

# Incentives/Loans/Grants/Resources

## Table of Contents

Historic Tax Credits (Federal and State) .....	2
Property Assessed Clean Energy Programs.....	3
Opportunity Zones .....	3
United State Department of Agriculture (USDA) Incentives .....	4
Small Business Administration (SBA) Loans .....	7
SBA Exporting grants for state entities .....	8
SBA Grants for community organizations .....	8
Organizations supporting small business innovation .....	9
State Of Delaware Incentives and Credits.....	11
State of Delaware Tax Credits .....	12
Additional programs helping Delaware businesses.....	12
Grants for Arts Organizations: Grant Programs Overview - Delaware Division of the Arts .....	14
Kent County Incentives .....	16
Sussex County Incentives .....	17
Funding: Access To Capital .....	17
Investor Networks .....	20

# Incentives/Loans/Grants/Resources

One of the goals of the Downton Development District program is to spur new investment in our DDD communities. The DDD Resource Team seeks to help investors maximize federal, state, regional and local incentives that may also be applicable to DDD projects. The following is an overview of incentives that may help investors further reduce costs and mitigate project risk in their DDD project.

## Historic Tax Credits (Federal and State)

**Federal Historic Preservation Tax Credits** ([Historic Preservation Tax Incentives \(U.S. National Park Service\) \(nps.gov\)](#))

The Federal Historic Preservation Tax Incentives program provides a 20% tax credit for qualified expenditures to developers of income-producing properties such as office buildings, retail establishments, rental apartments, and others. The program is administered by the National Park Service in partnership with State Historic Preservation Offices and the Internal Revenue Service.

To claim the Federal Historic Tax Credit (HTC), the building must be a certified historic structure and must be used for income-producing purposes after rehabilitation. The credit is calculated based on the qualified rehabilitation expenses (QREs) incurred during the rehabilitation process <sup>1</sup>. The credit is claimed in the year the building is placed in service

This tax credit allows property owners and developers to claim a Federal income tax credit on 20% of the value of the qualified rehabilitation costs. The tax credit carries forward for a period of five years to allow property owners and developers to obtain the full value of the credit.

**State of Delaware Historic Tax Credits** ([Delaware Historic Preservation Tax Credit Program - Division of Historical and Cultural Affairs - State of Delaware](#))

Delaware's Historic Preservation Tax Credit Program assists in preserving and rehabilitating historic buildings throughout Delaware. Applicants may be eligible for tax credits for rehabilitation work on properties that are listed in the National Register of Historic Places or are certified as contributing to a listed historic district.

All proposed improvements must be certified by the Delaware Division of Historic & Cultural Affairs prior to the start of construction.

**Tax Credit for Commercial State Income Producing Buildings** – The property owner/developer may claim a State Income Tax Credit equal to 20% of the qualified rehabilitation costs. Unused tax credits may be “sold” on a market set up by the State at a discount, whereby the property owner/developer will get

an actual cash reimbursement for the unused tax credits. There is no limit on the amount of tax credits that can be claimed.

**State Income Tax Credit for Residential, Owner Occupied and all Other Historic Buildings** – The property owner may claim a State Income Tax Credit equal to 30% of the qualified rehabilitation costs. And like the commercial tax credit program, the credits can be transferred and sold on an open market at a discounted rate. Government entities and nonprofits are eligible to sell their tax credits.

Additional information about the State and Federal Historic Preservation Tax Credits can be found at: <https://history.delaware.gov/preservation/taxcredit/> Program Contact: Kara Briggs [kara.briggs@delaware.gov](mailto:kara.briggs@delaware.gov) (302) 736-7433

## Property Assessed Clean Energy Programs

The property assessed clean energy (PACE) model is an innovative mechanism for financing energy efficiency and renewable energy improvements on private property. PACE programs exist for:

- **Commercial properties** (commonly referred to as Commercial PACE or C-PACE).
- **Residential properties** (commonly referred to as Residential PACE or R-PACE).

Commercial and residential PACE programs share a common foundation. PACE programs allow a property owner to finance the up-front cost of energy or other eligible improvements on a property and then pay the costs back over time through a voluntary assessment. The unique characteristic of PACE assessments is that the assessment is attached to the property rather than an individual.

The recent extension of this financing model to energy efficiency and renewable energy allows a property owner to implement improvements without a large up-front cash payment. Property owners that voluntarily choose to participate in a PACE program repay their improvement costs over a set time period—typically 10 to 20 years—through property assessments, which are secured by the property itself and paid as an addition to the owners' property tax bills. Nonpayment generally results in the same set of repercussions as the failure to pay any other portion of a property tax bill ([Property Assessed Clean Energy Programs | Department of Energy AND DE C-PACE Program Guide.pdf \(delawarecpace.org\)](#))

## Opportunity Zones

Opportunity Zones offer tax benefits to investors who elect to temporarily defer tax on capital gains if they timely invest those gain amounts in a Qualified Opportunity Fund (QOF). Investors can defer tax on the invested gain amounts until there is an event that reduces or terminates

the qualifying investment in the QOF (an "inclusion event"), or December 31, 2026, whichever is earlier.

