



REQUEST FOR PROPOSALS FOR GOVERNMENT RELATIONS SERVICES:

Legislative Advocacy & Strategic Funding Services: State Appropriations | Brownfield Tax Credit Legislation | Governmental Relationship Development

Issued August 5, 2026

Building pathways from vacant land to vibrant communities.

Procurement at a Glance

Issue Date	Wednesday, August 5, 2026
Written questions due	Friday, August 14, 2026, 5:00 PM CT
Proposals Due	Wednesday, September 2, 2026, 5:00 PM CT
Anticipated Start	As soon as practicable following selection
Initial Term	Contract execution through June 30, 2027
Submission Format	To be sent electronically via Submittable
Primary Contact	Procurements@houstonlandbank.org

Introduction

The Houston Land Bank (HLB) is seeking proposals from qualified firms to provide governmental relations, legislative advocacy, and strategic funding services for an initial term beginning upon contract execution and continuing through June 30, 2027, with the option to extend for legislative implementation, special sessions, continued appropriations, or agency work, for one or more renewal periods.

This engagement is anchored to two defined state priorities, both timed to the 90th Texas Legislature convening in January 2027. First, HLB seeks a minimum of \$2 million annual state allocation to fund blight remediation, legal services for title clearance and heirship resolution, and strategic property acquisition. Second, HLB seeks enactment of a Texas brownfield tax credit, supported by a completed state-by-state policy analysis and a five-part legislative framework. The selected firm will lead the strategy to advance both.

About Houston Land Bank

HLB is a not-for-profit local government corporation incorporated in Texas and a component unit of the City of Houston. HLB is committed to being a robust and innovative partner in the equitable redevelopment of Houston neighborhoods and a good neighbor to the communities in which we work to provide affordable homes for low- and moderate-income Houstonians.

HLB acquires, manages, and returns vacant, abandoned, deteriorated, or underutilized property to productive use. Its work supports neighborhood stabilization, affordable and workforce housing, brownfield revitalization, community development, heir-property resolution, economic opportunity, and the responsible stewardship of land.

Additional Context:

HLB is the only public land bank in Texas, the largest in the United States by property value, and the only land bank in the country created under a dedicated state statute, Chapter 379H of the Texas Local Government Code (SB 1679, 2021). HLB has secured \$8.7M in EPA grants and congressional earmarks, reactivated \$100M in property value, and supported 385+ affordable homes. In 2025, a Harris County interlocal agreement doubled HLB jurisdiction to encompass all of unincorporated Harris County. HLB Fund, the organization's 501(c)(3) affiliate, serves as the fundraising and grant-receiving vehicle. This dual structure, governmental authority paired with philanthropic flexibility, positions HLB as the natural implementation partner for the state programs this engagement will advance.

Scope of Work

HLB seeks a senior-level governmental affairs partner with appropriations, policy development, and bipartisan advocacy experience serving public entities, housing organizations, land banks, redevelopment authorities, or comparable organizations. HLB is seeking more than bill tracking. The successful proposer will combine strategic judgment, appropriations experience, policy development, bipartisan advocacy, relationship management, and disciplined execution. The scope of work includes three tracks:

TRACK A | STATE APPROPRIATIONS AND FUNDING STRATEGY

The following services advance HLB's documented request for a minimum of \$2 million annual state allocation. The allocation funds three core functions: blight remediation, legal services for heirship resolution and title clearance, and strategic acquisition of tax-delinquent and vacant parcels. HLB projects that each state dollar will leverage two to six dollars in additional capital while returning idle parcels to the property's tax rolls.

- Refine HLB's existing appropriations request, fiscal narrative, and return on state investment analysis.
- Identify the strongest budget vehicle, including a direct appropriation, budget rider, exceptional item, or agency pass-through.
- Position the request with the Legislative Budget Board, Senate Finance, House Appropriations, and relevant agencies during the FY 2028-29 budget cycle.
- Identify and cultivate legislative and governmental champions, including the Harris County delegation.
- Prepare briefing documents, presentations, talking points, and one-page materials.

- Monitor budget hearings, agency requests, appropriations activity, and funding announcements.
- Identify additional state, federal, agency, and intergovernmental funding sources.
- Support the request throughout the budget, legislative, and implementation process.

TRACK B | BROWNFIELD TAX CREDIT LEGISLATION AND POLICY DEVELOPMENT

HLB has completed a state-by-state analysis of brownfield incentive programs in Florida, Oklahoma, Iowa, Tennessee, and Georgia and has adopted a five-part policy framework that positions HLB as an implementation partner, administrator, or eligible recipient. The framework centers on a Texas Voluntary Cleanup Tax Credit (TX-VCTC) modeled on Florida's program: a 50 percent transferable credit against franchise and insurance premium tax for eligible cleanup costs, a starting annual cap of \$10 million to \$25 million, and a 25 percent bonus for affordable housing, health care, or job-creating redevelopment. It also includes a brownfield job creation bonus of \$2,500 to \$5,000 per net new job, automatic eligibility for sites disposed of by Chapter 379H land banks, brownfield priority scoring in TDHCA's Qualified Allocation Plan, and enabling authority for municipal blight tax ordinances. The selected firm will:

