



CELEBRATING
TEN YEARS
OF
IMPACT



CommunityWorks 2018 Impact Report

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PUBLICATION CREDITS

Photos:
We are proud to feature photos from numerous sources, both internal to CommunityWorks and our friends including Tessa May, Constance Kidd, Alexandra Moore, and others.

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Design:
Graphic design and cover art provided by Julie Reid of JRDesign



Deborah McKetty, *CommunityWorks CEO*

Dear Friends,

On behalf of the CommunityWorks family, we thank you for supporting our mission of helping to move people and places out of poverty in South Carolina. For more than a decade now we have concentrated on reducing the barriers that prevent low wealth families and communities from participating in economic prosperity equitably. We couldn't have done this important work without you.

While the state of South Carolina has continued to enjoy strong economic growth over the past several years a growing number of residents have not benefited from the growing economy. With more than 780,000 people in SC living at or below poverty we believe that it is imperative that SC residents have access to livable wage jobs, quality affordable housing, adequate savings and assets to cover emergencies, and live in stable and healthy neighborhoods. At CommunityWorks we believe that access to opportunity to achieve financial stability is critical to building and sustaining resilient communities.

As you will see in this report, we have worked diligently to level the playing field and provide access to opportunity for underserved families and communities throughout our footprint. We have seen tremendous progress and I am deeply grateful for the amazing dedication and commitment of our board, staff, clients, and contributors. There is nothing more rewarding for me personally than to see that single parent who is finally able to provide a safe place for their children, or that small business owner who finally got a loan to make that business dream a reality.

Scaling up services to assist even more people is our top priority. That's why we engaged two major strategic partners in 2018—merging our credit union with Self Help Credit Union, and serving as fiduciary for the new Greenville Housing Fund. The year ahead will mark another major change for the organization as I will be resigning as the CEO after 10 extraordinary years.

Leading CW for the past decade has been one of the most meaningful chapters in my life and I am deeply grateful for the opportunities I've had to work with so many like-minded people and organizations here in the Upstate. I am confident that CW will continue to thrive as the Board and staff begin the work of transitioning and planning for future leadership. Stay tuned.

CommunityWorks' next decade of growth will be in capable hands, of that I have no doubt.

~Deborah

2018

COMMUNITYWORKS 2018
Impact Summary

\$1,136,671



Affordable Housing and Community Loans

266



Affordable Housing Units Built or Preserved

38



Homes Purchased

\$5,148,073



Home Sales

\$1,295,650



Small Business Loans

60



Small Business Loans

3592



Training Hours

\$1,265,060



Consumer Loans

SPECIAL THANKS TO OUR 2018 BOARD OF DIRECTORS

Mike Coggin, Chair
C. William McGee, Vice Chair
Tim Justice, Secretary
Matt Gearhart, Treasurer
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Martha Young

OUR MISSION

CommunityWorks is a non-profit financial organization committed to building a brighter future for underserved families and communities through financial education, lending, and investing.

OUR VISION

We envision robust and vibrant communities that offer the opportunity for financial stability and economic achievement for everyone.

OUR VALUES

- Collaboration
- Responsiveness
- Integrity
- Empowerment
- Responsibility

OUR CLIENTS

- **63%** Black or African American
- **68%** Women
- **85%** Low-wealth
- **33%** Single Mother Head of Household
- **100%** Underserved by traditional banks

OUR PROGRAMS

- Affordable Housing Loans
- Community Loans
- Small Business Loans & Coaching
- Financial Wellness for Families including:
 - G.O.A.L.S. & Personal Financial Coaching
 - Youth Savers Club
 - Home Buyer Assistance
 - Self-Help Credit Union membership

MORE INFO

Visit communityworkscarolina.org/report to download this 10 year anniversary impact report. If you would prefer to receive this report electronically or if you would like to join our mailing list please let us know by emailing report@cwcarolina.org.

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CELEBRATING TEN YEARS OF IMPACT

THE FIRST TEN YEARS OF COMMUNITYWORKS

A Road Less Traveled

"It has been an incredible journey!" exclaimed CEO and President of CommunityWorks, Deborah McKetty, when we sat down to talk with her about CW's 10-year history. CommunityWorks opened its doors in January 2008 as the Greenville Housing Fund, but the ground work began nearly four years prior. Like most trailblazing ideas, it took a small miracle of alignment for the right people to be in the right place at the right time.

In 2004 the local United Way and the philanthropic community turned its focus to the lack of affordable housing in Greenville, due to the issues' identification in the 2001 Community Impact Agenda. The Agenda helped lay the groundwork for Minor Shaw, who chaired the United Way Strengthening Families and Neighborhood Council. Minor was seeking strategies to improve affordable housing in low wealth neighborhoods and her interest prompted a mutual friend to introduce Minor to Deborah. McKetty, a native of Greenville, grew up in the Nicholtown community and went on to build a career in the affordable

housing and banking industry. She had just returned to town bringing with her experience and passion for community economic development.

The two women spoke for hours at their first meeting. Their common interests were energizing and kept Minor and Deborah connected. Later the same year Minor, with her friends at United Way of Greenville, hired Deborah to conduct an assessment of affordable housing in the area. The Affordable Housing Opportunity Assessment study was completed in 2005.

