

REQUEST FOR QUALIFICATIONS (RFQ)
DEVELOPER PARTNERSHIP FOR COMMERCIAL AND MIXED-USE DEVELOPMENT
Raleigh County Economic Opportunity Development District (EODD)

Issued by the New River Gorge Regional Development Authority (NRGRDA) In coordination with the Raleigh County Commission

1. EXECUTIVE SUMMARY

The New River Gorge Regional Development Authority (“NRGRDA”), in coordination with the Raleigh County Commission (the “County”), (“NRGRDA”), is soliciting Statements of Qualifications (“SOQs”) from experienced private-sector developers interested in participating in the development of a commercial or mixed-use project within a proposed Raleigh County Economic Opportunity Development District (“EODD”).

This Request for Qualifications (“RFQ”) is being issued as part of a parallel feasibility and market-validation process. While the County is concurrently evaluating site feasibility, land readiness, infrastructure needs, and potential financing structures, this RFQ is intended to identify qualified development partners capable of delivering a real, financeable, sales-tax-generating project.

Selection through this RFQ does not constitute approval of financing, incentives, site control, or bond issuance. Any future use of Sales Tax Increment Financing (“STIF”), Tax Increment Financing (“TIF”), or other public financing tools will be conditional, project-specific, and subject to all required approvals.

2. PROJECT CONTEXT AND OBJECTIVES

Raleigh County is exploring opportunities to support large-scale commercial and mixed-use development that expands the County’s tax base, generates net-new sales tax revenue, and catalyzes long-term economic growth. A particular focus is being placed on retail-oriented development and strategic site activation in areas with existing and planned infrastructure capacity.

To support this effort, the County and NRGRDA are advancing a two-track approach:
Track 1: County-led feasibility analysis, site identification (up to 1,600 contiguous acres), landowner engagement, conceptual master planning, and preliminary capital structuring.
Track 2: This RFQ process, intended to test market interest and identify qualified development partners.

These tracks are proceeding simultaneously and are designed to inform one another.

3. PRIORITY DEVELOPMENT AREAS AND ACREAGE OVERVIEW

NRGRDA, in coordination with the Raleigh County Commission, has identified priority areas within Raleigh County that are well-positioned for large-scale commercial and mixed-use development due to their location, access, and proximity to existing infrastructure. The acreage described below represents the initial focus of the County’s feasibility and market engagement efforts.

Pinecrest Business and Technology Park

Pinecrest Business and Technology Park is a County-controlled business park that represents a near-term opportunity for development and early project activation. The site benefits from established infrastructure, proximity to population centers, and access to major transportation corridors. As such, Pinecrest is being prioritized as a potential first phase or catalyst area within the broader Economic Opportunity Development District.

East Beckley Bypass / U.S. Route 19 Corridor

In addition to Pinecrest, NRGDA and the County are evaluating up to 1,600 contiguous acres of land located generally adjacent to the East Beckley Bypass and U.S. Route 19 in Raleigh County. This broader area includes a mix of publicly and privately owned parcels and offers long-term potential for phased commercial and mixed-use development.

Feasibility work currently underway will further refine the specific acreage under consideration based on physical constraints, infrastructure availability, landowner interest, and development readiness. Inclusion of any specific parcel within a future Economic Opportunity Development District will be subject to required approvals and separate County action.

The identification of these priority areas is intended to guide feasibility analysis and developer responses to this RFQ and does not represent a final site selection or commitment by the County. Any Raleigh County Commission-owned land that may be involved in a future project could be contributed, optioned, or leased, subject to separate approval by the Raleigh County Commission.

4. CONCURRENT FEASIBILITY AND INFRASTRUCTURE PLANNING

NRGDA, on behalf of the County, is undertaking feasibility work that includes, but is not limited to:

- Identification of developable acreage within the authorized EODD boundary
- Engagement with property owners to assess site availability and readiness
- Preparation of a high-level, non-binding (“straw-man”) master plan
- Evaluation of infrastructure needs and phasing
- Preliminary modeling of potential capital structures utilizing STIF, TIF, and private investment

This work is informational only and does not obligate the County to proceed with any development or financing.

