

# **Request for Proposals (RFP)**

## **Georgia Legislature Lobbying Services**

**Issued by:**

Association of Georgia General Aviation Airports (AGGAA)

**Issue Date:**

June 17, 2026

**Deadline for Question:**

July 3, 2026

**Proposal Due Date:**

July 17, 2026 – 10:00pm

**Submission Method:**

davin.welter@accgov.com

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### **1. Introduction and Background**

Association of Georgia General Aviation Airports (AGGAA) (the “Association”) is a statewide, nonprofit organization representing public-use airports and aviation interests throughout the State of Georgia. The Association of Georgia General Aviation Airports is an industry association for general aviation airports and its corporate affiliates, established in 2021 to promote general aviation airports in the State of Georgia, promoting progressive legislation, information sharing, and education.

The Association seeks proposals from qualified governmental relations firms or individual lobbyists to provide professional lobbying and legislative advocacy services at the Georgia Legislature. The selected firm or individual will represent the Association’s interests before the State Legislature, Governor’s Office, state agencies, and relevant stakeholders.

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### **2. Purpose of the RFP**

The purpose of this Request for Proposals is to identify a lobbyist or lobbying firm with demonstrated experience in state-level legislative advocacy, preferably with expertise in aviation, transportation, infrastructure, or public-sector issues. The Association intends to select a partner who can effectively advance its legislative agenda, monitor policy developments, and provide strategic guidance.

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### **3. Scope of Services**

The selected proposer will be expected to provide the following services:

- Represent the Association at the Georgia Legislature and before relevant legislative committees, task forces, and working groups.
  - Advocate for legislative and budgetary initiatives that support airports, aviation safety, infrastructure funding, and economic development.
  - Monitor and report on legislation, regulations, and policy developments impacting airports and aviation.
  - Develop and execute legislative strategies in coordination with the Association’s Board of Directors and Executive leadership.
  - Assist in drafting legislative language, amendments, testimony, position papers, and talking points as requested.
  - Facilitate meetings with legislators, legislative staff, state agency leadership, and the Governor’s Office.
  - Attend Association Board meetings, legislative committee meetings, and the Association’s annual legislative events as requested.
  - Provide regular written and verbal status reports, including session summaries and interim updates.
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## 4. Desired Qualifications

Proposers should demonstrate:

- Proven experience lobbying at the Georgia Legislature.
  - Knowledge of the state legislative and budget process.
  - Experience with aviation, transportation, infrastructure, local government, or public-sector issues (preferred).
  - Established professional relationships with legislators, legislative staff, and relevant state agencies.
  - Strong communication, analytical, and strategic planning skills.
  - Ability to work collaboratively with a member-driven association.
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## 5. Proposal Requirements

Proposals should include, at a minimum, the following information:

### 1. Firm or Individual Information

- Name, address, and primary contact information
- Years in business and organizational structure

### 2. Relevant Experience

- Description of experience providing lobbying or governmental relations services
- Specific experience related to aviation, transportation, or infrastructure issues

- Examples of recent or current clients (identify any potential conflicts of interest)
  - 3. **Approach and Strategy**
    - Proposed approach to representing the Association
    - Legislative strategy and communication methods
    - Availability during legislative session and interim
  - 4. **Key Personnel**
    - Identification of individuals who will be assigned to the Association
    - Brief biographies and relevant qualifications
  - 5. **Compensation and Fee Structure**
    - Proposed fee arrangement (e.g., monthly retainer, hourly rates, expenses)
    - Description of reimbursable expenses, if any
  - 6. **References**
    - At least three professional references with contact information
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## **6. Term of Engagement**

The anticipated term of the contract one year, beginning on December 1, 2026, with the option for renewal upon mutual agreement and satisfactory performance. The term includes the Biennial Institute for Georgia Legislators, the legislative session, the AGGAA annual conference, and until all legislation pertaining to the Association is signed by the Governor.

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## **7. Evaluation Criteria**

Proposals will be evaluated based on the following criteria:

- Relevant experience and qualifications
- Understanding of the Association’s mission and advocacy needs
- Proposed approach and strategy
- Quality and clarity of the proposal
- Cost and value of services
- References

The Association reserves the right to interview finalists prior to selection.

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## **8. Submission Instructions**

Proposals must be received no later than the Proposal Date Due and time listed above. Late submissions may not be considered.

Questions regarding this RFP should be submitted in writing to:

Davin Welter  
Chair of Board  
davin.welter@accgov.com  
762-400-7887

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## **9. Reservation of Rights**

The Association reserves the right to:

- Reject any or all proposals
- Waive informalities or minor irregularities in proposals
- Request additional information or clarification from proposers
- Cancel or modify this RFP at any time

Issuance of this RFP does not obligate the Association to award a contract or pay any costs incurred in the preparation of a proposal.

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## **10. Confidentiality**

All proposals submitted will be treated as confidential to the extent permitted by law.

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**Association of Georgia General Aviation Airports**