TONY	QUAY ROAD 42	4100-4200	0.84	
	TONY	QUAY ROAD 43	4100-4200	1.00	
	TONY	QUAY ROAD 46	4000-4300	3.00	
	TONY	QUAY ROAD AL/55			LAZY BELL TANK DAM
6/29/23	TONY	QUAY ROAD 43	4200-4800	6.00	
7/3/23	TONY	QUAY ROAD 44	4100-4300	2.00	
	TONY	QUAY ROAD 47	4100-4200	1.00	
	TONY	QUAY ROAD 48	4100-4200	1.00	
	TONY	QUAY ROAD AR	4800-4900	1.00	
	TONY	QUAY ROAD 49	4200-4400	2.00	
	LARRY	QUAY ROAD 45	1800-1900	1.00	
	LARRY	QUAY ROAD R	4500-4700	2.00	
	LARRY	QUAY ROAD 47	1700-1800	1.00	
	LARRY	QUAY ROAD Q	4600-4700	1.00	
	DONALD	QUAY ROAD 55	1800-2200	4.57	HOLES & SAND IN ROAD
7/5/23	TONY	QUAY ROAD 45	4200-4545	4.13	
	TONY	QUAY ROAD AT	4300-4500	2.00	
	ARMANDO	QUAY ROAD AR	6200-6300	1.00	
	ARMANDO	QUAY ROAD 64.2	4100-4175	0.75	
	ARMANDO	QUAY ROAD 66.5	4000-4150	1.64	
	LARRY	QUAY ROAD 49	2000-2200	2.00	
	LARRY	QUAY ROAD Q	4300-4600	3.00	
	LARRY	QUAY ROAD V	4850-4900	0.50	
	QUADE	QUAY ROAD AP	3600-3800	2.00	
	QUADE	QUAY ROAD 38	4300-4500	2.00	
7/6/23	QUADE	QUAY ROAD AT	3700-3800	1.00	
	QUADE	QUAY ROAD 36	3700-4100	4.00	
	QUADE	QUAY ROAD AZ	3600-3650	0.50	
	ARMANDO	QUAY ROAD AH	3000-3700	7.00	
	LARRY	QUAY ROAD 40	2675-2900	2.25	
	LARRY	QUAY ROAD AD	4000-4200	2.00	
7/10/23	LARRY	QUAY ROAD AG	4000-4050	0.50	
	LARRY	QUAY ROAD 41	2900-3000	1.00	
	LARRY	QUAY ROAD AE	4000-4300	3.00	
	DONALD	QUAY ROAD AB	3900-4100	2.00	
	DONALD	QUAY ROAD 40	2400-2700	3.00	
	QUADE	QUAY ROAD 36	3500-3700	2.00	
	QUADE	QUAY ROAD 34	3500-3675	1.75	
	QUADE	QUAY ROAD 38	4000-4100	1.00	
7/11/23	QUADE	QUAY ROAD AP	2400-3000	6.00	
	QUADE	QUAY ROAD 25	3900-4100	2.00	
	DONALD	QUAY ROAD 69	0500-0800	3.00	
	DONALD	QUAY ROAD 70	0700-0800	1.00	
	DONALD	QUAY ROAD G	6900-7000	1.00	
	DONALD	QUAY ROAD H	6800-6900	1.00	
	LARRY	QUAY ROAD AG	3900-4100	2.00	
	LARRY	QUAY ROAD AE	4300-4600	3.00	
	LARRY	QUAY ROAD 44	3000-3100	1.00	
	LARRY	QUAY ROAD 46	2900-3000	1.35	
	LARRY	QUAY ROAD AD	4600-4700	1.00	
	LARRY	QUAY ROAD 41	3150-3200	0.50	
7/12/23	LARRY	QUAY ROAD 44	1500-1900	4.00	
	LARRY	QUAY ROAD 45	1700-1800	1.00	
	TONY	QUAY ROAD J	6300-6600	3.00	
	TONY	QUAY ROAD H	6600-6800	2.00	
	ARMANDO	QUAY ROAD 64.5	3700-3850		MOWED
	ARMANDO	QUAY ROAD 64.5	3600-3700		MOWED
	ARMANDO	QUAY ROAD AL	6300-6500		MOWED
	ARMANDO	QUAY ROAD AK	6300-6400		MOWED
	ARMANDO	QUAY ROAD AM	6300-6400		MOWED
	ARMANDO	QUAY ROAD AO	6475-6600		MOWED

