

RFQ No: HQ336	
RFQ Name: Climate Campaign Fundraising	Date Issued: 19 DEC and 11 JAN

This provides answers to queries raised by bidders about the above subject tender. The responses are posted on website for access by all prospective bidders and does not disclose the source.

No.	Question	Response
1	The RFQ notes the "assessment phase will build off Mercy Corps' initial donor landscaping scans, prospect research." What is the proportion of these donors and prospects that are U.S.-based vs. International? Are they mostly U.S. based?	The vast majority of these donors are US based with a handful located in the UK and elsewhere.
2	Has Mercy Corps worked with vendors on similar projects in the past?	We have not done similar projects of this scale in the recent past.
3	What staff position will be leading this project at Mercy Corps?	This role will be reporting to the Sr. Director of Foundation Partnerships. There are three staff members contributing an estimated 25% of their time to the development of this project.
4	Has a budget range been set for this contract? Will you share the budget range?	No
5	Does Mercy Corps have expectations about the format of stakeholder interviews, i.e. in person or virtual?	We anticipate stakeholder interviews will be virtual.
6	What mix of fundraising activities does Mercy Corps currently operate, e.g. direct response, door-to-door/face-to-face, major giving, planned giving?	Mercy Corps has a well-rounded private fundraising team consisting of around 50 individuals focused on various donor audiences. We participate in direct response, mass-market fundraising, major giving, planned giving, corporate, and foundation giving. Institutional donors, which contribute the majority of Mercy Corps' revenue, are managed by a separate team and are not within scope for this RFQ.
7	Does Mercy Corps have a potential goal in mind for the multi-year climate fundraising effort?	Eight figures is our tentative fundraising goal. Part of the feasibility assessment will be help determine a realistic goal for the campaign.
8	The RFQ mentions the Development Team has approximately 50 members and raises \$100 million	We are a robust team of fundraising professionals with varying degrees of

Responses to Questions - RFQ No. HQ 336



	annually; would you consider the team structure to be lean, robust, or nascent?	expertise in multiple forms of fundraising (see answer 6).
9	How many donor records are in your database? How many of these are active donors?	Our current database holds a million donor records, with less than a quarter of those being active (i.e., made a donation in the last two years).
10	Has Mercy Corps conducted a wealth screening exercise of the database recently?	Yes.
11	The RFQ calls for a "Previous Work Product." Does this refer to a description of a similar project or a sample report from a prior engagement that aligns with the scope of work you're requesting?	Either option will suffice.

All other terms and conditions in the tender remain unchanged.
