

Request for Proposals: Arts Capital Campaign Consultant

Issued by:

Artspace, Inc.

201 E. Davie Street, Raleigh, NC 27601

www.artspacenc.org

RFP Release Date: December 2025

Proposals Due: February 6, 2026

Consultant Selection: Late February 2026

Project Start: March 2026

Target Campaign Launch: Fall 2026

1. Overview

Artspace, a nonprofit visual arts center serving the Raleigh community for nearly 40 years, seeks proposals from qualified fundraising consultants or firms to guide the planning, feasibility, and phased launch of a multi-million-dollar capital campaign to support the organization's long-term facilities and programmatic vision.

This effort will coincide with Artspace's 40th anniversary in 2026, a milestone year to honor the organization's legacy while positioning it for its next chapter of impact. The selected consultant will partner with Artspace's leadership and Board of Directors to assess campaign readiness and feasibility, advise on goal setting and case development, and lead planning toward a public campaign launch in Fall 2026.

2. Organizational Background

Founded in 1986, Artspace is a unique model of a community-centered arts nonprofit that owns and operates its building, providing affordable studios for working artists, galleries, classrooms, and community spaces open to the public.

Artspace serves artists, families, and youth alike - offering year-round exhibitions, education programs, artist residencies, and outreach initiatives that make the visual arts accessible to people of all ages and backgrounds. As one of the few permanent, affordable artist studio communities in the Triangle, Artspace plays a vital role in sustaining the creative workforce that fuels the region's cultural and economic vitality.

As Raleigh expands its reputation as a destination for arts and culture, Artspace stands as both a creative hub and a civic catalyst, connecting residents, visitors, and artists through creativity.

Its upcoming renovation will not only preserve a historic structure but also position Artspace as a long-term asset for downtown Raleigh and the broader Triangle region.

3. Project Goals and Scope of Work

Artspace is preparing for a facility renovation and capital campaign projected to launch in Fall 2026. The campaign will strengthen Artspace's role as a cornerstone for artists and families, while contributing to the economic and cultural revitalization of the region. The consultant will guide Artspace through a phased approach that includes readiness assessment, feasibility study, and campaign planning.

Phase 1: Campaign Readiness & Goal Setting (March–April 2026)

- Review organizational capacity, fundraising systems, and staff resources.
- Facilitate sessions with staff and Board to define campaign priorities, costs, and goals.
- Draft a preliminary case for support that reflects Artspace's dual mission: serving artists and the public while advancing downtown Raleigh's tourism and development goals.

Phase 2: Feasibility Study (May–August 2026)

- Conduct confidential interviews with donors, civic leaders, arts supporters, and tourism and business stakeholders.
- Evaluate community appetite and philanthropic potential for the campaign.
- Deliver a feasibility report including:
 - Recommended goal range and campaign structure
 - Messaging and case feedback
 - Identification of early prospects and campaign leadership
 - Strategies for aligning campaign goals with broader downtown and cultural tourism initiatives

Phase 3: Campaign Planning & Quiet Phase (September–November 2026)

- Develop a full campaign plan with timeline, gift table, and leadership structure.
- Refine the case for support, integrating findings from the feasibility study.
- Support early gift strategies and board engagement.
- Align the public campaign launch with Artspace's 40th Anniversary Celebration in Fall 2026, positioning the campaign as a civic and cultural milestone for Raleigh and the region.

The building will remain occupied and operational throughout the renovation. The consultant must account for this in scheduling, communications, and planning.

4. Desired Qualifications

- Proven success leading capital campaigns for arts, cultural, or historic organizations, preferably in occupied facilities.
- Familiarity with downtown Raleigh, the Triangle region, and North Carolina's philanthropic community.
- Experience connecting capital projects to economic development and tourism outcomes.
- Track record of completing projects within scope, budget, and timeline.
- Strong facilitation and communication skills with nonprofit boards, civic partners, and donors.

5. Deliverables

- Campaign Readiness Assessment Report
- Preliminary Case for Support (Draft and Final)
- Feasibility Study Summary and Full Report
- Statewide and National Campaign Prospects
- Campaign Plan and Timeline
- Presentation of Findings to the Artspace Board

6. Timeline

RFP Released	December 2026
Proposals Due	February 6, 2026
Finalist Interviews	Mid-February 2026
Selection Announced	Late February 2026
Work Begins	March 2026
Feasibility Study Complete	August 2026
Public Campaign Launch	November 2026

7. Proposal Requirements

- Firm background and campaign expertise
- Team bios and roles
- Proposed methodology and phased approach
- Work plan and deliverables
- Budget and fee structure (including travel and expenses)
- Examples of relevant campaign or feasibility work
- Three client references

8. Submission Instructions

Submit proposals (PDF preferred) to:

Carly P. Jones, President & CEO

Artspace, Inc.

Email: cjones@artspacenc.org

Subject line: *Artspace Capital Campaign Consultant Proposal*