"We started the study by engaging a number of community stakeholders, reviewing data, and conducting research to finally come up with strategic recommendations. The most substantive recommendation from the report was to start a housing trust fund based on research of best practices across the country," Deborah explained. After conducting a feasibility study the United Way of Greenville County agreed to invest \$500,000 over three years to start the fund.

The Greenville Housing Fund

Minor and Ed Good, a well-known community fundraiser, spearheaded a multi-year fundraising effort to help sustain the fund through the start-up years. The fund became a three-way partnership between the United Way, the City of Greenville and Greenville County Redevelopment Authority, finally opening its doors January 2008 as the Greenville Housing Fund. The Hollingsworth Funds and the Community Foundation were early supporters, too. Minor and Ed also agreed to serve on the initial Board of Directors and recruited Earle Furman, Coleman Shouse, Chandra Dillard, Ginny Stroud and others with a passion for affordable housing.

With adequate funding in place and years of experience under her belt, Deborah was able to hit the ground running with two initial programs—the homebuyer assistance program and a revolving loan fund to finance affordable housing.

The revolving loan fund was made available to developers for the construction or renovation of affordable housing in Greenville. However, there were very few high capacity nonprofit housing developers at that time. The Fund provided scholarships for training and certifications to developers to increase affordable housing development capacity.

The most pressing challenge in low wealth communities at that time was the high number of substandard housing units in their neighborhoods. The early goal was to improve and beautify blighted neighborhoods and advocate for better conditions for residents living in those neighborhoods. "There were people living in really deplorable conditions so



“I'M PROUD OF THE RESPONSIVENESS THIS ORGANIZATION HAS HAD TO THE CRITICAL NEEDS IN THE COMMUNITY AND BEING VERY SOLUTIONS-ORIENTED.”

-Deborah McKetty

the city stepped up its code enforcement and did a lot of cleanup and built much needed infrastructure in these neighborhoods," said Deborah.

"We had no idea what was looming around the corner, though. In 2009, it became very clear that we were in a full-fledge recession. Financial disaster was everywhere.

Housing was not a popular topic and suddenly our core mission was threatened. Fortunately, we were well funded because of Minor and Ed's foresight but we had to rethink our mission and even our business model," Deborah recalls. The board and community stakeholders came together for an urgent strategic planning session at Furman University.

Taking a New Route

"I remember that retreat as being the moment the mission expanded," says current CommunityWorks Board Chair, Mike Coggin. Deborah agrees.

We decided several major things at that meeting. We were still very committed to affordable housing but the mission needed to be broader. We needed to do more to help people in financial crisis. There were record job losses. People were losing their homes. There were foreclosures everywhere and there seemed to be no end in sight. It was a time of financial ruin for a lot of people and many low wealth families lost the wealth they had gained through the equity in their homes. We began to realize that the business model of a housing trust fund was no longer viable. Municipalities at that time had deficit budgets and would be in no position to dedicate a public revenue source to the housing trust fund. ➤

WHAT IS A CDFI?

Community Development Financial Institutions (CDFIs) are mission-driven financial institutions that create economic opportunity for individuals and small businesses, quality affordable housing, and essential community services by making low cost loans available to people traditional lenders can't serve. **CommunityWorks was recognized as a statewide CDFI in 2014.**

WHY ARE CDFI'S IMPORTANT TO THE COMMUNITY?

CDFIs are a tremendous resource for communities because they are designed to address their local community's needs. They have flexibility that traditional lenders do not have due to limiting regulations.

EVENT TIMELINE

TEN YEARS...





CW's Board Members

WHAT IS A HOUSING TRUST FUND?

Housing trust funds are established sources of funding for affordable housing construction and development. The funds are usually provided through a dedicated government revenue stream like real estate transfer taxes or tourism taxes.

GREENVILLE HOUSING FUND 2.0

The City of Greenville committed \$2 million toward a reboot of the Greenville Housing Fund and CommunityWorks was a perfect fit to act as the fiduciary and supply back office support. "We didn't have to start from scratch like we did before which would have taken probably another two to three years to put the infrastructure in place," Deborah McKetty, CW's CEO and President, explained. The collaboration has already funded 313 units that will hopefully be available in the next 12 to 18 months.

Deborah researched larger business models and learned about the Community Development Financial Institution (CDFI) model—which were mission-based lenders that operated revolving loan funds similar to what they were already doing; however, because of the financial capacity required to support a CDFI it was clear that a larger footprint beyond Greenville County would be required. An inclusive, regional CDFI was the answer.

"As we talked to some of our counterparts in neighboring counties the first thing they made clear was that Greenville was not the only county in crisis. We were awarded a grant from Neighbor Works and embarked on a regional needs assessment which led to a re-organization and a broader path forward," Deborah explained. "We looked at Spartanburg, Anderson and Greenville demographics to identify some of the common challenges that accompany financial instability and racial inequity. We agreed on a set of strategies and potential programmatic initiatives that could help," said Deborah. Thus, the Greenville Housing Fund was transformed and rebranded into CommunityWorks.

A Few Turns

The newly formed CW learned rather quickly that financial instability is a complex and deep-rooted problem throughout the Upstate. Almost 60% of SC households had subprime credit and were being denied traditional banking services as simple as free check cashing. Deborah laments, "This was a 'systems' issue that could not be addressed overnight or by our organization alone."