- Pressure-test the legal, fiscal, administrative, and political feasibility of each element of the framework.
- Translate the framework into legislative concepts, drafting instructions, and proposed bill language.
- Identify and secure bill authors, sponsors, committee pathways, agency partners, and coalition allies for the 90th Texas Legislature.
- Pursue administrative pathways in parallel with legislation, including brownfield priority scoring in TDHCA's Qualified Allocation Plan.
- Coordinate with legislative counsel, legal counsel, fiscal experts, and agency personnel, including TDHCA and TCEQ.
- Support bill filing, referral, hearings, amendments, floor activity, conference committee, enactment, and implementation.
- Evaluate complementary financing structures, including cleanup or redevelopment grants, revolving remediation funds, and blended state and federal models.

TRACK C | GOVERNMENTAL RELATIONSHIPS, ADVOCACY, AND REPORTING

The following services build the sustained governmental relationships that carry both priorities and position HLB as a trusted public-sector partner and a credible administrator of state programs.

- Map stakeholders and decision-makers across municipal, county, state, and federal government.
- Arrange targeted introductions, briefings, site visits, project tours, and educational roundtables.
- Represent HLB before relevant governmental bodies and prepare HLB representatives for testimony, hearings, and presentations.
- Build bipartisan and geographically diverse support and coordinate with coalitions, associations, local governments, housing organizations, environmental organizations, developers, and community partners.
- Align HLB priorities with City of Houston legislative and governmental priorities where appropriate.

- Monitor legislation, appropriations, regulatory activity, and governmental actions affecting land banks, housing, brownfields, vacant property, local authority, public finance, and community development.
- Provide an initial strategic work plan, regular written status reports, timely alerts, and stakeholder, legislative, funding, and action-item trackers.
- Deliver a post-session report identifying outcomes, unfinished business, implementation requirements, and recommended next actions.

The engagement will follow a pre-session, session, and post-session cadence. The selected firm will report directly to the President & CEO, coordinate with HLB staff, legal counsel, and other advisors, and demonstrate senior-level involvement, rapid response, practical written products, early risk identification, and transparent reporting. HLB may consider a prime firm supported by specialized subcontractors or strategic partners. The prime firm must identify every proposed team member, describe each role, disclose subcontracting arrangements, and remain accountable for the full engagement.

Minimum Qualifications

- 1) Substantial experience providing Texas governmental affairs, legislative advocacy, or public policy services.
- 2) Demonstrated experience securing state appropriations, budget riders, or exceptional items for public-sector clients.
- 3) Detailed knowledge of Texas legislative, budget, committee, agency, and implementation processes.
- 4) Strong bipartisan relationships with relevant policymakers and staff.
- 5) Experience working with municipalities, public entities, housing organizations, community-development organizations, land banks, redevelopment authorities, or similar entities.
- 6) Experience developing legislation, policy concepts, or governmental programs; experience advancing state tax credit or incentive legislation is strongly preferred.
- 7) Familiarity with affordable housing, land redevelopment, brownfields, local governmental authority, public finance, or related policy areas.
- 8) Ability to engage municipal, state, and federal governmental stakeholders.
- 9) Demonstrated ability to manage complex, multi-party advocacy efforts.
- 10) Compliance with all applicable lobbying, ethics, disclosure, and procurement requirements.

Evaluation of Proposals

Proposals will be evaluated by a team of HLB staff and possibly other subject matter experts as determined by HLB. Scoring will be as follows:

Evaluation Category	Weight
Understanding of HLB objectives	15%

Proposed approach and strategic methodology	25%
Relevant experience and demonstrated results	25%
Qualifications and strength of proposed team	20%
Collaborative approach, reporting, and technology	5%
Fee proposal and overall value	10%
TOTAL	100%

Finalist Interview

HLB may invite one or more finalists to participate in an interview or presentation. As part of the interview, finalists may be asked to identify the first five actions HLB should take to secure the minimum of \$2 million annual state allocation and position the Texas brownfield tax credit for passage in the 90th Texas Legislature.

Proposal Requirements

Proposals should be clear, concise, and directly responsive. Marketing materials and lengthy general firm descriptions are discouraged. HLB is not responsible for any costs incurred in developing responses to this RFP. Proposals must follow the section order below.

Section	Required Content
A. Executive Summary	Understanding of HLB objectives; why the firm is qualified; recommended initial priorities; engagement leaders. Maximum: 2 pages.
B. Proposed Approach	Strategy to secure the minimum of \$2 million annual state allocation; strategy to enact the Texas brownfield tax credit; relationship building; pre-session/session/post-session management; coordination; performance measurement. Maximum: 4 pages.
C. Relevant Experience	Comparable appropriations, legislative, public-entity, housing, land-use, redevelopment, environmental, or coalition-building work, including appropriations secured and incentive or tax credit legislation advanced. Identify the client, services, proposer role, and result. Maximum: 3 pages.
D. Proposed Team	Engagement lead, day-to-day contact, state personnel, municipal/federal capacity, policy and project-management support, required lobby registrations, and subcontractors. Maximum: 2 pages, excluding optional resumes.
E. Collaborative Work Approach and Technology	Communication, assignments, tracking, meeting documentation, platforms, and coordination with other advisors. Maximum: 1 page.
F. References	Three references for comparable governmental affairs, legislative, appropriations, housing, redevelopment, or public-sector work.