The length of time the taxpayer holds the QOF investment determines the tax benefits they receive.

- If the investor holds the QOF investment for at least five years, the basis of the QOF investment increases to 10% of the deferred gain.
- If the investor holds the QOF investment for at least seven years, the basis of the QOF investment increases to 15% of the deferred gain.
- If the investor holds the investment in the QOF for at least 10 years, the investor is eligible to elect to adjust the basis of the QOF investment to its fair market value on the date that the QOF investment is sold or exchanged.
- Gains that may be deferred are called "eligible gains." They include both capital gains and qualified 1231 gains, but only gains that would be recognized for federal income tax purposes before January 1, 2027, and that aren't from a transaction with a related person. To obtain this deferral, the amount of the eligible gain must be timely invested in a QOF in exchange for an equity interest in the QOF (qualifying investment). Once this is done, taxpayers may make an election to defer the gain on their federal income tax return for the taxable year in which the gain would have been recognized if they had not deferred it.
- Taxpayers may make an election to defer the gain, in whole or in part. For additional information, see [How To Report an Election To Defer Tax on Eligible Gain Invested in a QOF in the Form 8949 instructions](#).

See, [Opportunity Zones - Division of Small Business - State of Delaware](#)

## United State Department of Agriculture (USDA) Incentives

**RBDG** - This program is designed to provide technical assistance and training for small rural businesses. Small means that the business has fewer than 50 new workers and less than \$1 million in gross revenue.

Who may apply for this program?

Rural public entities including, but not limited to:

- Towns.
- Communities.
- State agencies.
- Authorities.
- Nonprofit corporations.
- Institutions of higher education.
- [Federally-recognized tribes](#).
- Rural cooperatives (if organized as a private nonprofit corporation).

**RCDG** - The Rural Cooperative Development Grant program improves the economic condition of rural areas by helping individuals and businesses start, expand or improve rural cooperatives and other mutually owned businesses through Cooperative Development Centers. Grants are awarded through a national competition. Each fiscal year, applications are requested through a notice published in the [Federal Register](#).

Grant and matching funds can be used for developing and operating a Rural Cooperative Development Center. Examples of technical assistance and other services the Centers provide are:

- Conducting feasibility studies.
- Developing business plans.
- Providing leadership and operational improvement training.
- Facilitating strategic planning.

**REDLG** - The Rural Economic Development Loan and Grant program provides funding for rural projects through local utility organizations. USDA provides zero-interest loans to local utilities which they, in turn, pass through to local businesses (ultimate recipients) for projects that will create and retain employment in rural areas. The ultimate recipients repay the lending utility directly. The utility is responsible for repayment to USDA.

USDA provides grants to local utility organizations which use the funding to establish [Revolving Loan Funds](#) (RLF). Loans are made from the revolving loan fund to projects that will create or retain rural jobs. When the revolving loan fund is terminated, the grant is repaid to USDA.

**VAPG** - The Value-Added Producer Grant (VAPG) program helps agricultural producers enter value-added activities to generate new products, create and expand marketing opportunities, and increase producer income.

You may receive priority if you are:

- Beginning as a farmer or rancher.
- Socially disadvantaged farmer or rancher.
- Small or medium-sized farm.
- Ranch structured as a family farm.
- Farmer or rancher cooperative.
- Proposing a mid-tier value chain.

**CFG** - This program provides affordable funding to develop essential community facilities in rural areas. An essential community facility is defined as a facility that provides an essential service to the local community for the orderly development of the community in a primarily

rural area, and does not include private, commercial, or business undertakings.

Eligible borrowers include:

- Public bodies
- Community-based non-profit corporations
- Federally recognized Tribes

What is an eligible area?

Rural areas including cities, villages, townships, and towns including Federally Recognized Tribal Lands with no more than 20,000 residents according to the latest [U.S. Census Data](#) are eligible for this program.

How may funds be used?

Funds can be used to purchase, construct, and / or improve essential community facilities, purchase equipment, and pay related project expenses.

Examples of essential community facilities include:

- Health care facilities such as hospitals, medical clinics, dental clinics, nursing homes or assisted living facilities
- Public facilities such as town halls, courthouses, airport hangars or street improvements
- Community support services such as childcare centers, community centers, fairgrounds, or transitional housing
- Public safety services such as fire departments, police stations, prisons, police vehicles, fire trucks, public works vehicles or equipment
- Educational services such as museums, libraries, or private schools
- Utility services such as telemedicine or distance learning equipment
- Local food systems such as community gardens, food pantries, community kitchens, food banks, food hubs or greenhouses

## **Loan Guarantees**

This program provides loan guarantees to eligible lenders to develop essential community facilities in rural areas. An essential community facility is defined as a public improvement, operated on a non-profit basis, needed for the orderly development of a rural community where the rural community is a city or town, or its equivalent county or multi-county area. The term “facility” refers to both the physical structure financed, and the resulting service provided to rural residents or rural businesses.

Who may apply for this program?

