



Grand Challenges Canada®  
Grands Défis Canada

## Frequently Asked Questions (FAQs)

### PHILANTHROPY FUNDRAISING CONSULTANT – RFP

***1. Does Grand Challenges Canada have a budgeted amount for this project?***

A. Yes, for this year. We are not disclosing the budgeted amount until after we receive the responses.

***2. Does Grand Challenges Canada currently employ any fundraising staff?***

A. No, Grand Challenges Canada does not currently employ any fundraising staff. This will be the first time we are engaging a fundraising expert.

***3. Does Grand Challenges Canada currently have a database of donors? If so, what is the size of the donor base (number of donors, average gift)?***

A. Grand Challenges Canada does not have an official database of donors. We are currently funded by 16 donors. We have an unofficial list of other prospects.

***4. Does Grand Challenges Canada currently have existing fundraising events?***

A. No, Grand Challenges Canada does not have any existing fundraising events.

***5. Will the successful proponent be solely responsible for communications relating to the expected fundraising efforts?***

A. No, the successful proponent will not be solely responsible for communications. We intend for several members of our management team to work closely with the consultant and we will engage in many of the fundraising communications ourselves, with support from the consultant.

***6. Who is responsible for securing and reporting on the grant revenue received?***

A. Grand Challenges Canada

***7. Has a feasibility study been undertaken as a precursor to this RFP to test the appeal of Grand Challenges Canada's work programs to individual philanthropists?***

A. No, Grand Challenges Canada has not completed a feasibility study.



***8. What existing internal resources might be made available to support the fundraising activity? Time from one of the Co-CEOs, and some other staff members who are knowledgeable about our programs.***

A. Possibly some communications / marketing resources.

***9. Is there a good understanding internally of why philanthropic income needs to be introduced into Grand Challenges Canada's funding mix and what the implications of that might be for existing staff, whose inputs will be required to a philanthropic fundraising programme?***

A. Grand Challenges Canada has some understanding.