



Request for Proposal: Virginia Environmental Lobbyist

Nature Forward is seeking proposals from experienced Virginia Environmental Lobbyists with a specialty in conservation and renewable energy to lead state lobbying on behalf of Nature Forward. This contracted role will provide comprehensive state government affairs and lobbying services that advance policies that promote conservation, data center reform, and clean and renewable energy policies. This role will provide deep legislative knowledge, broad energy expertise, established relationships with elected officials, and extensive experience navigating Virginia's General Assembly.

Background

Founded in 1897, Nature Forward (501c3) is the oldest independent environmental organization serving the DC-Metro region. Nature Forward inspires residents of the greater Washington, DC region to appreciate, understand, and protect their natural environment through outdoor experiences, education, and advocacy. To fulfill this mission, Nature Forward has four advocacy priorities: 1. Human health & access to nature; 2. Biodiversity & habitats; 3. Climate crisis; and 4. Sustainable land use.

Scope of Services

This contractor will provide comprehensive lobbying and government services including:

1. Register as a lobbyist on behalf of Nature Forward and represent Nature Forward's policy priorities before state elected officials.
2. Engage with elected officials in the Virginia General Assembly, the Governor's office, and other relevant state offices to advance policy priorities and state legislation. Provide strategic guidance to Nature Forward on all legislative processes and cycles, political developments, and risks and opportunities.
3. Coordinate and facilitate meetings with state legislative leaders and key partners.
4. Monitor and track priority legislation and other legislation in opposition to coalition priorities.
5. Prepare talking points, testimony, and briefing materials.
6. Support development of effective messaging for legislative priorities.
7. Hold regular strategy calls and update meetings with Nature Forward and key partners

8. Provide regular written progress reports detailing legislative activities and outreach.

Term

September 2026 to April 2027

Proposal Budget

Please provide a cost estimate on the scope of services with a maximum budget of \$40,000.

Project Timeline

- Proposals due by August 3, 2026
- Consultant selected in mid-August 2026
- Project Kickoff September 2026
- Preparation for General Assembly during Fall 2026
- General Assembly Support starting in January 2026
- Post Assembly Support through April 2027

Proposal Submission Requirements

- Overview of consultant or firm
- Description of relevant lobbying experience and key qualifications
- Proposed timeline and workplan
- Description of anticipated deliverables
- Proposed budget and project cost breakdown
- Two to three references from similar projects
- Please submit proposals in PDF form to conserve@natureforward.org

Selection Criteria

- Experience lobbying in the Virginia General Assembly
- Strategic navigation of legislative committees and the General Assembly process
- Experience working on energy, land use, and conservation issues
- References
- Cost and value

Submission Deadline

- Please submit all responses to this RFP by 5 pm ET on Monday, August 3, 2026, to conserve@natureforward.org.