



Ohio Alliance to End Sexual Violence

Request for Proposals (RFP) for Fund Development Strategic Plan

SUMMARY:

This RFP seeks proposals from qualified fund development consultants for the purpose of obtaining information and pricing to assist in the identification, solicitation, and development of a local, regional, and statewide fundraising strategic plan with detailed sources external from governmental grants, by managing a robust portfolio of funding opportunities and creating a donor stewardship plan.

The consultant or firm must have experience with non-profit organizations that act as a backbone for collective impact efforts or similar coalition-building work. Focusing on system change, the person(s) in this role will work closely with the President & CEO, Core Leadership Team, and OAESV Executive Board in the creation and management of a comprehensive fundraising strategy. The successful candidate will be responsible for working with private and community foundations, government funders (local, state, and federal), corporations, and individual donors to ensure unrestrictive funding for the sustainability and growth of OAESV.

BID INFORMATION:

- Not to exceed a total of \$40,000
- Please note this is a contract position that does not include benefits
- The bid must include the following templates:
 - A Fund Development Plan
 - Prospect Research
 - Implementation Strategy for Board of Directors and Staff
 - Messaging/Communications Strategy Plan
 - Grant Writing Sample

REPORTS TO: President & CEO

CLOSING SUBMISSION DATE: November 15, 2023

NOTIFICATION OF AWARD: It is expected that a decision about the selection of the successful Proposer will be made within 4 weeks of the closing date for the receipt of proposals.

INQUIRIES AND PROPOSAL SHOULD BE DIRECTED TO: info@oaesv.org - Please put "Fund Development Strategic Plan Proposal: [Insert Proposer Name]" in the subject line

ORGANIZATIONAL BACKGROUND:

Ohio Alliance to End Sexual Violence (OAESV) is Ohio's members-based statewide coalition. OAESV strongly believes that there is power and strength in our collective voices. A primary function of the coalition is to ensure there is a continuum of timely, inclusive, and effective supports, services, and resources for all individuals who have been impacted by sexual violence and want that access. We do this work through an anti-oppression and intersectional lens, as well as statewide.

The Ohio Alliance to End Sexual Violence (OAESV) seeks a **Fund Development Strategic Planner** to assist in the identification, solicitation and development of local, regional, and statewide fundraising sources by managing a robust portfolio of grant opportunities and creating a donor stewardship plan.

For more information visit our website: www.oaesv.org

SCOPE OF WORK REQUESTED:

Specification Schedule

A. Pricing

The proposer's price for services should include a not-to-exceed total fee. Any out-of-pocket expenses should also be indicated, including travel expenses.

B. Payment

Payment terms will be agreed upon with the final contractor.

C. Confidentiality

The Proposer agrees to keep the information related to all contracts in strict confidence. Other than the reports submitted to OAESV, the Proposer agrees not to publish, reproduce or otherwise divulge such information in whole or in part, in any manner or form, or authorize or permit others to do so, taking such reasonable measures as are necessary to restrict access to the information, while in the Proposer's possession, to those employees on the Proposer's staff who must have the information on a "need to know" basis.

Technical Qualifications

The proposal shall, as a minimum, include the following:

A. Understanding Our Needs

Describe how your firm is best suited to assist our organization in its fund development strategic planning effort.

B. Understanding the Scope of Work

The Proposer should clearly describe the scope of work to be performed in alignment with this RFP. The successful proposer in this RFP process will accomplish the following, in addition to other inclusions identified throughout the RFP. These include:

Build a Development Strategy:

- Lead efforts to build and promote a culture of philanthropy to ensure that everyone from the OAESV Board to staff understands the critical role they play cultivating relationships in support of the organization and serving as ambassadors.
- Develop a comprehensive timeline with clearly defined activities and deliverables.
- Develop and manage a comprehensive fundraising plan that creates goals and implementation plans to meet agreed-upon organizational priorities.
- Drive the OAESV story, donor messaging, and outreach efforts of the organization.
- Expand OAESV messaging and brand content to the community, including but not limited to donors, volunteers, families, students, staff, partners and future donors.
- Build, recommend, and monitor an approved development budget.
- Recommend and lead a corporate sponsorship strategy.

Fundraising:

- Establish short and long-range goals for unrestricted funding sources.
- Strategize and orchestrates methods of approach to institutional donors.
- Research public and private grant sources (agencies, corporations and foundations) to identify sources of restricted and unrestricted funding.
- Work with program staff to develop funding-related projects.
- Organize individual donor campaigns (e.g., major donors, direct mail, matching gifts, and Board of Trustees).
- Organize solicitation drives for pledges of ongoing support from individuals, corporations and foundations.

Donor Relations:

- Create stewardship plans and a customer relationship management system to cultivate individual donor relationships; plan and conduct donor cultivation and stewardship activities.
- Expand existing foundation relationships to ensure grant renewals.
- Coordinate and execute direct contact with potential funders.
- Manage the annual campaign process including preparing the annual appeal letter.
- Recommend a donor database management system that includes updating profiles and running reports.
- Include in the plan donor recognition and acknowledgements

Establish Effective Board Relations/Management:

- Work closely with CEO to educate members of the Board on emerging fundraising priorities.
- Engage Board Members in the identification, cultivation, solicitation, and stewardship of top-tier prospects.
- Lead the Development Committee of the Board to develop strategies to execute OAESV's fund development plan.

C. Understanding Our Role

The proposer should describe its understanding of our role as a coalition by providing specific knowledge and expertise as to the responsibilities of a coalition to catalyze and support systemic change.

Proposal evaluation	Point range	Points earned
Understanding our needs Understanding our current challenges and opportunities Firm's approach to addressing our challenges	0-5	
Understanding our industry Prior experience working with similar organizations on comparable projects Prior experience providing additional services to organizations like OAESV	0-20	
Organization, size and structure of proposer's firm Adequate size of the firm	0-5	

Industry specialization	
Qualifications of staff to be assigned to the project	0-20
Consulting team makeup	
Prior experience of the individual consulting team members	
Proposer's approach to the engagement	0-30
Comprehensive methodology	
Engages a variety of stakeholder groups	
Collaborates with key leadership to achieve the desired outcomes	
Delivers clear outcomes	
Realistic timetable	
Price	0-20
Total points	0-100

Thank you for your interest!