

Project Catalyst

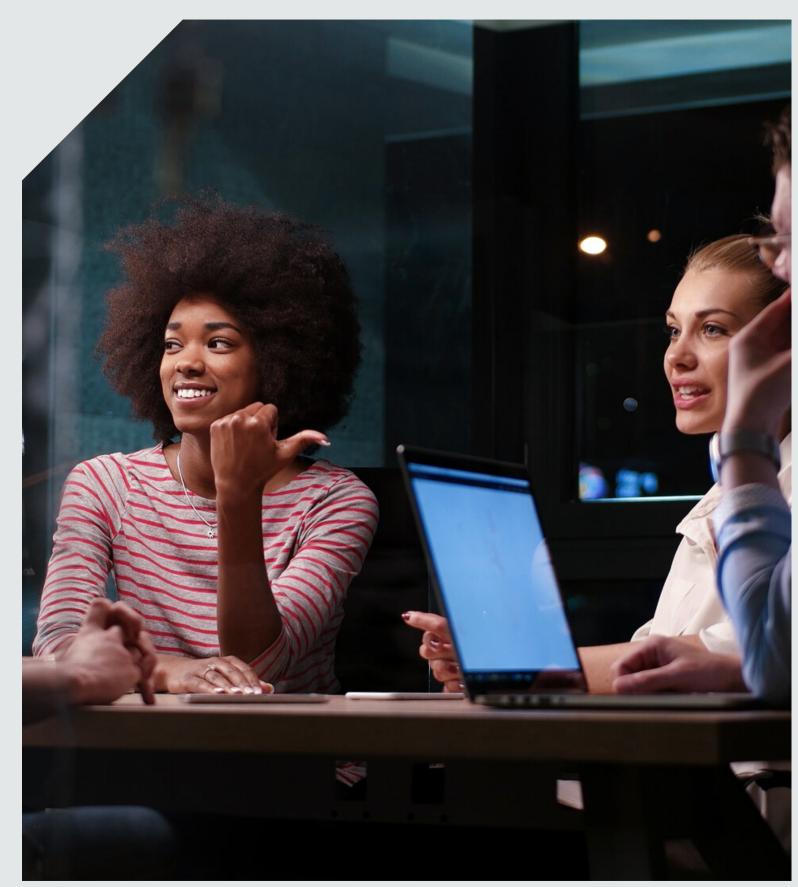
Constructing a high-performance, equity-based business incubator.

February 23, 2022 President's EDI Council Kankakee Community College



Points we'll cover

- Investment overview
- J. Jeffers & Co. mission
- Transformative
 placemaking defined
- Operationalizing EDI
- City of Kankakee strategic priorities









