



REQUEST FOR PROPOSAL

State Lobbying Services

July 2010

The Denver Metro Chamber of Commerce is seeking information from individuals/teams interested in serving as the organization's contract lobbyist during the 2011 Session of the Colorado General Assembly.

Interested parties should complete the attached application and return it to Tamra Ward, senior vice president of public affairs and communications, no later than 5 p.m. on August 13, 2010.

Candidates selected to proceed will be contacted to schedule an in-person interview.

ABOUT THE ORGANIZATION

For nearly 150 years, the Denver Metro Chamber has been a leading voice for Colorado's business community. With a membership that spans the seven-county metro region and includes 3,000 businesses and their 300,000 employees, the Chamber is an effective advocate for small and large businesses at the local, state and federal levels. With its affiliates—the Metro Denver Economic Development Corporation, the Denver Metro Chamber Leadership Foundation, the Denver Metro Small Business Development Center, and the Colorado Competitive Council (C3), the Chamber plays a vital role in defining the economic landscape of our state.

GENERAL INFORMATION

Firm Name (Please note who is proposed as lead/primary contact)

Address

City/State/Zip

Office Phone

Cell Phone

Fax

Email

Verify if all members of the team are from the same firm or subcontracted. If contact information is different, please provide here.

Firm Name

Address

City/State/Zip

Office Phone

Cell Phone

Fax

Email

Lobbyist #1

Name

Party Affiliation

Years of State Lobbying

Amount of time at the Capitol during the session

Client List (attach)

Lobbyist #2

Name

Party Affiliation

Years of State Lobbying

Amount of time at the Capitol during the session

Client List (attach)

Lobbyist #3

Name

Party Affiliation

Years of State Lobbying

Amount of time at the Capitol during the session

Client List (attach)

FIRM/TEAM OVERVIEW

The Denver Metro Chamber of Commerce’s legislative strategy focuses on the pillars of our economy – transportation, education and health care – as well as the foundation from which we operate in Colorado, our business climate. Special focus is placed on measures that promote, or hinder, economic growth and activity.

Please share your knowledge and past work in the above-mentioned areas. Additionally, please note if you have worked with clients who are regularly opposed to the Chamber’s position on these issues and how you would address that, should you be selected to represent the Chamber:

Transportation:

Education (K-12 and higher education):

Health Care:

Basic Business Climate (tax and regulatory issues, workers’ compensation, labor relations)

State Budget:

Water:

QUESTIONS

Knowledge of the Denver Metro Chamber and its Family of Affiliates

The Denver Metro Chamber represents 3,000 businesses and their 300,000 employees. Please share your understanding of the organization and its goals and role in Colorado.

Strengths and Challenges

What would you say are your/your team's top three strengths and challenges, should you be selected to represent the Denver Metro Chamber? How would you highlight your strengths and address your challenges to best serve the organization?

Core Competency Areas

What would you/your team define as your areas of expertise and why?

General Assembly Relationships

Please complete the following chart, which lists your/your team's (note who, if a team member) relationships with members of the General Assembly and if you consider your relationship to be an asset or a liability.

Relationship	First	Last	H or S	Dist	Party	Relationship	First	Last	H or S	Dist	Party
	Cynthia	Acree	H	40	R		Bob	Bacon	S	14	D
	Dennis	Apuan	H	17	D		Betty	Boyd	S	21	D
	David	Balmer	H	39	R		Greg	Brophy	S	1	R
	Randy	Baumgardner	H	57	R		Bill	Cadman	S	10	R
	Debbie	Benefield	H	29	D		Morgan	Carroll	S	29	D
	Laura	Bradford	H	55	R		Joyce	Foster	S	35	D
	Edward	Casso	H	32	D		Ted	Harvey	S	30	R
	Lois	Court	H	6	D		Rollie	Heath	S	18	D
	Kathleen	Curry	H	61	D		Mary	Hodge	S	25	D
	Brian	DelGrosso	H	51	R		Evie	Hudak	S	19	D
	Mark	Ferrandino	H	2	D		Mike	Johnston	S	33	D
	Randy	Fischer	H	53	D		Keith	King	S	12	R
	Jerry	Frangas	H	4	D		Mike	Kopp	S	22	R
	Sara	Gagliardi	H	27	D		Kevin	Lundberg	S	15	R
	Bob	Gardner	H	21	R		Shawn	Mitchell	S	23	R
	Cory	Gardner	H	63	R		Linda	Newell	S	26	D
	Cheri	Gerou	H	25	R		Scott	Renfroe	S	13	R
	Dickey	Hullinghorst	H	10	D		Chris	Romer	S	32	D
	Joel	Judd	H	5	D		Brandon	Shaffer	S	17	D
	Daniel	Kagan	H	3	D		Mark	Scheffel	S	4	R
	John	Kefalas	H	52	D		Dave	Schultheis	S	9	R
	Andy	Kerr	H	26	D		Gail	Schwartz	S	5	D
	Jim	Kerr	H	28	R		Nancy	Spence	S	27	R
	Steve	King	H	54	R		Patrick	Steadman	S	31	D
	Jeanne	Labuda	H	1	D		Lois	Tochtrop	S	24	D
	Kent	Lambert	H	14	R		Al	White	S	8	R
	Claire	Levy	H	13	D		Bruce	Whitehead	S	6	D
	Larry	Liston	H	16	R		Suzanne	Williams	S	28	R
	Marsha	Looper	H	19	R						
	Tom	Massey, Jr.	H	60	R						
	Beth	McCann	H	8	D						
	Wes	McKinley	H	64	D						
	Frank	McNulty	H	43	R						
	Karen	Middleton	H	42	D						
	Joe	Miklosi	H	9	D						
	Carole	Murray	H	45	R						
	B.J.	Nikkel	H	49	R						
	Sal	Pace	H	46	D						
	Cherylin	Peniston	H	35	D						
	Jack	Pommer	H	11	D						
	Dianne	Primavera	H	33	D						
	Kevin	Priola	H	30	R						
	Joe	Rice	H	38	D						
	Jim	Riesberg	H	50	D						
	Ellen	Roberts	H	59	R						
	Su	Ryden	H	36	D						
	Christine	Scanlan	H	56	D						
	Sue	Schafer	H	24	D						
	Judy	Solano	H	31	D						
	Jerry	Sonnenberg	H	65	R						
	John	Soper	H	34	D						
	Amy	Stephens	H	20	R						
	Ken	Summers	H	22	R						
	Spencer	Swalm	H	37	R						
	Scott	Tipton	H	58	R						
	Nancy	Todd	H	41	D						
	Max	Tyler	H	23	D						
	Glenn	Vaad	H	48	R						
	Edward	Vigil	H	62	D						
	Mark	Waller	H	15	R						

Executive Branch

In January 2011, Colorado will swear in a new governor. Please detail your working relationship with the candidates for this office and how you would interact on behalf of the DMCC. Additionally, please share which state departments you have worked with in the past, the issues of focus, key contacts and the level of your engagement.

Style and Approach

Please describe your/your team's general style and approach in meeting your client's needs. (An example may be outlining how you would strategize through support or opposition to a piece of legislation and how you would go about executing a plan that would lead to a successful outcome.)

Client Services

Please outline what services, beyond direct lobbying, you would provide the Chamber (bill tracking, written and in-person legislative updates, meetings with member groups, etc.)

Conflicts of Interest

Please enumerate any conflicts of interest that do – or may – exist with your current client base and outline how you would address them.

References

Please provide a list of past and current clients and individuals you would be comfortable with the Denver Metro Chamber contacting.

Compensation

What is your proposed annual retainer?