With the support of the United Way, CW launched the Individual Development Accounts (IDA) matched savings program to build assets and savings, followed by an innovative microbusiness loan program to support underserved entrepreneurs. The volume of unbanked and underbanked households in the Upstate community continued to grow, though. Since traditional financial institutions were not in a position to meet the needs of this growing population—CW had to look beyond South Carolina for non traditional banking solutions. In late 2014 CW chartered CommunityWorks Federal Credit Union, a community development credit union (CDCU), to offer a safe alternative to predatory lending and other financial challenges faced by low wealth families.

"I'm proud of the responsiveness this organization has had to the critical needs in the community and being very solutions-oriented. I think we have tackled some of the toughest challenges. It's easy to look at data, talk about how bad the problem is but to really roll up your sleeves and do the hard work to get it done is the thing I'm most proud of," Deborah explained.

It is that willingness to recognize community needs and work on solutions that brought CommunityWorks to the table with local leaders when Greenville faced **another** housing crisis in 2017. "You know they say if you live long enough you see things come around full circle. Here we are 10 years later reactivating a new housing trust fund," Deborah jokes. The partnership with the City that helped fund the original Greenville Housing Fund was forged once again and CommunityWorks became the fiduciary for the new GHF last fall.

In 2018 CW also faced increased demand for yet *more* banking products and services for low wealth families. CommunityWorks FCU decided that merging with a larger mission focused credit union was the best solution and set out to find the right partner.

Self Help Credit Union, a \$2 Billion credit union based in Durham, NC was selected as the new partner. The merger provides a substantial increase in products and services for credit union members who will now have access to low cost checking and savings accounts, debit and credit cards, and a host of low cost loan options.

What does the road ahead look like for CommunityWorks? "We're almost done with building our organizational infrastructure and capacity and will soon move into our new office home. We've also started working on our third strategic plan to guide the next phase of our work which will be focused on impact expansion and sustainability," explained Deborah. The 2019-2022 strategic plan will surely include growth—likely

including a new effort to build the revolving loan fund capacity to \$50M+. Growing the loan fund to at least \$50 million provides long term sustainability for CW and the Financial Stability Networks in our footprint. Growing the fund's capital assets will provide the flexibility to continue to meet the needs of underserved people.

With ears to the ground and feet on the pavement CW's next decade will likely be as eventful as the last. If the past is indeed prologue then future economic conditions and crises will introduce new financial challenges to CW and South Carolinians, no doubt. But, responding to those local community and family financial challenges *with innovative solutions* has been CW's hallmark from the very beginning. That certainly won't be changing. **10**



Elaudivette Marrero



HOME AT LAST

When Elaudivette Marrero decided to move to South Carolina from Connecticut, she was unemployed with limited resources, no car and expecting a child. "I was so stressed out," she recalled. She was able to afford an apartment but Elaudivette wanted more for her children and for herself.

She reached out to HUD and a local bank but was informed that her credit score wasn't up to par. She also needed a permanent job. Plus, she was finding it hard to save for a down payment despite her best efforts. When her position as a customer service representative went from temporary to permanent, Elaudivette went full throttle. "I said, 'OK. This is my goal. I want to get my kids something and it's going to be for them, for us!'" She was able to secure a \$4,000 forgivable loan for a down payment through CommunityWorks and Elaudivette and her three beautiful children moved in to their home in January 2018. She likes the neighborhood and loves the fact that her children have more space to roam, study and play.

"I'm excited. I needed this," she said. "The area is quiet. I love my kitchen. We don't have the stress of having to renew a lease. I'm happier. It's like a piece of mind. Hard work pays off." **10**