Lenders who have the legal authority, financial strength and sufficient experience to operate a successful lending program. This includes lenders that are subject to supervision and credit examination by the applicable agency of the United States or a State, including:

- Federal and State chartered banks
- Farm Credit Banks with direct lending authority
- Bank for Cooperatives
- Savings and Loan Associations
- Savings banks
- Mortgage companies that are part of a bank-holding company
- The National Rural Utilities Cooperative Finance Corporation
- Credit unions
- State Bond Banks or State Bond Pools

## Small Business Administration (SBA) Loans

**The 7(a) Loan Program**, SBA's most common loan program, includes financial help for small businesses with special requirements. This is a good option when real estate is part of a business purchase, but it can also be used for:

- Short- and long-term working capital
- Refinancing current business debt
- Purchasing and installation of machinery and equipment
- Purchasing furniture, fixtures, and supplies

The maximum loan amount for a 7(a) loan is \$5 million. Key eligibility factors are based on what the business does to receive its income, its credit history, and where the business operates. Your lender will help you figure out which type of loan is best suited for your needs. The 504 Loan Program provides long-term, fixed rate financing for major fixed assets that promote business growth and job creation.

**504 loans** are available through Certified Development Companies (CDCs), SBA's community-based partners who regulate nonprofits and promote economic development within their communities. CDCs are certified and regulated by the SBA.

The maximum loan amount for a 504 loan is \$5.5 million. For certain energy projects, the borrower can receive a 504 loan for up to \$5.5 million per project, for up to three projects not to exceed \$16.5 million total.

**The microloan program provides loans up to \$50,000** to help small businesses and certain not-for-profit childcare centers start up and expand. The average microloan is about \$13,000.

SBA provides funds to specially designated intermediary lenders, which are nonprofit community-based organizations with experience in lending as well as management and technical assistance. These intermediaries administer the Microloan program for eligible

borrowers.

More Information: 1105 Market St (I.M. PEI Bldg), Lobby Level Suite 02, Wilmington, DE, 19801  
[302-573-6294](tel:302-573-6294)

## SBA Exporting grants for state entities

The SBA's [State Trade Expansion Program \(STEP\)](#) provides financial awards to state and territory governments to help small businesses with export development.

### Research and development

If your small business is engaged in scientific research and development, you may qualify for federal grants under the [Small Business Innovation Research \(SBIR\) and the Small Business Technology Transfer \(STTR\) programs](#). These programs encourage small firms to undertake scientific research that helps meet federal research and development objectives and have high potential for commercialization if successful.

### Management and technical assistance

SBA's [7\(j\) Management and Technical Assistance Program](#) is for capable small businesses in Regions I - X interested in providing management and technical assistance and guidance to eligible small businesses.

What you need to know about small business grants?

- SBA does not provide grants for starting and expanding a business.
- SBA provides grants to nonprofits, Resource Partners, and educational organizations that support entrepreneurship through counseling and training programs.
- SBA only communicates from email addresses ending in **@sba.gov**.

## SBA Grants for community organizations

SBA offers [grants to community organizations](#) that promote entrepreneurship, including those that support veteran owned and service-disabled veteran-owned businesses and Small Business Development Centers.



## **Boots to Business (B2B)**

Boots to Business (B2B) is an entrepreneurial education and training program offered by the U.S. Small Business Administration (SBA) as part of the Department of Defense Transition Assistance Program (TAP). The course provides an overview of entrepreneurship and applicable business ownership fundamentals. Active-Duty Service members (including National Guard and Reserve), Veterans of all eras, and spouses are eligible to participate. Service-Disabled Veteran Entrepreneurship Training Program (SDVETP)

This cooperative agreement aims to support organizations that currently deliver entrepreneurship training programs to service-disabled veteran entrepreneurs who aspire to be small business owners or currently own a small business. [Learn more about SDVETP.](#)

## **Veterans Business Outreach Centers (VBOC)**

The Veterans Business Outreach Centers Cooperative Agreement provides quality counseling assistance and training events, particularly B2B events to transitioning service personnel and spouses of veterans, veteran and service-disabled small business owners and entrepreneurs. [Learn more about Veterans Business Outreach Centers.](#)

## **Veteran Federal Procurement Entrepreneur Training Program (VFPETP)**

This funding opportunity is for current Veteran Federal Procurement Entrepreneur Training Program (VFPETP) recipient organizations only, with an initial 12-month period and two option years of 12 months each. There are currently two procurement programs available through this award: procurement opportunity training for start-up small businesses and procurement training for established small firms. [Learn more about VFPETP.](#)

## **Women Veteran Entrepreneurship Training Program (WVETP)**

Offered by SBA's Office of Veterans Business Development (OVBD), this funding opportunity supports each organization's entrepreneurial training programs for women who are veterans, service members, and spouses of veterans and service members. Each awardee was chosen based on their demonstrated history of and commitment to providing training programs and resources to women. [Learn more about WVETP.](#)

