

2023

THE PORT'S ECONOMIC EQUITY AND INCLUSION

PLAYBOOK



WHO ARE THE

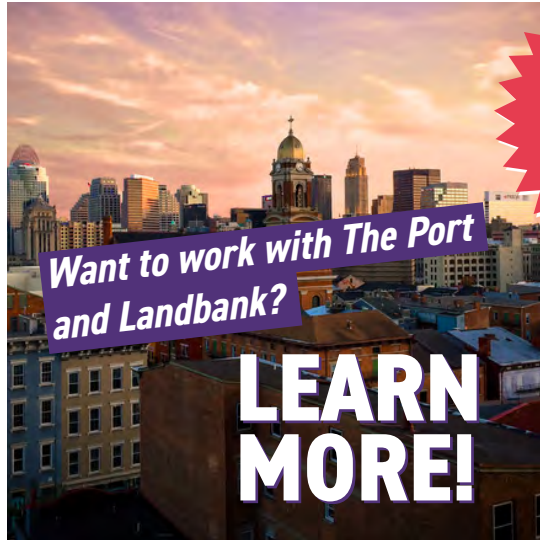
QUEEN CITY DEVELOPERS?



QCD
real estate development
think tank and roundtable
Cincinnati, Ohio



ULI REAL
A REAL COMPETITIVE ADVANTAGE?

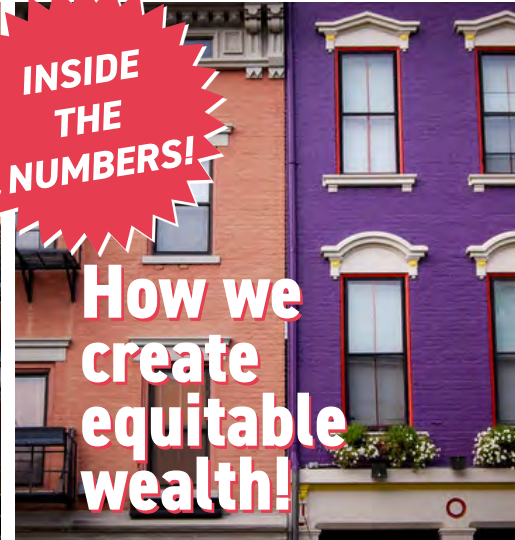


Want to work with The Port and Landbank?

LEARN MORE!

INSIDE THE NUMBERS!

How we create equitable wealth!



WHO ARE THE QUEEN CITY DEVELOPERS?

In August 2022, The Port’s Vice President of Economic Equity, Jilson Daniels, launched the Queen City Developers (QCD), an innovative think tank and roundtable accelerator established as a central support system and capacity-building platform for emerging and established minority real estate developers.

Built on principles of networking, deal flow, access to capital, mentoring, and training, QCD meets monthly to discuss projects, gain technical assistance, and create collective camaraderie around local real estate initiatives.

When asked about his vision for creating the group at The Port, Daniels believes it makes sense.

“Several developers of all demographics in the Greater Cincinnati community come to The Port for guidance. Our organization is full of subject matter experts in the industry that know how to get deals done and want to provide that expertise to see our community grow. Before 2022, there were few central resources solely designed to assist minority real estate entrepreneurs as business entities grew and scaled their companies. This is the start of ensuring that social infrastructure exists in our region.”

In March 2023, New York Times Journalist Colette Coleman published a story citing a staggering statistic: out of 112,000 real estate companies in the U.S.,



It’s not an investor’s club. This is intended to be a capacity building, technical assistance real estate development initiative. Investing is secondary.”

JILSON DANIELS

Vice President of Economic Equity,
The Port



111,000 of them are white-owned. Of 383 top-tier developers generating fifty million in annual revenue, one is Latino, and none are Black.”

Similar statistics are mirrored in Hamilton County. QCD intends to change that.

In addition to monthly meetings, the group sponsors its members to attend real estate events like the University of Cincinnati Real Estate Roundtables. It also provides



ABOVE: Cincinnati Councilmember Reggie Harris speaks about the upcoming Black Developers Conference at a recent Queen City Developers Meeting.

scholarships for professional development programs like the Urban Land Institute’s Real Estate Accelerator Lab.

“Things move rapidly in this industry. Showing up and networking at events specifically curated for developers is a major component of future success. That is where relationships are formed and where deals are made. We want to ensure there are no barriers to accessing these opportunities,” Daniels added.

To date, several connected developers are taking full advantage of what QCD has to offer. Daniels believes more in the community could follow their lead through membership. He encourages all minority developers, no matter their business level, to get involved.

Looking toward the future, Daniels is most excited about the launch of the Emerging Developer Fund. What are the details of this investment? Follow and stay tuned.

Queen City Developers can be found on LinkedIn Groups. Additional questions or inquiries can be sent to Jilson Daniels at jdaniels@cincinnatiport.org.

IN CASE YOU MISSED IT:

TAKIN' CARE OF BUSINESS

If you couldn't join the Urban League's three week series on how to do business with The Port, all three segments are now available to view online.

In July, The Port's Vice President of Economic Equity, Jilson Daniels, continued The Port's outreach to its various stakeholders by hosting a three-week webinar series for developers about doing business with The Port. In partnership with the Urban League of Greater Southwestern Ohio, The Port and the Urban League shared what services each can offer to help real estate developers manage their businesses.

