



RFP for Part-Time Consulting Services: Massachusetts Policy Advocacy

Background:

Ceres is a nonprofit advocacy organization working with some of the most influential businesses and investors across the country to build a cleaner, more just, and more resilient economy. The Policy Team at Ceres works with companies through the Business for Innovative Climate and Energy Policy Network (BICEP) -- a coalition of over 80 major businesses committed to advancing public policies that reduce pollution and invest in innovative solutions to address climate change.

The Ceres Policy Program currently operates in 18 states. By demonstrating the business case for clean energy, clean transportation and climate policy, the Ceres Policy Team leverages the influence of businesses with headquarters or significant footprints in each state to advocate for clean energy and climate legislation and other policy outcomes. The Policy Team is looking for an advocacy firm to support business engagement and advocacy on climate, clean energy, clean transportation, and building decarbonization policy in Massachusetts.

Length of Contract: 11 months (Feb 2, 2026, to Dec 31, 2026)

Start Date: Feb 2, 2026

Scope of Work:

Climate, Clean Energy, Transportation, and Decarbonization Policy Advocacy:

Ceres seeks a qualified firm to support Ceres' legislative advocacy priorities and business member policy engagement in Massachusetts corresponding with the policy priorities outlined below. The anticipated number of hours of work is 5-10 hours per week, depending on legislative cycle and bill filings. The consultant(s) will work closely with and receive guidance from staff at Ceres.

- Track climate, clean energy, clean transportation, and building decarbonization policy opportunities of interest to Ceres.
- Provide strategic guidance on the Massachusetts legislative process and regular updates on policy developments
- Assist Ceres in developing relationships with Massachusetts state legislators, particularly those that hold important decision-making power on climate, clean energy, transportation and decarbonization policy.

- Maintain relationships with external stakeholders, including Massachusetts policymakers, regulators, and clean energy advocates, to stay informed of related state-level policy developments and to achieve successful, coordinated engagement of large energy users.
- Help Ceres build and maintain a diverse support coalition, including and not limited to businesses, finance sector, academia, health care sector, and community organizations.
- Help Ceres address concerns from opposition through and in parallel to legislative proceedings, including the development of talking points and the arranging of meetings.
- Assist with policy-maker education on climate issues, such as developing talking points and facilitating business advocacy meetings with legislators and other important decision-makers.
- Help to coordinate and facilitate virtual education meetings with businesses, members of the General Court, and other decision-makers —i.e. perform outreach to legislator/decision-maker offices, help with schedule and logistics, collaborate with Ceres staff on talking points, etc.
- Track climate, clean energy, transportation and decarbonization policy opportunities, with particular focus on the General Court and Governor's Office, of interest to Ceres.
- Availability to testify in-person and/or virtually at public policy hearings or fulfill other in-person needs, such as facilitating business advocacy meetings with policymakers and regulators.
- Assist Ceres in developing relationships with Massachusetts executive branch staff when needed to advance policy objectives, particularly with those individuals that hold important decision-making power on climate, clean energy, transportation and decarbonization policy or regulatory development.
- Seek opportunities to broaden Ceres network of business advocates by making introductions to large employers and energy-users in Massachusetts, particularly with corporate sustainability and government affairs representatives.
- Help develop messaging and materials to educate stakeholders on market reform challenges and opportunities in Massachusetts.
- Seek and propose opportunities to showcase business leadership on sustainability, such as through public communications, in-person events, and direct outreach to policymakers.

Factors in Bid Evaluation:

- Candidates should have knowledge of the Massachusetts legislative process and regulatory development process. Candidates should be familiar with the dynamics between legislative bodies and the executive branch, with a fundamental understanding of their legal underpinning.
- Candidates should have relevant knowledge of the past and current issues regarding climate, clean energy, clean transportation, and building decarbonization policy in Massachusetts.
- Candidates should be in good standing and have positive relationships in the legislative and executive branches.
- Ceres seeks to ensure the most advantageous balance of price, quality, and performance when purchasing goods and services.
- Ceres prefers, to the extent practicable, services rendered with an effort to conserve natural resources, protect the environment, and that are energy-efficient.
- Ceres seeks to support minority and women-owned businesses, when appropriate.

Please share a list of other clients and any potential conflicts of interest.

In addition, please share any relevant samples of previous work.

Please reach out to Rishi Reddi (rreddi@ceres.org) and Kacy Reitnauer (kreitnauer@ceres.org) to share proposals or with questions. We thank you for your interest in our work.