

# DELIVERING ON A VISION

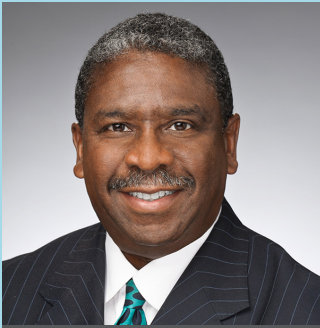
2022 ANNUAL REPORT



[www.baltimoreniif.org](http://www.baltimoreniif.org)

We are a Community Development Financial Institution, certified by the U.S. Treasury Department, dedicated to delivering capital and promoting inclusive equitable growth in Baltimore's historically disinvested neighborhoods.

# MESSAGE FROM THE CHAIR AND CEO



**CHAIRMAN**  
Arnold Williams



**PRESIDENT & CEO**  
Mark Kaufman

The Neighborhood Impact Investment Fund, in its third full year of operation, had an impactful year in Fiscal 2022. As a place-based fund, NIIF singularly focuses on deploying much-needed capital in Baltimore neighborhoods that have suffered from long standing disinvestment and inequity. These are the same vulnerable, majority-minority communities where residents were disproportionately impacted by COVID-19. Providing dedicated resources and commitments to aid recovery and support economic opportunity has never been more important.

In creating NIIF, the City put forth a vision for a new resource that would drive inclusive and equitable growth throughout Baltimore. We are committed to making this vision a reality by delivering investment and working with dedicated borrowers, lenders, and partners in the public, private and philanthropic sectors to bring impactful projects to fruition.

The Fund closed \$9.6 million in new loans, bringing the total since inception to over \$32 million and exceeding requirements established for the Fund by Baltimore City two years ahead of schedule. Our loans have supported initiatives ranging from affordable housing in Park Heights to a new food hall adjacent to Coppin State University. We helped preserve artist space in Greenmount West and provided support for single-family homeownership in East Baltimore.

This year NIIF also began to work collaboratively with borrowers and funders, leveraging our platform to deliver additional, complementary resources that can help communities meet their development objectives. NIIF secured grant funds from the State of Maryland to provide safety improvements at the Walbrook Junction Shopping Center and to support demolition and site improvements for housing at Madison Park North.

As a certified Community Development Financial Institution (CDFI), NIIF also received its first funding through the US Treasury's CDFI Fund. NIIF's awards of \$2.6 million in funding are being used to support lending activities as we continue to grow.

Looking to the future, we are committed to expanding our lending and fulfilling our role of working in alignment with the City to deliver investments that support residents and businesses in the communities we serve. In doing so, we will leverage as many complementary resources as possible to create a greater impact. Building strong relationships with borrowers, partners, and funders in the public, private, and philanthropic sectors, we seek to innovate and deliver capital solutions that can drive real change in Baltimore neighborhoods.

We express gratitude to our staff, our Board of Directors, and to the partners and supporters who have joined to set NIIF on a successful course in support of our City. Our work to create stronger neighborhoods with economic opportunity for all has only just begun.

## NOTES

Both this report and the accompanying audited statements of the Neighborhood Impact Investment Fund cover the fiscal year beginning July 1, 2021 and ending June 30, 2022 ("Fiscal 2022" or "FY22").