G. Fee Proposal	Monthly fixed retainer; any phase-based pricing; inclusions; exclusions; travel; special sessions; extensions; subcontractors; and proposed not-to-exceed amount. The total contract amount shall not exceed \$50,000.
H. Conflicts and Disclosures	Actual or potential conflicts; intersecting clients; advocacy limitations; required registrations; and material pending litigation or governmental action.

Proposal Format

- To be sent electronically via [Submittable](#)
- Required section order.
- No unnecessary promotional content.

The cover page, required forms and certifications, conflict disclosures, evidence of insurance, required fee forms, and resumes of no more than two pages each may be excluded from the page limit.

Proposals must also include, as attachments outside the page limit: evidence of at least \$1 million in general liability insurance and professional liability insurance, or the ability to secure such coverage, and completed compliance documents, including the Conflict of Interest Questionnaire (CIQ), Non-Collusion Affidavit, Business Ethics & Compliance Certification, and other Texas state required forms. Failure to include these may result in disqualification.

REQUIRED WRITTEN SCENARIO RESPONSE (not counted in page limit):

The 90th Texas Legislature convenes in January 2027. HLB enters the session with a minimum of a \$2 million annual appropriations request and a developed brownfield tax credit framework. Describe your approach to: (a) securing the appropriation within the FY 2028-29 budget, including the budget vehicle you would recommend; (b) moving the brownfield tax credit from framework to filed legislation with committed authors in both chambers; and (c) building the bipartisan coalition needed to carry both priorities through the session.

Pricing Structure

Please complete the following table to outline the proposed fee structure for the engagement. The total contract amount shall not exceed \$50,000.

Service Category	Flat Monthly Retainer	Additional Fees/Expenses
Government Relations		
Legislative Advocacy		
Strategic Funding		

Questions Regarding This Procurement

Questions regarding this procurement should be sent to procurements@houstonlandbank.org no later than 5 p.m. Central time on August 14, 2026. HLB will post responses to all questions received; responses will be posted under the Procurements section at www.houstonlandbank.org/resources.

Process & Schedule

Action Item	Date
Request for Proposals issued	Wednesday, August 5, 2026
Questions due regarding RFP	Friday, August 14, 2026, 5:00 PM CT
Responses to questions issued	Wednesday, August 19, 2026
Proposals due	September 2, 2026 by 5 PM CST
Evaluation, interviews, and best and final offers, if requested	September 3 through September 15, 2026
Board of Directors consideration of award	Monday, September 21, 2026
Commencement of services	As soon as practicable

Submittal Instructions

Proposals shall be submitted electronically via [Submittable](#) by the proposal deadline in the schedule above. Late submissions will not be considered. Respondents must also pay the \$100 nonrefundable application fee via [PayPal](#) for consideration.

The RFP proposal MUST be signed by an individual authorized to contractually bind the firm submitting the Proposal. Failure to sign the Proposal will result in rejection as NON-RESPONSIVE. The Proposal must give the full firm name and address of the Proposer. The person signing the Proposal should show title or authority to bind his/her firm in a contract.

Protest Process

Any proposer wishing to protest the procurement outcome must submit a formal written protest to the Primary Contact within five (5) business days of the Notice of Intended Selection. The protest must clearly state the grounds for the challenge and provide supporting evidence. HLB will review the protest and issue a final written decision to mitigate procurement risk and ensure integrity.

General Conditions

- HLB may reject any or all proposals, waive informalities, request clarification, conduct interviews, negotiate scope and fees, select all or part of a proposal, engage more than one firm, amend or cancel the solicitation, and verify references or representations.
- All proposal preparation and submission costs are the proposer's responsibility.
- The selected proposer must comply with applicable procurement, ethics, lobbying, disclosure, insurance, confidentiality, public-information, records-retention, and contracting requirements.

- Issuance of this RFP does not obligate HLB to award a contract or reimburse any proposer.

Information Provided by HLB

The information included with this RFP is provided solely for the convenience of the proposers. WHILE THIS INFORMATION IS BELIEVED TO BE ACCURATE, NO REPRESENTATION OR WARRANTY OF ANY KIND IS MADE BY HLB AS TO ACCURACY OR COMPLETENESS. Respondents are solely responsible for conducting such independent due diligence investigations as necessary for the preparation of responses.

Independent Contractor

It is understood that in the performance of any services herein provided, the Provider shall be, and is an independent contractor, and is not an agent or employee of HLB and shall furnish such services in its manner and method, except as required by this Agreement. Provider shall be solely responsible for all matters relating to the payment of its employees, including compliance with Social Security, withholding, and all other wages, salaries, benefits, taxes, exactions, and regulations of any nature whatsoever.