

## Request for Qualifications for Small Business Advisory Services

### TCbL Overview

The Center by Lendistry (TCbL) is a diverse and woman-led 501(c3) non-profit organization anchoring small businesses and the communities where they do business with resources and opportunities to accelerate economic development and close the racial wealth gap.

TCbL provides direct consulting services and cohort-based programming to diverse-led for-profit and non-profit entities to advance equitable economic development strategies that drive generational wealth-building in disadvantaged communities across the country. In California, TCbL serves as a regional convenor and fiscal intermediary for mission-based lenders, business development organizations, and other non-profits to deploy recovery resources since the start of the COVID-19 pandemic.

### Opportunity Overview

The Center by Lendistry is seeking statements of qualifications from experienced consultants and firms to provide small business advisory services in the following areas:

- Access to Capital
- Accounting
- Business Formation
- Business Planning
- Financial Advising
- Human Resources
- Marketing and Sales
- Operational Excellence
- Strategic Planning
- Workforce/Talent Development

These services will be made available to local small businesses and entrepreneurs through The Center by Lendistry's small business support programs. We are looking for providers that have demonstrated experience and expertise in delivering high-quality advising and consulting services tailored to the needs of small businesses across diverse industries and specialties. We are looking for providers in rural/urban markets across the country, with experience working with emerging businesses, BIPOC-owned businesses, micro-businesses, and low-wealth businesses. We are also seeking providers that speak other languages in addition to English.

## Scope of Services

Selected consultants will work directly with small business owners and entrepreneurs one-on-one or through cohort-based trainings to provide advice, coaching, education and actionable recommendations related to the consultant's specific area of expertise. Consultants design and deliver instructional slides, educational modules, templates, and curriculum on various business topics, Project-based work may also be scoped for individuals or groups of small business clients with specialized needs.

Submission Requirements: Please provide the following information to demonstrate your qualifications:

1. Overview of your experience providing advisory services to small businesses and entrepreneurs, both one-on-one and program based. If applicable, please highlight specific industries and specializations and experience working with businesses owned by people of color, low-wealth individuals, formerly incarcerated individuals, and other socio-economic disadvantaged individuals.
2. Brief biographies and resumes of the key staff that would be involved in this work.
3. (3) client references including client name, client contact information, and brief description of services provided to client
4. Hourly rates/ranges for key personnel by type of services (if applicable).

Please submit submission by February 16, 2024 to [services@thecenterbylendistry.org](mailto:services@thecenterbylendistry.org). The Center RFQ responses will be evaluated based on relevant expertise, experience, value and overall fit. For questions, please reach out to [services@thecenterbylendistry.org](mailto:services@thecenterbylendistry.org).

Thank you for your interest in working with The Center by Lendistry. We look forward to reviewing submissions from qualified consultants and firms with expertise in small business advisory services.