



Ohio History Connection
Request for Proposals for a Fundraising Consultant
September 4, 2024

Project Overview

The Ohio History Connection is seeking a skilled independent consultant to lead a fundraising campaign for the new Poindexter Village Museum and Cultural Center. Situated in the heart of the Near East Side, this project requires a partner with proven experience in fundraising and managing campaigns of this magnitude, particularly within similar communities.

We are looking for a consultant who can assess the museum's budget, collaborate effectively with our team and stakeholders, and outline a clear plan for executing the campaign. The proposal should include a detailed project budget, timeline, and specific action items, demonstrating how the consultant intends to drive this important initiative to success.

Background

Poindexter Village holds a significant place in American history as one of the nation's first public housing models. Designed by Howard Dwight Smith, the renowned architect behind The Ohio State University's football stadium, "The Village" was conceived as a community with shared courtyard spaces between rows of brick townhomes. This development emerged in response to the challenges faced by those recovering from the Great Migration and the hardships of the Great Depression in the 1930s. It also provided housing for servicemen and federal workers returning from World War II.

Once a beacon of pride for the community, Poindexter Village replaced the former Blackberry Patch and offered dignified housing to future artists, educators, professionals, social activists, and families. For generations, it was a close-knit neighborhood where residents looked out for one another, and elders were deeply respected. However, over time, the neighborhood faced decline due to disinvestment, racially biased public policies, and systemic inequities that disproportionately affected communities of color.

Despite a dedicated effort to preserve Poindexter Village, 33 of the original 35 buildings were demolished in 2013. Yet, the spirit of the Village endures. With the support of the City of Columbus, the Ohio History Connection has acquired the site and is collaborating with the James Preston Poindexter Foundation to establish Central Ohio's first African American museum and cultural center. The two remaining buildings, currently under renovation, will become the Poindexter Village Museum and Cultural Center, honoring the



neighborhood's rich history, and addressing the broader narratives of public housing discrimination, redlining, and Black culture.

About the Ohio History Connection

The Ohio History Connection, formerly the Ohio Historical Society, is a statewide history organization with the mission to spark discovery of Ohio's stories. As a 501(c)(3) nonprofit organization chartered in 1885, the Ohio History Connection conducts history services for Ohio and its citizens focused on preserving and sharing the state's history. This includes housing the State Historic Preservation Office, the official state archives and the Community Engagement Department and managing more than 50 sites and museums across Ohio.

Mission: We spark discovery of Ohio's stories. Embrace the present, share the past and transform the future.

Our Core Values:

Stewardship: Use best practices to care for every resource we steward.

Relevance: Create pathways to understand our current world through Ohio's past.

Collaboration: Engage all partners in mutually beneficial relationships to achieve a shared purpose.

Inclusion: Honor all Ohio stories to cultivate a holistic understanding of our shared history.

Humility: Recognize what we know and what we don't know and be open to multiple perspectives and expertise.

Sustainability: Support the ongoing impact of the organization, our sites and the communities in which we work.

Current Situation

The Poindexter Village Museum and Cultural Center is poised to become the cornerstone of Black history in Columbus, serving as a vital link to the community's rich cultural heritage. The preservation of Poindexter Village is a testament to the collective efforts of the community to safeguard its history, while simultaneously addressing challenges that affect urban neighborhoods. This project aims to stabilize the area, reduce crime, stimulate private investment, attract tourism, and strengthen community pride, all while taking part in revitalizing the downtown area.



Over the past several years, the Ohio History Connection (OHC) has been diligently working to bring this vision to life. Through a comprehensive series of Interpretive Plans, Business Plans, Market and Operations Studies, and Community Reports, OHC has laid a solid foundation for the museum's development. The museum is already deeply embedded in the community, supporting local cultural events like Juneteenth, Kwanzaa, and the annual Drum Circle, further solidifying its role as a beacon of cultural enrichment.

Excitement is building across Central Ohio as momentum gathers for Columbus' first Black Museum. This project has garnered unwavering support and investment from both the State of Ohio and the City of Columbus, reflecting their commitment to this important initiative. Their backing has enabled collaborations with urban designers and architects to create a compelling conceptual design for the museum and cultural center, bringing the vision of Poindexter Village as a cultural hub closer to reality.

Objectives

Our goal is to hire a fundraising consultant to implement a fundraising campaign to raise private, public and foundation dollars. Consultant expectations for the project include the following strategies with the project team:

- Analyze and engage the philanthropic landscape of Central Ohio for the project.
- Organize networking and donor events to raise awareness and support.
- Secure multi-million-dollar funding for the project.
- Maximize the current stakeholder network.
- Build a wider donor base for the museum.
- Mobilize museum staff, city officials, and community leaders for a successful public campaign.

About The Project

This consultant should be well-versed in capital and operational fundraising, possess a strong strategic awareness, and demonstrate enthusiasm for fundraising.

Proposal Requirements

Firm Information

Please provide the following information:

Firm Information: Firm's Name /Address/Website URL/Phone/ Primary Contact Name/ Title



Email address of the individual designated as the firm's primary contact.

Firm Overview: A brief description of your firm/ A summary of the firm's history

Experience and References

Proposals should include a list of 3-5 references for similar projects that your firm has completed.

Project Approach

Please explain your project approach, style and process.

Schedule and Timeline

Proposals should include the proposed work schedule, timeline and deliverables. The contract is expected to begin on November 12, 2024, and should be completed by December 31, 2025.

Cost

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

Required Deliverables

- **Complete a fundraising timeline** that identifies steps for the silent and public phases.
- **Develop a stewardship structure** that identifies new prospects at specific donor levels.
- **Identify key connectors** throughout the region.
- **Prepare a fundraising packet and presentation** to be used for corporate and organization prospects.
- **Develop a donor recognition plan.**
- **Complete a final fundraising report** for record and evaluative purposes.

Project Contact

Please contact Anthony Gibbs, Donor Relations Manager by September 16, 2024, at 5PM EST with any questions you may have regarding the project or RFP.



Deadline

Please submit your proposal to Anthony Gibbs, Donor Relations Manager, by October 9, 2024, at 5PM EST. Email with "Poindexter Village Museum Fundraising Consultant Proposal" in the subject line.

Anthony Gibbs, Donor Relations Manager

Phone: (614) 297-2477

Email: agibbs@ohiohistory.org

Ohio History Connection

800 E. 17th Avenue

Columbus, OH 43211

Anticipated Timeline

The consultant work will conclude after one year with the option to extend if mutually agreed upon by all parties. The preliminary schedule is as follows:

Issue Request for Proposal	September 4, 2024
Questions from potential consultants accepted through	September 16, 2024
Responses to questions sent out by	September 30, 2024
Proposal due	October 9, 2024
Organization announces decision	October 23, 2024
Consultant begins work	November 12, 2024



Consultant Selection

Proposals will be evaluated and scored by a committee of Ohio History Connection staff and community partners. The committee will have sole discretion based on the following criteria:

- Demonstrated experience of individual(s) to be assigned to the project
- Quality, clarity, and approach to the opportunity