EO COMPANIES

300 Towne Center Drive
Abingdon, VA 24210

Request for Proposals

New Market Tax Credits (NMTC) Consulting Services

Posted Date: August 7, 2026
Closing Date: September 1, 2026

1. Background

EO Companies is soliciting proposals from qualified firms to provide New Markets Tax Credits (NMTC) consulting services. Using federal, state, local, and philanthropic resources, EO Companies will construct three child care projects in Southwest and Southside Virginia. Collectively, the projects are expected to create more than 55 new jobs while expanding access to care for nearly 450 children.

The projects will increase child care capacity, strengthen workforce participation, and support economic development in three Virginia communities: Danville/Pittsylvania County, Tazewell County, and Washington County. The projects are made possible in part through a $7.2 million federal grant from the U.S. Department of Health and Human Services (HHS), with the remaining project costs expected to be supported through non-federal sources.

EO Companies is pursuing New Markets Tax Credits, as part of the project financing strategy for the projects and seeks a consultant to assess project eligibility and readiness, support financing strategy and market outreach, coordinate technical due diligence, assist with transaction structuring and closing, and provide guidance on ongoing NMTC compliance, reporting, and asset management requirements, as needed.

The selected consultant will work collaboratively with EO Companies to support transaction planning and execution on a schedule aligned with project development, capital stack assembly, NMTC allocation availability, and closing requirements. The selected consultant's compensation shall be paid solely from proceeds generated through the successful NMTC transaction. No federal grant funds will be used to compensate the NMTC consultant under the resulting agreement. EO has elected to conduct this procurement using competitive procurement practices consistent with applicable Virginia law and sound federal procurement principles to ensure a transparent and well-documented selection process.

2. Scope of Services

The selected consultant will be expected to provide at a minimum the following services and deliverables:

1. Assess project eligibility, readiness, and competitiveness for NMTC financing, including review of sites, use, community impact, sources and uses, timelines, and key risks.
2. Advise on NMTC strategy, including potential transaction structures, timing considerations, allocation strategy, and alignment with likely CDE and investor priorities.
3. Prepare project marketing materials, data requests, community impact narratives, financial models, and other materials needed for outreach to CDEs, lenders, investors, and partners.
4. Assist EO Companies in identifying, contacting, and coordinating with prospective CDEs and other financing partners.
5. Coordinate and help manage transaction due diligence, including legal, accounting, appraisal, environmental, market, compliance, and organizational documentation, as applicable. The qualified firm should provide or coordinate access to professionals with relevant expertise, including legal counsel, tax and accounting advisors, appraisal and environmental consultants, market and feasibility analysts, and compliance specialists, as needed to support the transaction.

6. Provide transaction structuring and closing support, including review of sources and uses, subsidy layering considerations, economic benefit analysis, closing schedules, and coordination with counsel and financing parties.
7. Advise on post-closing obligations, including compliance monitoring, borrower reporting, community impact tracking, and asset management needs during the seven-year compliance period, if requested by EO Companies.
8. Provide regular status updates, issue identification, and recommendations to support informed decision-making by EO Companies throughout the engagement.

3. Submission Instructions

Submit one (1) electronic copy in PDF format to EO Companies no later than **September 1, 2026**, at 4:00 PM. Late proposals will not be accepted. Proposals must be submitted by email to cyoung@eoco.org.

4. Qualifications and Submittal Requirements

Respondents shall demonstrate relevant NMTC experience, technical expertise, transaction management capability, and sufficient capacity to support EO Companies through project evaluation, financing strategy, due diligence, transaction closing, and compliance. Firms should describe their experience working with project sponsors, community development entities (CDEs), investors, lenders, counsel, and other transaction participants, and identify the personnel who will be assigned to and lead the engagement.

The submittal package shall include the information listed below. A proposal may be deemed non-responsive if it fails to address each required item.