TOTAL ECONOMIC IMPACT

OF TEN YEARS' WORK



Small Business Loans

\$ 3,973,995



Home Sales

\$ 58,713,716



Affordable Housing and Community Loans

\$ 6,358,223



Consumer Loans

\$ 5,463,536



Training Hours

33,990



Affordable Housing Units Built

622



Homes Purchased

544

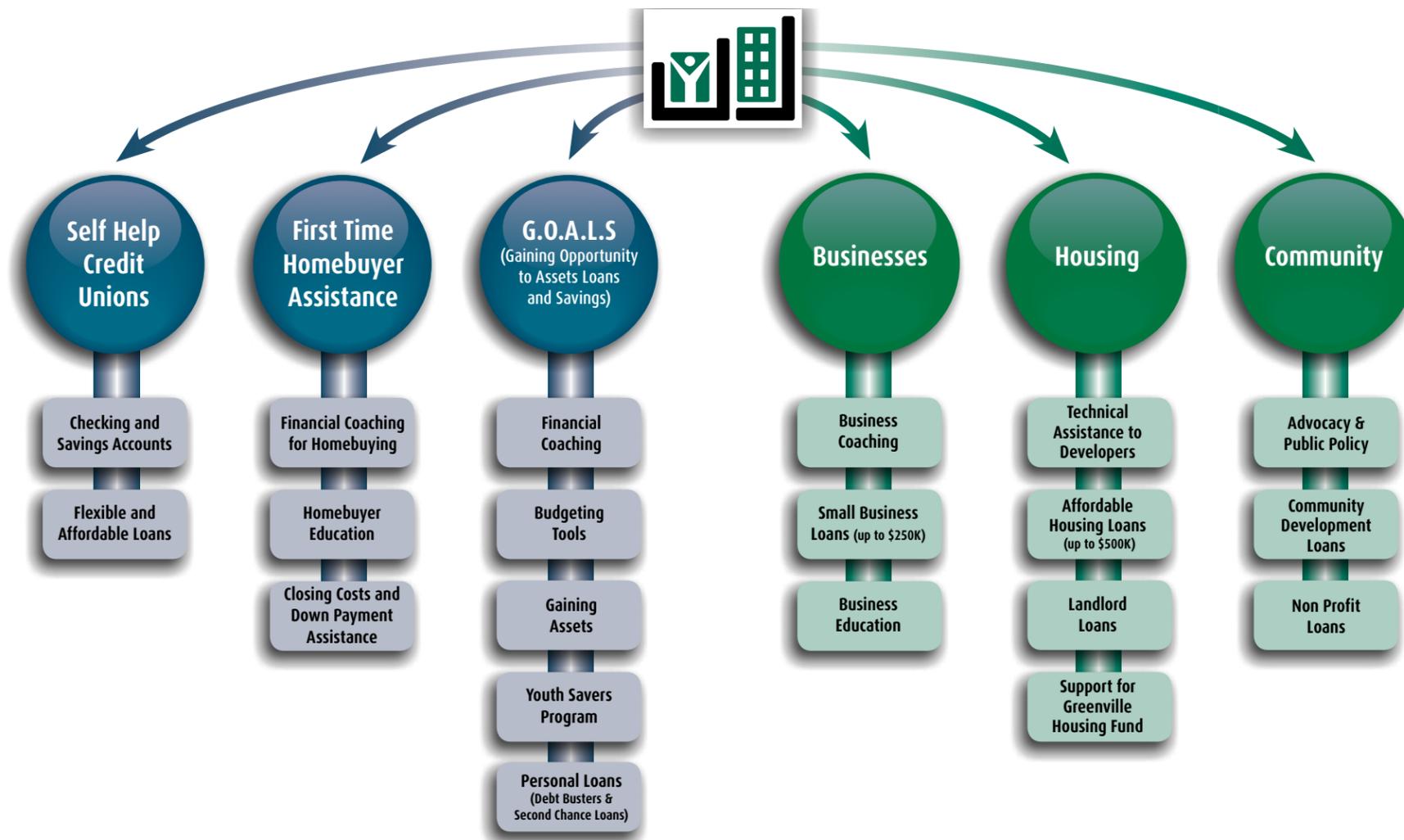


TOTAL ECONOMIC IMPACT IN SC AS OF 2018

\$221 Million

BUILDING PEOPLE & PLACES

In 2008 CommunityWorks offered two programs: HBA and the community revolving loan fund for affordable housing. In response to growing financial needs in the community CW expanded services to low-wealth families and communities, creating more economic opportunities for the underserved.



BUILDING A NEW LEGACY

Rona Neely is unstoppable! She knows what it takes to overcome a difficult childhood with parents battling addiction. Though loving grandparents stepped in, they sometimes struggled to help her with homework and to provide school supplies on a fixed income. Rona found much needed support at a local afterschool program. "It was my safe haven. It was a place where I could go and get assistance. I could do arts and crafts. I could do field trips. I had mentors and positive role models. It was a place where I could be a child." She didn't know it at the time but that afterschool program experience would help her become a champion for children.

As happens to us all, Rona grew up and fell in love. She and Tim started their very own Brady Bunch with each having two children from previous relationships and then adding twins Tay and Tray to the mix. Rona's love of children led her to the teaching profession after receiving a bachelor's degree from Clemson. She loved her work and was recognized for her passion, even receiving a nomination for South Carolina Teacher of the Year. But she believed God wanted her to do more. "God gave me the vision for GEARs in 2007 and I was afraid to step out and do it because it was going to take me out of my comfort zone of teaching in the classroom."

Rona overcame her fears six years later when, as a family, they opened the doors of GEARs, an afterschool and summer camp program no doubt inspired by her childhood experience. GEARs, which stands for Growth, Empowerment, Achievement, Respect and Service, was born from a marriage of Rona's passion for teaching and her love of children. "I wanted to make sure that children who were reared in the homes of alcoholics and addicts ...had a place that they could feel safe. That they would be able to receive assistance."

She remembered the struggles of her grandparents and she and Tim both empathized with the challenges single parents face. They wanted to provide the support struggling families need to help their children succeed.

After operating GEARs for a short time, the Neelys found themselves in need of capital to purchase computers and printers for their afterschool students. They didn't need much so they didn't qualify for a loan at a traditional bank. Rona's friend, Sarah Carter, suggested she reach out to CommunityWorks. Through an Individual Development Account, they were able to finance the purchase of much needed equipment as well as take advantage of CW's business coaching services. In 2014, they used what they learned from CW in their decision to transform GEARs into a nonprofit in order to access grants that would allow them to serve more kids.

