

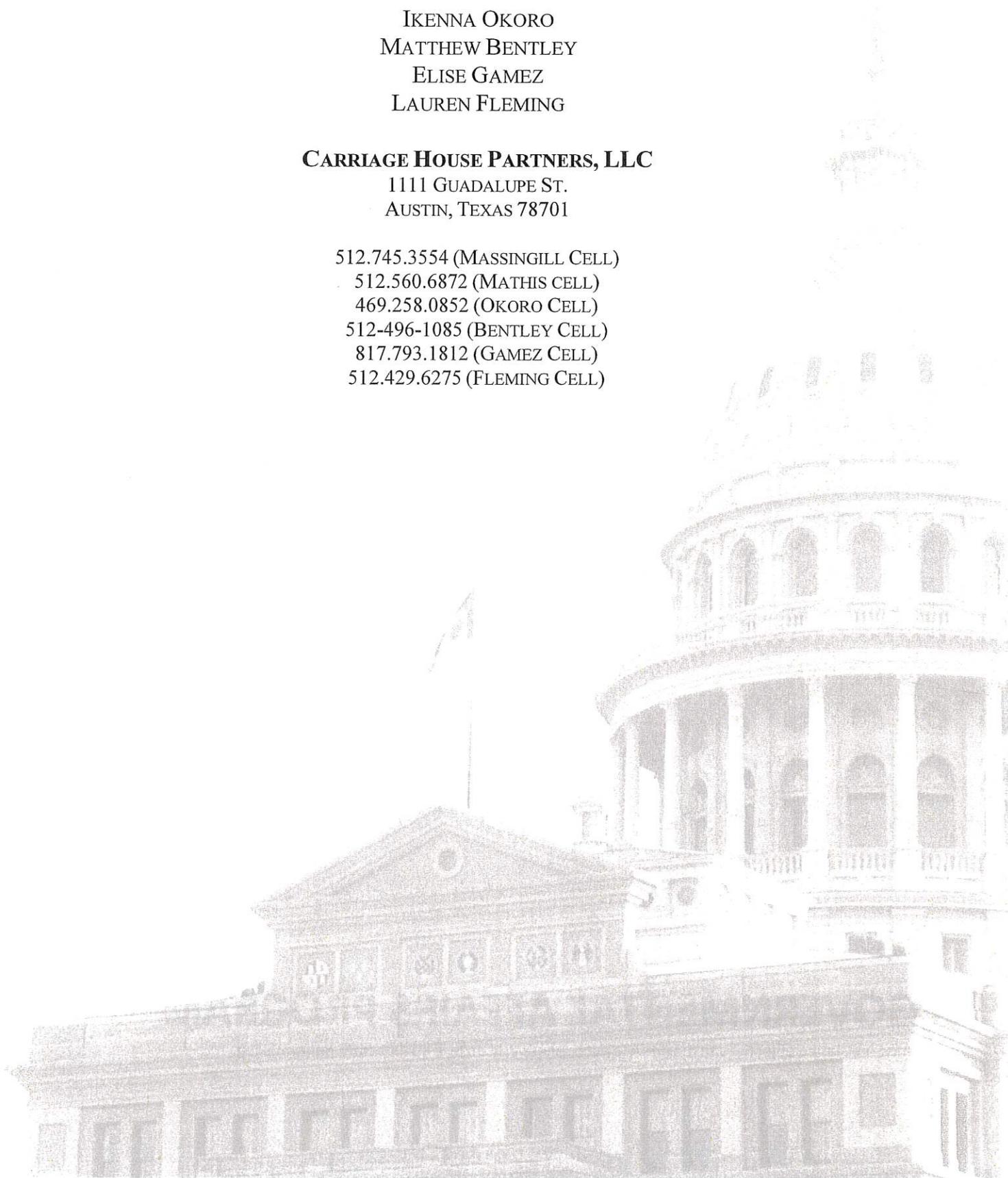
**PRESENTED BY THE OFFICES OF**

GAVIN MASSINGILL  
JAMES MATHIS  
IKENNA OKORO  
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ELISE GAMEZ  
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**CARRIAGE HOUSE PARTNERS, LLC**

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# Proposal to the Edwards Aquifer Authority

## **A GOVERNMENTAL AFFAIRS PROGRAM**

Supporting legislative objectives to maximize effectiveness and ensure quality state policymaking.

