

# 2022 IMPACT REPORT



**CommunityWorks**  
Building People & Places

# Building On a Solid Foundation

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Thank you for your unending support for CommunityWorks throughout this year of growth. In September, I stepped into a new role as Chief Executive Officer. My ten years at CommunityWorks, most recently serving as the Chief Operating Officer, prepared me to fill the big shoes of the leaders before me.

In 2022 CommunityWorks took inventory of our products and programs, making changes to better serve small businesses, affordable housing and community projects, and down payment assistance clients. We grew our team, formed new community partnerships, launched initiatives, expanded our offices, advocated for fair financial policies, and more.

As we look back on the highlights of 2022, our team:

- Rolled out new small business loan products ranging from \$900 to \$350,000 to better serve our clients
- Was recognized by the U.S. Small Business Administration as Top SBA Lender in Dollar Volume of Microloans Approved in South Carolina and Number of Microloans Approved
- Opened the CommunityWorks Learning Center in JudHub at Judson Mill to expand our trainings and offerings to entrepreneurs and community partners
- Launched three new down payment assistance programs
- Launched an Affordable Housing Fund in the Beaufort-Jasper region in partnership with eight local municipalities
- Received the Organization Excellence in Diversity Equity and Inclusion award from Greenville Society for Human Resource Management
- Finalized our 2023-2025 year strategic plan for the growth of the organization

In 2023, we look forward to a year of building upon the foundation of community and economic development we have laid throughout South Carolina.

In Service,



LaTorrie Geer



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Impact  
Since 2008

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**\$386M**  
TOTAL ECONOMIC IMPACT

**8,330**  
TOTAL PEOPLE SERVED





	<b>2022</b>	<b>Since 2008</b>
Homebuyers Who Received Down Payment Assistance	<b>23</b>	<b>662</b>
Microbusinesses & Small Businesses Who Received Funding	<b>33</b>	<b>256</b>
COVID Relief Loans To Businesses	<b>48</b>	<b>86</b>
Personal Financial Coaching Sessions	<b>95</b>	<b>1,575</b>
Affordable Housing & Community Loans	<b>10</b>	<b>105</b>
Clients Served Through The Women's Business Center	<b>405</b>	<b>794</b>
Clients Served Through Business Coaching	<b>130</b>	<b>585</b>
Housing & Community Developers Trained	<b>53</b>	<b>103</b>

Our Clients:

**74% Black**

**71% Female**

**73% Low-Wealth**

## **2022 Initiatives**

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**Launched 3 new  
small business loan  
products**



**Launched 3 down  
payment programs**



**Opened the  
CommunityWorks  
Learning Center at  
JudHub**



**Launched affordable  
housing trust in  
Beaufort-Jasper  
region**



**All staff completed  
Racial Equity Institute  
Groundwater Training**



**Piloted first cohort of  
Black affordable housing  
developer trainings**



**Lead partner in  
advocating with the SC  
Fair Lending Alliance**

# Small & Microbusiness Loans

CommunityWorks offers small and microbusiness loans ranging from \$900 - \$350,000. Our loan products are tailored to different types of entrepreneurs - from entrepreneurs working to raise their credit and start small, to established small businesses in the growth phase.

**33**

BUSINESSES RECEIVED LOANS THROUGH COMMUNITYWORKS LOAN PRODUCTS

**48**

BUSINESSES RECEIVED COVID RELIEF LOANS COMMUNITYWORKS PARTNERED ON

**\$1,115,427**

DOLLAR AMOUNT OF SMALL AND MICROBUSINESS LOANS DEPLOYED

**86%**

BLACK OWNED BUSINESSES

**68%**

FEMALE CLIENTS

## Francheska Westwood of HM Meal Prep

Francheska moved to the Upstate in 2006 from Colombia. She and her brother, Kevin, started HM Meal Prep in 2016, helping families eat healthy through meal prep services. While Kevin, who is in the Army, has been deployed, Francheska continues to run the business. In October, they opened their first storefront on Wade Hampton Boulevard in Greenville. They received a Small Business Loan through CommunityWorks to close on their new space.

Francheska Westwood  
Owner of HM Meal Prep







## Business Support Services

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**130**

**BUSINESSES SERVED THROUGH  
BUSINESS COACHING**

**95**

**INDIVIDUALS RECEIVED  
FINANCIAL COACHING**

CommunityWorks goes beyond financing to offer small business and individual support through a variety of services. Every loan client works one-on-one with a business support officer throughout the duration of their loan. Business owners who are not ready for financing are still able to access individualized support through a free introductory session with a loan officer. Additionally, CommunityWorks offers free financial wellness sessions, helping entrepreneurs reach their financial goals.