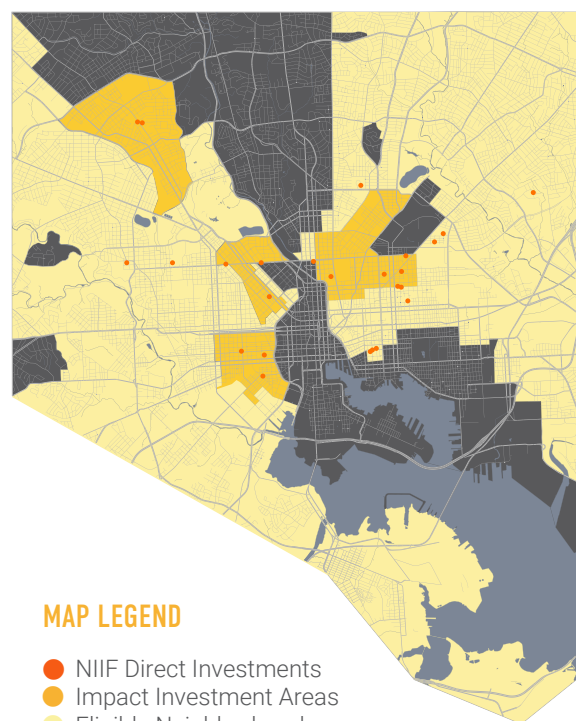


# PLACE-BASED INVESTING

Baltimore is one of the most racially and economically segregated cities in the United States, with a history that includes the adoption of the nation's first racially restrictive housing ordinance in 1910 and the development of Cherry Hill as the nation's first "planned community for African Americans" in the 1940s. Racist policies and practices compounded over time to create what experts have deemed "hypersegregation" – a city that is highly segregated across multiple measures, including the clustering of different racial groups in separate neighborhoods and the lack of exposure or interaction between minority and majority residents. Capital flowed along similar lines, with predominantly Black neighborhoods being starved of investment for decades, resulting in the persistent geographic and racial concentration of poverty, high unemployment rates, food deserts, below-median life expectancy and crime.

Reversing these trends requires purposeful and equitable investment strategies and collaborative actors. At NIIF, we are proud to be part of this effort. Created and launched by Baltimore City, NIIF is a public-private partnership that brings much-needed capital to Eligible Neighborhoods (as defined by the City) that have suffered for generations from lack of investment and racial discrimination. By providing affordable financing to transformative projects in these communities, NIIF seeks to accelerate economic recovery, catalyze business activity, and create more opportunities for residents.

In Fiscal 2022, NIIF originated \$9.6 million in new loans. These transactions leveraged significant additional resources, with total project-level investment from all sources reaching \$57.2 million. All of our investments support NIIF's Eligible Neighborhoods, which are home to 85% Black residents, and the majority of our loans support borrowers who are minority-owned or minority-led.



	FY22	SINCE INCEPTION
NUMBER OF LOANS CLOSED	7	25
NIIF FUNDS COMMITTED	\$9,644,886	\$32,799,761
NIIF FUNDS DEPLOYED	\$6,154,790	\$22,298,224
NIIF FUNDS OUTSTANDING (AT YEAR-END)	\$14,795,308	\$14,795,308
TOTAL NIIF + LEVERAGED COMMITMENTS (AT CLOSING)	\$57,206,141	\$147,636,816

# NIIF INVESTMENT IMPACT

NIIF monitors measurable impacts in key areas that include jobs created, housing units created, and small businesses assisted. The data presented reflects (1) projected outcomes expected from a financing round in which NIIF is a participant and (2) projected outcomes once the project is fully completed. This includes additional financing that may be required. The small business data reflects activities by intermediaries for financing provided by NIIF to small businesses in Eligible Neighborhoods.

IMPACTS FROM FY22 INVESTMENTS	PROJECTED TO RESULT FROM NIIF FINANCING	PROJECTED TO RESULT FROM PROJECT COMPLETION
PERMANENT FULL-TIME EQUIVALENT JOBS	117	175
CONSTRUCTION FULL-TIME EQUIVALENT JOBS	163	369
HOUSING UNITS CREATED OR PRESERVED	66	286
NUMBER OF SMALL BUSINESSES FINANCED OR SUBSTANTIALLY ASSISTED	38	39

NIIF recognizes that “who” is as important as “what” when it comes to investing. Within NIIF’s Eligible Neighborhoods, we purposefully work to meet the needs of minority borrowers and non-profits that face particular challenges in accessing capital. We seek to collaborate with other CDFIs to build an ecosystem that can support these borrowers over the long term.