CARRIAGE HOUSE PARTNERS, LLC

1111 GUADALUPE ST.  
AUSTIN, TEXAS 78701

December 9, 2025

Ms. Shelly Hendrix  
Controller/Sr. Director of Finance  
RFQ NO. 003-25-EXE  
Edwards Aquifer Authority  
900 E. Quincy Street  
San Antonio, Texas 78215

RE: RFQ NO. 003-25-EXE

Dear Ms. Hendrix:

This statement of interest and qualifications is in response to the solicitation by the Edwards Aquifer Authority for legislative consulting services. Carriage House Partners, LLC is interested and qualified to continue to provide legislative consulting services to the Edwards Aquifer Authority (EAA) and its Board of Directors. We are pleased to provide this proposal reflecting our combined qualifications and experience to support the EAA with a variety of governmental affairs objectives.

Carriage House Partners, LLC is a lobby firm based in Austin, Texas. The principals are Gavin Massingill and James Mathis; associate lobby team members include Elise Gamez, Ikenna Okoro, Matthew Bentley and Lauren Fleming. All legislative advocates are registered with the State of Texas to provide lobby services before the Texas Legislature and state agencies on behalf of their clients. Our office, which we gladly make available to our clients, is located in the historic Houghton Carriage House at 1111 Guadalupe Street.

Together we have over 95 years of experience and a proven track record of advocating in the halls of the state capitol for a diverse portfolio of clients. We are confident we have the depth of knowledge to understand what strategies will continue to be successful for the Edwards Aquifer Authority in working with the Texas Legislature and the executive branch.

Carriage House Partners has represented the Edwards Aquifer Authority over the past 12 years and have achieved numerous victories over the years. Highlights include: prior to the 2019 session, the board voted to support removing the EAA from provisions of Chapter 36 of the Water Code and amending Chapter 626 (the EAA Act) with those provisions. We were successful in accomplishing that goal passing HB 2729 by Ina Minjarez, relating to the administration, duties, and operation of the Edwards Aquifer Authority.

The same session, we were also able to take advantage of another opportunity and pass HB 3656 by Andy Murr, relating to the transfer of certain permitted irrigation water rights related to a certain portion of the Edwards Aquifer Authority. HB 3656 clarified uncertainties in converting water within the EAA footprint that resulted in the Uvalde lawsuit.

During the 89th Legislative Session, we helped successfully pass SB 863 by Perry - Relating to aquifer storage and recovery projects that transect a portion of the Edwards Aquifer. [Effective 9-1-25]. We also helped EAA build positive relationships through support of additional aquifer storage and recover projects as a resource to those legislative efforts, including SB 616 Perry - Relating to aquifer storage and recovery projects that transect a portion of the Edwards Aquifer and HB 4931 Virdell / SB 2159 Flores - Relating to aquifer storage and recovery projects that transect a portion of the Edwards Aquifer. (Medina Co. ASR amended on to SB 616).

