

FOODSHARE

Hunger is big. Our community is bigger.

Request for Proposal (RFP) Fundraising Consultant

1) Background

Founded in 1982, Foodshare is the regional food bank serving the 42 towns of Connecticut's Hartford and Tolland counties. Foodshare leads an informed, coordinated response to hunger in our community. We accomplish this by implementing highly integrated and efficient systems to collect and distribute food, especially food that might otherwise be wasted, and by increasing community awareness and action concerning hunger.

As Greater Hartford's regional food bank, Foodshare serves this community as a critical link between sources of surplus food and the local programs that provide it to families, children, seniors and others in need of assistance. Each year, Foodshare distributes over 14 million pounds of good, safe food that would have otherwise gone to waste – enough to make 11.5 million meals – to our network of 300 partner programs that operate food pantries, soup kitchens, shelters, and other programs for our neighbors in need. We operate innovative programs to rescue groceries from local retailers and distribute food in ways that are highly efficient and integrated.

Foodshare exercises a leadership role in bringing together partners at the local, regional, and national level to understand and address the complex array of factors that make it difficult for food-insecure individuals and families to access the healthy food they need to learn and grow. We accomplish our mission to end hunger both by working to increase food distribution and also to reduce the need for emergency food.

2) Purpose & Scope

Foodshare is seeking a fundraising consultant with experience in food bank development best practices to lead the organization's senior management, board members and Development team in an assessment of the organization's development structure, procedures and practices, and to offer a plan for building the organization's fundraising capacity and strategy.

Foodshare looks to accomplish the following objectives in the conduction of a Development Assessment:

- Evaluate recent fundraising performance,
- Analyze results according to key performance measurements,
- Offer both recommendations and a platform for strengthening the organization's fundraising capability and to develop strategies for future growth.

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These objectives will be accomplished by a review and evaluation of the organization's overall fundraising operations, approach and structure through the following means (but not limited to):

- Comprehensive and detailed analysis of all donation data,
- Personal interviews conducted by staff onsite,
- Deep-dives into the areas of greatest potential growth and benchmarking against network peer, local potential and national standards.

Foodshare also expects that this Development Assessment will include an analysis of current donor affinity and an overview of the philanthropic landscape of Foodshare's service area, resulting in a comprehensive fundraising assessment report comprised of an overall program review and customized recommendations by fundraising program area.

3) Timeframe

The target date for completion of this work is from January 2018 through April 2018. All activities and deliverables must be completed by May 1, 2018.

4) Budget

Consultants are to recommend the number of working days required to achieve deliverables and provide a daily consulting rate(s) for the work. This will create a budget for the project, which should not exceed \$20,000.

5) How to Submit a Proposal

Please submit proposals no later than November 15th to:

mdrusedum@foodshare.org
(electronic submissions preferred)

or:

Foodshare
c/o: Megan Drusedum
450 Woodland Avenue
Bloomfield, CT 06002