

# REQUEST FOR PROPOSALS (RFP) FOR FEDERAL LEGISLATIVE ADVOCACY SERVICES

RFP No. 9155

## RESPONSES TO QUESTIONS

August 25, 2025

1. **Question:** *Curious about the timing-why pursue federal support now, as there hasn't been prior indication of this in past efforts?*
  - a. **Response:** We have experience working with federal lobbyists; our previous contract ended, which is why we're exploring renewed support now.
  
2. **Question:** *Is SacSewer experiencing issues like other counties regarding delays or prolonged timeline for reimbursement from FEMA?*
  - a. **Response:** This is not currently recognized as a concern for our agency.
  
3. **Question:** *Does SacSewer have a current legislative agenda?*
  - a. **Response:** SacSewer is hoping to work with the awarded contractor to identify areas of potential impact. SacSewer does have an interest in legislative and policy focused wastewater, natural resources, etc. SacSewer does work closely with the California Association of Sanitation Agencies (CASA) at both federal and state levels.
  
4. **Question:** *Does SacSewer coordinate with the city of Sacramento often?*
  - a. **Response:** SacSewer does have an interest in both the County and City (of Sacramento), but we work closer with County of Sacramento although our agency is not a county agency.
  
5. **Question:** *Regarding the monthly fee model—how is “not to exceed” handled? Would a monthly fee or retainer structure be acceptable for items beyond scope?*
  - a. **Response:** This contract is to operate on a time-and-materials basis. In the awarded contract, there will be a “not to exceed” limit. When nearing budget exhaustion, we may need to assess fund availability or initiate a new proposal. This is still to be determined.
  
6. **Question:** *What is the anticipated contract term?*
  - a. **Response:** 3 years with two one-year extension options. Open to a 3-year term with potential extensions.

7. **Question:** *Who is the current/incumbent federal legislative advocacy firm that represents the district?*
- a. **Response:** SacSewer is currently represented by Mr. Eric Sapirstein with ENS Resources, Inc.
8. **Question:** *Can we submit an all-inclusive monthly retainer pricing instead of hourly rates?*
- a. **Response:** SacSewer is not requesting a monthly retainer currently. The RFP is asking all prospective applicants for a time and expense/ time and material/ hourly rate including their anticipated scope of work or level of effort as part of their proposal.
9. **Question:** *The RFP references compensation on a Time and Expenses basis with a not-to-exceed ceiling for the contract. Could you please clarify the not-to-exceed value established for this engagement, whether defined on a monthly basis or for a 12-month term? Understanding the ceiling amount will help us propose a structure that aligns with SacSewer's expectations while appropriately scoping the effort.*
- a. **Response:** As outlined in the RFP, compensation for this engagement will be on a Time and Expenses (hourly) basis, with a not-to-exceed ceiling established through the proposal process.

Rather than defining a set not-to-exceed value up front, we are asking proposers to scope an appropriate level of effort (LOE) based on their understanding of SacSewer's priorities, political platform, and anticipated needs. The proposed not-to-exceed amount should reflect your calculated estimate for the full contract term, potentially up to three years, including consideration for deadlines tied to congressional or federal initiatives.

For example, you may consider what resources would be required to support key deliverables or respond to time-sensitive policy or legislative developments. This estimate will inform the proposed ceiling amount and help ensure it aligns with the level of service SacSewer expects.