



RFP #733-16

Feasibility Study for Capital Campaign

Addendum 001
Issued October 31, 2016

1. The RFP mentions environmental policy and "Green" initiatives - are you considering pursuing LEED funding?

Where possible, yes.

2. What is the size of the ideal consulting firm?

Indifferent.

3. Would a non-local firm be considered?

Yes, if not cost-prohibitive.

4. How much has Colorado Mountain College raised annually?

The CMC Foundation has raised an average of \$2.8M annually over the past 10 years. The high was \$5.7M in 2011 in association with the Steamboat campus capital campaign. The low was in 2014 and coincided with the departure of both the college president and the CMC Foundation CEO.

5. Are you working with fundraising counsel? If so, are you anticipating a proposal from that firm?

No fundraising counsel is currently employed.

6. Did you work with fundraising counsel during the past campaign and feasibility study process? If so, are you anticipating a proposal from that firm?

A feasibility study was conducted in 2007 by a consulting group for the Summit campus capital project at the time. The consultants have been notified of this existing RFP. We are not aware one way or another of a proposal from them.

7. How important is it to you, on a scale of 1 to 10, that the consulting firm has staff members who live in or near Colorado? (1 = least; 10 = most)

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8. What is your view of a proposal that includes more than one firm? Is it a model you have used in the past? Do you see it as more of an advantage or a challenge to the success of the project?

While open to the idea, with so many communities we are juggling already; the idea of having more than one firm to also manage seems an added challenge. Certainly open to hear about the concept.

9. Do you have a budget in mind for this project? If so, are you willing to share it?

CMC and/or the CMC Foundation has not set a final budget for this project. Final terms will be mutually agreed upon with the awarding of this contract.

10. What database did you use during the campaign?

The CMC Foundation uses Donor Perfect.

11. How many donors are in the foundation system?

4,793

12. Have you conducted a wealth screening? If so, when and with which vendor?

Yes, with "Donor Search". This was conducted in the Spring of 2015 on 24,951 records.

13. How many staff members are involved in fundraising?

The Foundation currently has 2 full-time staff members dedicated to fundraising (including the CMC Foundation CEO) and currently has 7 staff with part-time fundraising roles, 6 filled and one open position. 2 positions are central office based and the others are regionally focused and based.

14. How involved are foundation board members with fundraising?

Varied. Overall minimally.