



REQUEST FOR PROPOSAL (RFP): COMMUNITY CONSERVATION STEWARDSHIP PLANNING

Purpose:

Allegheny Land Trust (ALT) has initiated a Request for Proposal (RFP) process to identify a qualified vendor to provide a financial model for capacity expansion related to stewardship for community conservation projects.

Who May Respond:

ALT is seeking a consultant with strong financial planning expertise, and extensive experience in non-profit strategic planning. Additionally, a deep understanding of ALT's structure, purpose, and collaborative partnerships is essential.

About the Organization:

ALT is a 501(c)3 nonprofit and nationally accredited conservation land trust created in 1993 to help local people save local land. Since its founding in 1993, ALT has protected more than 4,000 acres of green space in 42 different municipalities to preserve the region's natural beauty, provide enhanced outdoor recreational opportunities, protect and improve water and air quality, sustain biodiversity, remediate past environmental abuses, and contribute to the overall health, wellness, and quality of life of all area residents.

About the Project:

ALT is seeking a qualified consultant to create a financial and employment model for long-term community conservation project stewardship.

Community conservation refers to the protection of urban green spaces with the greatest capacity to address the legacy effects of neighborhood disinvestment and foster long-term sustainability in the city's most under-resourced neighborhoods. Goals of community conservation projects include improving access to outdoor recreation and healthy food, as well as addressing environmental issues such as landslides, flooding, combined sewer overflow, poor air quality, and tree canopy loss. Examples of ALT's community conservation work include Healcrest Green in Garfield, St. John's Green in Brighton Heights, and the community gardens protected through the Three Rivers Agricultural Land Initiative partnership with Grow Pittsburgh.

ALT has been successful in protecting several green spaces through the Community Conservation program. We have utilized organizational partnerships with community groups and other nonprofit organizations to minimize the ongoing stewardship costs to our organization. We are now seeking support to plan an increase in our capacity for stewardship of urban green spaces. It is important to note that as a matter of standard practice we have set aside sufficient stewardship funds for each of the properties already acquired, ensuring our capability to



steward them in perpetuity regardless of future actions. Our objective now is to build on our experience to perform a comprehensive review of actual costs involved in managing urban green spaces and generate a funding plan that will allow us to sustainably continue to grow our inventory of community conservation projects, and to be better positioned to protect land where community partner and volunteer stewardship capacity need more time to develop.

Proposed Scope of Work (Land Stewardship Capacity Expansion):

The consultant will be expected to:

1. Assess Land Management Needs:

- Work with ALT staff to identify inputs to support planning.
- Assess land management costs utilizing:
 1. ALT land management/maintenance plans and budgets
 2. Partner organization's management/maintenance plans and budgets (provided by ALT)
 3. Reports from professional associations like Center for Community Progress reports on vacant land management, and Land Trust Alliance resources on determining stewardship costs for properties.
- Facilitate identification of an expected growth rate for the Community Conservation project inventory to be used in forecasting future land management needs.
- Ensure the operational and financial model is adaptable to evolving land management requirements.

2. Operational Model:

- Investigate case examples of various stewardship employment models for urban green space programs. Evaluate different combinations of full-time employees, seasonal crews, volunteer coordinators, and other staffing arrangements.
- Make recommendations for the most suitable model, considering factors such as collective impact goals, ALT and partner values, and cost-effectiveness.



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3. Financial Model:

- Develop a budget plan outlining both initial setup costs and ongoing operational expenses. This should include equipment, storage, and transportation in addition to staff. Inputs provided by ALT.
- Collaborate with ALT to establish goals for an endowment aimed at supporting the budget, based on projected growth of property inventory, the ideal operational model and its related costs and capacity thresholds or targets (e.g. cost needed to hire one full-time staff person.)
- Incorporate potential funding sources, including grants, donations, public-private partnerships, municipal budgets, and potential fee for service opportunities. ALT to provide these inputs.

Deliverables:

- Operational model document.
- Budget plan with detailed cost analysis and funding strategies based on ALT inputs.
- Implementation of roadmap with timelines and milestones.

Proposal Submission Requirements:

- Company profile and relevant experience.
- Approach and methodology for the project.
- Proposed timeline and milestones.
- Budget proposal.
- References from similar projects.

Submission Deadline: July 31, 2025

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