Because Rona and Tim wanted their kids to have the financial head start young Rona didn't, they connected their kids very early on with CW. They encouraged Tay to enroll in an IDA program which provided matched savings for his education. Later the twins participated in CommunityWorks' financial wellness coaching helping them each to qualify for car loans. The coaching they received along with their parents' good example made it possible for the brothers to own their own homes at only 22! Rona's commitment to being a champion for children has given her children and the children of GEARs a better path to follow than the one she had to travel. CW is honored to play a role in the Neely's lives and their story appears here because we believe it demonstrates the necessity of CW's mission and the intergenerational impact of financial education and asset building. Thank you for playing your role in this story! 🎯

2018 HIGHLIGHTS

CWFCU merges with Self Help Credit Union

In 2018 the CWFCU Board approved a strategic merger with Self-Help Federal Credit Union. Bringing the CWFCU family into Self-Help means members will now have access to the same great services previously offered by CWFCU but will now have low cost checking, debit and credit cards, and nearly a dozen new affordable loan programs and banking services.

Planning Forward and Leading Well

CW kicked off a robust strategic planning process that included a reflection of our 10-year history and a strategic plan to guide forward. The planning process included an organizational assessment, and updated program logic modeling that allows both internal and external reviews of outcomes and more. Our final strategic plan will be led by a national CDFI consultant.

Greenville Housing Fund 2.0

CW was delighted to partner with the City and the philanthropy community to reestablish the Greenville Housing Fund under our corporate umbrella. Thanks to the strong leadership of the GHF board the City has committed \$1.3M to support the construction and preservation of 313 new units, implemented a homeowner repair program in areas impacted by gentrification, and developed a land bank to acquire properties for future development.



New Office Home

In early 2019 CW will relocate to our new home across the street at 100 W. Antrim Dr. This move will allow us to operate more efficiently by consolidating to one location to better serve the community. The purchase and renovation of the building has been made possible through financing from SouthState and United Community Banks and grants from the Hollingsworth Funds, Jolley, Graham, John I. Smith, and Daniel Mickel Foundations. CW is deeply grateful for their support.

Received \$875K CDFI Grant

In the fall of this year CommunityWorks was awarded our largest capital grant by the US Treasury's CDFI Fund. The funds will be used to support CW's affordable housing and small business lending.

Thank You to our 2018 Supporters and Partners

Grantors and Donors

AmazonSmile
 Anonymus*
 Bank of America Employee Contribution Program
 Mike Coggin
 Capital Bank
 Community Development Financial Institution (CDFI) Fund
 The Community Foundation of Greenville
 CresCom Bank
 The Daniel-Mickel Foundation
 Chandra Dillard
 First Citizens Bank
 Richard and Kathleen Cleys
 Nancy Fitzer
 Joshua Friesen
 Galvin, White & Boyd
 Michael Gates
 Matt Gearhart
 Graham Foundation
 Greenville County Redevelopment Authority
 Curt Hall
 Haynesworth Sinkler and Boyd PA
 Hollingsworth Funds
 Fitch Hollis
 Intellectual Capitol Inc
 John I. Smith Charities
 Zandra Johnson
 Jolley Foundation
 John Malone
 Joy Ann Martin
 Marketplace Professional Staffing

Mary Reynolds Babcock Foundation
 William McCauley
 C. William McGee
 Gustavo Nieves
 Jennifer Osgood
 Piedmont Natural Gas
 Pinnacle Bank
 PNC Foundation
 Corey Poole
 Tammy Propst
 Rescom Inc
 Mayor Terrence Roberts
 J. Coleman Shouse
 Sisters of Charity Foundation of South Carolina
 Smith Moore Leatherwood LLP
 South Carolina Arts Commission
 South State Bank
 City of Spartanburg
 State Farm
 SunTrust Foundation
 FW Symmes Foundation
 Synovus
 United Community Bank
 United Way of Anderson County
 United Way of Greenville County
 US Small Business Administration
 Daniel Weidenbenner
 Wells Fargo
 Baxter Wynn

Partners

Conway Innovation Center
 Georgetown Innovation Center
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 Greenville County Human Relations Commission
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 Homes of Hope
 Junior Achievement of the Upstate SC
 Mill Village Farms
 Nasha Lending
 Northside Development Group
 OnPoint Services
 Piedmont SCORE
 Prisma Health
 Regensis Community Development Corporation
 Rotary Club of Greenville
 Sunbelt Human Advancement Resources
 Small Business Development Centers
 South Carolina Arts Commission
 South Carolina Hispanic Chamber
 South Carolina Micro-Enterprise Network
 City of Spartanburg
 Triune Mercy Center
 United Ministries

TWO LIVES: ONE MILE APART



The recent surge in the social justice movement has sparked a national conversation about income inequality and economic mobility. You've probably heard the terms on the news or your social media pages but what do they mean to our community?

Researchers are just beginning to understand the trends themselves. We know from recent studies that the gap between the rich and the poor has widened steadily since the 1970s with America's top 10% of earners now averaging more than the bottom 90% combined. But what does all of this mean for our children?

The study included 20 million children born between 1978 and 1983. Researchers analyzed their parents' income, their income as adults, incarceration rates and teen birth rates to create a picture of mobility all across America.

“IT SEEMS THE AMERICAN DREAM IS ALIVE AND WELL IN SOME NEIGHBORHOODS BUT IS CONSPICUOUSLY ABSENT IN TOO MANY.”

We sat down with Furman University Assistant Professor of Sociology, Dr. Amy Jonason, an urban sociologist with expertise in poverty and inequality, to better understand why economic mobility in South Carolina.