7/13/23	QUADE	QUAY ROAD 65	4250-4400	1.50	
	QUADE	QUAY ROAD AR	6250-6300	0.50	
	QUADE	QUAY ROAD 59	3300-3400	1.00	
	TONY	QUAY ROAD 72	1000-1400	4.00	
	JAMES	QUAY ROAD 62.9	74290-4325		FIXED ROAD
	JAMES	QUAY ROAD AR	5700-5850		FIXED ROAD
	JAMES	QUAY ROAD 65	4220-4370		FIXED ROAD
	JAMES	EAST MAIN	1300-1500		24 YDS OF DIRT
	JAMES	ELDER	0101-0500		24 YDS OF DIRT
	JAMES	S. FIG	0850-1000		FIXED ROAD
	JAMES	QUAY ROAD AT.2	6100		REMOVED CULVERT/8 LOADS OF DIRT CULVERT HAD NO SUPPORT AND DAMAGED
	ARMANDO	QUAY ROAD AI	6300-7200		MOWED
	ARMANDO	QUAY ROAD AK	5800-6300		MOWED
	ARMANDO	QUAY ROAD AG	6100-6500		MOWED
7/17/23	JAMES	QUAY ROAD AQ	6200		FIXED ROAD WITH TRK LOAD OF DIRT
	JAMES	QUAY ROAD 65.5	2800		FIXED ROAD WITH TRK LOAD OF DIRT
	JAMES	QUAY ROAD 63			FIXED ALL DRIVEWAYS ON CEMETERY ROAD
	JAMES	QUAY ROAD 63	4300		2 TRK LOADS OF DIRT TO FIX ROAD
	QUADE	QUAY ROAD AS	3100-3700	6.00	
	LARRY	QUAY ROAD 47	1500-1700	2.00	
	LARRY	QUAY ROAD Q	4700-4800	1.00	
	LARRY	QUAY ROAD P	4600-4700	1.00	
	LARRY	QUAY ROAD R	4675-4700	0.25	
	LARRY	QUAY ROAD 47	1800-1850	0.50	
	DONALD	QUAY ROAD 72	1500-1800	3.00	
	DONALD	RT. 66	0002-0004	2.00	
7/18/23	LARRY	QUAY ROAD 48	1500-1700	2.00	
	LARRY	QUAY ROAD P	4700-4900	2.00	
	LARRY	QUAY ROAD P	4500-4600	1.00	
	QUADE	QUAY ROAD AU	3100-3200	1.00	
	QUADE	QUAY ROAD AT	3100-3200	1.00	
	QUADE	QUAY ROAD AS	3100-3700	6.00	
	QUADE	QUAY ROAD 32	4300-4600	3.00	
	TONY	QUAY ROAD 66	1000-3000	2.00	
	TONY	QUAY ROAD 66	6000-7000	1.00	
	TONY	QUAY ROAD G	59000-6000	1.00	
	TONY	QUAY ROAD F	5950-6050	1.00	
7/19/23	DONALD	QUAY ROAD M	5200-5900	7.00	
	DONALD	QUAY ROAD L	5100-5200	1.00	
	DONALD	QUAY ROAD 51	1100-1200	1.00	
	DONALD	QUAY ROAD 57/J			FIXED INTERSECTION OF 57 AND 22
	DONALD	QUAY ROAD 54	1750-1800	0.32	
	QUADE	QUAY ROAD 63.8	3600-3700	1.00	
	TONY	NARA VISA		4.50	
7/20/2023	QUADE	QUAY ROAD 36	4300-4400	1.00	
	QUADE	QUAY ROAD 35	4200-4400	2.00	
	QUADE	QUAY ROAD 34	4250-4300	0.50	
7/24/23	LARRY	QUAY ROAD 36	2900-3500	6.00	
	LARRY	QUAY ROAD AI	3522-3600	0.78	
	DONALD	QUAY ROAD AE	3100-3400	3.00	
	DONALD	QUAY ROAD AG	3100-3400	3.00	
	QUADE	QUAY ROAD 62	3400-3600	2.00	
	QUADE	QUAY ROAD AI	5200-5400	2.00	
7/25/23	LARRY	QUAY ROAD 37	3100-3300	2.00	
	LARRY	QUAY ROAD AG	3400-3700	3.00	
	LARRY	QUAY ROAD 35	3200-3300	1.00	
	LARRY	QUAY ROAD AF	3700-3900	2.00	
	QUADE	QUAY ROAD AI	5050		MADE DETOUR FOR HODGES TO GET TO CATTLE
	QUADE	QUAY ROAD AI	4825-5100	2.75	
	QUADE	QUAY ROAD AC	5075		PATCHED DANNY WALLACE CREEK CROSSING
	DONALD	QUAY ROAD AE	3400-3600	2.00	
	DONALD	QUAY ROAD 35	3000-3100	1.00	

