

Request for Proposals: Evaluation of ARC's Business Site Development Grants

Questions & Answers June 18, 2026

Q: Does ARC allow for university facilities and administrative (F&A) costs? Is there a cap on those costs?

A: University F&A costs are allowable costs for ARC contracts. Universities should propose the same rates that they use for other similar government projects.

Q: As it relates to the approximately 250 site development grants, were these located evenly across the ARC 13-state member counties or possibly, more concentrated within industrial corridors?

A: Site development projects are funded in each state in the region, but are more highly concentrated in certain states, especially in Southern Appalachia.

Q: Beyond determining whether ARC performance measures were met, is ARC interested in assessing the post-award performance of businesses operating on funded sites, including business survival, expansion, employment stability, wage quality, payroll growth, capital investment, and contribution to the local tax base?

A: To the extent that this information can be acquired by the contractor, yes, ARC would be interested in this information.

Q: Should the evaluation distinguish between projected, committed, realized, and follow-on private investment, particularly when assessing leveraged private investment (LPI) and long-term project performance?

A: Yes. ARC will provide projected and closeout LPI data, and we are interested in getting current updates on all performance measures, including LPI. If information about additional private investment is available, we are interested in learning about that as well.

Q: Is ARC interested in using this evaluation to inform future funding policy for business site development projects, including preferred public-private leverage ratios, match structures, staged funding, clawback provisions, repayable financing, site-control requirements, or demand-validation thresholds?

A: Although this specific information is not a requirement of the evaluation, any information that would provide guidance about best practices for these types of projects would be useful.

Q: For speculative versus customized site development projects, does ARC want the contractor to identify when speculative investment is justified, when it creates stranded infrastructure risk, and what evidence should be required at the application stage before ARC funds speculative sites?

A: Yes, we are interested in learning more about considerations for speculative projects.

Q: Should the final evaluation include a decision-support model or investment typology that helps ARC distinguish between high-probability projects, catalytic but higher-risk projects, and projects that may require additional predevelopment before receiving capital funding?

A: Yes, this would be helpful.

Q: Would ARC consider relevant project experience and references from key personnel performed prior to the establishment of our company, provided those individuals will play significant roles in the execution of the proposed evaluation?

A: ARC will consider experience and references from key personnel, provided the specified individuals play a significant role in the execution of the activity.