



## **Request for Proposal**

October 28, 2024

### **Statement of Purpose**

With the passage of the 2023 – 2024 state budget, the North Carolina Legislature granted Sandhills Community College the largest single appropriation in its history, a total of \$25 million to be directed to the construction of Moore County’s first Cooperative Innovative High School (CIHS, often called an “early college high school”). This CIHS will focus on student pathways leading to occupational and vocational programs especially in the trades and applied science programs. A new long-range plan for the development of Sandhills Community College’s main campus in Pinehurst has been drafted along with plans for the new CIHS.

The last comprehensive capital campaign by the Sandhills Community College Foundation, Inc. (SCC Foundation) was completed in 2019 with final pledges completed in the past 2023 – 2024 fiscal year. SCC President Sandy Stewart joins the SCC Foundation Board in believing this is the right time to undertake a new capital campaign. The Foundation is in a strong position to launch a campaign at this time, given the incredibly positive goodwill we have gained in the community with the announcement of the new CIHS and long-range plans for campus. The primary campaign goals will be to secure commitments for three areas: 1) Funding equipment and supplies for the new CIHS and Sandhills growing vocational / trades programs; 2) Supporting the new long-range plans for campus development and growth; 3) Continuing to grow endowments for financial aid programs including the Sandhills Promise, Guarantors Funds, and Skilled Trades Scholarships.

With the \$25M commitment from the General Assembly, assurances from the county for support, and possible Convention and Visitors Bureau partnership, the SCC Foundation is a critical component of a diverse group of funders for the new campus long-range plans and demonstrates a strong commitment directly from the people of the community for the growth of the college.

As the college continues to grow along with the population of Moore and Hoke Counties, the need for student aid grows with it. We must continue to grow and sustain our commitment to the college’s critically important financial aid programs for our students.

Sandhills Community College Foundation, Inc.  
3395 Airport Road, Pinehurst, NC 28374  
(910) 695-3706

[elkinsg@sandhills.edu](mailto:elkinsg@sandhills.edu)



### Background Information

The SCC Foundation was the first community college foundation in North Carolina. Founded in 1969, the Sandhills Community College Foundation, Inc. is a 501(c)3 non-profit corporation, whose purpose is to promote the mission of Sandhills Community College in the community and seek financial support from the community. The Foundation ensures that donated funds are invested wisely and disbursed in ways that contribute to the ongoing excellence of Sandhills Community College.

The SCC Foundation's average annual giving over the past three years is just over \$3,800,000 per year or \$2,600,000 less estate gifts. Total assets as of 09/30/2024 were just over \$56,000,000 with over \$53,000,000 in long-term investment holdings. Assets include over 500 individual restricted funds including over 300 endowments.

In addition to the SCC Guarantors Program and the Sandhills Promise, the SCC Foundation has a diverse group of other giving options including: a named scholarship program, restricted program support funds, employee education and professional development programs, cultural enrichment and diversity programs, the Bradshaw Performing Arts Center, Flyers Athletics, the Sandhills Horticultural Gardens, the Boyd Library and learning resource programs. Specifically, the campaign aims to create and expand endowments that will underwrite equipment and supplies for occupational programs and the CIHS, student financial aid, academic program excellence, community offerings in culture and the arts, athletics programs, community engagement in the gardens, and the continued professional development of the college's faculty and staff.

More information about Sandhills Community College and the SCC Foundation are available at: <http://www.sandhills.edu>

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### Information for Submissions:

#### Executive Summary

Please provide a narrative background on the company's ability and experience related to capital campaign projects. Include the number of years of experience the company has in consulting for capital campaigns.

#### References

Provide a minimum of three (3) references in the last five (5) years, including contact name, address, email, and phone number. Include narrative of project successes with reference clients.

#### Methods

Provide a description of consultant/company's methods as related to conducting a feasibility study. Include typical steps taken in carrying out the study, what is expected from the participating foundation, and a typical timeline for completion of the work.

#### Point of Contact / Assigned Associate

Provide a brief resume of the associate(s) that would be assigned to work with the SCC Foundation. Please understand that this is the associate expected to represent the company if called for a follow-up interview prior to selecting a final vendor.



### Scope of Work

- Conducting campaign feasibility study in early 2025.
- Defining realistic capital campaign goals.
- Assisting in narrowing capital campaign case statement.

### Deliverables

Feasibility study results and campaign goals to be presented to the Sandhills Community College Foundation Board in April 2025.



### Instructions for Submission of Proposals

**Response to this RFP must be submitted electronically in pdf form by 5:00 pm on December 9, 2024.**

Submission should be made to Ms. Germaine Elkins, Executive Director, SCC Foundation by email to [elkinsg@sandhills.edu](mailto:elkinsg@sandhills.edu). Confirmation reply email will be sent upon receipt.

Printed copies of the proposal are welcomed but not required. Please mail to:

Attn: Ms. Germaine Elkins  
Sandhills Community College, Foundation, Inc.  
3395 Airport Road  
Pinehurst, NC 28374

### Evaluation and Award Process

Prospective firms will be contacted in December to arrange an interview by college staff and members of the Foundation Board.

All candidates will be notified of the college's decision by January 31, 2025.

### Point of Contact at Sandhills Community College

Germaine Elkins, Executive Director, SCC Foundation  
Phone: (910) 695-3706  
Email: [elkinsg@sandhills.edu](mailto:elkinsg@sandhills.edu)

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