	DONALD	QUAY ROAD AF	3400-3600	2.00	
7/26/23	LARRY	QUAY ROAD S	5700-5900	2.00	
	LARRY	QUAY ROAD 60	1670-1800	1.52	
	LARRY	QUAY ROAD 64	1800-2000	2.00	
	TONY	QUAY ROAD O	5900-6400	5.00	
	QUADE	QUAY ROAD 51	2550-2800	3.50	
	QUADE	QUAY ROAD AC	5100-5175	0.75	
7/27/23	TONY	QUAY ROAD O	6400-6600	2.00	
	TONY	QUAY ROAD 64	1500-1800	3.00	
	TONY	QUAY ROAD 64	2000-2100	1.00	
	LARRY	QUAY ROAD 58	2100-2674	5.74	
	QUADE	QUAY ROAD 31	5100-5700	6.00	
	DANIEL	QUAY ROAD AF	6000-6300		MOWED
	DANIEL	QUAY ROAD 64	2700-2900		MOWED
7/31/23	LARRY	QUAY ROAD 90	3000-5000	2.22	
	LARRY	QUAY ROAD C	8800-9300	5.00	
	DONALD	QUAY ROAD V	5550-5700	1.50	
			<b>TOTAL</b>	<b>246.11</b>	

Pricing is in accordance with CCN 2020-0983, Expires: 1/3/2025

Proposed Campaign Summary of Costs	
Media Summary	Cost
Broadcast Radio	
• Radio	\$ 2,500.00
Digital	
• YouTube Ads	\$ 141.24
Print	
• ABQ Journal – Front Page Banner ads	\$ 30.22
• Quay County Sun Newsprint advertising	\$ 1,074
Streaming Ads	
• Hulu Streaming	\$ 251.81
Internet Streaming Radio	
• Pandora/Spotify	\$ 253.66
Artwork	
• Artwork hours for print, flyers, toolkit, billboards, and digital ads. *	\$ 13.49
Production Services – commercial concepting, scripting, filming, editing	\$ 222.13
Subtotal	\$ 4,486.55
Tax @ 7.75%	\$ 342.10
<b>Total Campaign Cost</b>	<b>\$ 4,828.65</b>

**Quay County  
DWI  
FY23 Quarter: 4th**

**Compliance Monitoring/Tracking**

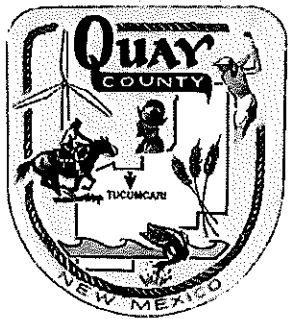
**Successes:** Currently supervising 17 active DWI Clients. We had 3 arrests in this quarter and no court completions. 1 case was convicted or pled, with 0 dismissal. The program is also currently supervising 36 Misdemeanor clients.

**Prevention**

**Successes:** We have successfully signed a contract with Choice Media out of Amarillo which will provide our County with a Billboard on I-40 to be placed somewhere between Tucumcari and San Jon. The Billboard will provide a message for the youth of our county to Make Better Choices. I have started a Booklet with the schedules of the fall sports for our local county teams that will also implement the messaging of the billboard on the back of the schedule.

**Coordination Planning & Evaluation**

**Successes:** I mailed out the Compliance Monitoring Exit Survey evaluations and gave out a couple of evaluations to the clients who were ending their probation. Two surveys have been filled out and given to our office. From the last Convention in Farmington at the Affiliate meeting the DWI Bureau gave us a brochure that described the mission and provided detailed information that could be easily transferred into our Counties information.



**QUAY COUNTY GOVERNMENT**  
**FISCAL YEAR 2023-2024**  
**RESOLUTION NO. 8**

**A RESOLUTION OF CERTIFICATION OF THE QUAY COUNTY  
FISCAL YEAR 2023 CAPITAL ASSET INVENTORY**

**WHEREAS**, according to State Audit Rule 2.2.2.10Y Capital Asset Inventory: (2) Section 12-6-10(A) NMSA 1978 requires each agency to conduct an annual physical inventory of movable chattels and equipment costing more than \$5,000.00 on the Capital Inventory list at the end of each fiscal year; and

**WHEREAS**, NMSA 1978, Section 15-3B-16 directs the general services department to promulgate regulations to user agencies for the accounting and control of fixed assets owned by government agencies; and

**WHEREAS**, the term "agency" is intended to include New Mexico Counties when used in the Audit Act, (See NMSA 1978, Section 12-6-2(2010)); and

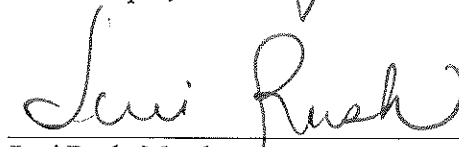
**WHEREAS**, the Board of County Commissioners met in a regularly scheduled meeting on Monday, August 7, 2023 at 9:00 a.m. in the Commission Chambers, Quay County Courthouse, Tucumcari, NM 88401.

**NOW, THEREFORE, BE IT RESOLVED** that the physical asset inventory, attached and incorporated hereto as Exhibit "A", is hereby certified to be correct.