The three 90-minute sessions over the last three Thursdays

of July included an introduction to The Port and the Hamilton County Landbank, a managed entity of The Port; a session about how to purchase real estate from The Port and the Hamilton County Landbank; and finally, a rich discussion on best-in-class tools and resources that are available to purchase, invest, and develop real estate.

Based on attendance and the positive feedback received, Daniels said he and The Port will continue stakeholder informational outreach series throughout the year.

PART ONE:

Introduction to The Port and Hamilton County Landbank



PART TWO:

How to purchase real estate from The Port and Landbank



PART THREE:

Tools & resources available to purchase, invest in, and develop real estate



PROGRAM SPOTLIGHT:

HOW THE ULI REAL PROGRAM IS CHANGING THE GAME

Entering its fifth year, the Urban Land Institute (ULI) Cincinnati's Real Estate Accelerator Lab (REAL) is designed to educate and mentor the next generation of real estate professionals in our region.

Launched in 2019, REAL is a nine-month program providing a deep dive into the multi-faceted real estate industry. Classes are taught by industry leaders from the Cincinnati region, and each member of the class is paired with a mentor.

In addition to the education sessions, small groups gain hands-on experience by tackling a real estate project, including Landbank properties, and presenting their plans to a panel of judges for feedback.

The program is widely supported by many of the region's largest companies across the real estate, banking, corporate and legal industries.

The Port has been a proud sponsor of the REAL program since its inception, and we look forward to continuing to support this game changing program. Applications for REAL 6.0 will be available in January 2024.

Want to learn more? Visit cincinnati.uli.com/get-involved/real



If you're in real estate, this is the place to be. This is the "who's who" that is constructing these classes, with their names on buildings you see everywhere, every day. To me, people don't usually give their business secrets, but with this program [they do.] You are getting the top-of-the-line game from the top-of-the-line players."



NICK JOHNSON

Founder, B.O.C. Development and Graduate of ULI Real Estate Accelerator Lab 4.0

BY THE NUMBERS:

THE PORT & PUBLICLY FINANCED PROJECTS THROUGH JUNE 30, 2023

INCLUSION SPEND:

THE PORT

Business Spend	MBE	WBE	SBE
Goal	25%	7%	30%
The Port	\$422,000	\$913,000	\$1,335,000
HURC	\$283,000	\$0	\$300,000
Landbank	\$2,260,000	\$1,693,000	\$5,879,000
TOTAL	28.4%	24.9%	72.0%



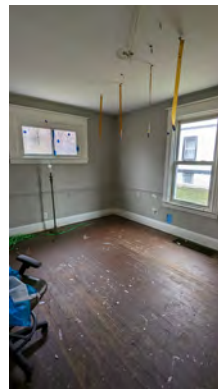
Remediation and demolition work is ongoing to reposition a former chemical plant site in Reading, Ohio for new investment and job creation.

INCLUSION SPEND:

CARE HOMES

In 2022, The Port purchased 194 single-family homes from an out-of-town investor. In 2023, it has spent nearly \$2.3 million on home renovations through June 30.

Business Spend	MBE	WBE	SBE
Goal	25%	7%	30%
CARE	69%	5%	80%



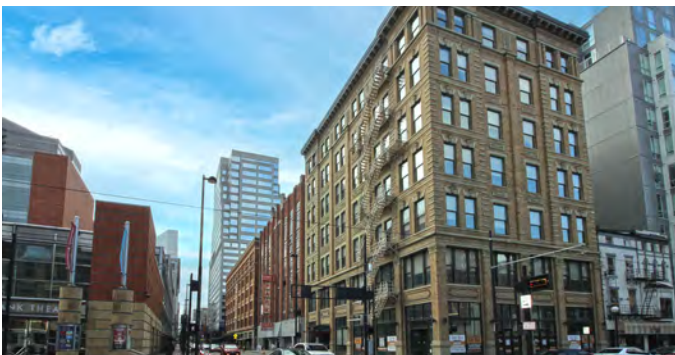
CARE Home before and after rehab by The Port and contractor Eduard Tende, Zoe Consulting.

BY THE NUMBERS:

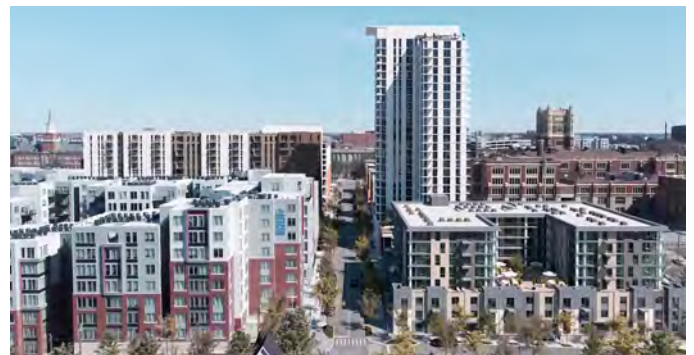
PUBLICLY FINANCED PROJECTS

	MBE	WBE	SBE
Goal	25%	7%	30%
Total \$	\$340,745,000	\$504,099,000	\$553,449,000
Total %	14.10%	20.86%	22.90%

Note: Some projects are still in progress; therefore, inclusion spend by category may be higher by project completion. Numbers are as of June 30, 2023



Rookwood Properties' The Rye development brings 35 apartments to downtown.



Trinitas' District at Clifton Heights is a five-acre mixed use development near UC's campus.