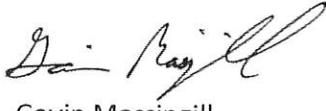
We remain committed to spending the necessary time with you and the Edwards Aquifer Authority Board to continue implementing winning legislative strategies. Our outstanding scope of representation is tailored to meet the specific needs of the Edwards Aquifer Authority and would continue to include the following:

- Provide legislative consulting services for EAA, which include direct contact with members of the Texas House, Texas Senate, and the Governor, as well as their staff, to achieve the Authority's goals and objectives.
- Work with and advise EAA on the development of legislative objectives and goals; followed by development and implementation of a comprehensive legislative plan to achieve those legislative goals and objectives as directed by EAA.
- Monitor all House and Senate interim charges as issued by the Lt. Governor and Speaker of the House, to include coverage and direct lobby activity before all interim hearings on issues pertinent to the EAA.
- Monitor and advise on legislation and policies that might be detrimental to EAA as well as work to defeat such legislation.
- Monitor legislation and the legislative environment to advise on political and policy opportunities that may present themselves to further the goals developed by EAA and work to create additional opportunities as may be appropriate.

Carriage House Partners will perform this level of service over a two-year term for the sum of \$300,000. For administrative purposes, this fee may be paid in 24 equal installments at the rate of \$12,500 per month. The EAA will only be responsible for reasonable and direct lobby expenses benefitting the EAA. Any direct expenses over \$500.00 will require prior approval.

We look forward to visiting with you in person and expanding on the items outlined herein.

Sincerely,



Gavin Massingill



James Mathis



## a. Firm Resume

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CARRIAGE HOUSE PARTNERS, LLC

1111 GUADALUPE ST.  
AUSTIN, TEXAS 78701

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Carriage House Partners, LLC is a top Texas lobby firm based in Austin, Texas. The firm was created in 2009. The principals are Gavin Massingill and James Mathis. Associate lobby team members include Elise Gamez, Ikenna Okoro, Matthew Bentley and Lauren Fleming.

Independently each of the partners are highly successful lobbyists with a combined 95 years of experience and a proven track record of advocating in the halls of the state capitol for a diverse portfolio of clients.

Together their unique personalities, skill sets and tireless efforts have blended together to make them one of the most effective and sought after lobby groups in Texas.

Carriage House Partners' focus on strategic planning and long-term relationship building are hallmarks of their approach to lobbying.

The partners and associates take pride in their outstanding scope of representation and commitment to tailoring a governmental relations program that meets the specific needs of individual clients.

(see attached resumes for all team members)

# GAVIN MASSINGILL

Partner

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Gavin Massingill leverages 30 years of experience as a lobbyist, legislative staffer, policy director, and chief of staff, as well as the relationships he has built throughout the Texas Capitol, to advise clients on their most important issues.

In 2019, as Chief of Staff to the Speaker of the Texas House of Representatives, Massingill led a talented group of 40 individuals who comprised the Office of the Speaker. On a daily basis he served as the primary liaison to the 150 members of the Texas House while also supervising the daily functions of the office, including Speaker appointments, strategic initiatives, and legislative coordination with the Texas Senate and the Office of the Governor. He also served as the primary point of contact in the Speaker's office overseeing the eight officers of the Texas House of Representatives.

Massingill's first job in the Texas Capitol began in the 1990's as a House messenger in the Sergeant-at-Arms Office. Inspired by the Legislature and its traditions, he would go on to serve as a legislative policy director, campaign manager, and Chief of Staff to two state representatives as well as the Speaker. Before returning to the capitol in 2019, he entered the private sector as a lobbyist in 2008 where he advised numerous businesses and associations on legislative strategy. In 2010 he co-founded the successful lobby consulting firm of Carriage House Partners, LLC where he remains as managing partner today in addition to maintaining his own portfolio of clients. His areas of expertise include legislative drafting, parliamentary procedure, and the ability to work across party lines to craft public policies benefiting all Texans. The publication, *Capitol Inside*, named him a Rising Star early in his career and has since listed him as one of the state's top 10 Hired Gun lobbyists. In 2025 Gavin was nominated by peers and chosen by the U.S. Lege platform for the prestigious Texas Lobby Legend award. He is a member of the Professional Advocacy Association of Texas and has represented a diverse range of corporate, industry, non-profit, and association clients.

