



Transforming Communities. Transforming
Lives.

About Cinnaire

- Cinnaire creates opportunities for people in need by developing partnerships with mission-focused organizations and investors and by deploying capital and expertise to foster community-driven revitalization in the Mid-Atlantic and Midwest.
- We are guided by our *Why* - We have an unwavering belief that all people deserve the opportunities provided by living in healthy communities.
- Cinnaire has provided \$4.2 billion to 1,257 projects benefitting over 101,000 low-income families and has provided community development loans to support the creation/renovation of more than 187,000 square feet of commercial, mixed-use, and community space



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Wilmington - Setting The Stage

"In the last 20 years, Wilmington's downtown and riverfront have been dramatically transformed but revitalization is uneven in the neighborhoods and the city as a whole. New mixed-use development and renovated historic buildings, park improvements, and pedestrian infrastructure have been credited with the immigration of new residents and an increasingly vibrant street life, showing that Wilmington is capitalizing on the nationwide trend of young workers and businesses relocating to cities. However, many neighborhoods in the city suffer from high levels of vacancy, poverty, and crime, impacting resident opportunity, quality of life and the city's economic vitality."

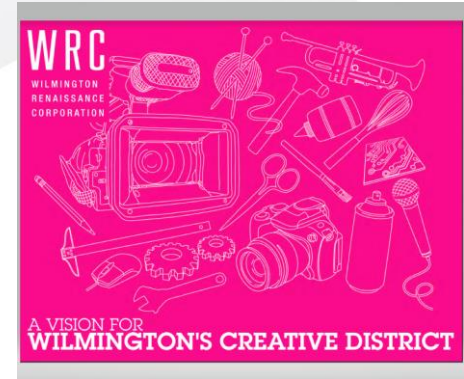
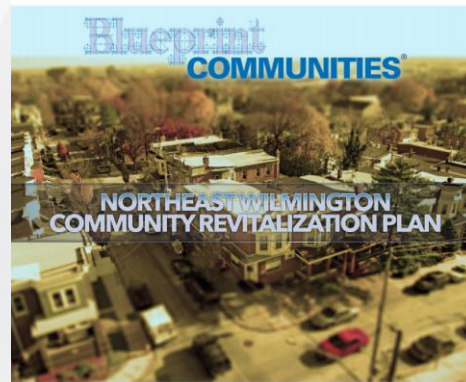
- Wilmington 2028 Comprehensive Plan



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Approach

Comprehensive approach to community development by working with local community-based organizations to help them advance their multifaceted neighborhood revitalization plans.



