



REQUEST FOR PROPOSAL

LOBBYING SERVICES

Release Date: April 13, 2026

RFP Response Deadline: May 15, 2026

Submit to: ANA-Ohio

Tiffany Bukoffsky, MHA, BSN, RN | Executive Director

3982 Powell Road, #28 | Powell, Ohio 43065

614-357-7878

director@ana-ohio.org

American Nurses Association – Ohio

Request for Proposals (RFP)

Contract Lobbyist Services

Release Date: April 2026

Proposal Deadline: End of Business Day – May 15, 2026

Submit Proposals To:

Tiffany Bukoffsky, Executive Director

American Nurses Association – Ohio (ANA-Ohio)

director@ana-ohio.org

614-357-7878

I. Introduction

The American Nurses Association – Ohio (ANA-Ohio) is seeking proposals from qualified individuals or firms to provide **state legislative lobbying services**. The selected lobbyist will represent ANA-Ohio’s interests before the Ohio General Assembly, state agencies, and other relevant stakeholders.

ANA-Ohio seeks a lobbyist with demonstrated success in Ohio legislative advocacy, strong relationships with policymakers, and a deep understanding of healthcare and nursing-related public policy.

II. Organizational Background

ANA-Ohio is the professional association representing registered nurses across the state. As the unified voice for nursing in Ohio, ANA-Ohio advances the profession through advocacy, leadership development, and promotion of high-quality, equitable healthcare.

ANA-Ohio works to influence public policy that impacts nursing practice, workforce development, patient care, and healthcare systems across Ohio.

III. Scope of Services

The selected lobbyist will work in collaboration with ANA-Ohio’s Executive Director, Board of Directors, and the Public Policy Committee to advance the organization’s legislative and regulatory priorities.

Responsibilities include, but are not limited to:

- Monitoring, analyzing, and reporting on state legislation and regulatory activity impacting nursing and healthcare
 - Identifying legislative opportunities and threats aligned with ANA-Ohio's priorities
 - Advising on and helping shape ANA-Ohio's legislative agenda
 - Advocating on behalf of ANA-Ohio before legislators, legislative staff, and state agencies
 - Developing and maintaining relationships with key policymakers and stakeholders
 - Assisting in drafting legislation, amendments, testimony, and position statements
 - Coordinating and supporting legislative visits, advocacy days, and events
 - Providing regular written and verbal updates on legislative activity
 - Attending ANA-Ohio Board of Directors meetings, Public Policy Committee meetings, and other meetings as requested
 - Supporting coalition-building efforts with partner organizations
 - Ensuring compliance with all lobbying laws and disclosure requirements
 - Identifying and disclosing any potential conflicts of interest
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IV. Term of Engagement

The initial contract term is anticipated to be **one (1) year**, beginning upon selection, with the option for renewal based on performance and mutual agreement.

V. Proposal Requirements

Proposals should include the following:

1. **Letter of Interest**
 - Overview of the firm/individual and interest in representing ANA-Ohio
2. **Staffing Plan**
 - Names, roles, and qualifications of individuals assigned to the account

3. Experience and Qualifications

- Relevant lobbying experience, particularly in Ohio
- Experience with healthcare, nursing, or related policy issues

4. Client References

- At least three (3) current or recent clients (within the past 5 years)
- Include contact information and description of services provided

5. Current Client List

- Disclosure of all current clients and any potential conflicts of interest

6. Approach to Services

- Description of how the respondent would approach lobbying and advocacy for ANA-Ohio

7. Fee Structure

- Detailed pricing model (e.g., retainer, hourly, flat fee)
- Estimated monthly and annual costs, including expenses

VI. Selection Criteria

Proposals will be evaluated based on:

- Demonstrated understanding of ANA-Ohio's mission and policy priorities
- Relevant lobbying experience and proven success in Ohio
- Strength of relationships within state government
- Strategic and innovative approach to advocacy
- Communication and responsiveness
- Cost and overall value

ANA-Ohio reserves the right to consider additional factors deemed in the best interest of the organization.

VII. Submission Instructions

- Proposals must be submitted electronically to **Tiffany Bukoffsky, Executive Director**
- Deadline: **End of business day, May 15, 2026**
- Late submissions will not be considered

ANA-Ohio may invite selected respondents to participate in follow-up interviews or presentations.

VIII. Additional Information

- ANA-Ohio reserves the right to reject any or all proposals
 - ANA-Ohio may waive minor irregularities in proposals
 - All costs associated with proposal preparation are the responsibility of the respondent
 - The final contract will be subject to negotiation and approval by ANA-Ohio
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IX. Questions

All questions regarding this RFP should be directed to:

Tiffany Bukoffsky, Executive Director

director@ana-ohio.org