“There's a couple of different ways to think about mobility. One is what we would call

intergenerational mobility which is children doing better than their parents did,” Dr. Jonason explained. “There's also looking at, as a society, are we experiencing what's called absolute mobility which is when the whole society's status improves.” Opportunity Insights concluded that absolute mobility has declined severely in America over the last fifty years primarily because of the growth in economic inequality.

In 2014, a Harvard-based team of researchers launched Opportunity Insights to study how the neighborhoods they grow up in shape a child's economic outcomes in the future - their economic mobility. They created the Opportunity Atlas, a map that shows which neighborhoods in America offer children the best chance to rise out of poverty using data from the Census and federal income tax returns.

One Mile From Main Street

Just one mile can make all of the difference for economic mobility for the children in our community. Below is a comparison of neighborhoods in Greenville within one mile or less from Main Street, Greenville, SC. The data was gathered from the Opportunity Atlas.

A Child Whose Family is in the Lowest 20% in Income	CATEGORY	A Child Whose Family is in the Highest 20% in Income
18K	Household Income	56K
17K	Individual Income	34K
9.8%	% Married	54%
78%	Employment Rate	83%
7.8%	Incarceration Rate	<1%
<1%	Fraction in the Neighborhood in the Top 20% in Household Income	34%
85%	Percent of Non-Whites in Neighborhood	13%
50%	Poverty Rate	6%

One characteristic that neighborhoods with low mobility share is racial and economic segregation. “The general theory definitely points you to diversity, both racial and economic diversity, as important to childhood outcomes. If I had to emphasize one I would say really it's the economic integration of neighborhoods that is considered to be important ...having an economically integrated neighborhood improves your tax base which translates into better community resources,” said Dr. Jonason.

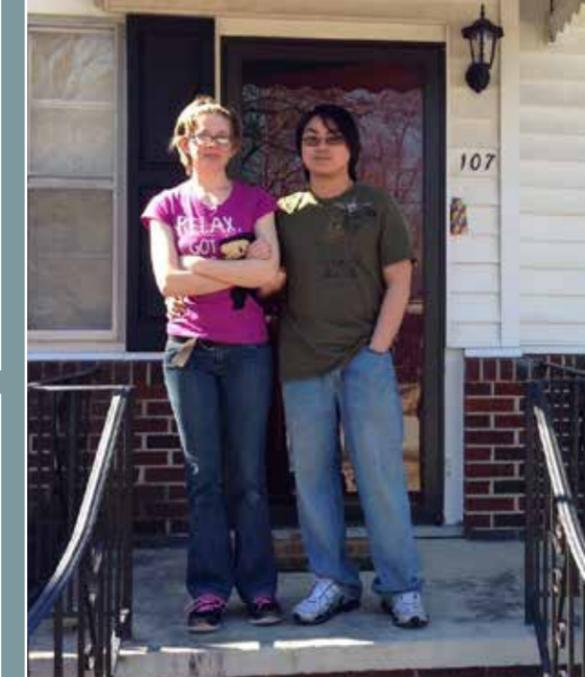
Dr. Jonason identifies income inequality as another important factor. “Inequality is really talking about how big is that gap between the top rung of the ladder and the bottom. How long is that ladder? ...And how far away are the people at the bottom from the people at the top.”

Educational quality plays a role in a child's potential mobility. So does lower social capital or the presence of impactful community organizations, meaningful interaction between neighbors and trust within the community. Family structure also factors in with lower childhood outcomes being more prevalent for kids growing up in single parent homes in neighborhoods where other kids are being raised by single parents, as well.

Like much of the region, South Carolina's story is grim. Dr. Jonason explains, “If you were born in the bottom 20% (in income) in most parts of South Carolina, you've got about a 4% chance of making it to the top 20% by the time you're in your mid-30s. The South definitely emerges as an area where mobility is most restricted in the course of someone's lifetime,” explained Dr. Jonason.

So it seems the American dream is alive and well in some neighborhoods but is conspicuously absent in too many.

CommunityWorks is working to improve economic mobility in our neighborhoods by fostering financial education and wealth building. Also, check out our Youth Savers Club, a matched savings program for education and career readiness that provides personal finance training for students.



“

COMMUNITYWORKS AND OUR PARTNERS HAVE INVESTED **\$ 6,358,223** IN AFFORDABLE HOUSING SINCE **2008!** TOGETHER WE HAVE ASSISTED **544** FAMILIES AS THEY PURCHASED THEIR FIRST HOME AND BUILT OR PRESERVED ANOTHER **622** AFFORDABLE HOUSING UNITS IN **10 YEARS.** THAT'S **1,116** FAMILIES WITH ROOFS OVER THEIR HEADS.

IMAGINE WHAT WE CAN ACHIEVE IN ANOTHER TEN YEARS?

-Deborah McKetty, CommunityWorks CEO



Building Small Business

The Journey To Success



LYSI US - Ross D. Kunmann, CFO
 Ross D. Kunmann and his partner Sean Edwards, had a vision of bringing healthy Icelandic fish oil to the United States. They made it happen with the help of Icelandic company Lysi, a world leader in fish oil innovation and production since 1938.

"We connected with Lysi through Coastal Carolina University Wall Fellows program to complete an international consulting project with companies from our strong Icelandic alumni base. We were offered an additional opportunity to pitch a business plan to launch their products in the United States," Ross explained.

