



Request for Qualifications

State Policy and Public Affairs Advisory Services

Release Date: September 3, 2026

Deadline: September 17, 2026, 11:59 PM CDT

The forces shaping rural America are changing. Economic and demographic shifts, changing industries, workforce needs, and pressures on essential services are creating significant challenges and promising opportunities.

At the Patterson Family Foundation, we believe thriving rural communities are essential to a resilient and prosperous America. We invest in the people, organizations, and ideas that strengthen rural communities, and we help reshape the systems that determine where opportunity can take root.

Through our relationships, research, and investments across the region, the Patterson Family Foundation has gained insights into the issues affecting rural communities, and we seek to translate those insights into more informed policy. By bringing rural perspectives into policy discussions, connecting policymakers with rural leaders, and elevating promising ideas and solutions, the Patterson Family Foundation can serve as a resource for policymakers working to strengthen rural communities.

The Patterson Family Foundation is seeking statements of qualifications from policy and public affairs consultants in Missouri and Kansas who can deepen the Foundation's engagement with state leaders and strengthen its standing as a trusted, nonpartisan resource on rural issues.

As a private family foundation, we do not engage in lobbying or campaign activities. The scope of services will therefore focus on strategic counsel, policy monitoring and analysis, and educational engagement with state officials to inform solutions to rural challenges. Together, the Patterson Family Foundation and its advisors will work to ensure that rural perspectives and promising solutions have a meaningful place in shaping the region's future.

About The Patterson Family Foundation

The Patterson Family Foundation strengthens rural communities across Kansas and western Missouri through strategic grantmaking, partnerships, and community engagement. Guided by its mission of working together to help rural communities thrive, the Foundation provides grants and resources that support education, healthcare, economic development, and community engagement. By investing in local leaders, organizations, and innovative solutions, the Foundation helps create opportunities that improve rural communities and foster long-term prosperity throughout the region. Learn more at pattersonfamilyfoundation.org.

Scope Of Services

This Request for Qualifications (“RFQ”) is intended to identify qualified consultants for an initial 12-month engagement, with the potential for renewal. Consultants may submit qualifications to serve in Kansas, Missouri, or both states. No preference will be given based on whether a respondent proposes to serve one state or both.

Selected consultants will report directly to the Director of Public Policy and may be asked to engage with the President and CEO and the Board of Directors. The final scope of work will be tailored to each geography and refined in partnership with the selected advisors. All services must be compliant with the Patterson Family Foundation’s nonpartisan position and compliance requirements. *Lobbying is expressly outside the scope of this engagement.*

Services may include:

- **Strategic Counsel:** Advise on the state government and policy landscape and support the development and execution of the Foundation’s policy priorities and nonpartisan engagement strategies. Participate in strategy meetings and briefings.
- **Intelligence and Analysis:** Monitor legislative, executive, administrative, regulatory, and budgetary activity and provide timely reporting of developments on relevant issues. Provide thoughtful policy analysis on key issues.
- **Engagement:** Develop and maintain relationships with elected officials and their staff, agency leaders, and participation in selected coalitions. Identify opportunities to share the Foundation’s research and rural perspectives.
- **Reporting and Communications:** Prepare Foundation leadership for engagements, develop briefing memoranda, issue summaries, and other communications that translate the Foundation’s knowledge into useful information for policymakers. Remain responsive to emerging issues and time-sensitive developments.

Selection Considerations

Responses received to this RFQ will be evaluated through a comprehensive review of their experience, approach, and fit with the Foundation’s mission and vision.

Consideration will be given to:

- Depth of knowledge and experience within the state policy environment
- Understanding of rural communities
- Strength of relationships with state officials
- Judgment, credibility, and ability to work on behalf of a nonpartisan client
- Cross-sector credibility with philanthropy, private capital, business and industry, and
- Overall alignment with the Patterson Family Foundation mission

The Patterson Family Foundation is committed to fairness and inclusion in its selection process. The Patterson Family Foundation does not discriminate on the basis of race, color, religion, sex, national

origin, age, disability, or any other characteristic protected by applicable law in the evaluation of RFQ responses.

Submission Instructions

Responses to this RFQ should provide a concise overview of the respondent's qualifications, relevant experience, proposed team, client portfolio, and general fee structure, as outlined below. Because this RFQ represents the initial stage of the selection process, respondents are not expected to provide a detailed work plan, proposed strategy, or formal budget at this time. Responses should not exceed five (5) pages, excluding attachments.

1. **Organization and Primary Contact Information:** Provide the firm's name, mailing and physical addresses, website, social media accounts, and the name, title, email address, and telephone number of the primary contact for this submission.
2. **Background and Experience:** Provide an overview of your practice and core services. Highlight relevant experience and specialty areas, including any work on agriculture, healthcare, education, economic opportunity, or other related rural issues.
3. **Advisory Approach:** Indicate whether you are seeking consideration for Missouri, Kansas, or both Missouri and Kansas. Briefly describe how you would approach serving as strategic counsel to the Patterson Family Foundation in one or both states. A detailed strategy or work plan is not required at this stage.
4. **Team Structure:** Describe the management and ownership structure of your firm. Identify the primary individual(s) who would work with the Foundation and briefly describe their relevant experience and anticipated roles.
5. **Fee Structure:** Briefly describe how you typically structure fees for engagements of this nature (e.g., retainer, hourly, project-based, or a combination). Provide an indicative annual fee range for the geography and services. A formal proposal or detailed budget is not required at this stage.
6. **Client Portfolio:** Provide a list of current or anticipated clients for 2026-2027 and two references for comparable work.

Respondents may include representative work samples or other supporting materials if they provide useful context regarding the respondent's qualifications or approach. Supporting materials are not required and should not substitute for complete responses to the questions above.

Responses must be submitted by email to sasha.winterowd@pffkc.org and received by 11:59 p.m. CDT on September 17, 2026. All submissions received by the deadline will be considered. Following the RFQ review, selected respondents will advance to a formal proposal and presentation stage with the Foundation's selection committee. All respondents will be notified of their status upon completion of the selection process.

General Terms

- a. This RFQ does not commit the Patterson Family Foundation to award an engagement, and we reserve the right to reject any or all responses, request additional information, or modify, extend, or cancel this RFQ at any time and for any reason, without liability to any respondent.
- b. The Patterson Family Foundation will not reimburse any respondent for costs incurred in preparing or submitting a response to this RFQ.
- c. This RFQ does not constitute an offer or create any binding obligation on the part of the Patterson Family Foundation. No engagement will exist unless and until a definitive written agreement is executed by both parties.
- d. Materials submitted in response to this RFQ become the property of the Patterson Family Foundation and will not be returned. The Patterson Family Foundation will make reasonable efforts to treat submissions as confidential.

Questions

Questions regarding this RFQ or submission process may be directed to Sasha Winterowd at sasha.winterowd@pffkc.org.