**APPROVED, RESOLVED AND CERTIFIED** by governing body at its meeting of August 7, 2023.

**QUAY COUNTY COMMISSION**

  
Robert Lopez, Chairman

  
Jerri Rush, Member

ATTEST:

  
Ellen White, County Clerk

  
Brian Fortner, Member







**QUAY COUNTY**  
**2023-2024 RESOLUTION No. 9**  
**A RESOLUTION GRANTING THE DISPOSITION**  
**OF OBSOLETE FIXED ASSETS**

**WHEREAS**, the attached list (Exhibit A), currently inventoried as fixed assets for Quay County, should be determined obsolete and, in the best interest of the County, removed from record.


**WHEREAS**, these assets should be submitted for public auction; and

**WHEREAS**, upon adoption of this resolution, this request will be submitted to the New Mexico State Auditor's Office and the New Mexico Finance & Administration Division for approval of disposition;


**BE IT HEREBY RESOLVED** by the Board of County Commissioners of Quay County that the attached listing of assets are obsolete and should be submitted to public auction for disposition.

**PASSED AND ADOPTED** on this 7th day of August, 2023, by the Quay County Board of Commissioners in an open meeting in Tucumcari, Quay County, New Mexico.

QUAY COUNTY BOARD OF COMMISSIONERS

By:   
Robert Lopez, Chairman

  
Jerri Rush, Commissioner

  
Brian Fortner, Commissioner

ATTEST:

  
Ellen White, County Clerk

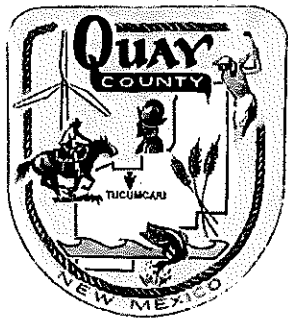


Report Criteria:

[Report].Disposition Date = {\$ NOT NULL}

[Report].Cost = {>=} 5000.00

	Classification	Asset No	Description	Cost	Accum Depr	Book value	Disp Amount	Gain/(Loss)
Junk	Total Equipment	415.12.2082.001	1988 Ford	35,000.00	.00	35,000.00	.00	( 35,000.00)
	Total Equipment	418.12.2881.001	1996 INTL Fire Truck	5,000.00	.00	5,000.00	.00	( 5,000.00)
	Total Junk:			40,000.00	.00	40,000.00	.00	( 40,000.00)
Junk	Total Vehicles	401.82.2019.001	2004 Chevy Blazer	21,000.00	.00	21,000.00	.00	( 21,000.00)
	Total Vehicles	410.12.0114.001	1968 Ford	25,000.00	.00	25,000.00	.00	( 25,000.00)
	Total Vehicles	410.12.0118.001	1980 Dodge	25,000.00	.00	25,000.00	.00	( 25,000.00)
	Total Vehicles	410.12.0628.001	1959 GMC	15,000.00	.00	15,000.00	.00	( 15,000.00)
	Total Vehicles	410.12.1002.001	1981 AM General	8,500.00	.00	8,500.00	.00	( 8,500.00)
	Total Vehicles	410.12.2089.001	1985 AM General	6,300.00	.00	6,300.00	.00	( 6,300.00)
	Total Vehicles	418.12.2880.001	2002 Stewart & Stevenson Cargo Truck	12,000.00	.00	12,000.00	.00	( 12,000.00)
	Total Junk:			112,800.00	.00	112,800.00	.00	( 112,800.00)
Grand Totals:				152,800.00	.00	152,800.00	.00	( 152,800.00)



# QUAY COUNTY GOVERNMENT

FISCAL YEAR 2023-2024

## RESOLUTION NO. 10

### A RESOLUTION ADOPTING THE FY 2025-2029 INFRASTRUCTURE CAPITAL IMPROVEMENTS PLAN (ICIP)

**WHEREAS**, The County of Quay recognizes that the financing of capital projects has become a major concern in New Mexico and nationally; and

**WHEREAS**, in time of scarce resources, it is necessary to find new financing mechanisms and maximize the use of existing resources; and

**WHEREAS**, systematic capital improvements planning is an effective tool for communities to define their development needs, establish priorities and pursue concrete actions and strategies to achieve necessary project development; and

**WHEREAS**, this process contributes to local and regional efforts to project identification and selection in short and long range capital planning efforts.


**NOW, THEREFORE, BE IT RESOLVED BY THE QUAY COUNTY COMMISSION that:**


1. The county has adopted the attached FY 2025-2029 Infrastructure Capital Improvement Plan, and
2. It is intended that the Plan be a working document and is the first of many steps towards improving rational, long-range capital planning and budgeting for New Mexico's infrastructure.
3. This resolution supersedes Resolution No. 7 for FY 2022-2023.