Investment overview

\$44M total projected impact investment Downtown Kankakee

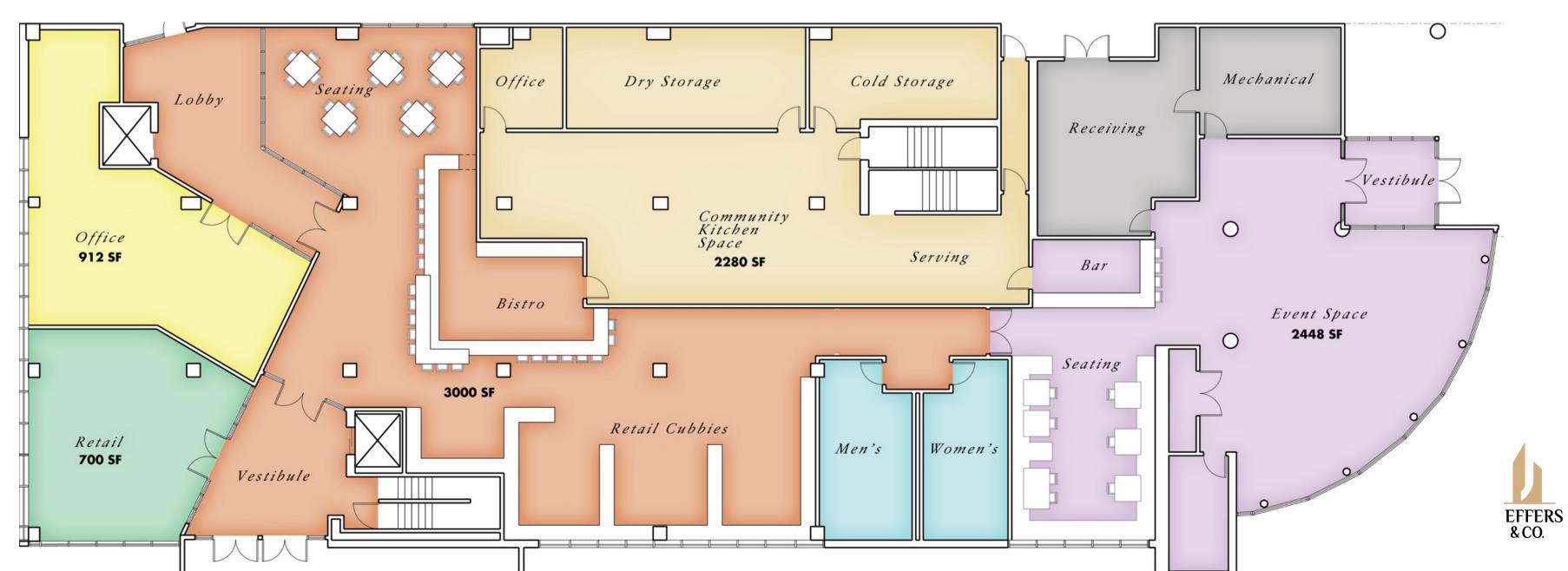
Development mix:

"E. Station St." = Former
 Midland States Bank bldg
 historic rehab + New market rate apartment bldg

2. "Pope Brace" = Historic rehab with co-living concept







Check your biases.



