

**Government Affairs  
Request for Proposals  
Questions received through October 29, 2025, with responses**

- 1. Cost Proposal Format: The RFP mentions two different cost descriptions — on page 3, it requests an hourly rate and estimated monthly hours for ongoing core activities, while on page 6, it references a fixed monthly retainer for the same services, along with an hourly rate for additional tasks. Could you clarify whether COMPASS prefers respondents to structure the cost proposal around:**
- a fixed monthly retainer (with session and interim differences) and a separate hourly rate for additional activities, or**
  - an hourly rate with estimated hours for the year's ongoing core activities?**

COMPASS would like the cost proposal to be a fixed monthly retainer (with session and interim differences) for the Ongoing Core Activities and a separate hourly rate for additional activities.

Page 3 of the RFP has been amended to reflect this correction.

- 2. References: For the three required references, does COMPASS prefer that all references be client-based, or would you also consider legislators or public-sector decision-makers we've worked closely with as acceptable references?**

The respondent may provide client-based references or legislators/public sector decision maker references. References should be able to provide insight to COMPASS into the respondent's responsiveness and effectiveness in the type of activities COMPASS needs.