

Final ranking 2025-004

Grant Writing or Fundraising Services

Date: January 2, 2025



Firms	Casey Lucius	Sharon Dangel	Dan Smith	Zurima Luff	Total	Rank
<i>Convergent Nonprofit Solutions</i>	84	82	60	62	288	3
<i>Impact Philanthropy</i>	88	79	72	83	322	2
<i>Kinley Horn</i>	87	95	67	95	344	1

Recorded by: Angela Johanning, Purchasing & Risk Manager

Joan Taylor, City Clerk

RFQ 2025-004

Grant Writing or Fundraising Services

Date: January 2, 2025

Firm

Convergent Nonprofit Solutions

	Casey Lucius	Sharon Dangelis	Dan Smith	Zurima Luff
	<i>Score</i>	<i>Score</i>	<i>Score</i>	<i>Score</i>
Experience with grant writing or fund raising	18	15	15	15
<i>Max Points 20</i>				
Professional Experience	18	17	15	15
<i>Max Points 20</i>				
Approach to Scope of Services	15	20	10	12
<i>Max Points 20</i>				
Location of Primary Office to City of Marco Island	15	15	10	10
<i>Max Points 20</i>				
Client References	9	9	10	5
<i>Max Points 10</i>				
Pricing Proposal	9	6	0	5
<i>Max Points 10</i>				
Totals	84	82	60	62

Total points	288
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Grant Writing or Fundraising Services

RFQ 2025-004

Firm

Impact Philanthropy	Casey Lucius	Sharon Dangelis	Dan Smith	Zurima Luff
	<i>Score</i>	<i>Score</i>	<i>Score</i>	<i>Score</i>
Experience with grant writing or fund raising <i>Max Points 20</i>	17	12	15	15
Professional Experience <i>Max Points 20</i>	19	15	15	15
Approach to Scope of Services <i>Max Points 20</i>	15	20	10	15
Location of Primary Office to City of Marco Island <i>Max Points 20</i>	20	20	20	20
Client References <i>Max Points 10</i>	9	5	2	10
Pricing Proposal <i>Max Points 10</i>	8	7	10	8
Totals	88	79	72	83

Total points	322
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RFQ 2025-004

Grant Writing or Fundraising Services

Firm



	Kimley Horn			
	Casey Lucius Score	Sharon Dangelis Score	Dan Smith Score	Zurima Luff Score
Experience with grant writing or fund raising <i>Max Points 20</i>	18	20	10	20
Professional Experience <i>Max Points 20</i>	20	20	15	20
Approach to Scope of Services <i>Max Points 20</i>	19	20	10	20
Location of Primary Office to City of Marco Island <i>Max Points 20</i>	19	20	20	20
Client References <i>Max Points 10</i>	9	10	10	10
Pricing Proposal <i>Max Points 10</i>	2	5	2	5
Totals	87	95	67	95
Total points				344