



INDIANA

THE ERSKINE GREEN TRAINING INSTITUTE PROVIDES AN AVENUE FOR INDEPENDENCE

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EGTI Program Participants Skillfully Prepare Meals

"I love being around new food, cooking, learning new stuff. I've gained new experiences and made lots of new friends. My goal after graduating is to get a job working for Scotty's in Indianapolis. It would be so cool to live in the city and to get my own apartment!"

Morgan Hickman, EGTI Program Graduate

Epilogue: Morgan is now living in downtown Indianapolis, working at Scotty's Brewhouse as a prep cook.

According to the U.S. Department of Labor's Bureau of Labor Statistics, the unemployment rate for persons with disabilities was 10.5 percent in 2016, about twice that of those without disabilities (4.6 percent). Often individuals with disabilities want to work but lack access to training and employment, forcing them to seek public assistance in order to survive. The Erskine Green Training Institute (EGTI) was created to provide individuals with disabilities training and opportunities needed to become productive and independent.

EGTI is a teaching hotel and training institute for individuals with disabilities that emphasizes both student training and guest comfort. The Arc of Indiana Foundation, a statewide advocacy organization for people with disabilities, established EGTI. The Arc is committed to helping all people with intellectual and developmental disabilities achieve their goals of learning, living, working and fully participating in the community. Cinnaire, a CDFI Fund New Markets Tax Credit (NMTC) Allocatee, deployed \$11 million in NMTCs to help finance EGTI. Chase Bank, the NMTC investor, monetized the tax credits, which provided critically needed capital to help cover the project's total cost of roughly \$32 million.

Housed within a Courtyard Marriot, EGTI provides yearly post-secondary training for an estimated 200 students with

CDFI Fund NMTC Allocatee:

Cinnaire

Financing Overview:

- Cinnaire: \$11 million NMTC investment (Chase Bank was the NMTC investor)
- Indiana Economic Development Corp: \$5 million Grant
- Other Project Philanthropy: \$9.7 million in Grants
- First Merchant Bank: \$6.2 million Construction Loan
- **Total Project Cost: \$31.9 million**

Project: Erskine Green Training Institute (EGTI)

Community Profile: Muncie, Indiana

- Population: 69,010
- Median Income: \$31,044
- 32.2% Poverty Rate
- 4.9% Unemployment Rate
- 13.2% with a Disability, Under Age 65, 2011-2015

Project Highlights

- Program graduates are able to obtain employment and live independently.
- Indiana University Health changed their hiring policies so that someone without a high school diploma who has completed the program at EGTI is eligible for a job. Previously, without a high school diploma, people weren't eligible. Most people with disabilities in Indiana graduate with a certificate of completion, not a diploma. This change in policy has resulted in opening up over 1,000 jobs to individuals with disabilities!
- Scott Wise, owner of The Thr3e Wise Men Brewery, committed to hiring individuals with disabilities to be 25% of the staff at all 22 of his restaurants throughout Indiana, Ohio and Florida. Mr. Wise was recently recognized by Maria Shriver as an "Architect of Change".

disabilities from across Indiana in a variety of hotel and restaurant operations, plus six areas of healthcare. Students reside in the hotel for 10-13 weeks while they attend classes and gain valuable work experience. Daytime schedules include a variety of classes, both in the traditional classroom and hands-on training such as working at the front desk or doing food prep in the kitchen at the Thr3e Wise Men—the restaurant located in the hotel. In addition to job skills, the curriculum also includes practicing social skills and life skills to better enable the students to live independently. Students also receive free access to and training on how to use the Muncie Indiana Transit System (MITS), which provides an opportunity to enhance their independence.

Cinnaire is a full-service community development financial partner that supports community stabilization and economic development by developing and nurturing partnerships with investors and mission-focused organizations. The organization is a certified CDFI and provides a variety of lending options to support housing and community development work. For more information go to their website at www.cinnaire.com.

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