## Organizations supporting small business innovation

### **Federal and State Technology (FAST) Partnership Program**

This is a one-year funding opportunity for organizations to execute state/regional programs that increase the number of SBIR (innovation)/STTR (research and development) proposals; increase the number of SBIR/STTR awards; and better prepare SBIR/STTR awardees for commercial success. [Learn more about the FAST funding opportunity.](#)

## Resource Partners

### SCORE

This is a funding opportunity for a current recipient of an SBA SCORE award. To be eligible, you must be a current recipient of SBA funding to SCORE. For-profit businesses are not eligible for this award. [Learn more about SCORE.](#)

### Portable Assistance Program

The purpose of this funding opportunity is to invite proposals for funding from entities currently funded by SBA as a Small Business Development Center (SBDC) Lead Center. Each proposal must describe recent, serious economic conditions resulting from diminished business or government operations within a discrete area served by an SBDC network. Proposals must include detailed plans to deliver technical assistance to the affected area with corresponding objectives and milestones to be accomplished. [Learn more about the Portable Assistance Program.](#)

### Program for Investors in Microentrepreneurs (PRIME)

PRIME is a competitive grant that is offered yearly, subject to available funds. Announcements are posted to grants.gov in either April or May of each year. The grant provides funding for nonprofit microenterprise development organizations run either privately, or by state, local, tribal governments, or Indian tribes.

Funds are to help these organizations provide either

- capacity-building to microenterprise development organizations, or
- training, technical assistance, and guidance to disadvantaged microentrepreneurs.

Faith-based organizations that meet all PRIME eligibility criteria can compete for PRIME funding. [Learn more about PRIME.](#)

### The Greenhouse Gas Reduction Fund

The President's Inflation Reduction Act created a first-of-its-kind, national-scale program: the Greenhouse Gas Reduction Fund—a \$27 billion investment to mobilize financing and private capital to address the climate crisis, ensure our country's economic competitiveness, and promote energy independence while delivering lower energy costs and economic revitalization to communities that have historically been left behind.

The Greenhouse Gas Reduction Fund will be designed to achieve the following program objectives:

1. Reduce greenhouse gas emissions and other air pollutants.

2. Deliver the benefits of greenhouse gas- and air pollution-reducing projects to American communities, particularly low-income and disadvantaged communities.
3. Mobilize financing and private capital to stimulate additional deployment of greenhouse gas and air pollution reducing projects. See, [Greenhouse Gas Reduction Fund | US EPA](#)

## State Of Delaware Incentives and Credits

**Delaware Strategic Fund** is the Division's primary funding source to support business retention and expansion through grants and low-interest loans to projects that grow the state's economy in a significant way.

**EDGE Grants** provide matching grants to young Delaware small businesses through on-going rounds of a competitive selection process. STEM-based companies can receive up to \$100,000 for eligible expenses, and other businesses can get up to \$50,000.

**Delaware's State Small Business Credit Initiative-Funded Programs (SSBCI)** is aimed at providing access to capital for small and early-stage businesses, particularly those in underserved areas. The Division of Small Business will work with financial lending partners to distribute SSBCI funds through four programs:

- **The Accelerator and Seed Capital Program** – DSB will contract with up to two fund managers to distribute funding to eligible very early or idea-stage start-ups.
- **The Early-Stage Venture Capital Program** –DSB will contract with a private, non-profit, or experienced fund manager, that would provide seed and early-stage venture capital to Delaware-based companies.
- **The Loan Participation Program** – DSB will partner with banks, credit unions, etc. to provide access to additional funding. When a lending institution may not cover the full amount of the requested loan, the lender may ask DSB to assist with the remainder. This program will be implemented in mid to late April.
- **The Delaware Capital Access Program (DCAP)** – This program is a flexible spending tool for lending institutions. DCAP is designed to give lenders a tool to make business loans that may not normally qualify for a conventional bank loan, in a manner consistent with safe and sound lending practices. This program will be implemented in mid to late April.

The **Delaware Technical Innovation Program (DTIP)** offers transition grants for companies that have completed Phase I and applied for Phase II of the federal Small Business Innovation Research or Small Business Technology Transfer programs as they work to bring new products to market.

**Tax-Exempt Bond Financing** allows the Division to act as the conduit issuer on bond for tax-exempt, non-profit organizations.

**Brownfield Assistance Program** offers matching grants to property owners and developers to encourage redevelopment of environmentally stressed sites.

**Workforce Training Grant** is a matching program that funds specialized training for companies of up to \$100,000 per project. View the program [Fact Sheet here](#), and the [Grant Application here](#). If you want a better sense of what applications are scored on, view the [Evaluation Rubric and Score Sheet here](#).

**Transportation Infrastructure Investment Fund (TIIF)** grants are available to new or expanding job-generating businesses in the state to help offset their transportation improvement costs. Grant funds are disbursed as reimbursement for completed transportation infrastructure work.

**Graduated Lab Space Funding** – The Delaware Graduated Lab Space Incentive Program is designed to support existing companies and attract new companies requiring lab space. View the [Fact Sheet](#) to learn more about the program and minimum qualifications.

[Click here](#) for more information on applying for an incentive.

