



PROJECT POLARIS

Request for Expressions of Interest for Philanthropic Fundraising Consultancy Services

RELEASE DATE: 29 May 2025

1. Introduction

The Government of Grenada (GoG) invites Expressions of Interest (EOIs) from qualified, globally experienced philanthropic fundraising consultancy firms or consortia to support the development and implementation of an ambitious capital campaign for **Project Polaris**, GOG's landmark initiative to transform healthcare, medical education, and public health research in Grenada and the OECS region.

Project Polaris, centered around the construction of a new 250-bed smart academic hospital and the master development of the 84-acre Hope Vale Medical City, will serve as a national and regional beacon for medical innovation, public-private healthcare delivery, biotech research, and training of healthcare professionals. The development is positioned to catalyze sustainable growth, health equity, diaspora engagement, and global partnerships.

The capital campaign will play a critical role in securing the philanthropic investment required to support the construction of key infrastructure, expansion of programs, strategic partnerships, and long-term institutional sustainability. The Government of Grenada is seeking a consultancy firm with a proven record of raising hundreds of millions of dollars through philanthropic campaigns, particularly those involving complex stakeholder environments, global donor cultivation, and mission-aligned storytelling across sectors such as healthcare, higher education, and social infrastructure.

The fundraising consultancy will support Project Polaris stakeholders, across public institutions, technical advisors, and international development partners in planning and executing a high-impact, multi-year fundraising campaign. The campaign will target international donors, global foundations, high-net-worth individuals (HNWIs), diaspora networks, multilateral agencies, and philanthropic capital channels.

2. Project Context

Project Polaris is Grenada's flagship smart healthcare and medical innovation development. Anchored in the Hope Vale district, the initiative envisions a bold, future-ready medical city integrating:

- A climate-resilient, digitally integrated academic hospital
- A research and innovation park focused on biotech, tropical medicine, and public health
- A training center for medical and allied health education
- A retirement and wellness village
- Hospitality, leisure, and lifestyle offerings to support medical tourism
- Infrastructure aligned with net-zero, sustainability, and resilience principles

The hospital will address critical gaps in specialty care while creating new pathways for innovation, job creation, clinical training, and community resilience. It also aims to reposition Grenada in the global healthcare diplomacy space and align with SDG-driven development goals.



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The capital campaign will raise philanthropic capital to complement public and private investments and align donor interest with respect to the following key priority areas:

- Health equity and regional capacity-building
- Medical education and leadership development
- Global health innovation and research
- Diaspora investment and cultural legacy-building

3. Objectives of the Engagement

The selected fundraising consultancy will be expected to:

- Lead the design and execution of a global capital campaign targeting at least **US \$100 million** in philanthropic contributions
- Conduct a fundraising readiness and ecosystem assessment
- Identify high-potential donors and aligned institutions through prospect research and segmentation
- Develop a globally resonant case for support tailored to the unique value proposition of Project Polaris
- Advise on donor engagement strategies, naming rights, and stewardship pathways
- Provide strategic counsel on governance, legal, and compliance matters related to philanthropic giving
- Support the recruitment, onboarding, and training of fundraising personnel, as needed
- Align storytelling, messaging, and communications with the goals and vision of Project Polaris and its various stakeholder groups
- Ensure continuous learning, reporting, and adaptive fundraising strategy through campaign phases

4. Submission Requirements

Interested firms or consortia must submit a comprehensive EOI that includes:

- **Firm Profile:** Description of the organization, relevant track record in managing capital campaigns exceeding US \$100M, geographic reach, and areas of specialization
- **Project Team:** Key personnel proposed for the engagement, including bios, credentials, and roles
- **Relevant Experience:** Case studies of completed campaigns particularly for smart hospitals, research institutions, large-scale healthcare/education infrastructure, or government-led philanthropic efforts
- **Proposed Approach:** Initial fundraising vision and high-level roadmap tailored to Project Polaris (not a detailed work plan, but indicative of methodology, innovation, and donor understanding)
- **Sample Materials:** Examples of case for support, campaign visuals, donor segmentation strategies, or other deliverables used in comparable engagements
- **References:** At least three references from prior engagements of similar scale

5. Evaluation Criteria

EOI submissions will be assessed based on:

- Demonstrated success in large scale, global capital campaigns
- Understanding of health and development-oriented philanthropic ecosystems
- Experience working with government clients or multi-stakeholder coalitions
- Strength of the proposed team and relevance of past engagements



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- Innovation in campaign strategy, donor engagement, and digital fundraising tools
- Commitment to knowledge transfer, capacity building, and sustainability

6. Submission Instructions

Please submit EOIs electronically in PDF format by **30 June 2025** to:

Damian Dolland

Strategic Advisor – Project Polaris

Email: damian.dolland@darisami.com

Kimica Donald

Policy Analyst, Ministry of Finance

Email: kimica.donald@policyunit.gov.gd

Shortlisted applicants will be contacted and may be invited to submit a full proposal and/or participate in a virtual interview.

7. Additional Notes

- This EOI is the first phase of a two-stage procurement process
- The Government of Grenada reserves the right to reject any or all submissions and to amend the process as it deems appropriate
- All intellectual property developed during the assignment shall remain the property of the Government of Grenada
- Partnership or consortium submissions are welcomed, especially where capabilities are complementary
- Scope of work will be refined in the RFP phase

We thank all applicants for their interest and look forward to building a transformative philanthropic legacy through Project Polaris.