

Invest South/West Corridor Manager Request For Proposals

LISC Chicago invites applications from eligible organizations interested in acting as their neighborhood's Corridor Manager overseeing designated Priority Corridor(s). Successful applicants will have experience managing local economic development activities, strong relationships with local business and property owners, and good working relationships with community stakeholders.

Background

INVEST South/West is an unprecedented community improvement initiative from Mayor Lori Lightfoot to marshal the resources of multiple City departments, community organizations and corporate partners toward 12 commercial corridors in 10 neighborhoods on Chicago's South and West sides.

In April 2020, the Chicago City Council approved an ordinance approving LISC Chicago as Program Manager for INVEST South/West. As Program Manager, LISC is identifying organizations with the capacity and experience to act as Corridor Managers for each INVEST South/West Priority Corridor. The main task of Corridor Managers will be identifying market conditions, needs and opportunities for public and private investments and assisting in coordinating those investments along the Priority Corridors.

Program Goals and Priorities

The ultimate aim of INVEST South/West is to re-activate neighborhood cores that have historically served as focal points for pedestrian activity, shopping, services, transportation, public spaces and quality-of life amenities for local residents. The activities of the Corridor Managers should maximize public investments in order to attract private capital, respond to changing commercial trends and enrich local culture.

The City desires to provide targeted funding to the Priority Corridors for the purpose of marketing sites within the Priority Corridors to prospective businesses, developers and investors and marketing various economic development programs and incentives.

Scope

Corridor Managers will be responsible for performing some or all of the following responsibilities, as agreed to by the Department of Planning and Development (DPD):

1. Promote the Priority Corridor(s) by managing business attraction and retention strategies;
2. Identify and follow up with prospective businesses and helping to identify landlords and maintaining a current database of existing businesses and available spaces in each Priority Corridor;
3. Work with landlords to assist in renting storefronts in the Priority Corridor(s);
4. Provide information to property owners, businesses and other interested parties about economic development programs offered by the City;
5. Oversee the marketing and branding of the Priority Corridor(s);
6. Maintain strong relationships with business owners to make sure businesses are retained in the Priority Corridor(s);
7. Participate in events promoting local businesses;
8. Staff Priority Corridor business committees;
9. Integrate business issues into Priority Corridor planning and management;

10. Monitor the implementation and update the annual progress of the plans for the Priority Corridor(s);
11. Attend professional development sessions coordinated by DPD and Main Street America (MSA);
12. Provide information to CDFIs to augment business financial options;
13. Manage/oversee the infill opportunity project implementation and maintenance;
14. Work with minority professionals (architects, graphic designers, construction/cost estimators and marketing/branding professionals) with experience in commercial corridors similar to the Priority Corridors to help develop strategies for marketing sites within the Priority Corridors; and
15. Perform such other responsibilities as may be required by DPD.

Evaluation Criteria

Organizations that become successful Corridor Managers will:

- Have demonstrated economic development experience including marketing, assisting, enhancing and attracting investment in the neighborhood of the Priority Corridor(s)
- Have existing relationships with business owners and property owners on the Priority Corridor(s)
- Have the ability to participate in Neighborhood Roundtables and contribute to community consensus building around shared priorities
- Have experience working with City incentive programs such as TIF, NOF, managing an SSA, and/or others.
- Be able to identify and move forward truly catalytic projects that will build and circulate wealth within the community
- Meet regularly with LISC, DPD, National Main Street and Aldermen to share progress and challenges
- Be nimble and efficient in responding to opportunities and working with Neighborhood Roundtables, DPD staff, and local stakeholders

Submittal Requirements

Applications should be submitted **by email** to LISC Chicago at lisc-chicago@lisc.org by 5pm on July 10, 2020.

Applications should be no longer than 4 pages and answer all of the following questions:

1. Which Priority Corridor(s) are you applying to be Corridor Manager for?
2. Please provide background on your organization's mission and your track record of success working along this corridor(s) and the neighborhood.
 - a. Share one or two recent examples of your organization's specific role on successful development projects, identifying opportunities for your neighborhood, connecting with investors, and/or working with City incentives such as TIF, NOF, etc.
 - b. Describe your current working relationships with key stakeholders – business owners, property owners, community organizations, aldermen, etc.
3. What types of developments do you want to see in your Priority Corridor(s)? How would these catalyze further investment?

4. Please share your perspective on current opportunities and challenges along the Priority Corridor(s) you are proposing to serve.
5. Please provide at least one and up to three letters of support that demonstrate your relationships with stakeholders in the neighborhood. We strongly recommend that at least one of these letters be from an alderman for the Priority Corridor(s).

LISC will hold two identical virtual information sessions for applicants to answer any questions about this opportunity.

- June 24, 10am – [Register here](#)
- July 1, 1pm – [Register here](#)

Eligibility Requirements

Applicants must not be ineligible to do business with the City pursuant to Section 1-23-020 of the Municipal Code, and must not appear on the City’s current [Debarred Firms and Individuals List](#).

Timeline & Schedule

June 15, 2020	Request for Proposals released
June 24, 2020, 10am	Applicant info session
July 1, 2020, 1pm	Applicant info session
July 10, 2020, 5pm	Applications due
July 13-24 2020	Applicant review period
July 31, 2020	Corridor Managers announced

Local Initiatives Support Corporation (LISC) Chicago is the local office of the nation’s leading community development investment organization. Together with residents and partners, we build resilient and inclusive communities that are great places to live, work, visit, do business and raise families. We are an investor, capacity builder, convener and innovator. Our focus is on equitable development—ensuring that every neighborhood and its residents have the opportunity to benefit from economic transformation by building community wealth.