## State of Delaware Tax Credits

The Division of Revenue administers tax credits related to economic development (list below). [Click here](#) to contact Revenue for more information and here to apply for a credit.

- New Business Facility Tax Credit
- New Economy Jobs Tax Credit
- Research and Development Tax Credit
- Green Industries/Brownfield Tax Credit
- Land and Historic Resource Conservation Tax Credit
- Historic Preservation Tax Credit (discussed in more detail above)
- Neighborhood Assistance Tax Credit
- Business Finder's Fee Tax Credit
- Vocational Rehabilitation Hiring Tax Credit

## Additional programs helping Delaware businesses

### **Modernization Investment Support Initiative (MISI)**

Provides grant funds to qualified businesses that face regional, national, or global competitive forces that could disrupt or negatively affect local operations (employment and activity) unless investments are made that can update or 'modernize' the Delaware location. Support would increase the probability that a Delaware site remains operational and competitive within the company's current and future plans. Averting a downsizing or the closure of an existing company's operations is a prudent goal.

- Grant funds will reimburse approved applicants up to a maximum of 20% of the approved modernization project expenses, with a maximum state contribution of up to \$1 million per project
- Grantees will have up to two years to complete the project and draw on grant funds

## **Downtown Development District (DDD) Rebates**

The Downtown Development Districts Act of 2014 was enacted by the General Assembly in order to:

- Spur private capital investment in commercial business districts and other neighborhoods.
- Stimulate job growth and improve the commercial vitality of such districts and neighborhoods.
- Help build a stable community of longterm residents by improving housing opportunities; and
- Assist municipalities in strengthening neighborhoods while harnessing the attraction that vibrant downtowns hold for talented people, innovative small businesses and residents from all walks of life.

A Downtown Development District (DDD) was designated in Smyrna by the Governor in 2016 and is among twelve such DDDs across the State. Designation as a DDD allows landowners and businesses within our district to receive grant rebates up to 20% of their capital construction costs from the State. Smyrna's DDD includes 634 parcels on approximately 160 acres and encompasses almost the historic downtown core Smyrna radiating outward from the 'Four Corners.'

Eligible for up to 20 percent of qualified real property investments made to residential commercial, industrial, and mixed-use buildings or facilities located within the boundaries of a DDD. To be eligible, an individual or entity must invest at least \$25,000 for rehabilitation, expansion or new construction projects. [Delaware State Housing Authority](#). Phone: 302-739-4263 See also, [DDD Incentives - Delaware Downtown Development Districts Program - Office of State Planning Coordination \(OSPC\) - State of Delaware](#)

## **Energize Delaware**

Energize Delaware has expanded and enhanced its Home Performance with ENERGY STAR program to any property that is a residence or has mixed use residence and commercial building space (four units or less and the commercial space must be 2500 SF or less), within the designated Delaware Downtown Development District.

The program offers a \$50 audit for residential or mixed-use buildings. To complete the energy efficiency upgrades and be eligible for incentives, a test-out conducted by the participating contractor will be required to verify the proper installation of the measures and safety of the property. Rebates will cover up to 75% of the cost for participants who implement audit recommendations through the Home Performance with ENERGY STAR Program. For projects that include commercial spaces, applicable incentives will need to be applied for separately, through the Energy Efficiency Investment Fund (EEIF) Program. See, [Fact Sheet](#) and website: [Delaware Sustainable Energy Utility](#). Phone: 302-883-3038

## **The Delaware Prosperity Partnership**

Created in 2017, Delaware Prosperity Partnership (DPP) is the nonprofit *state economic development agency* that leads Delaware’s economic development efforts to attract, grow and retain businesses; build a stronger entrepreneurial and innovation ecosystem; and to support private employers in identifying, recruiting and developing talent in Delaware. The DPP team’s services include working with prospects to review potential sites, cost-of-living details and funding opportunities, including available tax credits and incentives. View DPP’s latest annual report, *Partnership, Prosperity & Progress: Year in Review 2022*, for a summary of the DPP team’s accomplishments during 2022, See [Businesses in Delaware | Delaware Prosperity Partnership \(choosedelaware.com\)](#)

## **Community Reinvestment Fund**

The Community Reinvestment Fund, a capital grant program, shall be used for community redevelopment, revitalization and investment capital projects which will improve the economic, culture, historical, and recreational health of Delaware communities.

Eligible applicants include county and local governments, community-based nonprofit organizations, and private sector nonprofit organizations. All nonprofit organizations must hold a 501(c)3 designation in order to be considered eligible. State agencies, school districts, charter schools, private schools, institutions of higher education, childcare facilities, churches, fire companies, fiscal agents, and for-profit organizations are not eligible for funds from the Community Reinvestment Fund. [Community Redevelopment-Reinvestment Fund - Delaware General Assembly](#)

## Grants for Arts Organizations: Grant Programs Overview- Delaware Division of the Arts

Non-profit Delaware organizations whose primary mission is the promotion, production, presentation, or teaching of the arts

### **General Operating Support (GOS)**

Support of annual operating expenses to ensure that year-round participation in the arts is available to the people of Delaware. This grant category utilizes a three-year application cycle. Full applications are due every three years, with Interim Applications due in the “off” year. Applications open December 1 with an annual deadline of March 1.

