



WILLAMETTE PARTNERSHIP

**INFORMAL REQUEST FOR QUOTES
Revenue Development Support for Willamette Partnership**

Who we are: Willamette Partnership is an Oregon-based conservation nonprofit dedicated to increasing the pace, scope, and effectiveness of conservation with benefits for both people and nature. We're helping cities and organizations throughout the American West change how they build infrastructure, protect water sources and critical habitat, and manage farms and forests as a way to strengthen community resilience.

What we need: We need help evaluating our current revenue strategies, with a particular focus on building our base of unrestricted revenue. That unrestricted revenue lets us explore new ideas (e.g., the connection between health and nature or resilience planning), transfer innovations to other places (e.g., fish passage banking), and help support communities through politically complex problems (e.g., implementing smarter floodplain management).

Willamette Partnership has a \$1.2 million annual budget. Our revenue mix is about 38% federal grants, 35% fee-for-service contracts, 20% foundation grants, and 7% donations from individuals and corporate partners. We have made concerted efforts in the last 2 years to grow our foundation revenue, and want to explore how the Partnership might work better with major and corporate donors.

We have convened a Board and Staff team to evaluate our current revenue strategies and explore the potential, value, and actions that might grow our unrestricted revenue base. We are looking for revenue development professional who can help us with that work between now and July 1, 2018.

Scope of Services: A revenue development consultant will:

- Evaluate information provided by Willamette Partnership on existing revenue sources, development strategies, and projects to provide recommendations on areas for potential growth in unrestricted revenue;
- Provide feedback and recommendations on the Partnership's value propositions for various types of major donor and corporate partners; and
- Provide options and recommendations to the Board and Staff on how best to grow its unrestricted revenue for the short-term (from \$60,000/year today to \$125,000/year in the next two years) and long-term (Over \$125,000/year in the next three to ten years).

Budget: The budget for this project shall not exceed \$5,000

Quotes: Please provide an informal quote that includes:

- Your approach to best provide the services Willamette Partnership is seeking (1 page max);
- Experience and/or similar projects (1 page max);
- Two to three references that can speak to your experience; and
- A cost estimate for the work.

Submittal: Please submit quotes via email by March 13, 2018 at 5pm to info@willamettepartnership.org with the subject line "Revenue Development Quote". We are happy to answer questions and provide more information by request to Bobby Cochran at cochran@willamettepartnership.org. Thank you!!