It worked! Lysi agreed to let the young men introduce the product to the US market. When the young men approached a bank for initial funding, they found it impossible to get a start-up loan without \$100,000 in revenue and 2 years of operations under their belts.

"We financed our launch through owners' investments until we needed more capital for inventory and trade shows. We then found CommunityWorks who made our business capable to compete in our industry," stated Ross.

Capital from CW helped the young entrepreneurs successfully introduce 5 products to the US market, attend 3 industry trade shows and get their foot in the door with several large retailers.

"While we do not have years of experience, we have developed an immense amount of confidence as decision makers...Finally, we are starting to see the very beginning of our reward for the hard work we've put in over the last 2+ years...We've taken it this far, and we are ready to do whatever it takes to see it take off."



Ross Kunmann & Sean Edwards

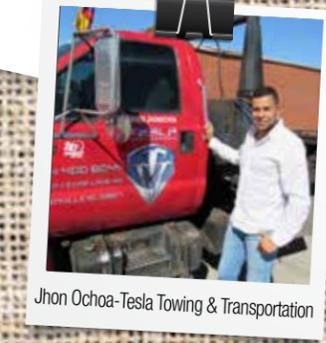


Matthew Rydsfski

Premiere PC - Matthew Rydsfski
 Premiere PC offers computer and network support for any size business.

"CommunityWorks had approached our firm to offer them technical support and consulting services. Before that time, we had never heard of them. By this time, we had maxed out our line of credit (from a traditional bank) and several high interest credit cards trying to survive the years between 2006 and 2009. We applied for our micro loan in early 2014.

Instantly, the loan restructured our debt service freeing up additional capital for hiring and expansion. In the end, CommunityWorks allowed us to take control of our future and correct some of the financial errors we had made in the early days. Today, we are laser focused on our financials to ensure that we always have enough capital to provide for our staff and our clients."



Jhon Ochoa - Tesla Towing & Transportation



James Bennet - Upstate Home Care

Lil JazZi's Café & Vending - Andrena Mullins
 Lil JazZi's Café & Vending, located in the Florence Regional Airport, focuses on healthier eating and vending.

"I heard about Community Works through the SBA website. I received my first loan back in February 2018 of \$5,000 and I received my second October 2018 for \$45,000. This loan helped me purchase more business equipment to grow my business. I received a lot of information from several staff members including Mr. Dave Mueller and Ms. Haidee Smith. They gave me advice and a couple websites with information. Lil JazZi's Cafe got its name from my three daughters Lily Jasmine & Zion. I believe that as parents we need to have something to hand down to our children, and in my case my business is just that thing. Community Works provided me my first loan and I will be ever grateful for this opportunity."



Corporate Stitch - Dionne Sandiford
 Corporate Stitch provides embroidery services to small businesses.

"I heard only good things about Community Works. When I was looking into getting my business started, I attended workshops and would see (CW) at different events for small businesses. I started doing t-shirt quilts for people then realized I needed another revenue stream and I branched out to companies to embroider their logos. I had the opportunity to be featured in the BMW video and since then I have secured a contract to do shirts for the Benore Company. I want to be known as the small business owner go-to embroiderer. Johnathan Rowland is my coach/mentor and we meet regularly to discuss concerns and issues I am having with my business...Johnathan is the best and I know I am better because of him."



Caroline Caldwell - New Mind Health & Care

Mop & Bucket - Debra Stokes

Mop & Bucket offers quality janitorial services to commercial clients in the Upstate. Debra Stokes didn't think her credit would be good enough for a bank loan and just as funds were getting too low for comfort, a friend referred her to CommunityWorks. By this time, she had been operating her business for a year.

*"They saw the effort," she said.
 "They saw that I was serious."*

In addition to helping Debra monetarily, CommunityWorks also provided her with a business coach.

"CommunityWorks has been such a great asset...This vision is so much bigger than me. My goal is to put people to work. At the end of the day you want to be self-sufficient. I'm grateful for every day I can get up and work."



Dondre Simpson - New Age Health

Mega Hair Salon, Extensions, and Wigs - Omega Glenn
 Omega is the proud owner of Mega Hair Salon, Extensions, and Wigs, a salon in Greenville where customers receive heartfelt consultation along with quality hair care services. When Omega needed a modest amount of money to upgrade her shop, she wasn't sure how she would get the funds.

"I did try the bank at first but the loan amount I was trying to get was so small, they wouldn't offer it. It had to be \$10,000 or more."

She heard about CommunityWorks through a friend and decided to give it a shot. She applied for a microbusiness loan and received \$3,500 which she used to hire a painter and purchase furniture and accessories. There have been challenges along the way but her passion for helping others to look and feel better always propelled her forward. Her advice to other young entrepreneurs is simple:

"Whatever your dream is, just stick to it."



Mega Hair Salon

Hemphill Engineering Group LLC - Evangelina Hemphill
 Evangelina Hemphill, CEO of Hemphill Engineering Group LLC, is a woman succeeding in a man's world. Evangelina began her career as a corporate engineer but after becoming a wife and mother of three her priorities changed.

"To make sure I was in line with my career goals and my family values and goals I decided to start my own company." She started small but her business quickly took off. "Once I got a very large federal contract it was time for me to expand because I needed the equipment and manpower to fulfill the contract."