Massingill is passionate about public service and giving back to his community. He serves as Mayor of the City of Rollingwood and was an elected Alderman for five years prior. He is active with two non-profit organizations focused on hunger relief. For over 23 years Massingill has been involved with the Fort Worth Stock Show & Rodeo where he now serves on that organization's Board of Directors. He previously volunteered as a child advocate for CASA of Travis County and served on the executive committee of the Star of Texas Fair and Rodeo and on the board of Foster Angels of Central Texas.

Massingill is a graduate of the University of Texas at Austin. He and his family reside in Rollingwood, Texas.

# JAMES MATHIS

Partner

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James Mathis has over two decades of legislative service and experience to his credit, and for the past eight years has been ranked in the top 12 most influential lobbyist in Texas. With a host of clients from a variety of industry sectors, he is widely known as a results oriented professional with an extensive understanding of effective government relations and campaign management.

In his early career Mathis was honored to serve the Governor of Texas for nearly five years. He was first a legislative assistant and a short time later was promoted to personal aide. Soon he was an integral part of the day to day operations of the Governor's office, assisting with a variety of official functions and most notably acting as the Governor's political liaison to a number of state and local officials, and business contacts.

Not to be overlooked with his service in the Texas executive branch, Mathis also served as a staff person in the Texas Legislature for almost five years prior to his tenure in the Governor's Office. He served on legislative staff in the Texas House of Representative. It was in the trenches of the Texas House where he learned the intricacies of the legislative process and effective policymaking.

By 1995 Mathis had completed ten years of public service. In that year he chose to start a new career path and offer his wealth of experience to the private sector as a governmental affairs consultant. He joined a prominent Austin law firm as their legislative assistant specializing in advocacy and strategy before the Texas Legislature and Executive Branch. By 2001, Mathis owned his own governmental affairs consulting firm specializing in corporate and association lobbying.

Today Mathis has an extensive list of clients, from Fortune 500 companies to some of the most influential associations in Austin, they all value his counsel on a daily basis. Mathis proves experience is only as important as hard work.

Mathis is an avid golfer and outdoorsman and lives in the Austin area with his wife Terri.

# ELISE GAMEZ RICHARDSON

Associate

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Elise Gamez Richardson serves the Carriage House partnership as an associate lobbyist and office operations manager. Her Senate Capitol experience and years of organizational skills developed through her previous professional career have become essential for an assortment of clients.

Elise received her B.S. in 2009 from the University of Texas at Austin, and went on to study abroad at the Universidad de Alicante in Alicante, Spain.

Elise worked for Senator Glenn Hegar during the 80<sup>th</sup> legislative session where she gained valuable insight into the legislative process. Her position in the Senate included media and communications components as well as policy work on a number of key issues. Elise's duties related to constituent services and external outreach uniquely prepared her for the responsibilities commensurate with facilitating the daily functions of a successful lobby firm.

Elise joined Carriage House Partners in 2014. She directs daily operations and assists with client strategic planning. Additionally, she coordinates a wide variety of lobby functions both inside and away from the State Capitol.

Prior to joining the firm, Elise gained 5 years of hands on experience in the field of public education in her hometown of Fort Worth.

Elise is actively involved in the Fort Worth Stock Show and Rodeo. She has three young children with her husband Ross.

# IKENNA OKORO

Lobbyist / Attorney / Parliamentarian

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Ikenna is an attorney and government relations professional with over seven years of experience working in and around the Texas Capitol.

Ikenna began his career working in the House Parliamentarian's office and was appointed to serve as the Assistant Parliamentarian by two Speakers of the Texas House of Representatives. For over three years he worked closely with all 150 members of the House and their staff to answer procedural and legal questions.

After his time in the capitol, Ikenna moved to the private sector to work at a law firm where he had a regulatory practice focusing on electricity and natural gas issues and a lobby practice representing corporate, non-profit and trade association clients in a variety of industries. Ikenna has successfully drafted bills, amendments, and points of order on behalf of his clients.

