

1. "Funding opportunities"— The description of an Excel suggests it's a prospect list of potential donors, but I wanted to clarify exactly what you are looking for.

*We need a mechanism to track all potential funding opportunities. It could be an Excel spreadsheet or it could be a different platform, e.g. Salesforce. Drawdown: Marin could be open to paying for the use of a platform if the consultant recommended it. Whatever platform that is used should allow the consultant, Drawdown: Marin staff, and the Board of Directors to track funding leads and pending applications, manage donors, etc. in real-time.*

2. Is there a database to either prioritize or coordinate/verify against for the prospect list and otherwise?

*Drawdown: Marin staff does have an Excel spreadsheet where funding opportunities have been tracked, and it needs to be updated. Consultant should be prepared to talk with staff and determine what are current promising funding opportunities and also those already being pursued.*

3. Consultant with 5+ years experience. We are an agency that has been incorporated for 3 years, but all of our fundraisers have decades of experience. Will that be taken into consideration?

*Yes, individuals' experience can satisfy the 5+ years of experience requirement when the agency cannot.*