First she sought funding from a traditional lender but was unable to meet the credit and business history requirements. She turned to CommunityWorks for help. The capital she received from CW helped her pay the bills, cover payroll and purchase additional insurance while she waited the 60+ days it takes to receive federal contract funds.

Expansion is ever on the horizon for Evangelina. She employs one to six employees depending on the time of year and is looking to expand her firm's engineering services to allow for year-round staffing in the future.

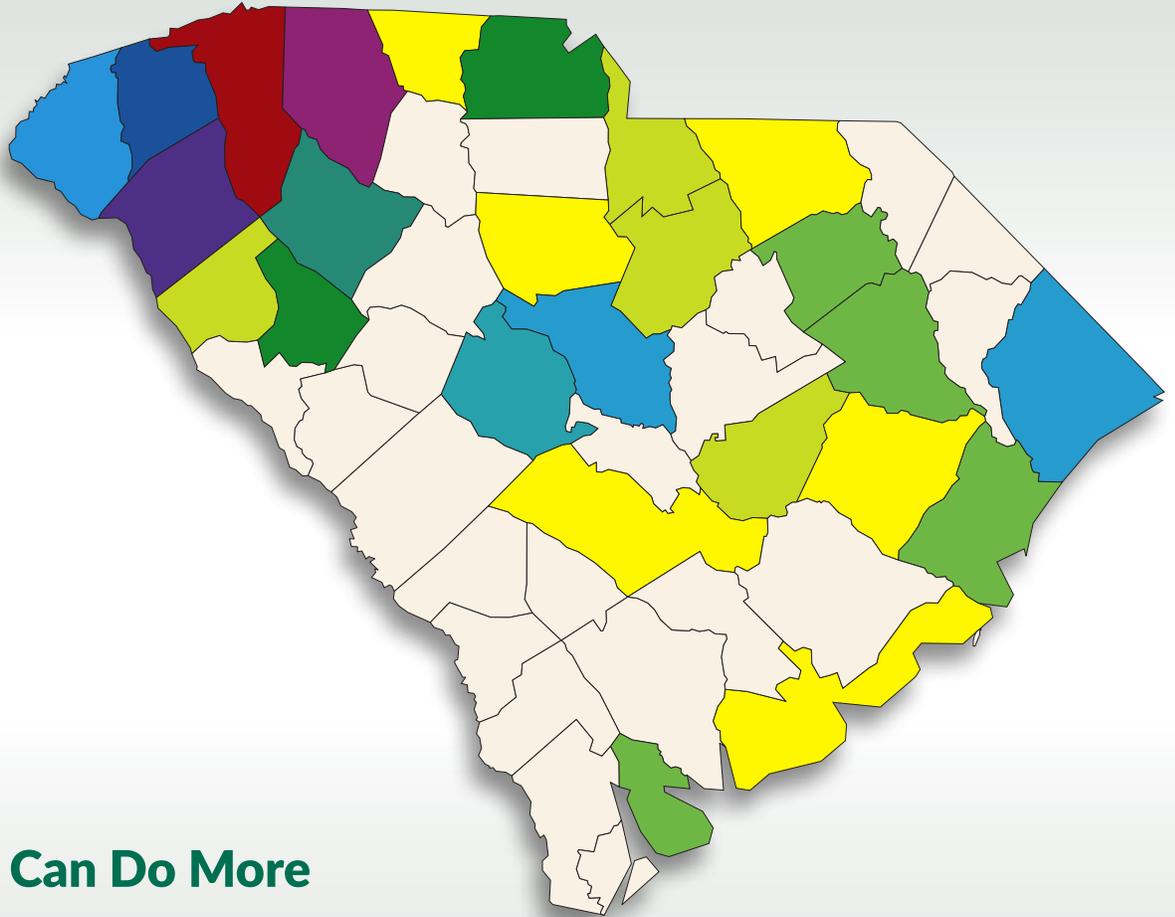
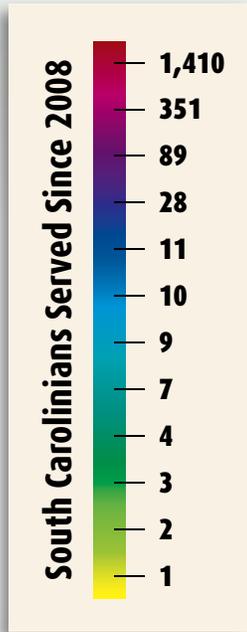




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Building People & Places

Serving South Carolina

A Decade of Impact



Together, We Can Do More

Here's How:

1 Giving

Your philanthropic gifts allow us to be responsive in practical ways. That is why your gifts are so very valuable to us. They allow us to take advantage of unforeseen or short-term opportunities to better serve clients. A philanthropic gift isn't only about the impact CommunityWorks can make with it though—it's about you. You matter to us. Like the clients we serve, our commitment to you is to be transparent. Thank you for considering a gift. Please email giving@cwcarolina.org to learn more about giving and volunteer opportunities.

2 Impact Investing

Investments with CommunityWorks provide much needed loan capital that benefits underserved South Carolinians, while yielding a return with interest. These kind of social and financial investments are built around you and your financial plans but benefit CW's clients. We welcome you to consider an investment. Please email giving@cwcarolina.org to learn more.



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