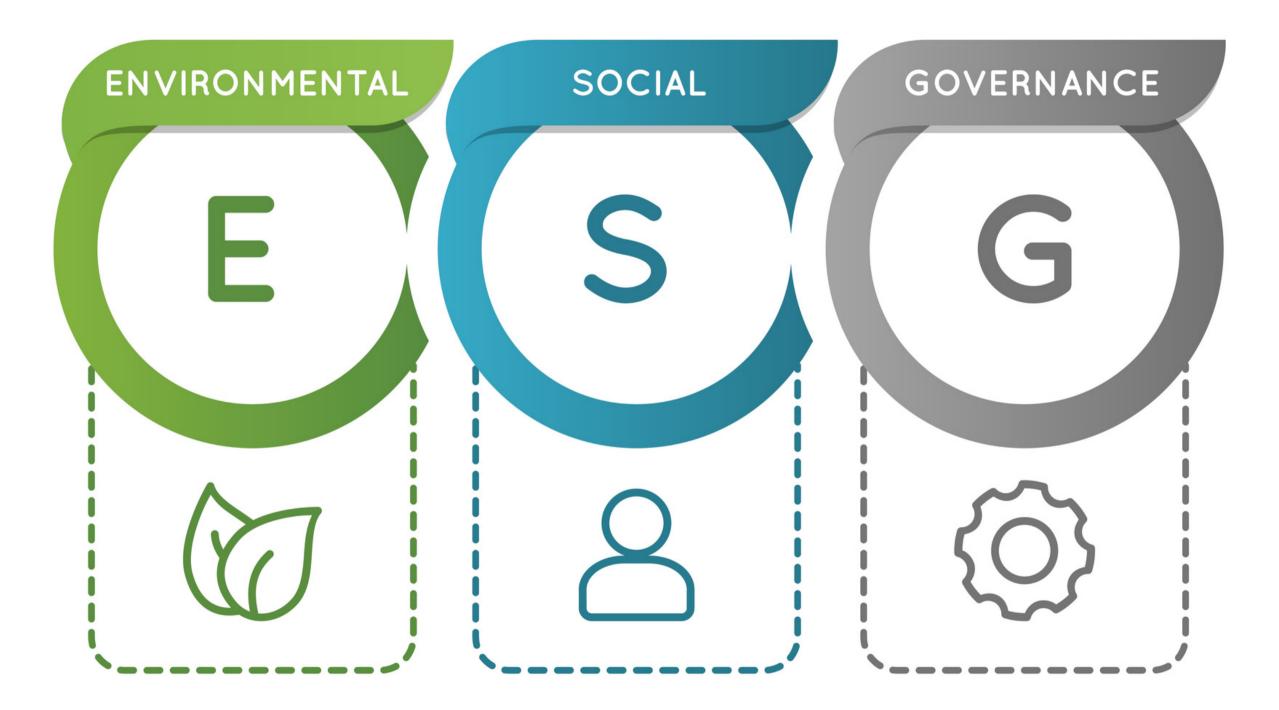


J. Jeffers & Co.

Established in 2012 and headquartered in Milwaukee, J. Jeffers & Co. is a mission-driven real estate development and investment firm, centered in the core values of accountability, integrity and perseverance.

Our team – made up of more than 30 professionals across three U.S. offices – believes that real estate development is a powerful vehicle to create value, both for our investors and for our client communities. The J. Jeffers & Co. development pipeline and owned portfolio exceeds \$650 million in assets.







Transformative placemaking defined

regions.

- Building on existing assets,
- transformative placemaking
- creates strategic hubs and districts
- within regions where economic,
- physical and civic assets can
- cluster and connect. Working in
- close partnership with a diversity
- of community stakeholders, the
- approach integrates investments
- and strategies at a hyperlocal scale
- to yield more prosperous,
- equitable and resilient cities and



More at Brookings.edu

- Developer agreement
- Advisory Committee

• Subcommittees

- Core values
- Incubator resources
 - Financial
 - Technical
- Incubator programming
- Entrepreneurial client journey
- Impact goals
- Key performance

indicators/assessment

• Job descriptions

Operationalizing Equity, Diversity & Inclusion



Our Entrepreneur Development Process

Defining an accessible and responsive system for facility patrons.

APPLICATION & ASSESSMENT

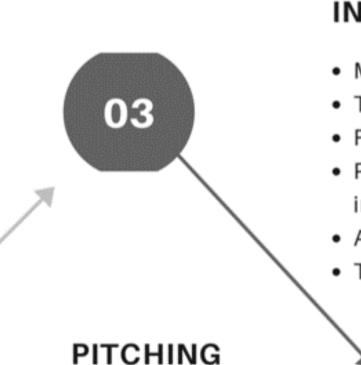
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- Idea assessment by incubator management
- Entry prerequisite:
 - Passionate in entrepreneurship
 - Feasible project OR business plan
 - Core team, market and capital sources

PRE-INCUBATION

- Entrepreneur readiness
- Business idea development
- Business plan development

02



Assessment by panel of seasoned entrepreneurs and related professionals

 This could happen as early as Month 2.

INCUBATION

- Market tests
- Training
- First sales
- Product
 - improvement
- Access to capital
- Team building



COMMERCIALIZATION & EXIT



Prerequisites:

- Duplicatable business model
- Receive investment, merging or acquittance
- Acknowledged as unique and desired technology, product or service
- 6-12 mo. duration



- - external processes to assist Spanish-
 - speaking businesses in navigating city
 - systems, licenses, ordinances, etc.
- Developing resources and programs
 - that are accessible to entrepreneurs,
 - small business owners and
 - neighborhood developers.
- Encouraging openness in our
 - economic development strategies by
 - developing relationships with
 - community organizations and
 - residents who are not connected to
 - the current ecosystem and its
 - resources.

City of Kankakee strategic priorities

• Building inclusive internal and



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More Project Catalyst info @ <u>ecda.citykankakee-il.gov/projectcatalyst/</u>