**PASSED, APPROVED AND ADOPTED** by governing body at its meeting of August 7<sup>th</sup>, 2023.

### QUAY COUNTY COMMISSION

  
Robert Lopez, Chairman

  
Terri Rush, Member

  
Brian Fortner, Member

ATTEST:

  
Ellen White, Quay County Clerk

## Infrastructure Capital Improvement Plan FY 2025-2029

### Quay County Project Summary

ID	Year	Rank	Project Title	Category	Funded to date	2025	2026	2027	2028	2029	Total Project Cost	Amount Not Yet Funded	Phases?
40191	2025	001	Hospital	Facilities - Housing-Related Cap Infrastructure	1,000,000	30,000,000	0	0	0	0	31,000,000	30,000,000	No
27731	2025	002	Courthouse Window Replacement	Facilities - Administrative Facilities	0	1,164,000	0	0	0	0	1,164,000	1,164,000	No
40192	2025	003	Regional Behavior Health Facility	Facilities - Housing-Related Cap Infrastructure	10,000,000	35,000,000	0	0	0	0	45,000,000	35,000,000	No
32711	2025	004	Ute Reservoir Watershed Restoration	Water - Storm/Surface Water Control	0	1,000,000	0	0	0	0	1,000,000	1,000,000	No
40203	2025	005	Excavator	Equipment - Other	0	800,000	0	0	0	0	800,000	800,000	No
24423	2025	006	Bridge #1042 on Historic Rt. 66	Transportation - Highways/Roads/Bridges	2,500,000	6,000,000	0	0	0	0	8,500,000	6,000,000	Yes
23127	2025	007	Pneumatic Roller	Equipment - Other	0	250,000	0	0	0	0	250,000	250,000	No
23125	2025	008	Dump Truck Equipment	Equipment - Other	0	400,000	0	0	0	0	400,000	400,000	No
31133	2026	001	Asset Management Procedure Plan	Other - Other	0	0	100,000	0	0	0	100,000	100,000	No
36219	2026	002	Quay Road 63 Construction	Transportation - Highways/Roads/Bridges	0	0	250,000	1,000,000	0	0	1,250,000	1,250,000	Yes
36222	2026	003	Quay Road 62.9 Construction	Transportation - Highways/Roads/Bridges	0	0	1,000,000	0	0	0	1,000,000	1,000,000	No
22058	2026	004	County Vehicles	Vehicles - Other	0	0	300,000	0	0	0	300,000	300,000	No
36223	2026	005	Quay Road AR Construction	Transportation - Highways/Roads/Bridges	0	0	1,000,000	500,000	0	0	1,500,000	1,500,000	Yes
				Transportation -									No

## Infrastructure Capital Improvement Plan FY 2025-2029

35893	2026	006	Quay Road AP Construction	Highways/Roads/Bridges	0	0	550,000	300,000	0	0	850,000	850,000
27887	2026	007	Quay County Detention Center Renovations	Facilities - Other	560,000	0	300,000	0	0	0	860,000	300,000
No												

Number of projects:			15										
Funded to date:			14,060,000	Year 1:	74,614,000	Year 2:	3,500,000	Year 3:	1,800,000	Year 4:	0	Year 5:	0
Grand Totals										Total Project Cost:		Total Not Yet Funded:	
										93,974,000		79,914,000	

**Government Relations, Stakeholder Engagement and  
Lobbying Services:**

# **Quay County New Mexico**

Submitted by:



**Hull Consulting Government Relations, LLC**  
P.O. Box 7400  
Albuquerque NM, 87194  
505.918.2411

[Arthull1@gmail.com](mailto:Arthull1@gmail.com)  
[kim.legant@gmail.com](mailto:kim.legant@gmail.com)

May 15, 2023

May 15, 2023

Daniel Zamora  
County Manager  
Quay County Manager's Office  
PO Box 1246  
Tucumcari, New Mexico 88401

RE: Government Relations, Stakeholder Engagement and Lobbying Services

Dear County Manager Zamora:

Thank you for your interest in the lobbying and government relations services provided by Hull Consulting, LLC. We possess the necessary experience, relationships, qualifications, and track record to provide quality, cost-effective service to achieve your legislative and regulatory goals.

Hull Consulting has worked with members of the New Mexico Legislature representing business interests, non-profit organizations, and associations for the last 22 years. We help our clients navigate the political and regulatory landscape and maintain strong relationships with both political parties working with elected and appointed officials.

We are eager to represent Quay County, assisting you with reaching the next level of advocacy and policy implementation, teaming with you to identify specific measurable objectives, working together to develop and execute a strategy that can be quantified with tangible results.

Please feel free to contact us if you have any questions or concerns. We are grateful for this opportunity and hope we can meet to further discuss your goals and our experience and strategic ideas.

Sincerely,

Kim Legant  
Art Hull

## **HULL CONSULTING EXPERIENCE**

Hull Consulting works 12 months a year on behalf of its clients. We help to navigate issues with elected officials and state agencies that impact their business operations. For 22 years, we have maintained an excellent working relationship with both democrats and republicans working closely with the House and Senate Leadership, the Governor's Office, and the Cabinet Secretaries and staff from all state agencies.

