



Request for Proposals for
Strategic Planning Consultant

Proposals Due: Wednesday, January 14, 2026, 5:00 p.m. MST

Submit proposals to:

Greater Phoenix Chamber Foundation

Attn: Isabel Gonzalez at igonzalez@phoenixchamber.com

For questions, please call 480-780-0136

Project Description: The Greater Phoenix Chamber Foundation (Foundation) is soliciting proposals from qualified persons or firms ("Consultant(s)") to enter into an Agreement for Professional Services to guide a strategic planning process that will position its education initiative, ElevateEdAZ for its next chapter of growth and impact.

General Information

1.1 Summary Scope of Work

The Foundation is soliciting proposals from a Consultant to enter into an Agreement for Professional Services to guide a strategic planning process for the period February 1 – June 30, 2026. The outcome of this process will be a practical and adaptable strategic framework and plan that sets organizational direction, clarifies priorities, strengthens internal systems and people, and supports annual operational planning through June 2031.

1.2 Background

The Greater Phoenix Chamber Foundation (the Foundation) convenes and catalyzes business, education, and community to enhance college and career readiness, develop a stronger workforce, and build healthier communities throughout Arizona. The Foundation, a 501(c)(3) nonprofit organization, leads the charitable and educational initiatives of the Greater Phoenix Chamber under the four pillars of education, workforce development, wellness, and research.

ElevateEdAZ is an intermediary organization that prepares Arizona students for college and career through stronger alignment between education, business, and the community. As the education initiative of the Foundation, ElevateEdAZ is focused on aligning education to workforce learning pathways with the needs of Arizona's leading industries. Our primary objectives include increasing the number of students enrolled in and completing high-wage, high-demand career pathways, increasing student attainment of industry-recognized credentials and early post-secondary credit, providing more students with work-based learning experiences, and empowering educators to reimagine classroom learning through educator externships.



Growth and Reach: ElevateEdAZ has expanded rapidly to meet Arizona’s growing workforce needs, connecting more schools, educators, and students to career-ready opportunities. What began as a pilot in two schools in 2021 has evolved into a statewide model preparing the next generation of talent. The following are highlights of this growth.

- Grew from 2 partner schools in 2021 to 27 in 2025–26
- Expanded to two schools in Sahuarita, Arizona in 2025–26, the first outside of Maricopa County
- 194,000+ students served (July 2021–June 2025)
- Serving 7 districts and 1 charter network

Our 2030-31 Vision: Expand ElevateEdAZ into 50 schools statewide serving 100,000 students, with the following measurable outcomes on every campus:

- 50% of students access a high-quality career pathway, including a high-wage, high-demand aligned Career and Technical Education (CTE) program, earn college credit, industry-recognized credentials, and meaningful work-based learning experiences such as internships, apprenticeships, and job shadows.
- 80% of graduates in high-quality career pathways secure employment or pursue further education in high-wage, high-demand industries.

1.3 Scope of Work

The Consultant will be responsible for working with an internal project committee led by the Vice President of ElevateEdAZ to establish a strategic plan process within the approved timeline and budget. The Consultant will use their knowledge and expertise to provide the committee with recommendations on the elements of the process, including stakeholder experience and representation.

The strategic planning process will result in a strategic framework and five-year plan that:

- Clarifies the role of ElevateEdAZ in Arizona’s economic and workforce development priorities. This outcome should integrate, as well as preliminary work to develop the initiative’s long-term ambition and impact statements, and a newly established stakeholder messaging framework.
- Strengthens collaboration with its two most critical partner groups, school districts and employers/businesses. This outcome should build on existing stakeholder convenings, and a recently developed partnership assessment tool to support deeper partnerships and growth.
- Ensures sustainability by aligning hiring and onboarding practices, workplace culture, and operational systems to ensure agility, as well as stability and growth amid changing fiscal, workforce and community realities. This outcome should weave in recent reviews of operational processes and platforms, and staff culture development initiatives.
- Integrates new and evolving financial strategies for sustainable and diverse revenue streams. These financial strategies would be provided to the consultant.



The following are key deliverables for the Consultant:

1. Advise on the purpose, composition and meeting cadence of the internal project committee.
2. Work with the committee to refine expectations and roles and responsibilities of the consultant.
3. Conduct an environmental scan of risks and opportunities, including existing internal artifacts that speak to elements of strategy.
4. Facilitate an inclusive yet efficient stakeholder engagement that includes representation from the Foundation's staff, the Foundation's board of directors, funders, and from employer, education and community partners.
5. Guide the organization in determining strategic priorities with built-in adaptability.
6. Finalize a strategic framework that can be relevant and adaptive to future challenges and opportunities, including success indicators and accountability structures.
7. Develop within the framework a five-year plan for each strategic priority with measurable objectives and implementation timelines, including shorter-term action plans.
8. Present to the Foundation board of directors.

Specifications

2.1 Qualifications

The Consultants will have a proven track record of implementing successful strategic planning efforts with practical, outcome-oriented deliverables that are adaptable. In addition, Consultants should highlight experience with any combination of workforce development, workforce education, business-to-education partnerships, and/or K-20 education.

2.2 Timeline

The term of this agreement will run through June 30, 2026.

RFP Instructions

3.1 Proposal Deadline

Proposals are due no later than Wednesday, January 14, 2026, 5:00 p.m. MST

All proposals must be delivered to: Isabel Gonzalez at igonzalez@phoenixchamber.com
Late proposals may not be considered. Confirmation of receipt will be provided. For questions, please call 480-780-0136. The Foundation offices will be closed from December 24, 2025 through January 1, 2026. Therefore, responses will not be sent during this period.

3.2 Proposal Requirements

Proposals should include:



1. Consultant Qualifications – relevant expertise in strategic planning, workforce development, workforce education, business-to-education partnerships, and/or K-20 education. This section must also include a description of the project team and their respective experience as it relates to the project.
2. Approach to Scope of Work – proposed methodology, including engagement plan, action planning, and anticipated sequence of work.
3. Budget (not to exceed \$20,000) – detailed breakdown of expenses, including hourly/daily rates, and travel. Some in-person engagements are expected.
4. Sample work products from similar projects.
5. At least 3 references.

3.3 Evaluation Criteria

Proposals will be evaluated on the following criteria:

1. Experience facilitating strategic planning, including the consultant's available resources and proposed project team.
2. Ability to design inclusive yet efficient processes with actionable deliverables.
3. Client references and demonstrated performance, including quality and usability of deliverables.
4. Cost-effectiveness.

3.4 Fee Schedule

Detail all costs incidental to the contract in your proposal. Consultant will not be allowed to charge for costs not listed in the proposal. Fees should not exceed \$20,000.