



**GROUND
ED
SOLUTIONS
NETWORK**

strong communities
from the ground up

**Request for Qualifications
Fundraising Consultant
Response Due Date: November 16, 2022**

Description of Project

Grounded Solutions Network seeks a seasoned fundraiser, with a demonstrated track record in securing six and seven figure charitable gifts and/or grants from multiple sources. During an eight-to-ten-month contract period, the selected consultant will secure funding to support existing nonprofit policy and program activities intended to scale our national work increasing the housing with lasting affordability impact of over 250 Grounded Solutions Network members.

About Grounded Solutions Network

[Grounded Solutions Network](#) is a national nonprofit dedicated to shaping communities to be equitable, inclusive, and filled with opportunity for all. Where we live matters. It determines what opportunities we have and how our kids grow up. Everyone should be able to live in a place that offers opportunity: access to jobs, parks, public transit, quality schools and stable homes. Strong and inclusive communities provide the foundation that people and families need to thrive, both in the present and for future generations.

As a national membership organization, we support nonprofit and government practitioners, community resident leaders, advocates, elected officials, and other housing professionals with the tools and knowledge they need for success. We promote the creation and preservation of quality housing that remains affordable for generations. Our work specifically targets creating and expanding housing with lasting affordability, using a racial equity lens.

Timeframe

The consultant will start to work with Grounded Solutions Network at the beginning of January 2023.

Key Tasks

We anticipate the consultant will directly support our CEO and Board Fundraising Committee by undertaking the following tasks:

Phase 1: Prospecting (20%)

- Review Grounded Solutions existing strategic fundraising plans, grant template language and successful “fundraising pitches” and active funders currently associated with our organization.

- Investigate and document Grounded Solutions executive staff, board member, and strategic partner existing funder relationships to produce a strategy for leveraging and prioritizing a pipeline of new fundraising prospects. (Note: GSN staff currently utilizes DonorSearch software for this purpose.)
- Identify and document 15-20 top prospects with some existing relationship connection to Grounded Solutions, ranging from potential high-net-worth donor gifts/contributions to corporate and private foundation grant awards.

Phase 2: Develop Value Proposition and Implement Specific Solicitation Strategy (30%)

- Review and determine best approach to utilize Grounded Solutions existing draft strategic fundraising plan and fundraising “case for support” for funder outreach purposes.
- Develop value proposition(s) for specific prospects.
- Develop necessary outreach, solicitation, and/or proposal materials, and liaise with various Grounded Solutions staff team leaders as needed to confirm programmatic focus and needs.
- Document fundraising strategy implementation progress with monthly reports provided to CEO and Board fundraising committee.

Phase 3: Relationship Cultivation, and Securing Grant/Gift (50%)

- In coordination with CEO and Board of Directors, plan and execute a series of 2023 meetings (up to 3) to engage potential prospects. (Meetings may be virtual or in-person.)
- Build and maintain strong funder relationships to result in multiple pitch opportunities for securing commitments for up to 4 total grants/gifts, each individual gift totaling a minimum of \$500K - \$1M.

Preferred Qualifications

- Minimum 10 years of direct fundraising experience.
- Ability to work remotely and willingness to periodically travel throughout U.S. as is required for successful execution of the three-phase strategy.
- Existing professional relationships with multiple high-net-worth donors and/or corporate and private foundations.
- Demonstrated track-record in securing major gifts/grants from high-net-worth individual donors, foundations, and corporate sources for a regional or national community development focused nonprofit organization.
- Proficiency in using DonorSearch or similar software for identification and prioritization of prospects.
- Ability to lead and manage all aspects of fundraising work from prospecting through securing gift/grant.

To Apply

Please provide the following items:

1. A narrative description of the approach you would take to this work, a timeline, and any comments on or recommended changes you would propose to the work outlined above.
2. A summary of your qualifications and experience with similar engagements.
3. A fee schedule and overall cost estimate for this work.
4. Resume or Bio.
5. Three references with a contact name, phone number, and e-mail address.

We will evaluate responses as they are received and follow up with applicants. Please submit responses to info@groundedsolutions.org by November 16, 2022.

For more information or if you have questions, please contact Tony Pickett, Chief Executive Officer, at tpickett@groundedsolutions.org

Grounded Solutions Network encourages participation of Minority Owned Business Enterprises (MBE) and Women's Business Enterprises (WBE) businesses in its procurement opportunities. Our procurement policy and outreach efforts ensure that these businesses have equal opportunity to compete for and do business with Grounded Solutions Network. If you qualify as one of those types of business, please identify yourself as such in your application.