

GRANT WRITER RECOMMENDATION

As instructed by the Board, Tom Carty and Chris Kersten conducted interviews with Chris Round at LaBella on March 29 and Scott Williams on March 30, 2022. Both were selected as finalists for the grant writer role at the March 8 Board meeting in response to the RFP.

We were impressed with both, but have concluded that Scott Williams would have limited time to dedicate to Hillsdale given his full-time position in the City of New Britain, CT. He would basically only be available to us after 4:00 pm, and would also be limited in his ability to travel. Scott is a sole practitioner, and does not have the depth of an organization behind him. We believe he would be a strong contender in the future if his employment obligations change.

Therefore, we recommend that the LaBella proposal be approved. This is a larger firm with demonstrated expertise in scoping out, applying for and managing grants on behalf of cities and towns. The firm's recommendation to "tell a compelling story" about the funding initiatives was interesting to us.

LaBella would be engaged to produce and submit two proposals: One for Hamlet Park renovations (\$6,000) and one for the Streetscape project (\$3,000) for a total engagement of \$9,000.

If we desire more of a full-service arrangement, we could allocate \$15,000-20,000 for a more comprehensive approach to our grant writing initiatives, including, research, identifying funding sources for key projects and developing numerous applications per year.

The Board received the RFP's for each candidate prior to the March Board meeting.

Tom Carty
Chris Kersten

3/30/22