



## RDP Lead Guide

Thank you for your interest in working with Rural Development Partners (RDP) to use New Markets Tax Credit (NMTC) financing for the benefit of low-income communities (LICs) and low-income persons (LIPs) throughout rural America! The purpose of this **lead guide** is to help you better understand the potential alignment between your project, your community, and RDP.

### **RDP Vision**

*Quality Job Access for Rural America*

### **RDP Mission**

*Forging Public-Private Partnerships for Catalytic Job Growth in Rural America*

RDP supports businesses and non-profits seeking to attract private investment for the purpose of creating high quality accessible jobs in rural communities across the United States.

- RDP focuses on **manufacturing** and **distribution** businesses due to their large job creation and **catalytic** impact.
- RDP prioritizes projects that demonstrate the potential to stimulate supply chain growth, build the local economy, and thereby **induce additional private/public investment** into the community, resulting in even more quality jobs.
- RDP works to make jobs more **accessible** by
  - 1) Building **public-private partnerships** between project sponsors, LIC representatives, and local backbone organizations to develop **workforce capacity** through RDP's Community Investment Program ([CIP](#)).
  - 2) RDP believes that employees and their families cannot thrive at their jobs without **access to healthy food**. To that end, RDP utilizes NMTCs to support **food bank expansions** (often located in metro areas) that build healthy food capacity for rural locations and increase food access for rural employees and their families.



## RDP Qualification and Prioritization of Projects

### Qualification

- 1) Project is located in a distressed or severely distressed LIC (see [NMTC Map](#))
- 2) Project is aligned with RDP's mission
- 3) Project is aligned with community plan
- 4) But for: initial indication of funding gap and/or IRR requirement to proceed

### Prioritization for Manufacturing/Industrial Projects

- 1) Creation of accessible quality jobs for LIPs and LIC residents
- 2) Capacity to drive catalytic value to rural areas through supply chains and induced private investment
- 3) QALICB-community outreach & alignment (degree and quality)
- 4) Innovative and generative businesses that can expand through rural America
- 5) LIC distress level (degree of need) (see [NMTC Qualification Criteria](#))

### Prioritization for Healthy Food Projects

- 1) Provides healthy foods to low-income and low-access individuals located in rural areas (see [Feeding America](#) and [USDA Hunger Atlas](#))
- 2) Affordability of products with highest priority given to providers offering free meals/groceries
- 3) Expands healthy food capacity for rural areas
- 4) Generates new healthy food-focused programs that help target rural communities
- 5) Incorporates fresh food sourcing programs that benefit farmers in rural communities

## Contact RDP

Does it look like RDP might be a fit for your project and community? Do you have further questions? Are you ready to complete the RDP Intake Form? Check out our website and contact form

<https://www.rdpimpact.com/contact/> or send an email with the following summary information to [info@rdpimpact.com](mailto:info@rdpimpact.com).

- Distress Factors relevant to the census tract
- Project Summary: What will be accomplished and what is the total amount in NMTC financing needed?
- Job creation impacts (# of jobs, quality, accessibility, food access)
- Describe why the NMTC is necessary to make the highly impactful project possible