

SPOTLIGHT



Marva Hammond
August 2021 Cohort



*Mixed-Use Retail/
Housing Renovation*



JUMPSTART WILMINGTON

Creating Opportunities One Property at a Time

www.jumpstartwilmington.org

Marva Hammond graduated from Cinnaire's Jumpstart Wilmington program in August 2021 as a member of Cohort #4.

She had served with the Delaware Housing Assistance Program for several years and had up close experience with many of Delaware's affordable housing challenges. In 2020, she and her father, Charlie Falletta, decided be part of the solution. They purchased and renovated a blighted factory in the Southbridge neighborhood. As she faced the challenges of development, compounded by Covid-related supply chain issues, Marva decided she wanted more specific development training and the Jumpstart Wilmington program was ideal for her.

"It's an amazing program, giving new developers and investors the education and resources to succeed," Marva said. "It has great people and great energy. Without this program, I wouldn't have been able to accomplish this project"

Her newly renovated, energy efficient, mixed-use property, Southbridge Community Services (SBCS), has 10 efficiency units with room for additional business and retail space. Marva is working with the Hope Center to rehouse residents at SBCS, giving them a safe, affordable and beautiful place to live. Marva leveraged her connections and resources from Jumpstart Wilmington throughout the development of the project. She also opened the site during construction to provide program participants a glimpse into the development process.

"I was really lucky to be a Jumpstart Wilmington graduate. It helped me work through issues with the City offices, the fire marshal, and others. Having developed relationships through the program, I was able to reach out, ask questions and have face-to-face interactions to finish this project."