Hull Consulting has an excellent track record of success for its clients that range from successfully securing funding support for programs and projects to designing and implementing legislative strategies that resulted in policy-related and regulatory victories for our clients. Below are few legislative examples in addition to securing millions of dollars in the General Fund and through Capital Outlay Projects:

### **New Mexico Child Care Education Association/New Mexico Early Childhood Development Partnership**

SB 22, EARLY CHILDHOOD EDUCATION & CARE DEPARTMENT

**Sponsor:** Senator Michael Padilla (D), Representative Linda Trujillo (D)

**Summary:** SB 22 creates the Early Childhood Education and Care Department (ECECD), as a cabinet department and consisting of (1) Administrative Services Division; (2) Office of the Secretary; (3) Child Care Licensing and Services Division (4) Early Childhood Education Division (5) Early Intervention Services Division, which consists of a) Home Visitation Bureau b) Family, Infant, Toddler program.

**Outcome:** SB 22 was passed with overwhelming support from the Legislator and Governor's office but was strongly opposed by many advocacy groups including Ole, NM Now, New Mexico Voices for Children, NEA, Albuquerque Teachers Federation and the State's Superintendents Association. Representing the New Mexico Child Care Education Association (NMCCEA) and the New Mexico Early Childhood Development Partnership (NMECDP) we worked to develop a campaign to build support among providers, parents and the general public using social media, traditional media and outreach to legislators. Hull Consulting is now assisting the NMCCEA and NMECDP to collaborate with the Governor's office as they launch the new department.

### **American Diabetes Association**

SB 48 STUDENT DIABETES MANAGEMENT ACT

**Sponsor:** Senator Mimi Stuart (D), Majority Whip, Representative Debbie Armstrong (D), House Health Chair

**Summary:** Senate Bill 48 established several provisions aimed at safeguarding the well-being of children with diabetes in schools. The bill requires DOH and PED work with the American Diabetes Association (ADA), New Mexico School Nurses Association and the Juvenile Diabetes Research Foundation to assemble a training program for school personnel in diabetes care, ensure knowledgeable staff are constantly available to students with diabetes – especially for emergencies. The bill specifies several components to be included in the training program. A minimum of two school employees would be trained in each school attended by any student with diabetes of either type. The bill specifies recruitment techniques for schools that might have



difficulty achieving two volunteers, including assurance that they would be protected from liability as noted below. Annual training would be provided, especially in emergency care and the recognition of the effects of high and low blood glucose levels. Individuals carrying out the provisions of the act would be given immunity from liability if acting in a reasonably prudent manner.

**Outcome:** SB 48 was passed and signed by the Governor. Prior and during the legislative session Hull Consulting met with legislators and explained the health and safety benefits to children diagnosed with diabetes and attending a public school. We had to overcome initial opposition from the New Mexico School Nurses Association and amend to protect staff and teachers from any liability. Hull Consulting is currently assisting the ADA as PED and DOH promulgate rules.

### **GW Pharma**

#### **HB 139, MARIJUANA DERIVATIVE DRUG EXEMPTIONS**

**Sponsor:** Representative Armstrong (D), House Health Chair

**Summary:** Amends a section of the Controlled Substances Act exempting prescription drugs that the U.S. FDA has approved, and the DEA has scheduled that contain marijuana or a marijuana derivative; adds a section that exempts certain activities regarding marijuana derivatives from arrest, prosecution or penalty. This piece of legislation is critical for children with rare forms of epilepsy, allowing doctors to prescribe CBD (with no THC), pharmacies to dispense and ensuring it will be covered by insurance.

**Outcome:** HB 139 received a message from the Governor, passed the House unanimously and the Senate with only four dissenting votes and was signed by Governor Martinez. Hull Consulting worked with the sponsor, Representative Armstrong, on crafting the bill and educated members of both the House and Senate on the benefits of the legislation. During the interim period, several meetings took place with targeted legislators, stakeholders, the Governor's Chief of Staff and the Secretary of the Department of Health to secure support. Hull Consulting continues to work with HSD to ensure Medicaid recipients have access to the FDA approved drug, Epidiolex.

### **HME Specialists**

#### **SB 88, INFUSION THERAPY & MED. SUPPLY GROSS RECEIPTS**

**Sponsor:** Senator Papen, President Pro Temp

**Summary:** Provides a deduction from gross receipts and governmental gross receipts for sales of infusion therapy services and sales or rentals of durable medical equipment and medical supplies.

**Outcome:** The legislation was passed and signed into law with only six dissenting votes, two in the House and four in the Senate. This piece of legislation is important to durable medical equipment providers in New Mexico. Many of the clients they serve receive benefits from either Medicare or Medicaid and neither entity reimburses GRT. As a result, this is a 7+ percent cost savings directly to the bottom line for these providers. The gross receipts tax exemption will be sunset in 2030. Hull Consulting will be working with the Governor's office, New Mexico Tax & Revenue Department, and the Legislature to get the exemption extended.

