



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?	The Nonprofit Centers Network (NCN)
Please provide the legal structure of the firm.	We are fiscally sponsored by Tides which holds our 501(c)3 status.
What year was the firm founded? (if applicable)	2004
How many individuals work in the firm?	6
Please provide the names and title of key individuals in the firm who would potentially be working as part of this RFQ.	David Schroyer, Co-Director of NCN and Director of Real Estate at Tides Leena Waite, Consulting Coordinator of NCN Saul Ettlin, NCN Consultant Jackie Cefola, NCN Consultant Lexi Paza, Co-Director and Consultant of NCN, and Deputy Director, Real Estate & Operations at Tides
Please provide the consultant's or firm's website.	www.nonprofitcenters.org
For an independent consultant. How long has the applicant been working as a consultant? (if applicable)	16 years
Please provide a list of languages spoken by staff.	English

PRIMARY CONTACT INFORMATION	
Name	The Nonprofit Centers Network
Address	1536 Wynkoop Street, Suite 103
City/Town	Denver
State/Province	CO
Zip/Postal Code	80202
Country	United States
Email Address	leena@nonprofitcenters.org
Phone Number	720-836-1189

<p>Please describe the geographic area served by the firm.</p>	<p>Our consulting practice is national across the US. Our membership covers organizations in US and Canada.</p>
<p>What are your firm’s primary areas of practice?</p>	<p>Our mission is to increase the capacity and effectiveness of the nonprofit sector by supporting the development and ongoing operations of multi-tenant nonprofit centers and other quality nonprofit workspaces.</p>
<p>How many Better Together Fund projects that were awarded funding have you been involved with?</p>	<p>0 - We just became aware of Better Together through a potential applicant</p>
<p>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.</p>	<p>N/A</p>
<p>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.</p>	<p>The purpose of NCN's consulting engagements are always around 2 or more organizations coming together to pursue shared space or shared services. In 2021, we have had 9 projects (8 focused on space, 1 on services) to explore co-location or shared back-office services. Four of these involved Visioning Sessions with multiple partners to consider the organizational and community needs that can be met through a nonprofit center. Another focused on restructuring tenant member benefits and roles as one initial partner had to diminish its role in the planning of a center focused on sustainability. We frequently assist with establishing a collective statement of purpose for a center and guiding partners toward more formal commitments as they pursue a shared space - either as a formal collective entity, such as a new 501(c)3 or LLC - or a future partner via tenancy.</p>
<p>How would you describe the range of diversity reflected in your firm?</p>	<p>Our collective team of staff and consultants is 4 women and 2 men. We recognize that we are not racially diverse, yet as part of our fiscal sponsor's Tides' latest Real Estate strategy, (and recognizing that the field of real estate is historically white) we strive for BIPOC community ownership of social purpose real</p>

	estate and collect and share DEI resources (webinars and policy templates) through our membership network.
Please list all nonprofit issue areas within which you have worked as a paid employee or consultant.	Nonprofit centers, social purpose real estate, shared back-office services, collaboration within centers, demand assessment of space needs, financial modeling for shared space, governance, ownership and operations of shared space, lease/licensing support, review of schematic design/architectural drawings
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).	Our consulting services can be found here: https://www.nonprofitcenters.org/consulting/ In addition to supporting the exploration and development of new nonprofit centers, we support existing and operating centers through our membership network and tailored consulting for ongoing needs.

CONSULTANT #1 DETAILS	
Name	Leena Waite
Email Address	leena@nonprofitcenters.org
Education (list only name of school, major, and degree)	Masters of Arts in Ministry, Drew University Theological School Master of Music (Violin Performance & Improvisation), University of Michigan BFA, Violin Performance, Carnegie Mellon University
Employment History (list only name of employer, title, and dates employed)	Nonprofit Centers Network, Consulting Coordinator (Apr 2020 - current); Membership & Program Coordinator (2016 - Apr 2020) Director of Education and Volunteer Management, America's Grow-a-Row NJ (2010 - 2015) Health Choices Coordinator, Community Soup Kitchen Morristown NJ (2010-2011) Director of Children's Ministries, Presbyterian Church of Chatham Township (2006-2009) Freelance Violinist (2002 - Present, including substitute at Syracuse Symphony Orchestra and Colorado Symphony Orchestra)
Awards or Certificates	N/A

Nonprofit Board Membership (list only name of organization and the dates served)	America's Grow-a-Row (2008-2010)
--	----------------------------------

CONSULTANT #2 DETAILS	
Name	David Schrayner
Email Address	
Education (list only name of school, major, and degree)	https://www.linkedin.com/in/david-schrayner/
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)	

CONSULTANT #3 DETAILS	
Name	Lexi Paza
Email Address	
Education (list only name of school, major, and degree)	https://www.linkedin.com/in/lexi-paza-4a719b1b/
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	PATH Foundation
Please provide the name(s) of other organizations involved in the collaboration or negotiations.	Nonprofits funded by the PATH Foundation
Client Reference – Contact Name	Elizabeth Henrickson, COO
Client Reference – Contact Email Address	ehenrickson@pathforyou.org
Client Reference – Phone Number	540-680-4105
Please briefly describe the engagement.	Services provided: Feasibility Study for a new nonprofit center (2016); Feasibility Study to expand and own a nonprofit center (2021)

CLIENT REFERENCE #2	
Name of Organization	Greenbelt Land Trust
Please provide the name(s) of other organizations involved in the collaboration or negotiations.	Mary River Watershed Council, Corvallis Environmental Center, Institute for Applied Ecology, Cascade Pacific Resource Conservation and Development
Client Reference – Contact Name	Jessica McDonald, Executive Director
Client Reference – Contact Email Address	jessica@greenbeltlandtrust.org
Client Reference – Phone Number	541-752-9609
Please briefly describe the engagement.	Services provided: Feasibility Study for a new nonprofit center (2016-17); Governance model customized webinar (2018); Updated financial model & floor plan review (2018); Tenancy/Membership parameter guidance (2021) including, website, social media, pitch decks, brochures, and other leave-behind pieces.

Please provide any additional client references.	Billie Hall, President and Chief Executive Officer The Sunflower Foundation Topeka, KS 785.845.8669 bhall@sunflowerfoundation.org Services provided: Market assessment for a new nonprofit center (2013); Financial Model and Tenant Selection & Commitment Process (2015); Board Presentation – Next Steps in a Pandemic (2020)
--	---