### **Arts Stabilization (ASF)**

Support for improvements to facilities owned (or under long-term lease) and operated by the organization. ASF grants are funded through the Division’s participation in the Arts Consortium

of Delaware, Inc. (ArtCo) endowment. Applications open December 1 with an annual deadline of March 1.

### **Education Resource (EDR)**

Grants to strengthen standards-based arts education projects, programs, and activities that utilize the arts education resources of the Delaware arts community or strengthen arts organizations' capacity to serve as professional development resources for teaching artists and educators. Applications open December 1 with an annual deadline of March 1.

### **StartUp Program (STU)**

A comprehensive program of financial support, training, and consultation to develop and strengthen the management capacity of emerging arts organizations so that they can operate in a sustainable manner. Completion of the StartUp program is a prerequisite for emerging organizations seeking General Operating Support. Applications open December 1 with a Letter of Intent due by January 15 and an annual application deadline of March 1.

### **Arts Access (ACC)**

Supports small budget projects that include the presentation of performing, visual, literary, media, or folk arts in communities throughout the state. Organizations that receive General Operating Support are generally not eligible to apply. Rolling deadline – submit at least 6 weeks prior to the project start date.

### **Grants for Community-Based Organizations(CBOs)**

Non-profit Delaware organizations, colleges, universities, and government entities that do not have the arts as their primary mission.

### **Project Support (PS)**

Support for arts programs provided by CBOs that assist in the growth of a vibrant cultural environment by encouraging the continued development of arts activities in communities throughout the state. College and university projects must be non-credit and serve the general community. Applications open December 1 with an annual deadline of March 1.

### **Arts Access (ACC)**

Supports small budget projects that include the presentation of performing, visual, literary, media, or folk arts in communities throughout the state. Organizations that receive Project Support are generally not eligible to apply. Rolling deadline – submit at least 6 weeks prior to the project start date.

### **Grants for Schools**

Delaware pre-K through 12 public, charter, private, and parochial schools.

**Note:** Artist residency applicants are encouraged to have a virtual learning backup option in place as an alternative to in-person learning projects if needed.

## **Artist Residency**

Grants for residencies with visual, literary, performing or media artists working with students in the classroom or in professional development workshops with teachers. Rolling deadline – submit at least 6 weeks prior to start of the scheduled residency.

## **Education Resources (EDR)**

Grants to strengthen standards-based arts education projects, programs, and activities that utilize the arts education resources of the Delaware arts community or strengthen arts organizations' capacity to serve as professional development resources for teaching artists and educators. Public/charter schools and districts only. Applications open December 1 with an annual deadline of March 1.

## **TranspARTation**

Grants that support transportation costs (up to \$500) for schools to bring students to Delaware arts and cultural institutions and venues in order to attend arts performances, events, and exhibits. Rolling deadline – submit at least 6 weeks prior to the field trip date.

## **Grants for Individual Artists**

Delaware residents, 18 years of age or older, not enrolled in a degree-granting program

## **Artist Fellowships (IAF)**

Support of individual artists in their work as visual, performing, media, folk, and/or literary artists. Applications are received and processed by Mid Atlantic Arts. Annual application deadline August 1.

## **Artist Opportunity Grant**

Grants provide up to \$1,000 to support individual artists with unique professional and artistic development or presentation opportunities. Quarterly deadlines: January 1, April 1, July 1, and October 1\*. \*October 1, 2023 deadline applicants are eligible to request up to 80% of the opportunity cost not to exceed \$1,000.

## **Kent County Incentives**

### **Kent County Downtown Development District (DDD) Program**

The Kent County DDD Program offers a:

- Up to \$1,500 cash match of State DDD grant funding for applicants of residential projects.
- Up to \$10,000 cash match of State DDD grant funding for commercial and mixed-use projects. Phone (302) 744-2305



## Community Development Block Grants (CDBG)

Recognizing that healthy and vibrant downtowns are critical components of Kent County's economic well-being, the Kent County Levy Court provides a matching grant incentive to be utilized in any Downtown Development District approved by the Office of State Planning Coordination and located in Kent County. This matching grant would be dependent upon all limitations and conditions as established by the Delaware State Housing Authority (DSHA), and would only be provided as a match to and in instances where a State of Delaware grant has been approved by the DSHA. See, [Fact Sheet](#)

## Sussex County Incentives

For Downtown Development District Projects, other than attached or detached single family dwellings, that receive grant funding from the State of Delaware, Sussex County will provide a matching grant that represents .50 cents for every \$1 in State grant awarded up to a maximum of \$10,000. See, [sussexco-fact-sheet.pdf \(delaware.gov\)](#)

## Funding: Access To Capital

**Cinnaire Solutions** is a nonprofit, mission-driven real estate development company operating in nine states and specializes in community-driven, affordable, and market rate development.

