



BETTER TOGETHER FUND TECHNICAL ASSISTANCE RFQ

The Better Together Fund (BTF) has released a Technical Assistance RFQ for providers of technical assistance in various areas related to strategic partnerships. This is the response of the applicant below:

What is the legal name of the consulting firm or independent consultant?	Impact Consults
Please provide the legal structure of the firm.	S-Corp
What year was the firm founded? (if applicable)	2010
How many individuals work in the firm?	1
Please provide the names and title of key individuals in the firm who would potentially be working as part of this RFQ.	Gregg Davis, Founder
Please provide the consultant's or firm's website.	www.impactconsults.com
For an independent consultant. How long has the applicant been working as a consultant? (if applicable)	13 years
Please provide a list of languages spoken by staff.	English

PRIMARY CONTACT INFORMATION	
Name	Gregg Davis
Address	57 Stone Ledge Road,
City/Town	Hillsdale
State/Province	NY
Zip/Postal Code	12529
Country	United States
Email Address	gregg@impactconsults.com
Phone Number	518-470-1532

Please describe the geographic area served by the firm.	National with focus in New England
What are your firm's primary areas of practice?	Mergers and Restructuring; Executive Transition; Strategic Planning

How many Better Together Fund projects that were awarded funding have you been involved with?	0
Please list all Better Together Fund projects that were awarded funding that you have been involved with. You can list a project as anonymous if it is confidential.	0
Briefly describe 1-3 examples of restructuring negotiations with which you have been involved; and/or examples of projects where you have helped facilitate, explore, or implement a formal collaboration as defined by the Better Together Fund.	<ol style="list-style-type: none"> 1. Full merger of Human Resources Unlimited and Community Enterprises to form Viability Inc. a \$37M disabilities and employment services organization. Developed shared vision for merger, extensive due diligence, work with both boards and legal counsel. 2. Boston area behavioral health entity, 175 years old, huge deficits, explored merger with three larger, healthier entities, which all broke down due to unfavorable union contracts, recommended dissolution of parent and spin off of one successful program into stand-alone. (\$7M revenue) 3. Provided an assessment of search and merger options. Facilitated negotiations and due diligence with prospective partner; developed (phase 1) Management Services Agreement and after successful proof of concept managed merger process. Total staff 15, CDFI and small business lending. 4. Full merger of two New Haven CT area environmental and food system entities. Organizations had long standing program partnerships and co-locaiton, solving the combined revenue model and identity/vision/branding were the key features of project. Combined \$1M.
How would you describe the range of diversity reflected in your firm?	Sole proprietor. I work with partners as needed. My steadiest partner is a brand development firm, Giant Shoulders.
Please list all nonprofit issue areas within which you have worked as a paid employee or consultant.	Human Services (Behavioral health, Disabilities, Elder Services), Social Services, Environmental, Food Systems, Community Development, CDFI's, Homelessness



Please provide any other information you feel would aid in understanding the value the firm can bring to Better Together Fund grantees and any specific expertise you have in a specific BTF grant phase(s).	See my article on the Search/Merger Assessment: https://www.impactconsults.com/services/the-executive-search-merger-assessment/
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CONSULTANT #1 DETAILS	
Name	Gregg Davis
Email Address	gregg@impactconsults.com
Education (list only name of school, major, and degree)	Columbia University, MBA
Employment History (list only name of employer, title, and dates employed)	Founder and CEO Camphill Soltane 1990-2006 Emerson College (UK) President, 2007-2009 Founder Impact Consults 2010-2023
Awards or Certificates	Certificates: Non Violent Communication, Social Entrepreneurship, Negotiation and Conflict, Appreciative Inquiry Columbia Business School Award: Top Student In Leadership and Organizational Change 2011
Nonprofit Board Membership (list only name of organization and the dates served)	Camphill Association North America 1996-2002 Soltane Foundation 2002-2007 Columbia Business School Social Enterprise Alumni Circle 2014-2019 Beautiful Day 2017-2020

CONSULTANT #2 DETAILS	
Name	
Email Address	
Education (list only name of school, major, and degree)	
Employment History (list only name of employer, title, and dates employed)	
Awards or Certificates	
Nonprofit Board Membership (list only name of organization and the dates served)	

CLIENT REFERENCE #1	
Name of Organization	Mill Cities Community Investments

Please provide the name(s) of other organizations involved in the collaboration or negotiations.	Foundation for Business Equity
Client Reference – Contact Name	Kristen Harol
Client Reference – Contact Email Address	kristenharol@gmail.com
Client Reference – Phone Number	978-828-7491
Please briefly describe the engagement.	Provided an assessment of search and merger options. Facilitated negotiations and due diligence with prospective partner; developed (phase 1) Management Services Agreement and after successful proof of concept managed merger process.

CLIENT REFERENCE #2	
Name of Organization	Viability
Please provide the name(s) of other organizations involved in the collaboration or negotiations.	Community Enterprises
Client Reference – Contact Name	Donald Kozera
Client Reference – Contact Email Address	dkozy54@gmail.com
Client Reference – Phone Number	413-530-1282
Please briefly describe the engagement.	Support development of strategic vision for full merger; extensive due diligence; work with committee, CEO's, boards and legal counsel; not involved in implementation

Please provide any additional client references.	Tyra Pendergrass; tmpendergrass@gmail.com; Board Chair New Haven Land Trust - now Gather New Haven. Merger with New Haven Farms 2019.
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