



National Foundation Strategy Consultant Request for Proposals

December 3, 2021

MHP is seeking Requests for Proposals from qualified and experienced consultants with expertise in national philanthropic giving and strategy to help us expand our funding base beyond Minnesota foundations and a small number of national funders.

Goals:

- To expand and diversify MHP's funding to reflect the national nature and impact of our work and establish a base to deepen our impact across the country.
- To develop a pipeline of national funders to add \$300,000 in ongoing annual revenue, representing approx. 10% of overall organizational budget.

Context:

- MHP was incorporated in 1989 and expanded our community development work nationally in 2009.
- MHP has received national funding from Wells Fargo Foundation for our community development work, particularly with Native Nations, since 2016. We have also received national funding for housing and energy policy work in Minnesota from Energy Foundation and JPB Foundation.
- Key existing funders include McKnight Foundation, Otto Bremer Trust, Target Foundation, Greater Minnesota Housing Fund, U.S. Dept. of HUD, USDA Rural Development, and a group of nearly 100 housing industry organizations, each making annual contributions between \$500 and \$25,000.

Who is MHP?

- The mission of MHP (Minnesota Housing Partnership) is to expand housing and community development opportunities for those most impacted by economic and racial disparities by leading collaborative work to promote systems change and grow equitable development capacity.
- Premier leader in the field of affordable housing in Minnesota and nationally.
- National leader providing community development technical assistance and working with rural communities and Native Nations across the country.
- Thought leader informing affordable housing policy throughout Minnesota and participating in national housing policy coalitions and campaigns.
- Leader in affordable housing research identifying housing need, demographics, and market trends, to build public awareness and inform our policy and community development work.

- Prioritizes race equity in our work, partnerships, and impact. Racial disparities in housing permeate our broader culture, systems and funding and are the result of intentional policies and actions over decades. Our work is to eliminate these disparities.
- Currently 18 board members (six BIPOC) and 19 staff members (six BIPOC). Our expertise partnering with Native Nations includes two staff members and three board members of indigenous descent.
- Board includes dynamic, politically savvy, entrepreneurial leadership.

Request:

- MHP seeks a consultant to assist with:
 - Developing a strategy to identify, engage, and seek funding from national foundations, corporate entities, and potentially regional funders in areas beyond Minnesota where we are actively working;
 - Opening doors to begin building relationships with prospective funders.
- Our rural and Native community development work is the intended focus of this fundraising, as this work has been conducted nationally for more than a decade. We also wish to discuss expansion of our research activities to more nationally focused projects, and potentially leverage our national policy relationships and coalitions.
- Duration is anticipated to be 4-8 months, dependent on consultant recommendation/approach.
- MHP currently has a budget for this project of approximately \$10,000. We welcome proposals with variable scopes above or below that level, to draw upon consultant expertise in designing projects of this type, and to allow flexibility for consultant recommendations.

Outcomes/Deliverables:

- Comprehensive, customized strategy for identifying and building relationships with national funders.
- Specific targets/funding opportunities to support funding increase of at least \$300,000 annually.
- Recommendations on roles for staff, board, and external stakeholders to support successful national fundraising.
- Other outcomes as identified and recommended by consultants.

Submissions:

MHP is seeking Requests for Proposals from qualified and experienced consultants to develop strategy and facilitate relationship building with national funders. Submissions to this RFP should include qualifications of consultant and broad philosophy and approach to this work. MHP will begin priority review of RFP responses on Tuesday, January 11th, and will continue to accept and review proposals until a consultant is selected. MHP will meet with selected respondents to further discuss MHP's organizational needs and consultant's approach before a final proposal and scope of work are requested. Submission of the application and accompanying material does not guarantee that any individual or organization will receive work. Please send your submission to fundraising@mhponline.org. If you have questions, please contact MHP Director of Fund Development Luke Avery at luke.avery@mhponline.org.

MHP is an equal opportunity provider. [Full statement.](#)

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