

## Request for proposals for journalism collaborative sustainability accelerator

### Mission

The Collaborative Journalism Resource Hub, housed at the Center for Cooperative Media at Montclair State University, works to advance collaboration in the field of journalism. The Hub focuses on catalyzing sustainable models that attract local support and investment. A measure of success of collaboratives is their financial sustainability and their impact on the community. The Hub provides financial and coaching assistance to new and existing collaborations. It also gathers and organizes existing research on collaboratives to identify practices that show evidence of success.

### Goals

The Hub seeks to assist journalism collaboratives to be able to fundraise, create a revenue plan and sustain its existence and operations over multiple years. These collaboratives exist to:

- Serve their communities more effectively
- Build stronger, more sustainable operations
- Share resources and reduce duplicate efforts
- Reach new and underserved audiences
- Create lasting impact in their communities

### Scope of work

The Hub requests proposals from organizations that can create a program for eight journalism collaboratives in the United States to strategically implement major initiatives for long-term revenue and sustainability. The work will be conducted with four collaboratives in 2025 and four collaboratives in 2026. The proposal for a program should:

- Guide collaboratives through an analysis of its current and future financial vision.
- Coach collaboratives to identify and implement key organizational goals tied to financial sustainability.
- Create a revenue development model unique to a collaborative.

## Eligibility

The following eligibility requirements must be met for an organization to be considered for this funding opportunity:

- The organization must be a legally incorporated entity in the United States.
- The organization must have experience in implementing revenue generation programs for news and information organizations.
- The selected organization must complete a [Business Registration Certificate in New Jersey](#).
- The selected organization must complete a [Political Contributions Disclosure Form](#).

## Submission requirements

Organizations interested in this opportunity must submit a proposal that includes the following elements:

- Executive summary: A brief overview of the organization, its experience, and its proposed approach to providing revenue and sustainability coaching to news organizations.
- Proposed program: A description of the proposed program and how it will address the scope of work described above.
- Methodology: A detailed description of the organization's approach to implementing the program, including a timeline and implementation plan.
- Budget: A detailed budget that outlines the costs associated with the program and how the funds will be used.
- Evaluation plan: A description of how the program will be evaluated and how success will be measured.

## Submission deadline

Proposals must be submitted no later than midnight Pacific Time on Friday, March 21, 2025. All proposals must be submitted electronically to Amy Maestas at [maestasa@montclair.edu](mailto:maestasa@montclair.edu). Late submissions will not be accepted.

## Selection process

- The Collaborative Journalism Resource Hub will review all submissions and will select one organization to receive funding based on the following criteria:
  - Relevance of the proposed program to the needs of journalism collaboratives
  - Strength of the organization's experience and track record in working with a range in size of news organizations
  - Feasibility of the proposed program
  - The quality of the evaluation plan and the ability to measure success
  - Cost of the program

## Questions

For questions about this Request for Proposals, please contact the Hub at Amy Maestas, director of the Hub, at [maestasa@montclair.edu](mailto:maestasa@montclair.edu).