In his spare time, Ikenna enjoys participating in distance runs, trying new restaurants in Austin, and learning languages. He also helps strengthen his community by mentoring college and law students and serving as a board member for the non-profit Keep Austin Fed.

Ikenna graduated from The University of Miami with a degree in Biology and received his law degree from The University of Texas School of Law.

# MATTHEW BENTLEY

## Lobbyist

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Matthew Bentley is a lobbyist and political consultant with a proven track record in public positioning, issue management and government relations. His success is the product of extensive relationships with elected officials and staff throughout the legislative and executive branches as well as regulatory agencies. A native of East Texas, he was recently named a Top Ten "Rising Star" lobbyist by Capitol Inside, a bi-partisan publication covering Texas politics and government.

Matthew is widely acclaimed for his work in political campaigns throughout Texas and the United States. He began his campaign work with Commissioner Todd Staples' statewide Agriculture Commissioner campaign and Governor Rick Perry's 2010 gubernatorial and 2012 presidential races. In 2018, he had a 100 percent win rate consulting for Cody Harris' campaign for the Texas House of Representatives, U.S. Congressman Lance Gooden's open-seat race for Congress and judicial races throughout East Texas. He also served as Campaign Manager for State Representative Byron Cook's successful 2016 campaign for re-election – one of the highest-profile and most seriously contested races of that cycle.

During the 81st Legislative Session (2009), Matthew worked for Commissioner Todd Staples at the Texas Department of Agriculture, as the Commission underwent the Sunset review process. In 2015, Matthew expanded his legislative experience by serving as Legislative & District Director for House State Affairs Committee Chairman, Byron Cook.

Matthew currently consults for companies, associations, special purpose districts and non-profit organizations in Texas, specializing in environmental management, energy and utility regulations, private property interests, education programs, natural resources, infrastructure, technology, economic development, taxation and finance issues. He also has significant experience in alcohol, transportation, insurance, procurement, gaming and local government matters. Matthew's work has resulted in public policy development and implementation, strategy formulation with key government officials and improved communication between legislative and business leaders at the highest level.

Matthew began lobbying independently during the 83rd Legislative Session (2013). Among his clients are the nation's largest telecommunications company, one of the world's top stock market exchanges, the largest electric cooperative in the country, a mining operation, a Class A water utility, a conservative tort reform organization, several technology companies, the world's largest gaming company, various landowner groups, a global manufacturing leader, the largest child care company in the US, the state's leading energy association and Houston's strongest pro-business coalition.

Before launching his practice, Matthew contracted with Reggie Bashur, Cliff Johnson, Clay Pope and Luis Saenz during the 82nd Texas Legislature (2011) to help serve and represent their clients' broad range of interests before the Texas Legislature and agencies throughout the state. Matthew also served as Business Development Manager for Procurement Strategy Group, Inc., where he helped companies target and win projects with federal, state and local governments.

Matthew presently serves on the advisory council for Texan by Nature, a non-profit organization founded by Former First Lady Laura Bush, which focuses on safeguarding the environment with respect to private property interests and economic development. He is a proud graduate of The University of Texas at Austin.

# LAUREN FLEMING

Lobbyist

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Lauren Fleming is a lobbyist and consultant with over 15 years of experience in the Texas legislature and government affairs.

Most recently, Lauren was the Policy Advisor on Business and Commerce to Lt. Governor Dan Patrick. She advised the Lt. Governor and senior staff regarding policy, legislation and budget issues since he was elected in 2014. She works closely with Texas legislators and their staff, as well as state agencies, to craft, amend, pass, implement and enact legislation. Since Winter Storm Uri in 2021, Lauren focused on identifying and evaluating the problems with the Texas electric grid and recommending and executing solutions to improve it.

Before her role advising the Lt. Governor on Business and Commerce issues, Lauren was his advisor on Criminal Justice. She also served in his Texas Senate office as General Counsel during the 83<sup>rd</sup> legislative session. Prior to working in the Texas Senate, Lauren began her career at the Texas Legislature working as General Counsel and Legislative Director to Texas House Representative Dennis Bonnen.

