

# Meals on Wheels of Greenville

## Building Capacity for Community Impact

Greenville, SC



8,000

People Served Annually



1,086,000+

Meals Delivered Annually



### The Project: Expanding for a Community in Need

For over five decades, Meals on Wheels of Greenville has been a cornerstone of food security in an area with numerous food deserts, or areas where low-income residents lack access to healthy and affordable food options. As a result, many rely on fast food or convenience stores, contributing to higher rates of obesity, diabetes and other diet-related health issues.

With the prevalence of food deserts, one in four residents may not have access to the nutritious food they need to live healthy lives. Nearly 20% of the population, including many older adults, resides in these areas. By expanding its services, Meals on Wheels not only meets an essential need but also contributes to the overall well-being and vitality of the region.

Additionally, this expansion project aligns with the revitalization of the Augusta Road Corridor, aiming to make it a vibrant hub of community life. Meals on Wheels supports this vision by addressing a critical need: providing nutritious meals to homebound seniors who might otherwise go hungry.

#### TOTAL DEVELOPMENT COST

\$12,275,000

#### NMTC ALLOCATION SECURED

\$12,000,000

#### CDEs:

The Innovate Fund  
Capital One

#### NMTC Investor:

Capital One

#### Business Types:

Real Estate Special Purpose Entity (SPE)

#### PROJECT TIMELINE

Construction Complete Q1 2026

#### ADDRESS

3905 Augusta Rd, Greenville, SC 29605

#### CENSUS TRACT

45045001502

#### HIGHER DISTRESS CHARACTERISTICS

- ▶ Poverty: 38.4%
- ▶ Median Income: 38%
- ▶ Unemployment: 3.8% (.7x)
- ▶ HFFI Designated Food Dessert

#### COMMUNITY OUTCOMES

##### Job Creation/Retention

- ▶ Permanent Quality Jobs: 4
- ▶ Retained Jobs: 31

#### COMMUNITY SERVICES:

- ▶ Deliver over 1,086,000 meals annually, tripling current capacity and adding space for 12,000 cold meals
- ▶ Serve approximately 8,000 individuals, with 80% classified as Low-Income Persons (LIPs)



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Your Guide Forward

We knew we needed to explore other forms of investment outside of philanthropy to reach our fundraising goal, so I'm glad people educated us on NMTCs."

**-Catriona Carlisle**

*President, Meals on Wheels of Greenville*

At a time when demand for healthy meals is growing and the population is aging, solutions that provide both nutritious meals and reliable distribution for those without transportation are paramount.

## The Impact

Before this endeavor, the organization operated out of a single-family home that was not optimized to support the scale of the current operation. With support from a visionary board, Meals on Wheels of Greenville purchased land at 3905 Augusta Rd., formerly the Economy Inn Hotel, to build a new state-of-the-art headquarters exceeding 25,000 sq. ft. to meet the community's growing needs. The proximity of the location to major thoroughfares will make meal delivery more efficient.

The 2.5-acre campus will provide ample space for the building, vehicle fleet, an outdoor amphitheater and future growth. With room for one to two additional buildings, potentially for Meals on Wheels or other community organizations, this campus will serve as a strong foundation for decades to come.

Key features include:

- ▶ **15,000 sq. ft. of kitchen space**, tripling production capacity to meet Greenville County's growing demand.
- ▶ **10,000 sq. ft. of office and meeting space** to support staff and future growth, with larger spaces for volunteers, board members and community meetings.
- ▶ **5,000 sq. ft. of food storage** that more than doubles the current capacity to maintain a reliable food supply chain.

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Led by pioneers in Greenville's healthy food movement and aligned with the city's focus on expanding access to nutritious options, this project reflects a long-term commitment to improving health and sustainability for the community.

## The Sponsor

Meals on Wheels of Greenville has served the community for over 55 years, delivering meals and providing support to homebound seniors who may be isolated and struggling to maintain independence. Founded in 1968 by concerned citizens, the organization now serves nearly 400,000 meals annually, making it a critical resource for the region.

## Our Analysis

Like many nonprofits, Meals on Wheels of Greenville has launched an ambitious capital campaign with a goal exceeding \$11 million, supplemented by the sale of its current building. These efforts have stretched resources to the limit, prompting the sponsor to pursue creative financing solutions to deliver this transformative project in a community deeply in need.

Before closing, a funding gap remains that can only be closed with New Markets Tax Credit (NMTC) equity, and any additional capital will support working capital to increase capacity for this critical mission.

## Your Guide Forward



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