



Request for Proposals: Maryland Contract Lobbyist FY 27

**ORGANIZATIONAL
INFORMATION:**

Name: Chesapeake Bay Foundation, Inc.
Address: 6 Herndon Ave., Annapolis, MD 21403
Contact: Matt Stegman

ISSUE DATE:

September 17, 2026

SUMMARY OF NEED:

The Chesapeake Bay Foundation (CBF) is seeking the services of a professional lobbyist that focuses on environmental issues, state budget advocacy, and other public interest issues in the Maryland General Assembly for a year-long contract.

THE PROJECT:

Lobby on behalf of CBF in the MD General Assembly and with the Administration on the policy priorities identified by CBF. This will include efforts during both the upcoming 2027 Regular General Assembly Session and any "Special Sessions" that follow, as well as rulemaking and regulatory processes throughout the year. The lobbyist will be responsible for providing advice to inform strategy decisions and advancing the legislative policy agenda of the organization.

SCOPE OF WORK:

1. Contract lobbyist would be retained to represent CBF before the Maryland General Assembly (MGA), Administration, and state agencies.
2. During the 2027 Regular General Assembly Session and any "Special Sessions" that follow, the Contract Lobbyist will serve as an authorized representative of CBF in the state legislature and before the Administration and provide the following services:
 - Attend CBF strategy and planning meetings to provide appropriate consultation and advice.
 - Regularly review General Assembly bill synopses and committee schedules and provide timely, proactive updates via email, text, and phone on legislation and meetings relevant to CBF's policy priorities.
 - In consultation with the Maryland Staff Attorney, prepare and/or deliver testimony before the MGA and administrative bodies on CBF's behalf.
 - In consultation with the Maryland Staff Attorney, assist in drafting priority legislation, identifying legislative champions and sponsors for CBF initiatives, and ensure that legislation is submitted in a timely manner.
 - Directly lobby the Administration and lawmakers on all CBF legislation and policy priorities.
 - Communicate regularly with sponsors, committee chairs, and committee staff regarding priority legislation, and assist in coordinating efforts to advance legislation.

- Help draft and place desired amendments, including budget amendments and budget language.
- Develop reliable vote counts in committee on major legislation and reliable vote counts on the floor when legislation passes committee.
- Identify, target, and coordinate engagement with potential swing votes on key legislation.
- Attend CBF's organized legislative activities.
- Advise on and assist with the CBF's efforts to identify and build close relationships with legislators who serve on key committees and advisory bodies to establish a "Chesapeake Bay Legislative Caucus".
- Upon closure of the MGA session, provide a thorough review and analysis of the session(s) as it pertains to CBF's policy priorities.

3. When the General Assembly is not in session, the contract lobbyist will attend relevant CBF planning or strategic meetings, attend study sessions of the General Assembly relative to CBF issues and report back to the CBF staff, enhance the CBF's legislative relationships by setting up strategic meetings with key legislators and CBF staff, work with staff to plan CBF's special events as they relate to the legislative program and assist in the planning and development of the CBF's grassroots and grassstops programs. The contract lobbyist will help develop and execute a strategy related to the Maryland budget, including the Capital budget and special funds. This strategy shall include how to deal with budget items that come before the Board of Public Works, how to support state agencies such as MDE, DNR, MEA and Ag on their budget initiatives, and how to position CBF for the budget items that will come before the General Assembly.

THE SCHEDULE:

We request that your proposal be delivered electronically to Matt Stegman (via email at mstegman@cbf.org), no later than 5:00pm on October 12, 2026.

It is the intent of CBF to make a selection no later than October 23, 2026. We will notify you once a decision for award of bid is made.

The schedule requires that the selected entity complete the project from November 1, 2026 to October 31, 2027.

MINIMUM REQUIREMENTS:

At a minimum, respondents must provide evidence of the following qualifications:

- At least two years' experience lobbying in front of the Maryland General Assembly or executive branch. Comparable public policy or advocacy experience may be substituted for this requirement.
- Demonstrable knowledge and experience in advocacy around the Maryland state budget.
- Understanding of and ability to comply with all state and local registration and reporting requirements related to lobbying activity.
- Sufficient capacity and resources to be able to engage on our legislative agenda immediately upon contract execution.
- Ability to provide a statement that you will not engage in any lobbying activities that would conflict with CBF's legislative or policy agenda.

Preferential consideration will be given to respondents who can

demonstrate the following:

- Experience lobbying on behalf of environmental organizations and/or other non-profit organizations.
- Conversant knowledge of issues pertinent to restoration and protection of the Chesapeake Bay.

INTERVIEWS:

We do not plan to conduct interviews but may contact you for additional information, clarification, or with specific questions during the bid review process.

MINORITY PARTICIPATION:

CBF actively encourages proposals from small, woman and minority-owned (SWAM) businesses. Please note if you are a SWAM Business and if you are certified by the State.

FOR FURTHER INFORMATION OR QUESTIONS:

Matt Stegman (mstegman@cbf.org)

CBF RESPONSE FORM

Please complete the following information for your response:

1. The name and full contact information of your company and, if applicable, any other entity comprising your team: [Attach resumes of key individuals involved.]

2. List and describe three projects completed within the previous five years that are relevant to this project and demonstrate the minimum requirements of the RFP. If the relevance is not immediately obvious, please describe briefly the relationship as you see it: [Attach additional information as appropriate.]

3. List three client references and their contact information for whom you or your team members have completed work similar to that described in this RFP:

4. Include basic information and history about the business entity, financial information, technical capability, and any other information you feel is important for us to know.

5. Fee Proposal, detailed to the greatest extent possible – cost for service: hourly rates (if applicable), typical direct out of pocket costs such as travel reimbursement, copies, mailings etc., and any other anticipated expenses that you foresee:

6. Additional information, such as you/your team member's particular experiences, training, and/or academic background(s) that may make you uniquely qualified for this position: [Attach additional materials as appropriate.]

A successful applicant may need to provide proof of insurance based on the services or product provided.

The undersigned certifies that the information submitted above is true and accurate.

The undersigned certifies that the person, firm, association, co-partnership or corporation herein named, has not, either directly or indirectly, entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free competitive bidding in the preparation and submission of a proposal to the Chesapeake Bay Foundation for consideration in the award of a contract.

The undersigned further certifies that the firm, association, or corporation or any person in a controlling capacity associated therewith or any position involving the administration of federal funds; is not currently under suspension, debarment, voluntary exclusion, or determination of ineligibility by any federal agency; has not been suspended, debarred voluntarily excluded, or determined ineligible by any federal agency within the past three years; does not have a proposed debarment pending; and has not been indicted, convicted, or had a civil judgment rendered against said person, firm, association, or corporation by a court of competent jurisdiction on any manner involving fraud or official misconduct within the last three years.

I further acknowledge that by signing this page of the proposal, I am deemed to have agreed to the provisions of the affidavit.

(Name of Firm)

(Authorized Signature)

(Title)

(Please print Name)

(Date)