## **New Mexico Early Childhood Development Partnership/Pew Charitable Trust**

### **SB 365 HOME VISITING ACCOUNTABILITY ACT**

**Summary:** SB 365 grants the CYFD statutory authority to establish statewide home visiting services using a standards-based program. The bill provides definitions for home visiting, home visiting program, home visiting system, standards-based program, and eligible families.

**Outcome:** SB 365 was passed by the legislature and signed by the Governor. Prior to the session, Hull Consulting worked with the Governor's office, Secretary of CYFD and HSD to garner support of the proposed legislation. Through several meetings, Hull Consulting played a critical role in obtaining that support. Additionally, NMECDP and Hull Consulting worked with providers and other stakeholders on the legislation and bringing support to bare.

Additionally, the Hull Consulting team secured \$50,000 in reoccurring funding for the Mescalero Apache Tribe for the Youth Summer Meal Program and \$1.5 million in capital outlay dollars for various projects, over \$30 million for Interoperability and Land Mobile Radio and \$1.15 million for SAS for a Data Analytics Solution

The Hull Consulting team secured funding through the legislative process for Motorola, Inc. in the amount of \$10,000,000 for Interoperability and Land Mobile Radio, as well as \$1,115,000 for SAS for a Data Analytics Solution.

## **RESUME/BACKGROUND INFORMATION**

### **Kim Legant**

Kim Legant brings a broad level of experience to Hull Consulting, LLC, including public affairs, coalition building, community relations and professional media relations. She is an exceptionally versatile, innovative, organized communications and government relations professional with over 15 years of experience providing account development and project/campaign management.

Kim's specialties include managing controversial issues with governmental and corporate reputational challenges. She has an award-winning record of implementing innovative and creative communications campaigns, strategies, and tactics. She is also a persuasive educator and advocate who successfully leverages strong written and interpersonal skills to promote business objectives, products, and programs to diverse and occasionally adversarial audiences.

Other areas of experience include lobbying, crisis management and response, strategic planning and counsel, research and development, advertising campaigns, media relations, social media, media buying, public affairs, community outreach and grassroots organization, external stakeholder engagement and corporate/employee communications. Kim received her B.A. from New Mexico State University.

### **Art Hull**

Art Hull has spent the past 22 years representing clients before all levels of New Mexico government. He works very closely with the Governor and senior staff on behalf of his clients, successfully securing desirable outcomes on a variety of business issues. He has a comprehensive

knowledge of the New Mexico political system with an in-depth understanding of political processes, both legislative and regulatory, at the state and local levels.

From 1996 to 2007, In his capacity as Senior Lobbyist for the Public Service Company of New Mexico, Art worked toward passage of numerous legislative initiatives that enhanced the company's profitability and defeated legislation that would have hindered the company's ability to serve the people of New Mexico.

From 2006 to 2007, Art served as personal legislative adviser to Governor Bill Richardson to achieve passage of many bills in the areas of Energy and Environment, Family Tax Credits, Economic Development, Crime, and Education.

As a CPA and former small business owner, Art developed a keen understanding of the demands put upon companies doing business in New Mexico and has worked tirelessly to promote economic growth across the state. Art has a proven ability to analyze complex issues and legislation and develop successful strategies to gain support for legislative agendas. He is experienced at working collaboratively with business executives to develop awareness of, and support for, business policy positions.

Since the formation of Hull Consulting in 2007, Art has successfully represented a variety of clients before the New Mexico Executive Branch, State Legislature, and a variety of State Agencies including, the Human Services Division, Department of Health and the Taxation and Revenue Department.

#### **CLIENT LIST**

Hull Consulting is one of the strongest, most effective, and most respected lobbying and government relations firms in New Mexico. Hull Consulting currently represents several top tier clients, ranging from healthcare to renewable energy to technology. These clients all come to Hull Consulting with complex issues and concerns, and they expect successful resolution and prompt and professional execution of tactics and strategies.

3M Company  
American Diabetes Association  
American Medical Response / AMR Medical Transportation  
Century Bank  
City of Espanola  
Devon Energy  
Fidelity Investments  
Glaxo Smith Kline Pharmaceuticals  
Good Samaritan  
HME Specialists [Home Medical & Equipment Supplies]  
JAZZ Pharma  
JUUL  
Maximus, Inc.