	FY22	SINCE INCEPTION
NUMBER OF LOANS CLOSED	7	25
SPONSOR / BORROWER IS MINORITY-OWNED OR CONTROLLED (INCLUDING NFP)	4	9
SPONSOR / BORROWER IS WOMEN-OWNED OR CONTROLLED (INCLUDING NFP)	1	3
SPONSOR / BORROWER IS MINORITY-LED (INCLUDING NFP)	4	13
INVESTMENT IS IN PARTNERSHIP WITH A CDFI	5	16



# PROJECT INVESTMENTS

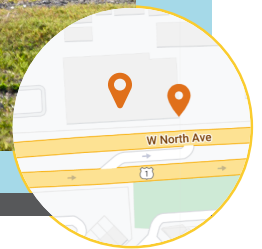
## MADISON PARK NORTH

A NEW GATEWAY FOR WEST BALTIMORE

ANYONE WHO KNOWS ME KNOWS THIS IS ONE OF THE PROUDEST MOMENTS OF MY LIFE. THIS IS A NEW GATEWAY FOR WEST BALTIMORE. IT IS PROOF POSITIVE TO BALTIMORE'S NEIGHBORHOODS THAT THEY HAVE THEIR BEST DAYS AHEAD."

**P. DAVID BRAMBLE**

MANAGING DIRECTOR  
MCB REAL ESTATE



The 8-acre site along North Avenue between Park Avenue and Linden Avenue has sat vacant for years. Before it was empty, it was home to Madison Park North, a residential and retail complex built in the 1970s as an urban renewal project. The project fell into such disrepair and criminal activity that it was known as the "Murder Mall" until it was shuttered by the City and razed in 2017.

Today, a development team of native Baltimoreans, led by MCB Real Estate along with Atapco Properties and MLR Partners, is working to revitalize this prominent location in West Baltimore with support from the City and the State of Maryland. NIIF was awarded \$3.85 million in grant funding from the State of Maryland to invest in this project and is providing a concurrent bridge loan to support demolition and construction.

The initial phase of the project will bring new public streets and sidewalks, added green space, and 120 for-sale townhomes. Subsequent phases are expected to include two mixed-use buildings that will provide 200 apartment units, a grocery store, and 100,000 square feet of office space for nonprofits. Altogether, this initiative will bring \$100 million of investment into this community.

At a groundbreaking in August 2022, David Bramble, the co-founder of MCB Real Estate spoke as both a project sponsor and a neighborhood resident saying, "I used to come here often after school, so I know what this was. I lived it. This is personal for me. Although MCB owns millions and millions of square feet of commercial real estate, I can't describe the feelings that I have as I see this site's wonderful future about to unfold and what it means to all of us here in West Baltimore. It's so meaningful to be doing this work right here in my own neighborhood."



**ADDRESS**  
800 W NORTH AVE



**NEIGHBORHOOD**  
RESERVOIR HILL



**NIIF LOAN AMOUNT**  
\$3.5 MILLION



**TOTAL TRANSACTION SIZE**  
\$24.1 MILLION

# PROJECT INVESTMENTS

## AREA 405

PRESERVING & PROTECTING AFFORDABLE ARTIST SPACE

"I LOVE THE COMMUNITY OF ARTISTS GATHERED IN ONE PLACE. THERE IS AN AMAZING SYNERGY THAT COMES FROM BEING IN A COMMUNITY OF BALTIMORE ARTISTS."

**MARANDA KOSTEN**

AREA 405 TENANT | LEAD PRODUCER, WRITER, AND DIRECTOR AT DO GOOD VIDEO



Over two decades, a group of artists transformed the AREA 405 building in Greenmount West from a blighted industrial warehouse into a vital and beloved component of the City's arts community. Local creatives were attracted to this inexpensive, functional space in downtown Baltimore and a vibrant neighborhood amenity was born. The building offered affordable studio space, a large exhibition gallery, and the Station North Tool Library, a small nonprofit that provided residents with over 3,000 tool rentals, 30 classes, a woodworking shop, a DIY workspace, and a home repair classroom.

