

REQUEST FOR QUALIFICATIONS 2026-045
Fundraising Consulting Services
Maine Graduate and Professional Center
ADDENDUM #2
March 23, 2026

CLARIFICATION

The University is extending the submission deadline to April 6, 2026.

QUESTIONS

1. Have you worked with a fundraising consultant in the recent past and was it a successful partnership? If so, is that firm planning to respond to this RFQ? If not, why do you think they would not pursue this opportunity?

[ANSWER: Under the current leadership, the Maine Center has not engaged with a fundraising consultant. We are unable to speculate on whether or not firms will respond to this RFQ.](#)

2. The duration of the initial engagement is 4-6 months (with anticipated extensions). Is that to complete the feasibility study and begin work on the Capital Campaign Plan? Or do you expect full completion of the Capital Campaign Plan in that timeframe? We assume the Fundraising Strategy, Support and Counsel, Training, and Donor Prospect Analysis and Wealth Screening will occur in an extension - is that the case?

[ANSWER: Our priority is to build a strategic plan and complete a feasibility study while beginning the campaign in the initial 6 months of the engagement. The RFQ is structured to provide the opportunity for continuation of fundraising consulting services.](#)

3. Is there a developed budget for the project (capital/one-time and ongoing operational pro forma)?

[ANSWER: We can't share that information at this stage of the solicitation.](#)

4. Is there a timeline associated with any of the capital/infrastructure needs? Examples: The current operation is in a space that it needs to vacate by 2028; There are public funds allocated for this project that must be spent by July 2027; There is a lead gift identified but the person is wanting construction to begin by the end of 2026.

[ANSWER: The Maine Center is currently undergoing renovations and as has been discussed publicly, anticipates multiple additional phases of renovations which require fundraising.](#)

5. We would anticipate much of the work being virtual, with 4-6 in person trips/visits a year. Does that feel like the right approach for your team?

ANSWER: In person and virtual work is acceptable based on mutual agreement of both parties. We anticipate this being defined in subsequent contracting phases as required.

6. Are you prioritizing Maine based consulting firms?

ANSWER: No.

7. If we have follow up questions after receiving these responses, would you be open to a brief discovery conversation?

ANSWER: Discovery conversations directly with the Maine Center can happen after the conclusion of this RFQ process. During the RFQ process, please direct questions to derek.houtman@maine.edu.

8. What is the Maine Center's leadership and staffing structure? Can you provide an organizational chart?

ANSWER: Seth Goodall is the Executive Director of the Maine Center. He reports to UMS Chancellor Dannel Malloy. Seth's team, along with additional information on the Maine Center, can be found at <https://www.maine.edu/mainecenter/about/our-team/>.

9. Is the Maine Center currently engaging counsel?

ANSWER: The University of Maine System employs a shared services model.

10. Can you further describe the working relationship regarding fundraising between the Maine Center and the other system campuses and entities that are part of the Center?

ANSWER: The Maine Center has a collaborative relationship across it's four core academic partners, University of Maine School of Law, University of Maine Graduate School of Business, Maine College of Engineering and Computing, and the USM Muskie School of Public Service.

11. What CRM platform does the Maine Center use?

ANSWER: None.

12. How many constituent records does the Maine Center have in its database?

ANSWER: We can't share this information at this time.

13. Is this fundraising initiative formally adopted as a strategic fundraising priority of the University of Maine System?

ANSWER: Yes.

14. What role does Chancellor Malloy play in advancing and championing this effort?

ANSWER: The University of Maine System leadership, including Chancellor Malloy, are engaged in this initiative.

15. How is the System currently thinking about the prospect pool for this initiative? Will prospects be shared across UMaine, USM, and Maine Law?

ANSWER: This is a collaborative effort across our four above-mentioned academic partners.

16. How will donor ownership, cultivation, and solicitation strategy be coordinated to avoid internal competition or overlap?

ANSWER: Carefully and thoughtfully. This will be a collaborative effort across the Maine Center's four above-mentioned academic partners.

17. What is the current status of the Harold Alfond Foundation investment and any associated match requirements?

ANSWER: This information is not available at this time.

18. Are there outstanding philanthropic obligations tied to that grant?

ANSWER: This information is not available at this time.

19. Is there still an expectation to raise \$10 million or another defined amount in connection with the match?

ANSWER: The expectation is not available at this stage of the solicitation and will be determined at a later date as part of the planning process.

20. What is the current fundraising goal associated with this engagement?

ANSWER: The fundraising goal is not available at this stage and will be determined at a later date as part of the planning process.

21. Has the previously discussed target changed?

[ANSWER: The fundraising target is not available at this stage and will be determined at a later date as part of the planning process.](#)

22. What specifically are funds being raised for?

[ANSWER: The fundraising will support ongoing renovations and improvements to the Maine Center buildings, programmatic initiatives and student scholarships.](#)

23. Who will serve as the executive sponsor of this initiative?

[ANSWER: Seth Goodall, Executive Director of the Maine Center.](#)

24. Who will have day-to-day oversight of the consultant engagement and be accountable for advancing decisions throughout the feasibility and campaign planning process?

[ANSWER: Seth Goodall](#)

25. How will decisions be made if there is disagreement among Maine Center Ventures and affiliated campus foundations regarding priorities or donor strategy?

[ANSWER: This will be a collaborative effort and stakeholders from the campus foundations will be engaged with this process.](#)

26. What internal fundraising capacity currently exists to support a feasibility study and subsequent campaign activity?

[ANSWER: The Maine Center will leverage its core academic partners as above-mentioned in a collaborative effort, and stakeholders from the campus foundations will be engaged with this process.](#)

27. Are there plans to establish or recruit dedicated development leadership for this initiative?

[ANSWER: No.](#)

28. Is there a specific timeline driving this engagement, whether related to Alford requirements, institutional planning cycles, or leadership milestones?

[ANSWER: No, other than to address ongoing renovations and programmatic and student opportunities, as well as supporting the objectives of the Harold Alford Foundation's historic investment in the University of Maine System, known as UMS TRANSFORMS.](#)

29. Has a budget range been established for this engagement, including feasibility study and potential campaign planning or implementation support?

[ANSWER: We can't share that information at this stage of the solicitation.](#)