



REQUEST FOR PROPOSALS (RFP)

Lead Strategic Planning & Systems Resilience Consultant

Introduction

AfriThrive, Inc. is seeking proposals from qualified consultant(s) or consulting firm to facilitate the development of the Mid-County Food Infrastructure Resilience Plan, a collaborative strategic planning initiative funded through the Montgomery County FY26 Nonprofit Strategic Planning Grant Program.

AfriThrive is a Maryland-based nonprofit organization dedicated to advancing food justice, health equity, and economic opportunity through culturally appropriate food access, community agriculture, nutrition education, and economic empowerment. As the funding environment continues to evolve, food access organizations are navigating increasing compliance requirements and operational demands. This initiative will help strengthen collaboration, resilience, and long-term sustainability across the Mid-County food ecosystem.

Working collaboratively with nonprofit organizations, community stakeholders, healthcare partners, and Montgomery County, AfriThrive seeks to develop a practical three-year roadmap that strengthens collaboration, improves operational resilience, identifies opportunities for shared services and infrastructure, and supports long-term sustainability of the Mid-County food ecosystem.

The total budget available for this consulting engagement is up to \$45,000. Consultants should submit a fixed-fee proposal that includes all professional fees and any anticipated project-related expenses necessary to complete the scope of work. AfriThrive will provide project coordination support through a dedicated project assistant and will cover meeting venue expenses and language interpretation or translation services, as needed. These costs should not be included in the consultant's proposed budget.

Purpose of the RFP

AfriThrive seeks an experienced consultant to design and facilitate a collaborative strategic planning process and develop an implementation-ready Three-Year Mid-County Food Infrastructure Resilience Plan. The consultant will serve as a facilitator and strategic advisor, working closely with AfriThrive leadership and participating partners to guide stakeholder engagement, conduct systems-level assessments, identify strategic priorities, and prepare the final strategic plan.

Scope of Work

The consultant will work with AfriThrive to lead a structured planning process that includes project initiation, stakeholder engagement, systems assessment, strategic planning, implementation planning, and preparation of the final plan. The work will include reviewing project documents, facilitating interviews and planning sessions with nonprofit partners and stakeholders, assessing opportunities for shared services and infrastructure coordination, identifying strategic priorities, and developing practical recommendations that strengthen resilience and collaboration across Mid-County food access organizations.

The final plan should include a clear vision, strategic priorities, measurable goals and objectives, implementation recommendations, stakeholder roles, performance measures, and an implementation

roadmap to guide collaborative action over the next three years.

Project Deliverables

The selected consultant will be expected to deliver:

- A project work plan and stakeholder engagement strategy.
- A systems and infrastructure assessment summarizing key findings.
- A draft Three-Year Mid-County Food Infrastructure Resilience Plan.
- A final strategic plan with implementation recommendations, performance measures, and an executive presentation for AfriThrive and project partners.

Consultant Qualifications

The ideal consultant will have demonstrated experience leading strategic planning initiatives for nonprofit organizations, cross-sector collaborations, or collective impact partnerships. The successful candidate will possess expertise in systems thinking, stakeholder engagement, strategic facilitation, organizational development, and implementation planning. Excellent project management, analytical, and written communication skills are essential, along with the ability to translate diverse stakeholder perspectives into practical, implementation-ready strategies. Experience in food systems, food security, community development, public health, or related fields is strongly preferred.

Proposal Requirements

Interested consultants should submit:

- A letter of interest.
- A technical proposal describing the proposed approach and methodology.
- A résumé or organizational profile.
- Example of comparable strategic planning engagements.
- A proposed project timeline and fixed fee.
- Three professional references.

Evaluation Criteria

Proposals will be evaluated based on relevant experience, understanding of the project, proposed methodology, demonstrated facilitation and strategic planning expertise, quality of previous work, references, and overall value.

Anticipated Deliverables

AfriThrive anticipates the following minimum deliverables from the selected consultant:

Description of Work	Anticipated Completion
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Conduct project kickoff; review background materials; finalize the project work plan, stakeholder engagement strategy, communications plan, and project timeline.	July–August 2026
Facilitate stakeholder interviews, listening sessions, partner convenings, and conduct systems, operations, and infrastructure assessment of the Mid-County food ecosystem. Prepare a summary of key findings and strategic opportunities.	August 2026
Develop and present the draft Three-Year Mid-County Food Infrastructure Resilience Plan, including strategic priorities, goals, objectives, implementation framework, and opportunities for shared services and systems collaboration.	September 2026
Facilitate review sessions with AfriThrive, partner organizations, and key stakeholders; incorporate feedback; and prepare the revised draft, including performance measures and implementation recommendations.	October–November 2026
Submit the Final Mid-County Food Infrastructure Resilience Plan, executive summary, and presentation materials, and present the final plan to AfriThrive leadership, project partners, and Montgomery County representatives, as appropriate.	December 2026
Participate in regular project coordination meetings with AfriThrive throughout the engagement to review progress, address emerging issues, and ensure timely completion of project milestones.	Ongoing

Submission Instructions

Proposals should be submitted electronically as a single PDF no later than **11:59 p.m. EDT on July 19, 2026**.

Submit questions, referrals or proposals to:

Martin Simba

Senior Manager | Impact & Innovation

Email: Procurement@Afrithrive.org

Please include "**Strategic Planning Consultant Proposal**" in the subject line.

AfriThrive reserves the right to reject any or all proposals, request additional information from applicants, negotiate with the selected consultant, or cancel this solicitation if it is determined to be in the organization's best interest. AfriThrive is committed to a fair and competitive procurement process and encourages proposals from qualified consultants and firms with diverse backgrounds and experience serving nonprofit organizations and underserved communities.