

EXPRESSION OF INTEREST (EOI) BBCBE/01/2025

APPOINTMENT OF A SERVICE PROVIDER TO DEVELOP A FUNDING MODEL FOR THE BLACK BUSINESS COUNCIL IN THE BUILT ENVIRONMENT (BBCBE)

1. TERMS OF REFERENCE

1.1 PURPOSE

The Black Business Council in the Built Environment (BBCBE) Group seeks to appoint a qualified and experienced service provider to conceptualise, design, and deliver a comprehensive funding model that will ensure the long-term financial sustainability of the organisation, including programmes such as the Contractor Development Programme for Black Women, training initiatives, policy advocacy, and stakeholder engagement.

The successful candidate will be eligible for 30% of the funds raised.

1.2 BACKGROUND

The BBCBE is a leading advocacy organisation representing black professionals and contractors in South Africa's built environment. To execute its mandate effectively, BBCBE requires diversified, reliable, and sustainable funding streams. The funding model should address current limitations and propose a mix of revenue-generating, donor-based, and public-private funding mechanisms tailored to the organisation's vision and operations.

2. SCOPE OF WORK

- The appointed service provider will be expected to:
- Conduct a situational and financial analysis of BBCBE's current funding sources.
- Review best practices in funding models used by similar organisations (locally and internationally).
- Engage internal and external stakeholders to identify opportunities and expectations.
- Develop a multi-stream funding model, including:
 - **Government grants and subsidies**
 - **Corporate sponsorships, investments and partnerships**
 - **Membership fee optimization**
 - **Programme-specific donor funding**
 - **Corporate Social Investment/Responsibility opportunities**
- Propose an implementation roadmap with timelines and risk mitigation measures.
- Present the funding model to BBCBE Investment Holdings (BIH) and revise based on feedback.
- Produce a final, board-approved funding model with supporting documentation and policy recommendations.



Contact Number
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Location
3rd Floor, 66 Parklane, Sandown, Sandton, 2196

Danny Masimene

Bafana Dube
Directors

Martha Sedumedi

3. DELIVERABLES

- Funding model, inception report and project implementation plan (within 30 days of appointment)
- Situational analysis report
- Stakeholder consultation report
- Finalized funding model with implementation strategy
- Presentation to BIH

4. DURATION

The expected duration of the project is 3 years from the date of appointment with annual performance review as outlined in the SLA.

5. EVALUATION CRITERIA

5.1 FUNCTIONAL EVALUATION

The proposals will be evaluated on the following criteria:

- Company experience in funding model development – 25%
- Experience in working with similar organisations (e.g., NGOs, industry bodies) – 20%
- Proposed methodology and project plan – 25%
- Qualifications and experience of key personnel – 20%
- References and track record – 10%
- Minimum threshold for functionality: 70% (only proposals that meet the functionality threshold will be considered).

6. PROPOSAL SUBMISSION REQUIREMENTS

- Company profile and B-BBEE certificate
- Detailed methodology and project plan
- CVs of key personnel
- Summary of similar previous assignments
- At least three contactable references

7. CLOSING DATE AND ENQUIRIES

Closing date: 19 September 2025

Time: 12h00 (no late submissions will be accepted)

Submission: investments@bbcbe.org

For enquiries, contact BBCBE Office on 010-030-0145.



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