1. Letter of interest signed by an authorized representative.
2. Firm profile and summary of NMTC consulting experience, including years of experience, service areas, and representative engagements.
3. Resumes or biographies of key personnel proposed for the engagement, including the individual who will serve as EO Companies' primary point of contact.
4. Description of the proposed approach, including project assessment, NMTC strategy, CDE/investor outreach support, due diligence coordination, closing support, compliance guidance, and communication practices.
5. Proposed form of agreement, including key terms and conditions, and the anticipated engagement period for NMTC consulting services.
6. Disclosure of any actual or potential conflicts of interest and a description of any proposed mitigation measures.

5. Evaluation Criteria

A selection committee will review all proposals submitted in response to this RFP and evaluate them based on the following criteria:

- Relevant NMTC Experience and Track Record (30%)
- Proposed Approach and Understanding of Services (30%)
- Qualifications of Assigned Personnel (20%)
- Capacity, Responsiveness, and Communication (10%)

- Fee Proposal and Overall Value (10%)

6. Selection Process

EO Companies may request interviews, clarifications, or additional information from one or more respondents as part of the evaluation process. Proposals will be evaluated based on the criteria stated in this RFP. Following evaluation, EO Companies may select the firm whose proposal is determined to be most advantageous based on the published evaluation factors and overall value.

EO anticipates negotiating a contract with the selected consultant by September 18, 2026.

7. Terms and Conditions

1. Only responsive proposals will be considered and evaluated.

2. This RFP is issued solely for the purpose of soliciting proposals and does not obligate EO Companies to award a contract, reimburse any costs incurred in the preparation of a proposal, or procure any services. EO Companies reserves the right to reject any or all proposals, waive minor informalities or irregularities, request clarifications or additional information, conduct interviews, negotiate with one or more respondents, cancel or reissue this RFP, and issue addenda or other revisions to this RFP at any time.

3. All procurement activities under this RFP shall comply with applicable law and funding requirements, including 2 CFR Part 200 and the Virginia Public Procurement Act, to the extent applicable.

4. Submission of a proposal constitutes the proposer's acknowledgment and acceptance of the terms, scope, and requirements set forth in this RFP.

5. Submission of a proposal confirms that neither the proposer nor any affiliated entity is debarred, suspended, or otherwise prohibited from submitting bids or entering into contracts with any government or business entity under 2 CFR §200.213. The proposer shall promptly notify EO Companies in writing of any material change in their debarment status after submission and before contract award. Issuance of a debarment determination during the evaluation process may result in disqualification.

6. Each respondent shall disclose any actual or potential conflict of interest, including existing or anticipated relationships with community development entities, investors, lenders, counsel, or other parties that could affect the respondent's independence or objectivity in performing the services. Respondents should describe any proposed mitigation measures.

7. Any questions concerning this RFP shall be submitted in accordance with the Contact Information section. EO Companies may respond to questions, interpretations, or changes to this RFP by written addendum or clarification. Respondents are responsible for reviewing any such addenda or clarifications issued before submitting a proposal.

8. Proposals submitted in response to this RFP may be shared with EO Companies personnel, advisors, evaluators, and funding or financing partners as reasonably necessary to review and evaluate the proposals. If a respondent believes any portion of its proposal contains confidential or proprietary business information, the respondent

should clearly identify that information and provide the basis for the requested confidential treatment. EO Companies does not guarantee that any information submitted will be exempt from disclosure if disclosure is required by law or funding requirements.

9. Respondents shall identify any related services, specialties, or third-party professional support necessary to successfully complete the NMTC transaction that the respondent does not intend to provide directly. If such services are available through the respondent, its affiliates, or subcontractors for an additional fee, the respondent shall identify them as optional services and describe the associated scope, fee basis, and pricing.

8. Contact Information

All questions regarding this RFP must be submitted by email to Cherith Young, Community Development Director, at cyoung@eoco.org. Questions will be accepted until 5:00 p.m. on August 28, 2026.