

Request for Proposals (RFP)
IESC Charitable Fundraising Consultant

Questions from Interested Consultants and Answers from IESC

December 11, 2020

Question: My only question is about your budget for this work. Is there a range/estimate?

Answer: Our intent is to use 2021 to do benchmarking, conduct research, and develop a three-year charitable fundraising roadmap that yields some initial funding in 2021— while spending no more than \$25k to \$50k in 2021 from existing cash reserves to do so. The \$25k to \$50k would include this consultancy and other charitable fundraising costs in 2021 that would come from existing cash reserves.

The context for this amount is that costs related to generating *unrestricted* funding cannot be included in IESC’s indirect budget that IESC charges to USG funded programs via our indirect rates. Such costs must come from IESC’s own funds and therefore such an effort must be largely self-sustaining from the start. However, for example, general communications related costs would not come from IESC’s cash reserves but rather would come from IESC’s indirect operating budget.