



Communities of Opportunity – Rainier Valley Request for Proposals for a Fundraising Consultant August 2020

Project Overview

In 2014, the Seattle Foundation and Public Health - Seattle & King County were each laying the groundwork to address economic and racial inequities through place-based work and systemic policy change. Rather than doing business as usual and proceeding on independent tracks, King County and the Seattle Foundation came together to incubate a new public-private approach called “Communities of Opportunity.” The Communities of Opportunity-Rainier Valley (COO-RV) place-based partnership was formed in 2015 and is composed of four member coalitions and one member organization: Multicultural Communities Coalition (MCC), On Board Othello (OBO), Rainier Beach Action Coalition (RBAC), South CORE (S.CORE), and as of November 2019, HomeSight is the fifth member of our coalition. Together the COO-RV represents more than 40 different community-based organizations.

The Communities of Opportunity – Rainier Valley (COO-RV) is looking for a Fundraising Consultant that has extensive experience working with non-profit organizations, coalitions, and community-based organizations to draft a strategic multi-year fundraising plan that includes, a donor tracking plan, resource list, and a generic coalition wide grant template.

Partner Descriptions

The Multicultural Community Coalition’s project is planned as a vibrant community-owned, multicultural home and shared service-delivery center for several community-based organizations serving Seattle’s growing immigrant, refugee and people of color communities. MCC will anchor several community organizations by creating a shared, multicultural community-owned and operated co-working space and an essential Cultural Innovation Center (CIC). The CIC is envisioned as a vital heritage and cultural arts venue which will house year-round, cultural events and activities; a dedicated space for cultural exhibits, storytelling and curated art works that tell the history of our peoples, the stories of their lives in the Rainier Valley and the vision and aspirations they hold for the future. It will also serve as a Creative Economy space in which artists, cultural nonprofits, and creative small businesses will produce and distribute cultural goods and services that generate jobs, revenue, and quality of life – endorsing the proven notion that a thriving cultural sector leads to thriving communities.

The On Board Othello Coalition, will implement the HOSTED (Healthy Othello Safer Through Environmental Design) project, training Othello residents on methods to address environmental causes of violent crime and implement crime reduction strategies, The Beet Box project, a space activation project focused on increasing access to fresh food, providing health and

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wellness activities, and creating a place for community gathering in the Othello area. In addition, OBO supports neighborhood celebrations, business support and special projects benefiting the Othello area.

RBAC Rainier Beach Action Coalition (RBAC) will conduct community connection activities by effectively operating A Beautiful Safe Place for Youth: Corner Greeters youth and neighborhood crime intervention program. RBAC will also impact health through the operation of the Rainier Beach Farm Stand, supporting farmers of color, providing access to fresh, healthy, affordable and culturally relevant produce."

South Communities Organizing Racial & Regional Equity (SouthCORE) is composed of over 20 community-based organizations working to make sustainable multi-racial neighborhoods in the Rainier Valley and South King County. SouthCORE is working on the Graham Street Neighborhood to develop a shared vision for the future. Together we imagined what development without displacement could look like for our neighborhood after the new light rail station is operational in 2031. We aren't waiting, though, for property values to rise and rents to go up – we are planning now to ensure that the communities who are here can choose to stay here.

HomeSight is working in collaboration with other developers to build the 3.2 acre transit-oriented Othello Square campus. HomeSight's is developing 213 units of step-up apartments for families and 40,000 sq. ft of commercial space aimed to increase access to economic opportunities, educational resources, small business incubation, cultural celebration and preservation, and financial services.

In 2015, The Communities of Opportunity - Rainier Valley formed a Steering Committee that acts as the decision making body for the whole partnership. The Steering Committee consists of two representatives per coalition/organization that meet on a monthly basis to discuss strategy implementation, evaluation methods, and capacity building.

Values, Priority Areas, & Guiding Principles

Values

Equity

Work intentionally to eliminate racial, ethnic, socio-economic and geographic disparities in health and well-being.

Process Equity

An inclusive, fair and open process.

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Community Engagement

Authentic community engagement that involves listening to and understanding the unique histories of communities.

Driven by quantitative and qualitative data

Data will track and report progress, as well as support given for promising and evidence-based practices.

Innovation

Recognize that change involves risk and value an adaptive approach that views failure as an important part of the learning process.

Guiding Principles

1. Consistently demonstrate the values of equity, respect and partnership.
2. Ensure low-income communities and communities of color affected by inequities develop and own the solutions.
3. Advocate for and change institutional policies and processes to support equity goals.
4. Encourage investments (both funding and in-kind resources) in long-term community capacity building and in systems, policy and practice changes that lead to greater racial and economic equity throughout King County
5. Catalyze alignment of funding streams and partners across issues and sectors to seek preventive strategies that address root causes of today's inequities.
6. Be transparent and show how data and community expertise inform initiative strategies.
7. Continuously learn, improve and share work publicly.
8. Focus on geographic communities with the greatest needs, while simultaneously sharing lessons learned and building relationships across King County – We are one King County.

Four Priority Areas:

Quality Affordable Housing

Preservation and development of affordable housing that is in close proximity to transit, jobs, and education.

The Right to be Healthy

Access to healthy, affordable food and safe places outside to be physically active, especially for our youth.



Increased Economic Opportunity

Workforce development that includes local hires, support of new local businesses, and inclusion of our youth.

Strong Community Connections

Increased civic participation and engagement, cultural preservation, and access to safe public spaces.

Current Situation

Over the past four years, COO-RV coalition members have focused on individual organizational project activities in addition to our shared COO-RV activities. As we are approaching our fifth year of funding, COO-RV is looking to sustain our partnership with multiple sources of funding by building relationships with potential funders and applying for additional grants as a coalition. In order to continue our work, COO-RV will need to raise approximately 2 million dollars. Our goal is to understand what the potential is for a fundraising campaign and to gauge the level of support for our coalitions projects in our community. The consultant will be required to work closely with the COO-RV coalition staff to create a fundraising plan that outlines key donor prospects and their potential interest and giving range, a resource list, and a generic coalition wide grant template.

Proposal Requirements

Experience and References

Proposals should include a reference for similar fundraising projects.

Project Approach

Please explain your project approach, style and process. The COO-RV is looking for a consultant that works well with community-based organizations and creates a collaborative process that incorporates community voices. The proposal should clearly state any commitment that partner organizations will be required to make.

Schedule and Timeline

Proposals should include the proposed work schedule, timeline and deliverables.. The contract is expected to begin in September and should ideally be completed by November 2, 2020.



Cost

Proposals must include the estimated cost for all work related to tasks and deliverables outlined.

Required Deliverables

1. Fundraising plan (donor list & giving range)
2. Resource list (grants & training, workshops, etc...)
3. Generic coalition wide grant template

Proposed Timeline

We would like to begin implementing the fundraising plan in January 2021, we request that the project be completed by November 2, 2020.

Selection Process

The COO-RV Steering Committee has comprised a fundraising committee to review applications. Applications will be reviewed on a rolling basis and interviews will be scheduled for early September.

Submit To

Contact Haregu Kidane at haregukid@gmail.com with any questions and concerns about the project. Please submit all proposals by August 31st at 5pm to coo.rainiervalley@gmail.com.

Schedule

The preliminary schedule is as follows:

RFP Release Date: July 31, 2020

Proposal Due Date: August 31st, 2020

Consultant Selection Timeline: September 1st^h – September 7th, 2020

Consultant Proposed Start Date/End Date: September 14, 2020 to November 2, 2020