Mescalero Apache Tribe  
Native Trading Associates  
New Mexico Child Care Education Association  
NextEra Energy  
PEAK Behavioral Health  
Public Service Company of New Mexico  
RAVE Panic Button  
Smith Bagley, Inc. dba Cellular One of Northeast  
Village of Los Ranchos

#### **BASIC OUTLINE OF A LOBBYING/CONSULTING PLAN**

Engaging the New Mexico Legislature will be a critical operation of the campaign. Public perceptions and political policies go hand in hand and have a strategically tailored. government relations plan is central to influencing public policy and campaign outcomes. Hull Consulting's knowledge of New Mexico's political landscape and established. relationships with key political players at the state and local level is second to none and the firm is ready to put its resources to work for you. The government relations strategy should include a detailed education and stakeholder engagement strategy.

It is critical to establish an immediate collaborative, working relationship with the Quay County due to the current schedule of the legislative and budgetary process in New Mexico. Hull Consulting will work quickly to jointly develop a specific strategy to include a set of legislative activities that meet the identified key outcomes including identifying legislative priorities for the 2024 Legislative Session.

We will immediately set up meetings with various stakeholders regarding Capital Outlay, the County Hospital and others as issues arise. The 2024 budget is already being developed and it will be important that Legislative Finance Committee (LFC), Governor's Office and other Legislators are well informed on the counties needs as it relates to the Hospital. Additionally, we will want to work with both staff and legislators on the LFC to educate and communicate our request for funding.

#### ***Hull Consulting will provide the following services:***

Participate in the strategic planning process to develop a government relations strategy to support identified goals and objectives. The strategic plan will be aligned with the key outcomes provided by Quay County and include an overview of the political and economic climate, a list of targets including state agencies, elected officials, and members of the Governors office, identify key stakeholders including service providers, coalitions, champions, and partners.

Establish and maintain regular communication with local government, state agencies, elected officials in the New Mexico House of Representatives, the New Mexico Senate, the New Mexico Governor's office, their Staff and Aides.

Work directly with appointed and elected officials and staff members of targeted State Agencies regarding lobbying efforts to gain support for identified initiatives and growth strategies.

Plan and coordinate meetings between the organization and state agencies, governor's office, and elected officials to discuss legislative issues and proposals and allow officials to respond to concerns.

Assist in building a coalition that is made up of like-minded associations, non-profits and businesses to help communicate targeted messages and assist with moving the organization's legislative agenda forward.

Maintain a stakeholder database with key contacts that can be called upon for various requests both during the interim and legislative sessions.

Participate in trade organizations and /or other similar organizations to maintain and expand knowledge and awareness of relevant issues.

Work with individuals or groups having similar interests to encourage them to also contact legislators and express their views.

Track identified initiatives throughout legislative sessions and during the interim keeping the organization apprised of all hearings aligned with the organizations initiatives and coordinating efforts to testify.

Hull Consulting will track all legislation of interest, provide analysis on the bill and updates throughout the legislative session.

Monitor appropriate information sources including tracking legislation, monitoring the New Mexico media and political blogs.

Attend legislative sessions, interim committees, political conferences, meetings with local and state agencies and other events to gather and communicate information relevant to the organizations interests.

Assist in identifying merits or weaknesses on specific bills to influence passage, defeat, or amendment of measure, or introduction of legislation more favorable to the organization's interests.

Contact and confer with members of the legislature and other holders of public office to persuade them to support favorable legislation or oppose unfavorable legislation.

Hull Consulting will testify at interim committee hearings and standing committee meetings to express and advance interests on proposed legislation.

Schedule meetings (in-person, phone and written reports) with the organization to update and discuss strategy during the legislative and interim sessions.

Hull Consulting will provide the organization monthly status reports as requested. Also, we will attend and present to the organization upon request

Hull Consulting will provide the organization opportunities to meet with key members of the legislative and executive branch to discuss issues and needs.

Communicate with the organization on a regular, timely basis any relevant information obtained with respect to any of the above listed duties and activities.

Monitor political developments and advise of the potential effects on relevant business interests. Provide feedback on presentations and collateral pieces.

Immediately following the legislative session, a meeting with the Governor's office will take place to discuss targeted legislation that the organization supports or opposes.

Lobby the governor to sign or veto legislation affecting the organization as directed, particularly with respect to budgetary line items.

Provide post session reports as directed and present them to the organization's board, members or staff as requested.

Respond to requests for information via appropriate communication methods (i.e., e-mail, phone call, individual or group meeting, etc.)

Hull Consulting will file all necessary reports with the Secretary of State's office on behalf of the organization. As well as complying with all lobbying requirements set forth by the Secretary of State.

Maintain a professional demeanor, a character of high ethical standard and credibility and represent a positive presence in the community.

Other duties as assigned.

#### **COST OF SERVICE**

Hull Consulting shall provide the services described above and may also engage in other activities as mutually agreed upon for a 12-month period. Hull Consulting proposes an annual fee of \$12,000 + Gross Receipts Taxes paid monthly.

Signature

A handwritten signature in black ink, appearing to read "Robert Lopez", written over a circular official seal.

Kim Legant  
Consultant

Quay County Commission  
Commissioner Robert Lopez  
District 1

