

REQUEST FOR QUALIFICATIONS

Opportunity Funds – Social Impact Project Partners

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This is a Request for Qualifications (RFQ) for Opportunity Funds interested in considering investments in Atlanta’s Federal Opportunity Zones. Invest Atlanta, the City’s economic development authority, is seeking Opportunity Funds who want to be **SOCIAL IMPACT PROJECT PARTNERS** to make investments that will address high-priority public policy needs such as affordable housing, healthy foods access, and living wage job creation.

Invest Atlanta is taking action to leverage Federal Opportunity Zones as an important new tool to support the development of jobs, affordable housing and economic empowerment. With 26 underserved neighborhoods designated as eligible Federal Opportunity Zones, Atlanta is perfectly poised to use this new federal tax incentive as a tool to attract private investment to where it is needed the most. Invest Atlanta has taken a leadership role in Federal Opportunity Zones as a matchmaker between eligible projects and investors. To ensure that projects with positive social impacts are given ample opportunities to connect with Opportunity Funds, Invest Atlanta wants to identify a few Qualified Opportunity Funds as **SOCIAL IMPACT PROJECT PARTNERS**.

The purpose of this Request for Qualifications is to identify mission-driven Opportunity Funds that emphasize social impact, rather than economic return. If an eligible real estate development or operating business contacts Invest Atlanta, and the project addresses social impact needs, Invest Atlanta would like to refer those projects to our Social Impact Project Partners.

The following types of social impacts are priorities for Invest Atlanta:

INVESTMENTS IN REAL ESTATE DEVELOPMENTS

- Equity Investments to support Affordable Housing financed with Low-Income Housing Tax Credits for households earning below 60% of area median income
- Equity Investments to create Affordable Workforce Housing for households earning 60 – 100% of area median income
- Equity Investments to create Affordable Retail Space for local businesses in commercial business districts
- Equity Investments to create Retail Development along Key Commercial Corridors
- Equity Investments to support new Business Developments
- Equity Investments to build or expand Health Care Facilities

INVESTMENTS IN OPERATING BUSINESSES

- Equity Investments Under \$5.0 million for Expansion of Community Serving Businesses
- Equity Investments Under \$1.0 million for Venture Capital for Start-up Businesses
- Equity Investments to Businesses that Improve Access to Fresh and Healthy Foods

Other types of real estate developments and businesses could be prioritized to respond to needs over time.

To respond to this RFQ to be selected as a Social Impact Project Partner, Invest Atlanta requests that you submit a statement (not to exceed two pages in length) summarizing the qualifications of your firm's capacity and history of developing, structuring, capitalizing, implementing, and providing ongoing management services as it relates to equity investment funds. Include information about your investment selection process and criteria. We envision some SOCIAL IMPACT PROJECT PARTNERS will focus on real estate developments while others will focus on operating businesses. You can specify which category you want to focus on based on your expertise.

Please provide your summary statement of qualifications, along with any supporting exhibits, via electronic submission to Dale Royal by 5:00 PM EST on Thursday, January 10, 2019.

Investor Registry – If you represent an Opportunity Fund that has decided not to respond to this RFQ, but are still interested in standard, market-driven Opportunity Zone eligible projects in Atlanta, please add your Opportunity Fund to Invest Atlanta's Investor Registry. The list will be posted on Invest Atlanta's website. Project sponsors will be able to get basic information about the types of investments (real estate development asset classes or operating businesses) that you will consider, and get your contact information. Simply go to Invest Atlanta's website at www.investatlanta.com and type in "Federal Opportunity Zones" to find the instructions to register.

About Invest Atlanta

Invest Atlanta is the official economic development authority for the City of Atlanta with a mission to increase economic opportunity and prosperity for the people of Atlanta. Invest Atlanta strengthens Atlanta's economy and global competitiveness by fostering public-private partnerships that accelerate job creation and economic growth, neighborhood revitalization and investment, and innovation and entrepreneurship. Invest Atlanta's economic tools include bond financing, revolving loan funds, housing financing, tax increment financing, and tax credits. Invest Atlanta is governed by a nine-member board of directors, chaired by the Mayor of Atlanta, and is an Accredited Economic Development Organization by International Economic Development Council (IEDC).

Thank you,

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