However, marketers painted a different picture when the building went up for sale in 2021. Promotional materials rebranded the property as "Oliver Street Lofts", a fix-and-flip luxury apartment investment opportunity that would attract "sophisticated urbane renters" thanks to the "greater regional connectivity" promised by the ongoing renovation of Penn Station. Longtime artist

tenants and neighborhood residents feared displacement and the dissolution of their community.

Recognizing the urgency of the situation and the importance of this asset, the Central Baltimore Partnership collaborated with local developer Ernst Valery to acquire and preserve the building as an affordable workspace for Baltimore's artists. The new owners received support from the State of Maryland, the City of Baltimore, and several foundations to make the development possible. NIIF joined Reinvestment Fund, a national CDFI focused in Baltimore, to provide approximately \$2.7 million in acquisition and renovation financing to support the transaction.

The plan is to expand the number of artist studios in the building, add retail offerings to help activate East Oliver Street and, in the longer term, create affordable apartments for artists in the back of the building.



**ADDRESS**  
405 E OLIVER ST



**NEIGHBORHOOD**  
GREENMOUNT WEST



**NIIF LOAN AMOUNT**  
\$1.3 MILLION



**TOTAL TRANSACTION SIZE**  
\$5.9 MILLION

# PROJECT INVESTMENTS

## HENDERSON CROSSING

TRANSFORMING VACANT HOUSING INTO HOMEOWNERSHIP OPPORTUNITIES

THIS REDEVELOPMENT PROVIDES NEEDED HOUSING AND CREATES DENSITY, HELPING US TO ATTRACT OTHER RETAIL AMENITIES AND CREATE MORE OPPORTUNITIES FOR RELOCATED RESIDENTS TO RETURN TO THE NEIGHBORHOOD."

**CHERYL WASHINGTON**

PRESIDENT AND CEO OF EBDI, INC.



As part of the East Baltimore Development Initiative (EBDI), Henderson Crossing represents a critical effort to bring affordable, quality homeownership options to the community. Launched in 2019, this ambitious project is creating more than 50 housing units, most of which involve restoring historic homes that have long sat blighted. The project is located next to the Henderson Hopkins school with which it shares its name.

Led by Cross Street Partners, City Life Historic Properties, and Apex Building Group, the development includes both market-rate and income-restricted units. Of the 24 units sold so far, 10 were bought by households making 80% AMI or less, 21 were bought by Black or Multiracial individuals, and 19 were bought by first-time homebuyers. This project benefits from support by the State of Maryland, the City of

Baltimore, and the Abell Foundation. NIIF provided a bridge loan for construction in support of historic tax credits from the State of Maryland in conjunction with financing from Sandy Spring Bank.

"The Henderson Crossing project is bringing affordable and market-rate historic rehabs to Eager Park, and it is a crucial part of EBDI's goal of creating a mixed-income community," said Cheryl Washington, President and CEO of EBDI, Inc.



### ADDRESS

800 BLOCK N PATTERSON PARK AVE



### NEIGHBORHOOD

MIDDLE EAST



### NIIF LOAN AMOUNT

\$1.3 MILLION



### TOTAL TRANSACTION SIZE

\$13.1 MILLION



# PROJECT INVESTMENTS

## MILL ON NORTH FOOD HALL EXPANDING ACCESS FOR ENTREPRENEURS OF COLOR

THE CONCEPT OF A FOOD HALL USING VENDORS FROM WEST BALTIMORE, WE THOUGHT, WAS A GREAT OPPORTUNITY TO BRING NOT ONLY JOB INVESTMENT AND COMMERCIAL DEVELOPMENT, BUT ALSO A SENSE OF NEIGHBORHOOD AND COMMUNITY.”

### PASTOR MELDON DICKENS

EXECUTIVE DIRECTOR OF THE COPPIN HEIGHTS  
COMMUNITY DEVELOPMENT CORPORATION



For residents of West Baltimore's North Avenue corridor, there are not many food options beyond a handful of carry-outs and a Burger King. However, the Coppin Heights Community Development Corporation and Neighborhood Housing Services of Baltimore hope to change that as part of an exciting mixed-use development adjacent to Coppin State University at the site of the former Walbrook Mill & Lumber Yard.