During her tenure working for the Texas Legislature, Lauren had experience advising on a broad portfolio of policy issues including electricity, property and casualty insurance, health insurance, alcohol, housing, development, real estate, banking and finance, licensing, telecommunications, cybersecurity, technology, oil and gas, automobiles, higher education, transportation and criminal justice. She also worked closely on the budget and overseeing the Sunset process of several agencies.

She also has previous experience in government affairs and advocacy. Lauren worked for the Texas Oil and Gas Association while in law school during the 81<sup>st</sup> legislative session and worked for the Texas Association of Builders immediately after college during the 80<sup>th</sup> legislative session.

Lauren was born in Dallas and grew up in Tennessee. She attended the University of Tennessee for undergrad and graduated with a degree in International Relations and Diplomacy. She then returned to Texas and attended the University of Texas School of Law. She bleeds both shades of orange. Lauren is a member of the Texas Bar; she is a partner at her church in Austin, TX; she leads a Young Life small group of college seniors; she is on the Nightlight Christian Adoptions Advisory Board; she is a mentor to a law student through the University of Texas Law Mentor Program; and she serves on the Texas Law Alumni Association Regional Committee. Lauren lives in Austin with her husband, Alex, and their son, Drew.



b. & c.  
General Description of Experience in Legislative  
Consulting Services  
&  
A Summary of Background and Experience  
Pertaining to Similar Representation

**General description in experience in legislative consulting services on matters including, but not limited to, water resources, environmental and natural resources, and local, state, and federal government issues; and a summary of background and experience pertaining to similar representation**

The consultants both individually and as a group have extensive expertise in the lobby profession and bring a variety of advocacy skills to any governmental affairs program. Consultants may employ a range of proven lobby tactics and strategies on the Board's behalf. The following are diverse examples of successful advocacy efforts undertaken by the consultants over the past several years.

- EAA Specific: Successfully developed and implemented a multi-session legislative strategy to remove the Edwards Aquifer Authority from Chapter 36, Texas Water Code, provisions and moving all necessary requirements into Chapter 626, the EAA Act.
- EAA Specific: Facilitated the passage of HB 3656, which settled an ongoing conflict between to EAA, the Uvalde County Underground Water Conservation District (UCUWCD), and the city and county of Uvalde regarding rules adopted by EAA dealing with conversion of base irrigation groundwater.
- EAA Specific: During the 89th Legislative Session, we helped successfully pass SB 863 by Perry - Relating to aquifer storage and recovery projects that transect a portion of the Edwards Aquifer. [Effective 9-1-25]. We also helped EAA build positive relationships through support of additional aquifer storage and recover projects as a resource to those legislative efforts, including SB 616 Perry - Relating to aquifer storage and recovery projects that transect a portion of the Edwards Aquifer and HB 4931 Virdell / SB 2159 Flores - Relating to aquifer storage and recovery projects that transect a portion of the Edwards Aquifer. (Medina Co. ASR amended on to SB 616).
- EAA Specific: Achieved numerous small victories of the year by defeating, or in most cases amending, harmful bill language which was identified as having unintended negative consequences for EAA operations.
- Successfully utilized a three-part strategy on behalf of a national low-level radioactive waste disposal operator to enable the company's facility to finally begin accepting, processing, and storing low-level radioactive waste safely and to the benefit of the state. Over the course of a 3-year period, we were instrumental in developing concurrent tactics within the political, legislative, and regulatory environments which led to success for the client legislatively.

