



Montana Nonprofit Association

---

# REQUEST FOR PROPOSALS: INDIGENOUS FUNDRAISING COACH

Montana Nonprofit Association seeks proposals from qualified individuals or organizations to provide fundraising coaching tailored to Indigenous fundraisers. Fundraisers will be taking part in [MNA's Fundraising Cohort](#) during this time, receiving additional instruction and resources focused on engaging individual donors alongside a cohort of 20 Montana nonprofit organizations. The coach will support two Indigenous-led organizations for up to 8 hours per month from **September 2026 to June 2027**, with a total budget of **\$8,000**. Our goal is to empower Indigenous fundraisers with culturally relevant strategies, mentorship, and tools to enhance their fundraising efforts.

## SCOPE OF WORK

The selected coach will:

- Communicate with MNA's Fundraising Program Director to understand cohort curriculum and tailor deliverables to Indigenous organizations.
- Attend September 16<sup>th</sup> Cohort Launch in Helena, Montana. (Travel to and from Helena covered)
- Provide 1:1 and/or group coaching (virtually) for two Indigenous fundraisers participating in the cohort.
- Offer guidance on donor engagement, grant writing, campaign planning, and culturally responsive fundraising practices.
- Tailor support to the unique needs and contexts of Indigenous communities.
- Commit to up to 8 hours/month in direct meeting time (flexible scheduling) September – May.
- Submit summary reports or participate in check-in calls every other month with MNA's Fundraising Program Director and Associate Director.
- Submit final report or participate in final debrief call in June 2027 reviewing experience, recommendations for future cohort coaching, and structural recommendations for cohort.

mna@mtnonprofit.org  
406.449.3717  
mtnonprofit.org

7 W 6th Ave, Suite 610  
PO Box 1744  
Helena, MT 59624

**TOGETHER** we are a force for good.



Montana Nonprofit Association

## QUALIFICATIONS

*Successful proposals will demonstrate:*

- Experience fundraising within Indigenous communities or organizations.
- Cultural competency and understanding of Indigenous values, protocols, and fundraising challenges.
- Strong coaching/mentoring skills and a track record of success.
- Availability to fulfill the September–June timeline.

## PROPOSAL REQUIREMENTS

*Submit a proposal (max 3 pages) including:*

- **Cover Letter:** Brief introduction and statement of interest.
- **Resume/CV:** Highlighting relevant experience.
- **Approach:** Methodology for coaching Indigenous fundraisers
- **References:** 2 professional references (preferably from Indigenous-led organizations).
- **Timeline:** Availability for September–June.

## TIMELINE

- July 27<sup>th</sup> | Proposals due
- August 3<sup>rd</sup> | Contract awarded
- August | Onboarding call
- September 16<sup>th</sup> | In-person meeting in Helena with full cohort, introduction to the organizations receiving coaching
- October – June | Coaching and reporting period
- June | Contract end

## SUBMISSION INSTRUCTIONS AND QUESTIONS

Email proposals to [srogala@mtnonprofit.org](mailto:srogala@mtnonprofit.org) by July 27<sup>th</sup>, 2026.

Contact Shelby Rogala, MNA's Associate Director, with any questions at [srogala@mtnonprofit.org](mailto:srogala@mtnonprofit.org) or 406-449-3717.

[mna@mtnonprofit.org](mailto:mna@mtnonprofit.org)  
406.449.3717  
[mtnonprofit.org](http://mtnonprofit.org)

7 W 6th Ave, Suite 610  
PO Box 1744  
Helena, MT 59624

**TOGETHER** we are a force for good.