In 2020, the first phase of the development was completed with the opening of a 65-unit, mixed-income apartment complex and a full-service Truist Bank Branch. Now work is underway to transform 7,800 square feet on the first floor into a vibrant food hall. It will feature seven local Black-owned businesses and provide a variety of high-quality, sit-down eatery options for Coppin State students and neighborhood residents. The vendor list includes D&B Deli,

Cocktails at The Mill, Dancing Potatoes / The Blissful Burger Bar, Dream Street Cuisine, Next Phaze Cafe, Cupsey Cakesy, and 3 Chefs.

NIIF partnered with Neighborworks Capital, a national non-profit CDFI, to provide a \$1.5 million construction-to-permanent loan to support this development.

"We are proud to partner with NIIF to finance the Mill on North Food Hall. This transformational project would not have been possible without the tremendous support of partners like NIIF who share our vision to bring economic justice to West Baltimore," said Dan Ellis, Executive Director of Neighborhood Housing Services of Baltimore.



**ADDRESS**  
2636 W NORTH AVE



**NEIGHBORHOOD**  
MONDAWMIN



**NIIF LOAN AMOUNT**  
\$750,000



**TOTAL TRANSACTION SIZE**  
\$3.8 MILLION

# PROJECT INVESTMENTS

## PARK HEIGHTS REDEVELOPMENT

WORKING IN CONJUNCTION WITH THE CITY'S IMPACT INVESTMENT AREA STRATEGY

WITH SUPPORT FROM BALTIMORE CITY, THE STATE, AND COMMUNITY PARTNERS, WE ARE EXCITED TO HAVE THE OPPORTUNITY TO REVERSE DECADES OF DISINVESTMENT IN THIS COMMUNITY AND TO UNDERTAKE A LARGE-SCALE REDEVELOPMENT TO BENEFIT ITS RESIDENTS."

**MANSUR ABDUL-MALIK**

SENIOR VICE PRESIDENT OF DEVELOPMENT  
AT THE NHP FOUNDATION



Transformative development is underway along Park Heights Avenue, south of Pimlico Race Course. After acquiring and clearing a 17-acre site for revitalization, the City selected the NHP Foundation, a national nonprofit dedicated to preserving and creating quality housing for low- and moderate-income families, to lead the project. The multi-phase plan will include 288 housing units, a neighborhood park, community garden space, and an urban plaza.

In December 2021, NIIF joined the National Housing Trust Community Development Fund to provide a combined \$2 million loan to NHPF for pre-development expenses associated with the first phase of this project. Phase one is expected to include a 100-unit affordable senior apartment building, along with shared community space, a doctors' office, a large courtyard, ample

parking, and a new leasing office to serve future Park Heights redevelopment properties. In September 2022, NIIF and the National Housing Trust collaborated to provide an additional \$1.5 million for a second phase which will deliver an additional 53 units of affordable housing for families.

"The City has been eagerly driving this effort, and we are excited to see this important project moving forward," said Alice Kennedy, Baltimore City Housing Commissioner. "This is a tremendous opportunity for transformative growth and investment in Park Heights and will provide affordable housing and new homeownership opportunities."



### ADDRESS

4700 BLOCK PARK HEIGHTS AVE



**NEIGHBORHOOD**  
PARK HEIGHTS



### NIIF LOAN AMOUNT

\$1.0 MILLION  
(PHASE 1)



### TOTAL TRANSACTION SIZE

\$37.8 MILLION  
(PHASE 1)

# ACTIVITY SINCE INCEPTION

Since inception, NIIF has worked to support a wide range of transactions in Eligible Neighborhoods. Below is a breakdown by project type.



