

FOCUS WORKS



Learn more 

FOCUS WORKS Urban Industrial District Revitalization

What is FOCUS:Works?

After more than a decade of attracting businesses to Indy's urban corridors and helping them succeed, LISC and partners are building upon the lessons and successes of the Fostering Commercial Urban Strategies (FOCUS) program to expand FOCUS:Works – an effort designed to support the redevelopment of targeted urban industrial districts.

With the ultimate goal of vibrant and sustainable businesses that provide jobs for neighborhood residents, FOCUS:Works aims to increase the number of businesses moving to, starting in, and expanding in urban industrial districts. Through partnerships with government, non-profit and for profit partners, FOCUS: Works addresses policy barriers, increases city-wide collaboration and focuses on targeted districts, increasing the capacity of development partners and businesses through technical assistance, access to capital and advocacy at a local level supported by the national LISC framework.

Strategies for Success

Capital & Financial Support for Business Growth

- Align financial incentives for businesses to expand in or relocate to urban industrial districts
- Improve access to business capital
- Develop anchor institution supply chain opportunities
- Assist and contract with VBE, MBE, DBE or WBE businesses
- Increase training and support for businesses and entrepreneurs

Connecting Businesses to a Prepared Resident Workforce

- Increase job pipeline referrals and meet employer workforce demand
- Align with appropriate economic clusters such as B2B, food manufacturing and tech
- Develop and align training programs and supplies

Building Neighborhood Infrastructure to Grow Businesses

- Identify and ignite redevelopment of targeted sites
- Improve infrastructure including roads and utilities
- Remediate and redevelop brownfields
- Develop brand identity to market districts

FOCUS:Works Economic Development Toolbox



Property Improvement Grants



Small Business Loans



Real Estate Financing for Redevelopment, Acquisition & Construction



Brownfield Technical Assistance/Funding



Community Development Capacity Building



Workforce Development & Training Resources



Anchor Institution Initiatives



Land Use & Planning Consultants



Tax Credits, Grants and Incentives



Corridor Marketing & Branding



Market Research



Policy Advocacy/Alignment



Local and National Best Practices



Public Private Partnerships





Local Initiatives Support Corporation (LISC), the country's largest nonprofit community development support organization, is a nonprofit lender committed to serving small businesses: the backbone of communities and the driver of job creation, innovation and economic opportunity. Since 1979, LISC has invested more than \$14 billion to help transform neighborhoods into good places to work, do business, and raise children.

Economic Development Loan Products

Real Estate:

LISC can finance up to 90% of real estate acquisition and capital improvement costs.

Predevelopment Loans \$10,000 to \$1,000,000

LISC provides predevelopment loans for early stage investments in planning, design, environmental and structural assessments for projects that are proceeding to construction.

Acquisition \$100,000 to \$6,000,000

LISC provides loans to borrowers to help them pay the purchase price and closing costs for property acquisition. These loans are generally made when construction and permanent financing have been secured or preliminarily committed.

Construction \$100,000 to \$6,000,000

LISC provides construction loans to projects, either as a sole source of financing or in concert with other lenders. Construction loans are provided for hard and soft building and improvement costs, including new construction, substantial or moderate renovations, and leasehold improvements.

Permanent Loans \$1 million to 6 million

LISC provides long-term, fully amortizing financing to projects with term and amortization options suited to each individual project.

Business:

Business Loans, \$50,000 to \$6 million

Funds may be used for working capital, equipment, inventory, business acquisitions, leasehold tenant improvements, and construction or purchase of owner occupied real estate.

Healthy Food Projects Grants & Loans

Nonprofit and for-profit operators or developers of healthy food businesses including retail food stores, farmer's markets, co-ops and other healthy food production or distribution activities.

Kiva Zip Crowdfunded Microloans, Up to \$10,000

Through a partnership with Kiva Zip, an online crowdfunding platform, borrowers can access 0% interest, \$0 fee microloans up to \$10,000 (for business purposes only). Terms of 2-3 years depending on loan size. Crowdfunded from lenders who lend as little as \$5.

Special Loan Funds

LISC creates and manages targeted loan funds responsive to local needs.

Sample loans:



\$269,000 loan to aid in the expansion of a hydroponic growing facility in Indianapolis.



\$271,000 loan to a non-profit developer to rehab a warehouse as a micro-manufacturing space in Indianapolis.



\$550,000 for first mortgage financing for re-purposing vacant buildings along 16th Street in Indianapolis.



The City of Indianapolis Department of Metropolitan Development (DMD) provides funding through the Community Development Block Grant program that can be used to make improvements to commercial and industrial buildings where job creation opportunities exist. DMD can work directly with business owners or through community development corporation partners to help activate and revitalize underutilized properties to help grow small businesses and employment opportunities in urban neighborhoods. The City's Business and Neighborhood Services (BNS) department works with property owners on zoning and code compliance issues to ensure that urban commercial and industrial areas are safe places to visit, work and operate a business.

www.indy.gov/eGov/City/DMD



The Indy Chamber's Entrepreneur Services is a one-stop shop for entrepreneurs and small business owners in central Indiana, providing free one-on-one coaching, exporting assistance, market research, permitting and zoning assistance. Our team provides small businesses access to capital and connections to resources by experienced business advisors.

The Indy Chamber's Economic Development team focuses on business and workforce development in the Indy region. The team serves as a government liaison, provides site selection assistance, develops customized incentive packages, and provides network development opportunities.

www.indychamber.com

LISC

Indianapolis
*Helping neighbors
build communities*

LISC's purpose as a non-profit CDFI is to provide capital to projects in low-income, disadvantaged and underserved communities at affordable rates.

We offer this capital to local developers, small businesses and other service providers who may not be able to get credit in the conventional marketplace. Our loans have financed affordable housing, supermarkets, schools, health centers and other vital community projects. We've invested our equity in housing, retail and commercial centers and theaters. And our grants have funded safety programs, opened recreation fields, and helped our local partners keep the lights on and get better at what they do.

www.liscindianapolis.org



With the ultimate goal of vibrant and sustainable businesses that provide jobs for neighborhood residents, FOCUS:Works aims to increase the number of businesses moving to, starting in, and expanding in urban industrial districts. Through partnerships with the organizations on this page, FOCUS: Works addresses policy barriers, increases city-wide collaboration and focuses on targeted districts, increasing the capacity of development partners and businesses through technical assistance, access to capital and advocacy.

Partnerships with community-based organizations are vital to working directly in urban commercial and industrial areas to revitalize the real estate, grow and support small businesses and connect neighborhood residents to jobs. These organizations include, but are not limited to:

16Tech • Alliance for Northeast Unification
Community Alliance of the Far Eastside
Edna Martin Christian Center • Englewood CDC
Flanner House • Insight Development
International Marketplace Coalition • Irvington Development
John H. Boner Community Center • King Park Development Organization
Mapleton Fall Creek Development Corporation • Martindale Brightwood CDC
Near East Area Renewal • Near North Development Corporation
Renew Indianapolis • Riley Area Development Corporation
Southeast Neighborhood Development Corporation
Westside Community Development Corporation
West Indianapolis Development Corporation

EmployIndy

EmployIndy guides Marion County's workforce ecosystem and makes strategic investments to remove barriers to quality employment for underserved and underrepresented residents. EmployIndy works in target areas that are most affected by poverty and unemployment to help connect individuals through a workforce ecosystem to meet employer needs by building a pipeline of entry-level workers and preparing young adults to future career success. Employ Indy works with employers to recruit and retain Indy's talent.

<https://employindy.org>