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Bloomington Burnsville Dakota County Elko New Market Hennepin County Lakeville  
Minneapolis Richfield Savage Scott County

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Request for Proposals: State Government Lobbying Services

Organization: I-35W Solutions Alliance

Issued: October 8, 2026

Responses Due: October 22, 5:00 p.m.

Anticipated Contract Term: January 1, 2027 – December 31, 2028

Address questions only to the RFP Contact:

Sean Hayford Oleary, Vice Chair, I-35W Solutions Alliance

Email: [shayfordoleary@richfieldmn.gov](mailto:shayfordoleary@richfieldmn.gov)

1. Overview and Objective

The I-35W Solutions Alliance is seeking proposals from qualified government affairs firms for legislative representation and related support beginning January 1, 2027. Respondents should provide the information requested below in their proposals.

2. Organization Background

The I-35W Solutions Alliance Website is <https://35wsolutions.com>

The Alliance supports funding of the planning, designing, constructing, operation, and maintenance of a robust multimodal transportation system along the I-35W corridor between Elko New Market and downtown Minneapolis. The I-35W corridor's transportation system should reduce congestion, improve safety, and enable the metropolitan area and the state of Minnesota to better compete economically with other areas of the United States and the world.

While the Alliance principally focuses on I-35W, it also recognizes the impact that changes to the wider transportation system may have on I-35W. Accordingly, the Alliance may support other north and south arterials including Hwy 169 and Hwy 77/Cedar Avenue. East and west connectors the Alliance supports include I-494, Hwy 62 (Crosstown), Hwy 13, and a future connector in Dakota and Scott Counties.

The member cities are of Bloomington, Burnsville, Elko New Market, Lakeville, Minneapolis, and Richfield, as well as Savage, Dakota, Hennepin, and Scott counties. The I-35W Solutions Alliance includes its partner agencies Minnesota Department of Transportation, Metropolitan Council, Metro Transit, and Minnesota Valley Transit Authority.

### 3. Proposals Requirements

Responses must provide information that includes the following:

- a. Approach and Relevant Experience of lobbying the Legislature, Executive Branch Departments and Agencies and others on Transportation Policy and Finance issues and Capital Investment
- b. Qualifications of Lobbyist(s) and relationships to Transportation and Capital Investment Committees Chairs and Leaders
- c. Lobbyist Accomplishments Including the Lead Lobbyist's Role
- d. Lobbyist Resumes or Biographies
- e. Services to be Performed for the Solutions Alliance
- f. Current Client List
- g. Proposed Annual Retainer Fees for a Two-Year Contract (not to exceed \$45,000 in 2027; expenses must be included in the retainer)
- h. Anticipated conflicts, if any, and conflict policy.

### 4. Submission and Proposal Schedule

- a. Please email responses to [shayfordoleary@richfieldmn.gov](mailto:shayfordoleary@richfieldmn.gov) using the subject line "I-35W Solutions RFP Response." No printed copies are requested.
- b. RFP issued: October 8, 2026
- c. Responses due: October 22, 2026 at 5:00 p.m.
- d. Anticipated Interviews, if any, afternoon of October 28th
- e. Anticipated decision and notification: November 12th
- f. Service start date: January 1, 2027

### 5. Review

The I-35W Solutions Alliance will consider the respondents understanding of the organization and its issues, strategic approach, relevant transportation experience and relationships, record of results, ability to work with multiple cities and counties and state and agency partners, capacity, conflicts and overall value.

6. Terms

The selected firm will work closely with the Chair of the I-35W Solutions Alliance, its Executive Committee and its members and ex-officio members to advance the legislative agenda, coordinate relevant presentations at Board Meetings, and ensure the Budget and Audit Committees are fulfilling their duties under the Board's Joint Powers Agreement. The firm will also provide a legislative report at board meetings during legislative sessions and at the Board Meeting following session adjournment. The firm will also ensure the Solutions Alliance Joint Powers Agreement does not lapse.

If the Solutions Alliance awards a contract the contract will be awarded to the individual or firm whose offer is most advantageous to the Solutions Alliance based upon the criteria specified in this document, results of negotiations and the final offer by the individual or firm.

This RFP does not obligate the I-35W Solutions Alliance to select or contract with any respondent, the Solutions Alliance reserves the right to reject any or all proposals in part or in full and to waive any technicalities or informalities as best may serve the interests of the Solutions Alliance. The Solutions Alliance may request additional information, conduct discussions, negotiate with one or more respondents, issue a later solicitation or discontinue the process. The successful firm shall be required to complete a two-party standard contract. Respondents are responsible for their own preparation costs.