MULTIFAMILY HOUSING **5**



SINGLE FAMILY HOUSING **5**



MIXED USE **2**



COMMUNITY FACILITIES **6**



COMMERCIAL **2**

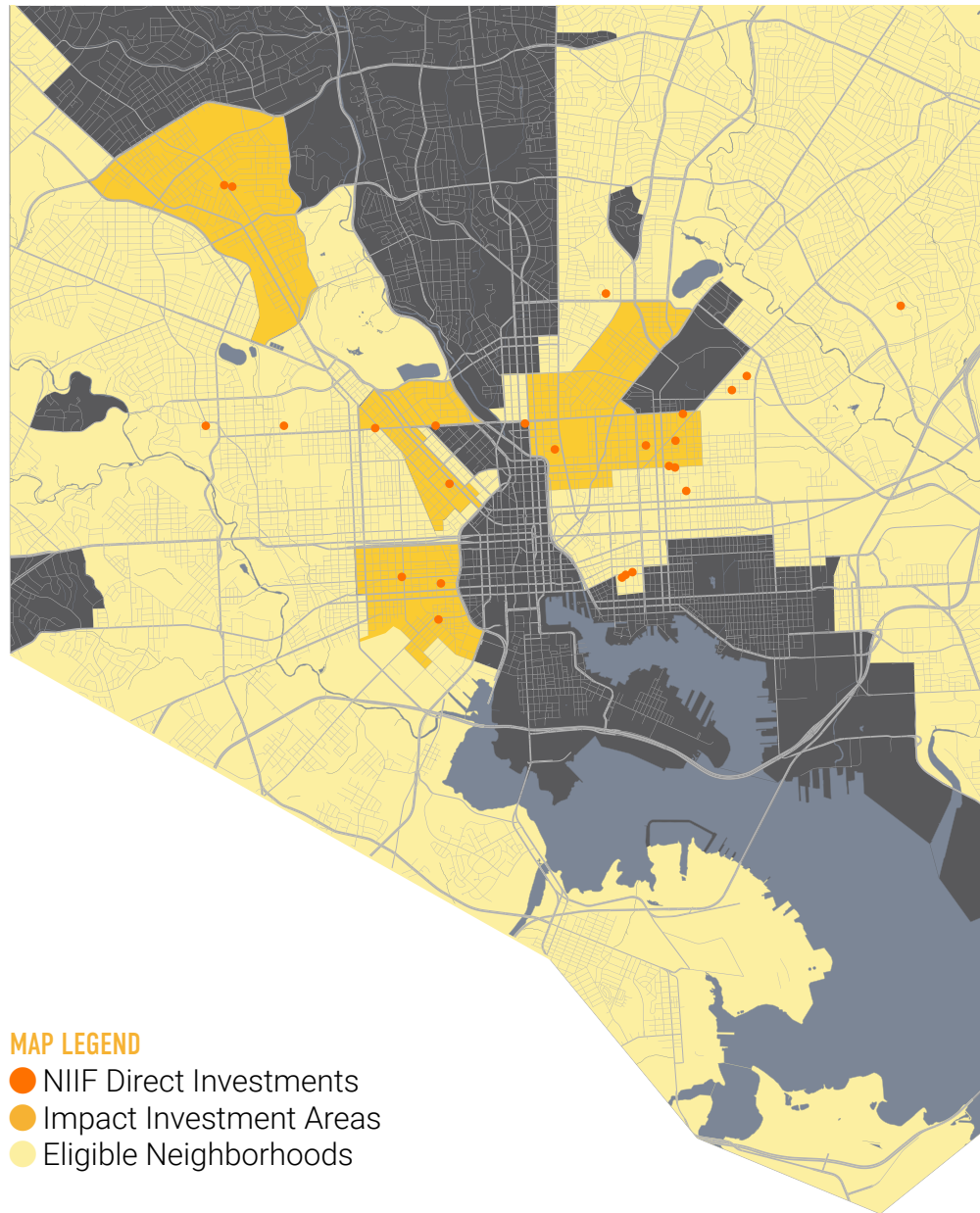


SMALL BUSINESS **5**



# FINANCIAL REVIEW

STATEMENT OF FINANCIAL POSITION (AS OF JUNE 30)	2022	2021
<b>ASSETS</b>		
CASH, CASH EQUIVALENTS AND INVESTMENTS	\$41,956,431	\$41,563,135
GRANTS AND OTHER RECEIVABLES	-	\$1,002,800
LOANS RECEIVABLE	\$14,795,309	\$12,002,286
LOAN LOSS RESERVE	(\$875,990)	(\$657,538)
OTHER ASSETS	\$162,442	\$178,338
<b>TOTAL ASSETS</b>	<b>\$56,038,192</b>	<b>\$54,089,021</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
LOAN PAYABLE	\$51,700,000	\$51,700,000
OTHER LIABILITIES	\$71,716	\$109,357
<b>TOTAL LIABILITIES</b>	<b>\$51,771,716</b>	<b>\$51,809,357</b>
<b>NET ASSETS</b>		
UNRESTRICTED	\$4,259,976	\$1,279,664
WITH DONOR RESTRICTION	\$6,500	\$1,000,000
<b>TOTAL NET ASSETS</b>	<b>\$4,266,476</b>	<b>\$2,279,664</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$56,038,192</b>	<b>\$54,089,021</b>
<b>STATEMENT OF ACTIVITIES (PERIOD ENDED JUNE 30)</b>		
<b>REVENUE</b>		
INTEREST AND OTHER EARNED REVENUE	\$698,164	\$669,284
GRANTS AND OTHER CONTRIBUTIONS	\$2,668,143	\$100,913
<b>TOTAL REVENUE</b>	<b>\$3,366,307</b>	<b>\$770,197</b>
<b>EXPENSES</b>		
PROGRAM SERVICES	\$1,040,270	\$1,171,250
PROVISION FOR LOAN LOSS RESERVE	\$218,452	\$381,657
MANAGEMENT, GENERAL AND OTHER	\$339,225	\$303,240
<b>TOTAL EXPENSES</b>	<b>\$1,379,495</b>	<b>\$1,474,490</b>
CHANGE IN NET ASSETS	\$1,986,812	(\$704,293)



**MAP LEGEND**

- NIIF Direct Investments
- Impact Investment Areas
- Eligible Neighborhoods