- Led the joint lobby teams of two Fortune 500 companies and successfully passed highly controversial tobacco tax policy changes in 2009 and again in 2013. Both efforts required complex legislative strategies and extremely dynamic coalition building among numerous stakeholders and legislators.
- Assisted one of the oldest and most respected statewide associations in defeating harmful legislation being pushed by a six-person special interest lobby team. The defensive position was not anticipated early in session but soon became a must-win scenario after bills were filed and fully analyzed.
- Worked on behalf of a client on a very contentious issue which had culminated with a lawsuit and a three-year battle in the court system. By working patiently and persistently with all stakeholders and legislators at the most opportune time, we were able to craft agreed-to legislation for all parties. The lawsuit was later dropped upon a joint motion of the parties.
- Worked with a coalition of well-respected national non-profits in an effort to make needed reforms to the Texas Juvenile Justice System. Over three consecutive sessions we helped pass major statewide initiatives that have been systemically transformative and have put all eyes on Texas as an emerging model of reform.
- Helped a publicly-traded oil and gas company develop their Texas governmental affairs program from the ground up. Identified key legislators in various areas of operation in the state and systematically began educating those elected officials and developing lasting positive relationships.
- Led the efforts to fully fund various state Medicaid programs dependent on state appropriations and federal matching funds. Team members work consistently with legislative staff and budget writers to promote adequate Article II funding on an ongoing basis.
- Team members have worked for a number of years, as state administrative staff, legislative staff, and lobbyists, on a wide variety of issues.

**INDIVIDUAL AND FIRM LOBBY CLIENTS INCLUDE**

Altria  
Association for Accessible Medicines  
AT&T  
CCV Ventures LLC  
CTC Global  
CVS  
DFW NCDA  
DOW Chemical Company  
Edwards Aquifer Authority  
Landry's Restaurant, Inc.  
Las Vegas Sands  
Occidental Petroleum  
Oncor  
Port Freeport  
Raptor Technologies  
Texas Aggregates and Concrete Association  
Texas Association of Manufacturers  
Texas Association of Sports Officials  
Texas Automobile Dealers Association  
Texas Chemistry Council  
Texas Deer Association  
Texas McDonald's Operators Association  
Texas Oil and Gas Association  
Texas Optometric Association  
Texas Package Stores Association  
Samsung Semiconductor Austin  
Superior Health Plan



## d. Assessment of Qualifications

## Assessment of Qualifications

The individual partners are legislative advocates registered with the State of Texas to provide lobby services before the Texas Legislature and state agencies on behalf of their clients. Together we have over 95 years of experience and a proven track record of advocating in the halls of the state capitol for a diverse portfolio of clients. We are confident we have the depth of knowledge to understand what strategies will be successful for EAA in working with the Texas Legislature and the executive branch. We are committed to spend the necessary time with you and the EAA team to develop and implement a winning approach. Our outstanding scope of representation would be tailored to meet the specific needs of EAA and would include the following:

- Provide legislative consulting services for EAA, which include direct contact with members of the Texas House, Texas Senate, and the Governor as well as each of their staff to achieve the Authority's goals and objectives.
- Work with and advise EAA on the development of legislative objectives and goals; followed by development and implementation of a comprehensive legislative plan to achieve those legislative goals and objectives as directed by EAA.
- Monitor all House and Senate interim charges as issued by the Lt. Governor and Speaker of the House, to include coverage and direct lobby activity before all interim hearings on issues pertinent to the EAA.
- Monitor and advise on legislation and policies that might be detrimental to EAA as well as work to defeat such legislation.
- Monitor legislation and the legislative environment to advise on political and policy opportunities that may present themselves to further the goals developed by EAA and work to create additional opportunities as may be appropriate.



e. Conflict of Interest Statement

### **Conflict of Interest Statement**

Texas ethics laws require that registrants decline any representation on behalf of one party, which conflicts with the representation engaged in on behalf of another party. Carriage House Partners, its individual partners and associates may engage in multiple representations requiring registration under Texas ethics law. Carriage House Partners, its individual partners and associates are currently not aware and have no knowledge of any existing conflicts of interest that would preclude representation of the Edwards Aquifer Authority or its Board of Directors.