5. DEVELOPER QUALIFICATIONS AND EXPERIENCE

Respondents must also demonstrate experience working with multiple landowners, including public-sector entities, and the ability to structure development projects that require coordination, negotiation, and phased control of property. This may include experience acquiring, optioning, or ground leasing property from multiple private owners and public bodies, including county commissions or development authorities.

Respondents should demonstrate the qualifications, experience, and organizational capacity necessary to successfully develop and deliver large-scale commercial or mixed-use projects of comparable scope and complexity.

Qualifications should include, at a minimum:

- Demonstrated experience developing retail, destination, or mixed-use commercial projects
- Experience working within public-private partnership frameworks
- Familiarity with state and local economic development incentives, including tax increment financing or similar tools
- Experience managing multi-phase development and infrastructure coordination
- Proven ability to deliver projects on time and within budget

6. FINANCIAL CAPACITY, RISK SHARING, AND BOND PARTICIPATION

A core objective of this RFQ is to identify development partners prepared to demonstrate meaningful financial commitment and alignment of risk.

Respondents must:

- Demonstrate financial capacity to undertake development of the scale contemplated
- Provide evidence of access to equity and debt capital
- Describe prior experience purchasing, backstopping, or otherwise participating as investors in public or project-related bond issuances

In addition, Respondents must include a statement describing their willingness and capacity to purchase a majority of any STIF-backed bonds issued for their project, subject to:

- Final feasibility findings
- Negotiated financing terms
- Independent revenue projections
- All required local and state approvals

This statement is intended as a qualification and commitment screen and does not constitute a binding obligation.

7. CONCEPTUAL DEVELOPMENT INFORMATION

Respondents may include high-level, non-binding conceptual information to illustrate development approach, phasing, and alignment with County objectives. Detailed site plans, final development programs, and binding financial structures are not required at this stage.

All conceptual information submitted shall be considered illustrative and non-binding.

8. SUBMISSION REQUIREMENTS

Each SOQ should be concise, well-organized, and include the following:

- Cover Letter identifying the Respondent, primary contact, and development team structure
- Developer Profile including organizational overview and relevant project experience
- Team Qualifications and roles of key personnel

- Financial Capacity Statement including capital access and relevant financial experience
- Bond Participation Statement addressing willingness and capacity to purchase a majority of STIF-backed bonds
- References for comparable projects
- Disclosure of Conflicts of Interest, if any

9. EVALUATION CRITERIA

SOQs will be evaluated based on the following criteria:

- Experience and demonstrated success with comparable projects
- Financial capacity and access to capital
- Experience with public-private partnerships and incentive-based development
- Ability to generate net-new sales tax revenue
- Willingness and capacity to participate in bond financing and risk-sharing arrangements
- Alignment with County development objectives

The County reserves the right to identify one or more Respondents for further consideration.

10. SELECTION PROCESS AND NEXT STEPS

Selection through this RFQ may result in Respondents being invited to participate in further discussions, feasibility validation, and potential negotiation of a development agreement. The County may elect to proceed with one or multiple developers, or to pause or discontinue the process.

Any subsequent approval of development, financing, or incentives will be subject to separate actions by the Raleigh County Commission and applicable state authorities.

11. NON-COMMITMENT AND RESERVATION OF RIGHTS

Issuance of this RFQ does not obligate Raleigh County, NRGDA, or any affiliated entity to:

- Select a developer
- Approve a project
- Convey property
- Issue bonds
- Provide incentives or public financing

The County reserves the right to reject any or all submissions and to modify or terminate this process at any time if deemed to be in the public interest.

12. SUBMISSION INSTRUCTIONS

SOQs must be submitted by 4:00pm on February 6, 2026 electronically in PDF format to:

Jina Belcher, Executive Director, NRGDA – jbela@nrgda.org