Cinnaire has a growing team of real estate, finance, and design professionals work to develop spaces for multifamily housing, commercial and mixed-use facilities and integrated supportive service projects.

To further its mission, Cinnaire s with partners that utilize their expertise in historic adaptive reuse, acquisitions and rehabilitation, Low-Income Housing Tax Credits ([LIHTC](#)), and New Markets Tax Credits ([NMTC](#)).

Cinnaire Related Programs Include:

### **Jumpstart Wilmington**

Jumpstart Wilmington was launched to help Wilmington residents to become developers of their own neighborhood through quality, community-focused real estate development training and financing options. Our program is modeled after the original [Jumpstart Germantown Program](#), which was created by Ken Weinstein to facilitate the revitalization of the Germantown neighborhood of Philadelphia through high quality residential renovations.

Increased local developer capacity in Wilmington is the key to scaling development activity and revitalizing communities more rapidly. We see residents of Wilmington

communities as the best resource for neighborhood revitalization, as many have potential to effect positive change in their neighborhoods. Jumpstart Wilmington can provide aspiring developers who live in Wilmington communities with the skills, knowledge, and support they need to rehabilitate key properties, one at a time. In the absence of established real estate developers willing to invest in smaller scale projects, this program will cultivate a force of new local developers who currently reside in Wilmington or have a commitment to improving Wilmington neighborhoods.

### **Catalyst Fund**

The Catalyst Fund is a partnership between Cinnaire and the [Delaware State Housing Authority](#) (DSHA) designed to address vacant property in communities in Delaware disproportionately impacted by the COVID-19 pandemic. Through the Catalyst Fund, both for-profit and nonprofit developers can apply for construction financing and subsidies needed to renovate vacant homes or build new homes on vacant land for affordable homeownership.

Administered by Cinnaire, the [Catalyst Fund will make up the gap between the cost of acquisition and renovation that too often stands in the way of equitable community revitalization in Delaware's neighborhoods.](#)

### **Site Readiness Fund**

Under Senate Bill 127, the state created a **\$10 million** fund for grants, loans or other economic assistance to businesses or public entities that invest in constructing, renovating, or improving infrastructure for sites that would attract job-creating projects. The goal is to get sites ready for development within six months to a year. See, [Site Readiness Fund - Division of Small Business - State of Delaware](#)

### **Transportation Investment Infrastructure Fund**

The **Transportation Infrastructure Investment Fund** provides economic assistance for renovation, construction, or any other type of improvements to roads and related transportation infrastructure in order to attract new businesses to this state, or expand existing businesses in this State, when such an economic development opportunity would create a significant number of direct, permanent, quality full-time jobs. See, [TIIF-FAQ.pdf \(deldot.gov\)](#)

### **Strong Families Fund Finances Affordable Housing & Support Services**

Cinnaire has committed to providing a Low-Income Housing Tax Credit (LIHTC) investment to develop Deborah Strong Housing, the first project in the Strong Families Fund (SFF), a ten-year pilot to finance social service coordination and affordable housing for low-income families.

The SFF initiative builds on the model that combining safe, affordable housing with intensive, supportive services serves as a platform to increase housing stability, create economic mobility and improve health outcomes for people and the communities in which they live.

SFF uses a pay for performance model to incentivize data collection, track property maintenance and resident outcomes, and to engage mainstream systems and funders in the scaling and sustainability of the program. The fund combines federal LIHTC funding for capital development with the pay-for-performance model to provide access to up to 10 years of incentive payments to housing developments.

In return, developments must provide an on-site social service coordinator focused on improving resident and property outcome measures in five areas, including health and wellness; children and youth; housing stability; education; and community engagement.

### **NCALL (Neighborhood Partners)**

The NCALL Loan Fund is a community development financial institution (CDFI) that provides financing capital for neighborhood revitalization projects throughout the Delmarva Peninsula, including all of Delaware's Downtown Development Districts (DDD). Certified by the Treasury Department as a CDFI since 2004, the Loan Fund provides predevelopment, acquisition, and construction financing for the development of affordable housing, community facilities, and commercial projects. To date we have deployed more than 10.5 million in the DDDs.

Please contact us to discuss how the Loan Fund can finance your real estate project in a Downtown Development District under the "Large Project Set-Aside" program. See, [NCALL Loan Fund](#) Phone: 302-228-6102

### **True Access Capital**

True Access Capital (TAC) is a certified Community Development Financial Institution (CDFI) serving the State of Delaware and southeastern Pennsylvania. TAC provides small business loans from \$10,000 to \$500,000, and community development loans up to \$500,000.

TAC is focused on serving diverse business owners, including those who may have difficulty securing financing through traditional sources such as banks and credit unions.

