



## REQUEST FOR PROPOSALS (RFP)

### Development and Fundraising Strategy

**Issued by:** RISE Together Innovation Institute

**Release Date:** March 30, 2026

**Proposal Due Date:** April 12, 2026

#### I. Introduction

RISE Together Innovation Institute (RTII) invites qualified consultants and vendors to submit proposals to support the design of a development strategy, revenue generation pipeline, and long-term funding model.

This work will help RTII strengthen its financial sustainability, diversify revenue streams, and build the capacity to attract philanthropic, public, and private sector investment.

#### II. Purpose

RTII operates as an applied learning and innovation lab focused on advancing economic security and mobility in Franklin County. Through cross-sector collaboration and pilot investments, RTII supports initiatives aligned with the Rise Together Blueprint to Reduce Poverty.

RTII is currently building the infrastructure necessary to sustain and scale its work and leverage public investment from Franklin County.

The purpose of this RFP is to select a partner to:

- Establish fundraising goals and development priorities for 2026
- Identify revenue-generating strategies and funding opportunities
- Develop a long-term business and funding model for RTII

### III. Project Goals

The selected partner will help RTII achieve the following goals:

**1. Identify revenue-generating opportunities**

Identify and begin developing strategic initiatives, such as foundation partnerships, grant opportunities, and institutional partnerships that generate revenue and support RTII's goals.

**2. Establish fundraising strategy and goals**

Define specific goals and priorities for 2026.

**3. Position RTII for growth and sustainability**

Support RTII in transitioning from early-stage funding to a more diversified and sustainable funding base.

**4. Establish tracking and reporting infrastructure**

Develop a system to track and support monthly reporting of key fundraising and development metrics.

### IV. Deliverables and Timeline

Estimated project duration: 2 months

The selected partner should be able to produce the deliverables listed below:

- 2026 fundraising plan and goals
- Revenue strategy and funding opportunity list (with documented opportunities)
- Funding opportunity tracking tool and reporting framework
- Development Director job description and hiring strategy
- Strategic recommendations and draft framework for long-term business and funding model.

Respondents should propose a detailed work plan and timeline aligned with the scope of work.

### V. Budget

Proposals should include:

- Total cost and pricing structure (e.g., fixed fee, monthly retainer, hourly, or phased)
- Payment milestones tied to deliverables or phases



## VI. Desired Qualifications

RTII seeks a partner with:

- Demonstrated experience in development strategy, social enterprise, and revenue-generating strategic initiatives
- Track record of securing funding from the public, private, and philanthropic sectors
- Experience working in cross-sector environments (public, nonprofit, private) and building support for strategies that support economic security and/or innovation
- Experience developing systems for tracking and reporting success in fundraising and development
- Ability to deliver within defined timelines

## VII. Proposal Requirements

Proposals should include:

1. Cover Letter
2. Organizational Background and Relevant Experience
3. Proposed Approach
4. Work Plan and Timeline
5. Staffing Plan and Key Personnel
6. Budget and Pricing Structure
7. Examples of Similar Work

Suggested length: 6-10 pages (excluding examples of similar work)

## VIII. Submission Instructions and Engagement Timeline

Proposal must be submitted electronically in PDF format to [info@rtiico.org](mailto:info@rtiico.org) with the subject line: **Development and Fundraising Strategy RFP**

Any questions must be submitted to [info@rtiico.org](mailto:info@rtiico.org) by **11:59 pm on Apr 5, 2026** with the subject line: **Questions - Development and Fundraising Strategy RFP**

Proposal Deadline: **11:59 pm on April 12, 2026** (late proposals will not be accepted)

Proposal Release Date	March 30, 2026
Q & A Period	March 30 - April 5, 2026
Responses Shared to all Questions	April 6, 2026
Proposal Deadline	April 12, 2026
Interviews with Finalists	Week of April 20 <sup>th</sup>
Vendor Selection	April 24, 2026



Project Kickoff  
Implementation Period  
Final Deliverable

Late April / early May 2026  
May - June 2026  
June 26, 2026

## IX. Scoring Criteria

Proposals will be evaluated using the following scoring framework:

Criteria	Description	Total Points
Alignment	Alignment with project scope and deliverables	5
Overall approach	Demonstrated expertise, methodology, and work plan	5
Local presence / community economic impact	Demonstrated local business presence and contribution to local economic opportunity	2.5
Experience	Relevant examples of similar deliverables / work	5
Budget / Cost Effectiveness	Overall alignment to budget and value delivery	5
Community responsiveness and accessibility	Ability to engage intended communities, reduce barriers to access, and deliver services in an accessible and culturally responsive manner	2.5

**Total possible points: 25**

## X. Rights Reserved

RTII reserves the right to:

- Reject any or all proposals
- Request additional information or clarification from proposers
- Negotiate with one or more proposers
- Award a contract in whole or in part

RTII will make reasonable efforts to solicit qualified local businesses and may apply a local business preference as part of best-value evaluation. Local preference will not supersede funder requirements, competition requirements, or the obligation to select the proposal that offers the best overall value to the organization.

RTII seeks competitive proposals that reflect the best value for the services requested. Proposers must submit a detailed cost proposal by lot, including fixed fees, hourly rates,



assumptions, and any optional or implementation-related costs. RTII reserves the right to negotiate final scope, staffing, and price, to reject proposals deemed not cost-reasonable or outside available funding, and to make one or more awards in its best interest.

The work of RTII is made possible through the generous support of the Franklin County Board of Commissioners and their commitment to advancing the Rise Together Blueprint to Reduce Poverty.