# BOARD OF DIRECTORS

CHAIRMAN	<b>ARNOLD WILLIAMS</b> Founding Partner & Managing Director, Abrams, Foster, Nole & Williams
TREASURER	<b>JOHN HAMILTON</b> President, Municipal Employees Credit Union of Baltimore
SECRETARY	<b>JOYCE MOSKOVITZ</b> Principal, Riverside Advisors   Former Director of FHA Multifamily Lending, Bank of America
DIRECTOR	<b>MARC BROADY</b> Vice President of Community and Government Affairs, MAG Partners
DIRECTOR	<b>AUGIE CHIASERA</b> President, Greater Baltimore - Chesapeake Region at M&T Bank
DIRECTOR	<b>FAGAN HARRIS</b> President & CEO, Baltimore Corps
DIRECTOR	<b>DANA JOHNSON</b> President & CEO, Homes for America
DIRECTOR	<b>MARY JOHN MILLER</b> Senior Fellow, JHU 21st Century Cities Initiative   Former Under Secretary, U.S. Treasury
DIRECTOR	<b>ERNST VALERY</b> Founder & President, Ernst Valery Investments
DIRECTOR	<b>SONJA WELLS</b> Executive Vice President & Chief Lending Officer, City First Bank
CITY DIRECTOR	<b>JALAL "JAY" GREENE</b> Chief Operating Officer, Baltimore City Department of Housing and Community Development
CITY DIRECTOR	<b>COLIN TARBERT</b> President & CEO, Baltimore Development Corporation
CITY DIRECTOR	<b>PAUL TAYLOR</b> Director, Baltimore City Mayor's Office of Minority and Women-Owned Businesses

## STAFF

**MARK KAUFMAN**  
President & CEO

**PATTI CHANDLER**  
Chief Financial Officer

**RYAN RATTANNI**  
Senior Lending Officer

**SAMMY NDIYO**  
Controller

**JACOB CROUSE**  
Community Development Fellow



# Thank You.



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#### Address

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DESIGNED BY

REJ & Associates, Inc.