



Neighborhood Investment Strategist

CNP was founded in 1988 to serve the unique role of a local community development funding and support intermediary for community development corporations (CDCs), and it is a vital partner to Cleveland's community revitalization efforts. In 1991 and 1992, the New Village Corporation (NVC) and Village Capital Corporation (VCC) subsidiaries, respectively, were established to further real estate development and lending in the neighborhoods.

CNP believes that CDCs are the best instruments to drive neighborhood revitalization. They are trusted partners in neighborhoods - closest to residents and small businesses, and they exist beyond the lifecycles of individual actors and political systems, allowing them to balance the immediate and long-term needs of neighborhoods. CNP's mission is to strengthen the community development ecosystem to foster the equitable revitalization of Cleveland's neighborhoods.

Purpose

The Neighborhood Investment Strategist is a new position to lead a critical initiative for CNP and the community development ecosystem. In recent years across multiple neighborhoods, creative ideas have been initiated to address community investments and ownership in real estate. Depending on the neighborhood and the particular dynamics it faces those efforts have focused on the prevention of displacement, ensuring affordability, wealth creation, community control, or as an alternative to predatory investors.

All of these initiatives have centered the idea that community owned land strategies have the opportunity to meet the mission and business model of neighborhood revitalization. The initial models in Cleveland have connected with national examples that include but not been limited to the Mixed Income Neighborhood Trust and Community Investment Fund.

The Neighborhood Investment Strategist will lead a targeted plan to reorganize the power dynamics of real estate in communities – particularly those experiencing significant change. This includes applying varying neighborhood investment models to Cleveland's neighborhood and work alongside existing staff capacity to assist in critical real estate acquisition and financial modeling in the short term. The neighborhood investment model will be expected to look across boundaries and typologies to understand differing models including but not limited to neighborhood trusts, land trusts, and investment funds for a shared risk strategy reflecting Cleveland's real estate market.

While the neighborhood investment model will be initiated by CNP, it will be built with CDC partners and ultimately executed at the neighborhood level. The Neighborhood Investment Strategist will report to the Director of Real Estate.

Responsibilities

- Synthesize and apply the existing research and modeling completed to date
- Review existing and alternative land investment models for mid- and long-term neighborhood revitalization equity; adopt a blended model that meets the needs of Cleveland neighborhoods, CDCs, and residents
- Work with community development partners to determine the alignment with existing structures and capacities
- Build the community development, equity, and financial case for investments over the first 6-12 months
- Identify initial neighborhoods, scoring matrix, management, and disposition strategies related to acquisition
- Connect with CDC partners and existing CNP staff to draw from on-the-ground knowledge to begin the acquisition process

Cleveland Neighborhood Progress



- Explore the social cohesion, community ownership, and governance structures for long-term success
- Oversee structuring of initial entity for ownership; establish long-term framework with partners
- Review existing capacities at partner organizations and identify gaps
- Strengthen existing partnerships for a coalition to lead, fund, and execute; convene partnership meetings
- Provide support as needed to connect with regional and national thought partners, funders, and investors
- Ensure tracking and reporting on grant requirements
- Provide timely reports as needed
- Support the Director of Real Estate in related projects as needed

Preferred Qualifications

- A strong commitment to urban neighborhoods and equity
- Proven success in developing and executing real estate development strategies
- Strong knowledge of real estate finance, contract, and governance law and processes with the City of Cleveland, Cuyahoga County, and the State of Ohio
- Ability to assemble and manipulate large property datasets
- Proficiency in data management and GIS
- Self-motivation, commitment to operational excellence, capacity to learn, and ability to work collaboratively
- Excellent written, verbal, and interpersonal skills
- Excellent project management skills

Additional Information

- Salary range is \$70,000 - \$80,000.
- CNP provides the following for employees:
 - Option to work remotely up to two days per week
 - Medical (80% of premium paid by employer), Vision (100%), and Dental (100%) Insurance available for employees and dependents; first dollar benefits contribution for out of pocket healthcare expenses
 - Automatic 2% contribution to 401(k)
 - Fourteen paid holidays, two weeks of vacation, and sick time
 - Generous family leave policies

Apply

- Interested applicants should provide a cover letter and resume to careers@clevelandnp.org.