

Opportunity Appalachia

Request for Qualifications RFQ - Summary

Bringing investment to Central Appalachian coal-impacted communities, creating new jobs and businesses that support sustainable growth.

Program Partners:



Opportunity Appalachia will help bring new investment into Central Appalachian communities in six states: Kentucky, North Carolina, Tennessee, Ohio, Virginia, and West Virginia. The effort will provide targeted support for downtown and rural development projects, building entrepreneurial communities where local business can thrive and creating quality jobs for residents that revitalize local economies.

Through the program, a range of Technical Assistance will be provided to selected projects, depending on their needs, including: market assessment, design/architectural, engineering, business plan development, financial structuring, prospectus preparation, and capital raise support. Opportunity Appalachia will contract with both in-region and national organizations to provide this support. The materials and support from both Opportunity Appalachia and TA providers will help local projects to raise needed financing from Qualified Opportunity Zone Funds, New Markets Tax Credit CDEs, Historic Tax Credits, banks, CDFIs, private investors, and public funders.

Opportunity Appalachia is led by an nine-member Steering Committee composed of regional and national organizations with expertise in financing and community development that will support local projects to prepare sophisticated investment packets geared toward prospective investors. Partners include: [Appalachian Community Capital](#) (ACC, the program manager), [Fahe](#), [Mountain BizWorks \(NC\)](#), [OhioSE](#), [Opportunity Southwest Virginia / UVA – Wise](#), [University of Tennessee Knoxville](#), [Brownfields Assistance Center at West Virginia University](#), [National Main Street America](#), and [Coastal Enterprises Inc.](#)

Please respond to this RFQ if:

- ✓ You would like to provide Technical Assistance to projects that are selected by Opportunity Appalachia.

- ✓ You have read the Opportunity Appalachia Intake Form for selection of projects.
- ✓ You have expertise and background relevant to project development that includes: development of investment prospectus, preparation of pro forma financial projections, structuring of project financing, market research/demand assessment, design/architectural, engineering, operations planning, identification of project developers/business operators, or outreach for project financing/investment.

Timeline for Project Submissions:

- February 10 – Application opens.
- **April 12, 5pm EDT** – Project application submission deadline.
- May 23, 2024 – Selected OA projects announced.
- June-September 2024 - RFPs issued for TA provision to selected projects.

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All Technical Assistance providers (TA) are required to submit this information to Appalachian Community Capital. ACC will review submissions and notify TA providers if they have been accepted as eligible TA providers for this program.

RFQ responses should include:

1. Cover Page: Contact Name, Company Name, Address, contact information including phone and email.
2. Description of organization and summary of expertise, including relevant web links (business web site, LinkedIn, ...). Recommended length 1 – 2 pages.
3. Description of relevant expertise proposed to be provided through the Opportunity Appalachia program to projects in targeted communities. For example: market assessment, financial structuring, prospectus development, ... Recommended length 1 – 2 pages.
4. Bios of individuals providing technical assistance.
5. Sample client listing of entities receiving similar assistance. Please include dates for provision of service.
6. References of clients receiving similar services. Please provide at least three references, with contact information to include email and phone.

Please **submit via email to oa@acc1.org as one PDF** with section headers for each RFQ question, #2 - #6.

RFQs are accepted on a rolling basis; submissions will be reviewed and the entity will be notified of their status within ~2 weeks.

For questions, contact: OA@acc1.org