



Request for Proposals (RFP)
Texas State Government Relations & Lobbying Services
Greater San Antonio Chamber of Commerce

DEADLINE: Monday, July 20, 2026 by 5 PM

Overview

The Greater San Antonio Chamber of Commerce (Greater Chamber) invites qualified firms and teams to submit proposals for Texas state government relations, lobbying, strategic communications, and public affairs services.

The Greater Chamber seeks a partner capable of advancing the interests of the San Antonio business community before the Texas Legislature, Governor's Office, state agencies, and other key policymakers. The selected firm will serve as an extension of the Greater Chamber's leadership team, providing strategic counsel, legislative representation, policy analysis, coalition-building, and communications support to advance the Greater Chamber's advocacy priorities and strengthen the region's economic competitiveness.

Organizational Background

The Greater San Antonio Chamber is one of the largest and most influential business advocacy organizations in Texas, representing businesses of all sizes and sectors across the San Antonio region.

The Greater Chamber works to promote economic prosperity, advocate for pro-business public policy, convene civic and business leadership, and strengthen the region's long-term competitiveness. The Greater Chamber engages policymakers and stakeholders at the local, state, and federal levels on issues affecting economic growth, workforce development, infrastructure investment, military affairs, innovation, healthcare, energy, and regional competitiveness.

As the policy landscape continues to evolve, the Greater Chamber seeks a partner capable of providing sophisticated governmental relations expertise while helping position the San Antonio business community as a trusted and solutions-oriented voice on matters of statewide importance.

Scope of Services

The selected team or firm may be asked to provide some or all of the following services:

- ***Government Relations & Legislative Advocacy***
 - Represent the Greater Chamber before the Texas Legislature, Governor's Office, state agencies, and other governmental entities.

- Develop and execute a proactive legislative and governmental affairs strategy aligned with the Greater Chamber's State Advocacy Agenda.
- Monitor legislation, amendments, committee hearings, interim charges, agency rulemaking, regulatory actions, and budget developments affecting Greater Chamber priorities.
- Identify opportunities to advance legislative, regulatory, and budget initiatives that support economic growth, workforce development, infrastructure investment, innovation, military affairs, healthcare, energy, and regional competitiveness.
- Assist in developing advocacy strategies, testimony, position statements, policy briefs, and legislative communications.
- Help coordinate meetings, briefings, advocacy events, and stakeholder engagement efforts involving policymakers and business leaders.
- Support coalition-building efforts with other business organizations, economic development organizations, and statewide partners.
- ***Strategic Initiatives & Texas Space Summit Support***
 - The Greater Chamber serves as a leading advocate for emerging industries and regional economic competitiveness initiatives, including aerospace and space-sector development.
 - The selected firm or team should demonstrate its ability to support strategic initiatives such as the Texas Space Summit and related aerospace, defense, innovation, and technology initiatives through:
 - Engagement with state policymakers and agency leadership.
 - Identification of funding, partnership, sponsorship, and policy opportunities.
 - Strategic positioning of major regional initiatives within statewide policy discussions.
 - Facilitation of meetings, briefings, and stakeholder engagement opportunities involving public officials and industry leaders.
 - Support for advocacy efforts that strengthen Texas' leadership in aerospace, defense, advanced manufacturing, innovation, and emerging technologies.
- ***Strategic Communications & Positioning***
 - Translate complex policy matters into clear, compelling business narratives.
 - Develop messaging frameworks aligned with advocacy objectives.
 - Help draft talking points, statements, briefing materials, testimony, op-eds, and stakeholder communications.
 - Assist with media strategy and public positioning around significant policy issues.
 - Support rapid-response communications during legislative, regulatory, or political developments.
- ***Stakeholder Engagement***

- Maintain strong working relationships with elected officials, agency leadership, business organizations, and community stakeholders.
- Facilitate engagement opportunities between Chamber leadership and policymakers.
- Support the Greater Chamber's role as a regional convener and consensus-builder.
- ***Reporting & Strategic Counsel***
 - Provide weekly written updates during legislative sessions.
 - Provide monthly written reports during interim periods.
 - Participate in regular strategy meetings with Greater Chamber leadership and relevant member groups.
 - Deliver timely recommendations regarding emerging legislative, regulatory, and political developments.
 - Provide immediate notification of significant developments requiring advocacy action.

Desired Qualifications

- Demonstrated experience in Texas governmental relations and legislative advocacy.
- Strong relationships with members of the Texas Legislature, executive branch officials, and state agencies.
- Experience representing chambers of commerce, business organizations, trade associations, or economic development entities.
- Understanding of economic development, workforce, infrastructure, military, healthcare, energy, and innovation policy.
- Strong strategic communications, writing, and stakeholder engagement capabilities.
- Ability to provide high-level strategic counsel in politically sensitive or high-visibility situations.
- Proven success advancing policy priorities through coalition-building and stakeholder alignment.

Proposal Requirements

Proposals should include the following:

1. Team/Firm Overview

- Background and history
- Office locations
- Primary areas of expertise

- Description of approach to government relations and communications

2. Team Composition

- Identification of key personnel assigned to the account
- Relevant experience and qualifications

3. Strategic Approach

Describe your proposed approach to:

- Representing the Greater Chamber and the San Antonio business community
- Building policy influence and advancing priorities
- Enhancing public positioning and communications
- Supporting strategic initiatives, including the Texas Space Summit

4. Communications Philosophy

- How the team/firm develops and refines messaging
- Approaches to media and stakeholder communications
- Methods for aligning advocacy and communications strategies
- Experience managing sensitive or rapidly evolving issues

5. Fee Structure

- Proposed fee structure
- Billing methodology
- Estimated monthly or annual costs
- Description of any optional services and associated fees

Evaluation Criteria

Proposals will be evaluated based on:

- Relevant experience and expertise.
- Strength of Texas governmental relations capabilities.
- Demonstrated relationships with policymakers and agencies.
- Strategic understanding of business advocacy and economic development.
- Ability to support major regional initiatives and special projects.
- Communications and public affairs capabilities.
- Quality of proposed team.
- Responsiveness and clarity of proposal.
- Cost effectiveness and overall value.
- Cultural and strategic fit with the Greater Chamber.

Tentative Timeline:

Proposal Deadline	July 20, 2026
Selection Announcement	July 31, 2026
Anticipated Contract Start	August 15, 2026

Submission Instructions:

Please submit proposals electronically in PDF format to: Lisa Nicol Varela at lvarela@sachamber.org

Questions? Contact Katie Ferrier at kferrier@sachamber.org or 512-705-8828

The Greater Chamber reserves the right to:

- Reject any or all proposals
- Request additional information from respondents
- Modify the scope of services
- Negotiate terms with selected respondents
- Cancel this RFP at any time

The issuance of this RFP does not obligate the Greater Chamber to award a contract or pay any costs incurred in preparing a response.

The Greater San Antonio Chamber appreciates your interest in partnering with us to advance the priorities of the San Antonio business community. We value the expertise and perspective of all respondents and look forward to reviewing your proposal.

Thank you!