

**CLEVELAND PUBLIC LIBRARY**

**Finance Committee**

November 16, 2021

**RESOLUTION TO ENGAGE JAROS STRATEGY LLC FOR FUNDRAISING  
CONSULTING SERVICES**

WHEREAS, On September 17, 2020, the Board of Trustees of the Cleveland Public Library authorized the Library to enter into an agreement to engage Jaros Strategy LLC (“Jaros”) in partnership with the Cleveland Public Library Foundation to assess the feasibility of a capital fundraising program, develop philanthropic support for a public art campaign, and to develop a fundraising and communications strategy; and

WHEREAS, The Library and the Foundation have been pleased with the consulting services that Jaros provided during the preceding year, and both the Library and the Foundation desire to engage Jaros to continue to provide fundraising consulting services; and

WHEREAS, At the Library and the Foundation’s request, Jaros submitted a proposal to assist the Library and the Foundation in support of a system-wide third space fundraising campaign for outdoor spaces at the Library’s branches, including the new MLK branch, for a total fee of \$85,000, with \$63,750 charged to the Library and \$21,250 charged to the Foundation; and

WHEREAS, The Library Administration finds Jaros’ fee to be fair and reasonable and recommends that this Board authorize the Library to engage Jaros to provide fundraising consulting services; now therefore be it

RESOLVED, That the Board of Trustees of the Cleveland Public Library authorizes the Executive Director, CEO, or his designee, to enter into an agreement with Jaros Consulting LLC, subject to the approval of the Director of Legal Affairs, to provide fundraising consulting services for a fee not-to-exceed \$63,750 (including reimbursables) to be charged to the General Fund Account 11200053-53710 (Professional Services).