For more information: (302) 652-6774

### **Other TAC Resources**

The **Women's Business Center Training** at True Access Capital Programs Include:

- Passport to Business Success (Online Business Planning course)
- Access to Capital
- Using Social Media

- Government Contracting and Certification
- Creating a Market Analysis and implementation plan
- SWOT Analysis
- Industry-Specific Business Best Practices
- Starting and Sustaining a Business
- Networking
- How to Finance Your Business
- Mentoring
- Starting a Child Care
- Insurance Compliance
- Bi-lingual Training
- Branding & Marketing
- Financial Literacy

## Investor Networks

### **East Carolina Angels**

740 SE Greenville Blvd.  
Suite 400-110  
Greenville, NC 27858  
(970) 631-2757

EC Angels (“ECA”), is an angel investor network with regional offices in southern Delaware and eastern North Carolina. It was launched in 2019 to make ROI investments into seed and early stage companies across a multitude of industries of interest to its members. Similar to other angel investment groups, ECA can lend critical feedback and support to young companies in addition to capital to help them grow and succeed long term. Its members are seasoned business leaders who come from a diverse set of industries. Since inception, ECA has invested almost \$9 million into roughly 20 companies and one fund. Portfolio companies include Carbon Reform, EternaTear, Looma Project, Hoppy Planet Foods, Amalgent Therapeutics, ZeroLabs, and Sportscale, to name a few. For more information or for investment consideration, please contact ECA at [info@eastcarolinaangels.com](mailto:info@eastcarolinaangels.com), or its CEO, Mark Wdowik at [mark@eastcarolinaangels.com](mailto:mark@eastcarolinaangels.com).

### **IP Group**

1 Righter Parkway  
Suite 260  
Wilmington, DE 19803  
(302) 752-1055

IP Group was set up with a mission to evolve great ideas, mainly from our partner universities, into world-changing businesses. We achieve this by systematically helping to create, build and

support outstanding intellectual property-based companies. The Group pioneered the concept of the long-term partnership model with UK universities and has spent many years honing a unique approach to building businesses and providing support along the journey from “cradle to maturity”. We have replicated this approach with a select group of US research institutions and, in 2017, the Group announced it was expanding into Australasia.

### **Keiretsu Forum – Mid-Atlantic**

1150 First Avenue  
Suite 310

King of Prussia, PA 19406-1334  
(610) 971-4067

“Keiretsu” is the Japanese word for a family of affiliated companies that form a tight-knit alliance and work toward each other’s mutual success. Consistent with this definition, Keiretsu Forum is a conglomeration of serious investors, business leaders, venture capitalists, corporate/institutional investors and serial entrepreneurs bound by two overlapping and codependent goals: 1) To work together for each other’s mutual benefit, forming strategic partnerships, enhancing each other’s knowledge and building an angel network of diverse skills. 2) To access promising angel investment opportunities around the world.

### **Kiva Delaware**

100 W. 10th Street  
Wilmington, DE 19801  
(302) 425-5500

Through facilitating access to capital, we strive to empower small business owners and future entrepreneurs to reach their goals.

### **Leading Edge Ventures**

One Innovation Way  
Suite 301  
Newark, DE 19711

Leading Edge Ventures invests in exceptionally talented entrepreneurs with vision who bring to market innovative technologies and approaches that are in high demand.

### **Mid-Atlantic Diamond Ventures**

1801 Liacouras Walk  
Philadelphia, PA 19122  
(215) 204-7676

Mid-Atlantic Diamond Ventures (MADV) is an independent organization that assists emerging, technology-based companies in their effort to build sustainable businesses by better positioning them for funding while increasing value at an early and crucial stage. MADV utilizes coaching sessions to prepare qualified companies for investments; helps ensure that investment materials are comprehensible, defensible and compelling; and provides input around critical aspects of entrepreneurship and scaling. Entrepreneurs that successfully complete these coaching sessions are invited to present their company at our quarterly venture forums, attended by accredited individual investors, angel groups, and venture capitalists. At these events, entrepreneurs engage one-on-one with potential investors.

### **Osage Venture Partners**

50 Monument Road  
Suite 201  
Bala Cynwyd, PA 19004  
[\(484\) 434-2255](tel:(484)434-2255)

Osage Venture Partners (OVP) invests in early stage, business-to-business (B2B) software companies headquartered on the East Coast from its offices just outside of Philadelphia, PA. With over \$100M under management, OVP seeks to invest in determined and creative entrepreneurs and provide them with the assistance required to build high growth businesses.

### **Robin Hood Ventures**

2526 Naudain Street  
Philadelphia, PA 19146  
[\(215\) 839-6259](tel:(215)839-6259)

Robin Hood Ventures is a group of angel investors, focused on early-stage, high-growth companies in the Greater Philadelphia region. We help entrepreneurs build great companies, providing capital, mentoring, expertise and connections to help companies reach their potential. Robin Hood generally invests \$250k to \$500k, and collaborates with angels, institutions and VCs in our network. We invest as a single entity in businesses we know and understand, in a way that gets deals done. Since 1999, we have invested in over 45 companies in industries including software, medical devices, biotech, internet and financial technology.

### **Wefunder**

1 Broadway  
Cambridge, MA 02142

Wefunder & Garry Johnson III of First Founders are here to help you raise more money, faster, so you can focus on making something people love Plus – we'll take 33% off our fees for PhilaDelaware Founders