



REQUEST FOR PROPOSALS (RFP)

Community Development Finance Consultant - Loan Product Development

Lift to Rise seeks proposals for Community Development Finance Consultant - Loan Product Development.

Lift to Rise is the backbone non-profit organization of a collaboration of more than 70 partners, including private and public sector leaders and community advocates, working on a bold plan to radically increase housing stability and economic mobility for everyone in the Coachella Valley in eastern Riverside County, California. The We Lift: Coachella Valley Housing Catalyst Fund (“the Catalyst Fund” or “the Fund”) is an innovative regional fund that deploys flexible, low-interest loans towards community-prioritized affordable housing projects that are stalled due to financing gaps.

Lift to Rise was recently awarded \$5 million in Regional Early Action Planning (REAP 2.0) funds from the Southern California Association of Governments (SCAG), through funding from the State of California. All projects funded by REAP 2.0 must meet its primary objectives, which are to accelerate infill housing development, reduce VMT, increase housing supply at all affordability levels, and affirmatively further fair housing. Lift to Rise is seeking consultants to support the implementation of this grant, with all technical work required to be completed by June 30, 2026. No U.S. government funds are part of this grant. More information about the Fund is available at <https://lifttorise.org/we-lift/>.

Need Statement:

Lift to Rise requires expertise in community development finance to help develop new and untested loan products and advise on the Catalyst Fund's legal and financial structures, which includes supporting restructured and/or standardized lending parameters, community priorities criteria, and underwriting criteria.

Specifications/Qualifications Desired:

- Minimum of five years of experience in community development finance or economic development.
- Expertise in loan structuring, underwriting, and affordable housing finance.
- Knowledge of funding mechanisms for community investment.



- Strong analytical and strategic planning skills.
- Familiarity with nonprofit lending practices and financial modeling.

Activities/Deliverables Required by REAP 2.0 Grant:

- Restructured and/or standardized lending parameters, community priorities criteria, and underwriting criteria
- Support with market demand study to determine future lending needs

Desired Outcomes:

- Develop new and untested loan products.
- Written and oral advice on the Fund's legal and financial structures.
- Develop all needed processes, products, documents, and materials for the growth and improvement of the Catalyst Fund, including a standardized loan/funding application, community priorities criteria, underwriting criteria, affordability requirements, and other lending parameters as well as new loan product(s), and standardized loan documents.
- A comprehensive market demand study to guide funding allocation, identifying key investment needs and providing data-driven insights for optimizing the Catalyst Fund's impact.
- Enhanced effectiveness and efficiency of the Catalyst Fund through streamlined financing processes, improved loan management, and better resource distribution, leading to increased support for affordable housing projects.
- Enhanced effectiveness and efficiency of the Catalyst Fund.

Budget Range: \$15,000 to \$20,000

Submission Requirements: 1) Proposal detailing relevant experience, no more than 5 pages, submitted as Microsoft Word or PDF document; 2) Cost breakdown of proposal; 3) Submit to info@lifftrorise.org with Subject Line "Proposal for Community Development Finance Consultant - Loan Product Development.

Submission Deadline: April 11, 2025

Selection Process: Lift to Rise will assess all proposals through a competitive procurement process based on predetermined criteria, including price, quality, experience, and delivery timeline.

Contact Information: info@lifftrorise.org. No phone calls please.