




JUMPSTART WILMINGTON

Creating Opportunities One Property at a Time

ABOUT JUMPSTART WILMINGTON



“There is a mission-driven component when you are developing housing in your own neighborhood. You could make more money investing outside of Wilmington, but when you understand you’re not just investing in yourself but in your community — that is the heart of the matter.”

— Ivey Ibrahim, Central Baptist Community Development Corporation

Jumpstart Wilmington was launched in 2020 to help Wilmington residents and people committed to revitalizing Wilmington become developers of their own neighborhoods through quality, community-focused real estate development training and financing options. The 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.

The purpose of Jumpstart Wilmington is to promote the growth of local developer capacity through training and development to support neighborhood revitalization and community development solutions. Increased local developer capacity in Wilmington is the key to scaling development activity and revitalizing communities more rapidly. Residents of Wilmington communities are the best resource for neighborhood revitalization, as many have potential to effect positive change in their neighborhoods. Jumpstart Wilmington provides aspiring developers who live in Wilmington communities and people committed to revitalizing Wilmington with the skills, knowledge, and support they need to rehabilitate key properties, one at a time.

HOW IT WORKS

Participants begin the program by taking part in training sessions consisting of 14 hours of classes covering nine key development topics. Each session features multiple presenters each knowledgeable about development, with extensive experience in the local real estate market and a deep involvement in Wilmington neighborhoods. More importantly, the presenters share a common bond with Jumpstart participants — all are committed to addressing long-standing community and economic development issues, such as reducing blight, creating safe and affordable housing, revitalizing neighborhoods, and keeping resources and capital in Wilmington.

Upon completion of the training program, graduates are paired with an experienced developer who can provide one-on-one mentorship — advising them on deal structuring, property sourcing, and problem-solving strategies. In addition to the intensive training program, participants are invited to take part in ongoing complementary programming throughout the year.



COMPLEMENTARY PROGRAMMING

Kickstart Sessions

Monthly Kickstart Sessions focus on specific development topics and are open to the broader development community.

Developer Network Events

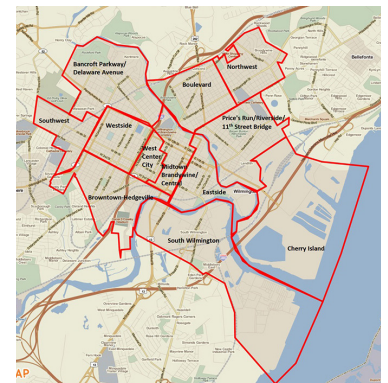
Developer Network Events are designed to facilitate relationship-building and foster partnerships between Jumpstart Wilmington program participants and members of the development community.

“One of the most valuable components of Jumpstart Wilmington is that it introduces participants to a variety of key stakeholders who helped us learn best practices. We met people in city and state departments, contractors, architects, licensing and inspectors – the people that make a project possible.”

— Sarah Lester, a member of Jumpstart Wilmington's second cohort and advisory committee member

OUR FOCUS AREA

Jumpstart Wilmington is the City of Wilmington boundaries.



NINE JUMPSTEPS TO REAL ESTATE DEVELOPMENT

Jumpstart Wilmington uses a collaborative approach to real estate development, emphasizing the sharing of resources and information, embodying the philosophy, **“We can do more together than we can do alone.”**

The Nine Jumpsteps

- Minding Your Business
- Development Strategy & Team
- Source a Property
- Do Your Due Diligence
- Find Your Financing
- Develop Design & Procuring Permits
- Accessing Other Development Resources
- Customize Construction
- Lease/Manage/Sell Your Property

TRAINING HELP GUIDE

Jumpstart Wilmington Programming	Brief Description	Application Required	Online Registration Required	Will I be matched with a mentor if I attend this training/event?
Jumpstart Wilmington Training Program	4-week training program	Yes	No	Yes, but only if you attend the orientation and all sessions
Kickstart Session	Monthly webinars focusing on specific development topics	No	Yes	No
Developer Network Events	Facilitate relationship-building and foster networks and partnerships w/development community	No	Yes	No

“The Jumpstart Wilmington training program is intensive. It’s not just a workshop talking about high-level concepts. It is a soup to nuts resource where you learn about contracts, licensing, how to manage a property, financing, environmental concerns...everything was covered. The speakers were engaging and interactive, answering questions and sharing practical tips during and after the lessons.”

— Quincy Watkins, a business owner and member of Jumpstart's third cohort

CONTACT



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