

POWERED BY ICAP

OUR MISSION

To strengthen the asset base of diverse populations through policy, education, and economic opportunities.



Institute Capital provides debt and investment capital to affordable housing developers, community-based development organizations (CBDOs) and small businesses. Our goal is to revitalize and transform diverse communities through affordable housing, entrepreneurship, HBCU collaborations and community development.

As a certified Community Development Financial Institution (CDFI), Institute Capital seeks to provide high-impact lending to borrowers who cannot typically get capital from mainstream financial institutions, and who are working to create thriving economies in communities that represent the most diverse populations.

FROM THE DESK OF THE SENIOR VICE PRESIDENT

Welcome to the second edition of the Institute Capital (ICAP) newsletter. As we reflect on the first quarter of 2026, we are pleased to share continued progress in advancing economic opportunity throughout our service area. During the first quarter, ICAP deployed capital across a diverse range of industries, including manufacturing, affordable housing development, retail, and service-based businesses, helping entrepreneurs and community developers access the resources needed to grow and thrive. Our commitment to supporting small businesses remains strong, and we are encouraged by the positive impact these investments are having on job creation, business expansion, and community revitalization across our footprint. We appreciate the trust of our clients, partners, and stakeholders and look forward to sharing more success stories and opportunities in the months ahead.

Best regards,
Roberta McCullough

POWERED BY CAPITAL | FUN FACT

Small businesses create nearly two out of every three new jobs in the U.S., making entrepreneurship a key driver of local economic development.

CAPITAL IN ACTION

FIRST QUARTER 2026 | BY THE NUMBERS

\$1,814,000

TOTAL CAPITAL DEPLOYED

6

BUSINESSES FUNDED

67%

PERCENTAGE MINORITY ENTREPRENEURS

50%

PERCENTAGE WOMEN ENTREPRENEURS

33%

PERCENTAGE OF RURAL BUSINESSES

\$350,000

CAPITAL DISPERSED THROUGH DURHAM CNI



Durham: 114 W Parrish St, Durham, NC 27701 **Charlotte:** 916 W 5th St, Charlotte, NC 28202 **Asheville:** 46 S Market St, Asheville, NC 28801



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POWERED BY ICAP

MEET OUR CLIENTS | SUCCESS STORIES

Zane Gray's Vegetable Seasoning, LLC

*"Have you had your vegetables today?
THE ZANE GRAY'S WAY!"*

Zane Gray's Vegetable Seasoning, owned by **Zane Gray Marks** and **Akilah Monifa Marks**, is a Sanford, North Carolina-based company transforming the way families enjoy vegetables with its signature all-purpose seasoning blend that adds flavor, convenience, and versatility to every meal. Created to eliminate bland vegetables for good, this low-sodium, plant-based, and gluten-free seasoning has become a favorite among cooks looking for a simple way to add flavor to everyday meals.

What started as a seasoning for vegetables has quickly become a versatile staple in kitchens across the region. Customers are using it on everything from fresh salads and roasted vegetables to meats, seafood, fruits, eggs, soups, popcorn, and vegan dishes. Even children who typically avoid vegetables are enjoying them "The Zane Gray's Way!"

Learn more at <https://zanegrays.com/>



Find them online and on shelves at Food Lion and Harris Teeter locations across NC

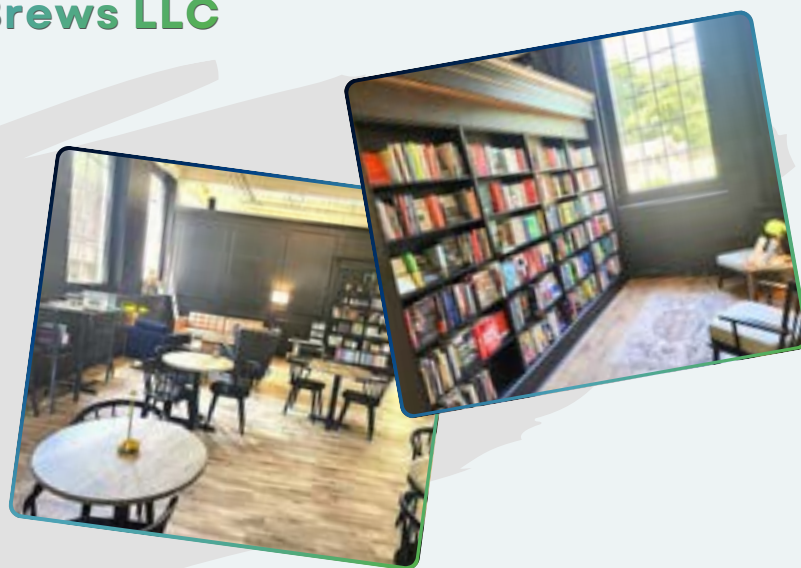
The Crooked Shelf, Books & Brews LLC

"A well-crafted blend of a bookstore and coffee!"

The Crooked Shelf, Books & Brews LLC, owned by **Anthony Frison** and **Shelbie Frison**, is Troutman, North Carolina's newest bookstore and specialty coffee shop. The Crooked Shelf was created to fill a vital niche in the local community. More than just a retail space or a quick stop, it is Troutman's definitive "third place" a warm, inclusive cultural hub designed to bridge the gap between work and home.

On your next outing, whether you are on your morning commute, taking a much needed afternoon break, or winding down on your way home make sure to stop by. Come for the delicious coffee, stay to explore the shelves, and leave having connected with the vibrant Troutman community.

Learn more at <https://thecrookedshelfbooksbrews.com/>



Located on Frazier Loop, adjacent to NC-115

Click Here to Apply Today!

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Scan to Apply ▶



ICAP'S MARKET PRESENCE



North Carolina | South Carolina | Virginia | West Virginia | Tennessee | Kentucky | DC Metro (includes Maryland)

INSIDE ICAP: PRODUCTS OVERVIEW

LOAN PRODUCTS	YEARS OF OPERATIONS	LOAN AMOUNT RANGE	TERM
Small Business Loan: LLC, Nonprofit, Sole Proprietorships, Partnerships, Corporation	3+ Years	\$50K-\$500K	Up to 6 Years
Affordable Housing pre-development funding	Depends on project	Up to \$750K	Up to 3 Years
Affordable Housing gap-financing & perm	Depends on project	Up to \$750K	Up to 7 Years
Community-Based organization bridge funding	Varies	Up to \$250K	Up to 3 Years
Microloans	Varies	From \$10K < \$50K	Up to 5 Years

DURHAM CHOICE BUSINESS RETENTION AND RECRUITMENT FUND



The City of Durham, Durham Housing Authority, and the National Institute of Minority Economic Development are overseeing the Durham Choice Business Retention and Recruitment Fund, supported by HUD and administered through Institute Capital (ICAP). The Fund aims to revitalize downtown Durham by addressing historic disinvestment while preserving its cultural identity, providing grants and loans to new and existing small businesses—especially those in Hayti.

Grants ranging from \$5,000 to \$25,000 are available for façade improvements, rehabilitation, and tenant buildout, with partial upfront funding and ongoing availability until funds are fully distributed.

For more information or questions, email funding@theinstitutenc.org.



Durham CNI
Informational
Brochure



[Click Here to Apply for the CNI Loan](#) | [Click Here to Apply for the Durham CNI Grant](#)