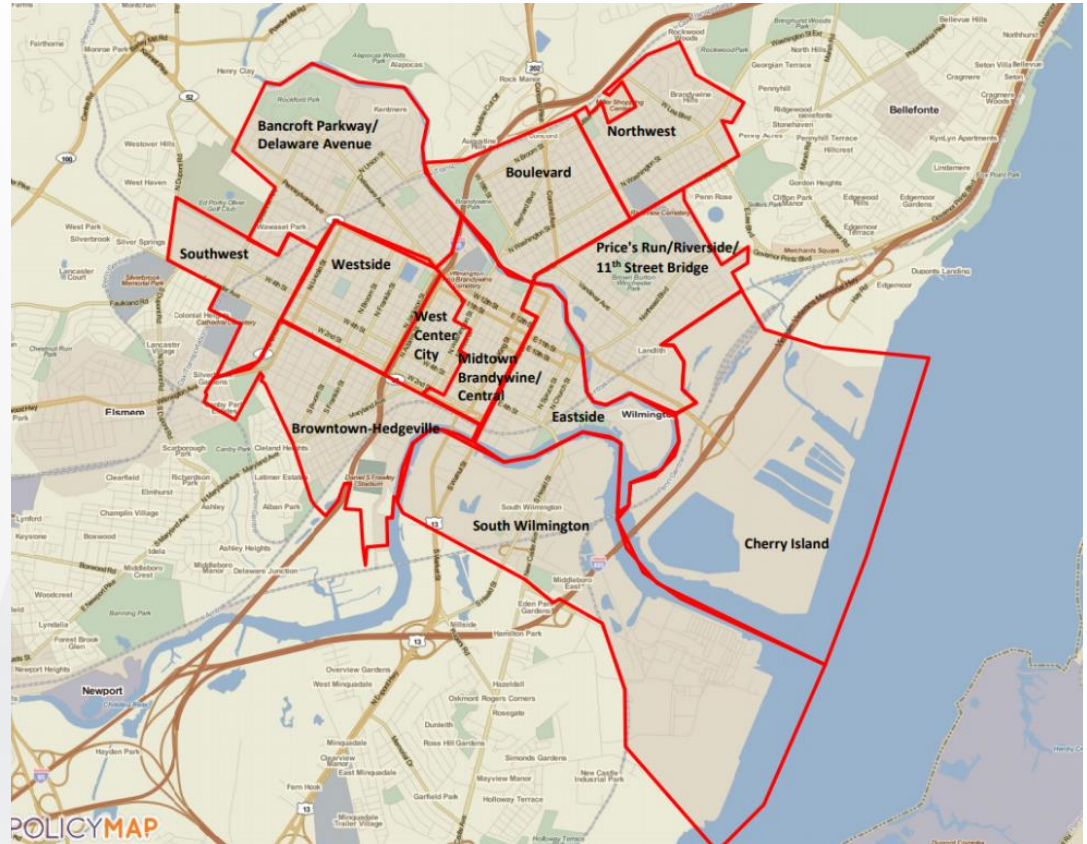
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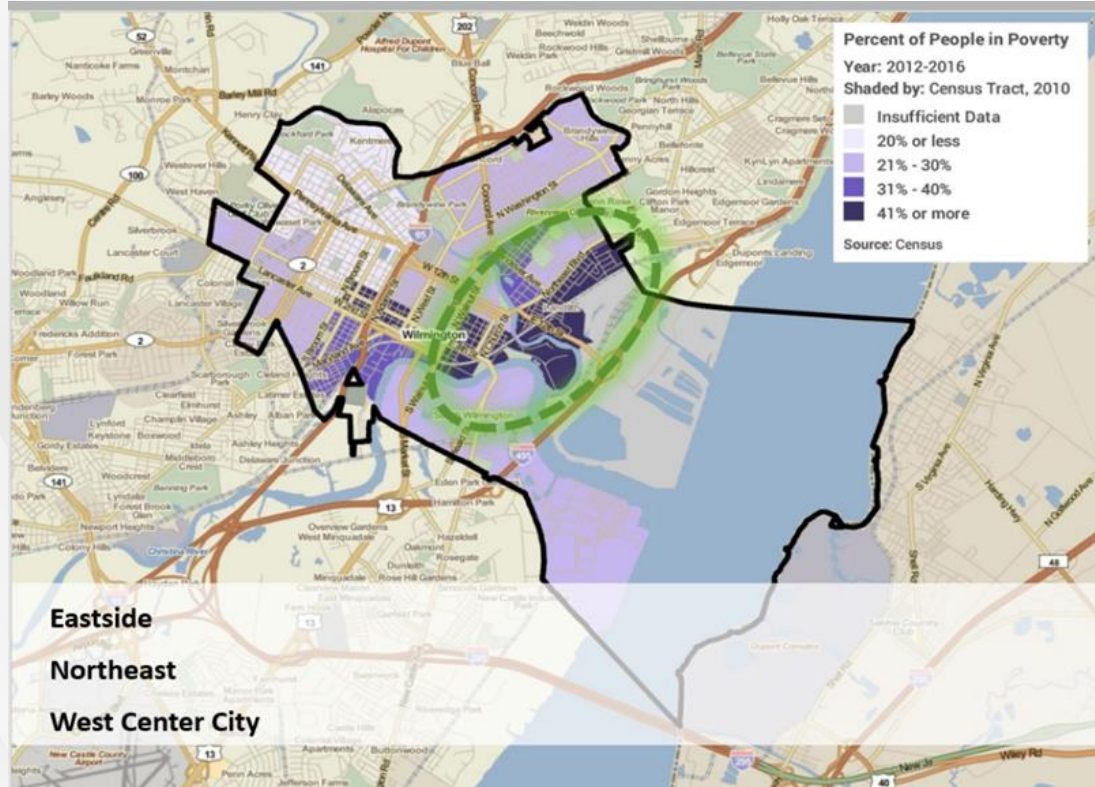
Focus Area

Our efforts will be focused on communities with:

- An articulated strategic plan
- Local leadership
- Higher poverty rates
- Experienced inequity



Wilmington Focus Area – Poverty Rates



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Goal 1 – Neighborhood Stabilization

- **Reduce Vacancy & Blight**
- **Increase Homeownership**
- **Improve Greenspace**



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Goal 2 - Invest in community facilities that create community assets

- Community Centers
- Vertical Farms
- Community Gardens



Goal 3 - Increase local developer capacity create development at scale

- Partner with local community development organizations
- Train and mentor aspiring developer



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Goal 4 - Strengthen capacity of local community-based organization

NMTC 101



"There is no way we would have gotten the grant approval without Cinnaire.

We thank Cinnaire for understanding how important technical assistance is to organizations like ours and for knowing what it means to be a good community development partner."



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Outcomes – What Does Success Look Like?

- **Increased housing opportunities**
- **Increased development in neighborhoods & Stabilized communities**
- **Increased multigenerational wealth building / Bridging the wealth gap**
- **Increased employment opportunities and improved access to resources and services through our investments**



Wilmington Projects Completed



URBANBIKEPROJECT
of Wilmington, Inc.



Community Facility

Mixed Use



Faire Market
(216 W. 9th Street)

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Pipeline & Partners

- 3 Housing Units in East Wilmington (Habitat for Humanity of NCC)
- 10 Housing Units in East Wilmington (Central Baptist CDC)
- 9 Housing Units in West Center City (DVDC)
- Mixed Use Project w/ 20 affordable rental and 10,000sf commercial)
- Equitable Wilmington Collaborative (PRO Neighborhoods)



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Community Development Lending

Loan Products

- Acquisition loans
- Leasehold improvements
- Construction
- Pre-development
- Mini-perm financing
- New Markets Tax Credit Leveraged Loans
- Equipment
- Line of credit
- Bridge loans



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Community Development Lending

Eligible Borrowers

- Nonprofit and for-profit entities that supports and contributes to better outcomes for communities and individuals in need
- Minimum of 3 years of operations
- Minimum operating budget of \$1,000,000 with exceptions to this eligibility requirement considered on an individual basis



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Questions

Thank You!

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We have an unwavering belief that all people deserve the opportunities provided by living in healthy communities.

We are Cinnaire.