# Women's Business Center



CommunityWorks  
**Women's Business**  
CENTER

# 405

CLIENTS SERVED THROUGH WBC DISCOVERY  
SESSIONS & TRAINING COURSES

The CommunityWorks WBC is funded in part by the U.S. Small Business Administration. The WBC offers free and affordable training courses and accessible resources for different levels of entrepreneurship. The Women's Business Center empowers entrepreneurs wherever they are in their journey. Whether you're hoping to make your side hustle a full-time career, or working to improve business practices for long term success, the WBC has a place for everyone.



U.S. Small Business  
Administration

## Tracy Fields of Field Bright Therapy and Consultation

During the pandemic, Tracy Fields decided to follow her dream of starting a private therapy practice for adults working through life's challenges. After getting connected with the WBC, she completed several classes and trainings, including one of our signature programs, Microentrepreneurship Training.

"The classes and coaching at the CommunityWorks Women's Business Center have helped me in developing my business and making critical decisions that are sometimes against the norm but keep my businesses stable and sustainable."

- Tracy Fields  
Field Bright Therapy  
and Consultation





# Affordable Housing & Community Loans

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Due to the lack of affordable financing for community developers, there is a deficit of affordable housing options for low-wealth families. Similarly, community-minded organizations often struggle to come up with the resources to make necessary facilities come to life.

CommunityWorks provides affordable housing and community loans up to \$1,500,000 to support affordable housing development, community facilities, and commercial revitalization to strengthen low-income communities.

## \$2,871,767

10 AFFORDABLE HOUSING / COMMUNITY  
LOANS TOTAL

### Good Shepherd's House LLC

Adrick Caesar is the force behind Good Shepherd's House, LLC - a social enterprise that offers affordable housing, life skills training, and connections to supportive services. Good Shepherd's House owns several homes that are used for transitional housing for people experiencing homelessness or housing instability. Through CommunityWorks, Good Shepherd's House was able to receive a Community Facility Loan for their first shared home in Anderson.



"Our relationship with CommunityWorks is evidence that community development moves fastest at the 'speed of togetherness'."

- Adrick Caesar  
Good Shepherd's  
House LLC





# Down Payment Assistance

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23

HOME BUYERS RECEIVED  
DOWN PAYMENT ASSISTANCE

\$170,272

AVERAGE HOME PRICE

We recognize that homeownership is one of the quickest ways to build wealth. However, saving for a down payment is often a barrier for renters hoping to buy. Through our down payment assistance programs, qualifying individuals can receive up to \$10,000 in forgivable down payment and closing cost assistance to go toward the purchase of their home.

Our Down Payment Assistance Programs are a mix of location-based partnerships with municipalities, and health care providers. Our programs are catered toward: Greenville County, the City of Spartanburg, the Northside of Spartanburg, PRISMA Health Employees, Beaufort Memorial Employees, Spartanburg Regional Healthcare System Employees, the City of Beaufort Employees, and the City of Goose Creek Employees.

## Tanguanikia Mayes

The CommunityWorks Down Payment Assistance Programs made home ownership possible for Tanguanikia. With the goal of buying a home in mind, she worked to improve spending habits and grow her savings. When she started working with a Realtor, she learned about the CommunityWorks Down Payment Program. Through CommunityWorks Down Payment Assistance, she was able to purchase her first home.



Tanguanikia & Her Children

# CommunityWorks Staff & Board

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## STAFF

**LaTorrie Geer**

Chief Executive Officer

**Ana Parra**

Chief Community Officer

**Brad Mole**

Regional Program Director

**Angelia Clark-Robinson**

Accounting Specialist

**Edris Tucker**

Financial Coaching Program Manager

**Jackie Gaffney**

Accounting and Compliance Manager

**Jennifer Derryberry**

Chief Financial Officer

**Jonathan Rowland**

Business Development Coach

**Katy Davenport**

Chief Strategy Officer

**Kelly Harvey**

Community Development Commercial  
Loan Officer

**Lenin Vazquez**

Administrative Assistant

**Lindsay Neal**

Portfolio Manager

**NeTaysia Zeigler**

Loan Officer

**Paul Schmitt**

Director of Lending

**Sara Carter**

Business Support Officer

**Tre'Dessa Smalls**

Homebuyer Assistance Coordinator

**Wanda Davis**

Business Development Officer

**Virginia Howat**

Communications Director

**Will Brown**

Business Support Program Director



## EXECUTIVE COMMITTEE

**Zandra Johnson Scott, Chair**

Attorney, The Z Firm

**Gustavo Nieves, Vice Chair**

CFO, UniComm Media Group

**Richard Cleys, Treasurer**

Managing Director, Cleys Associates

**Michael Gates, Secretary**

Regional Manager, Self-Help  
Credit Union

**Tim Justice, Past Chair**

Owner, Just Consulting

**Tammy C. Propst, At Large Member**

Founder, Tax Advantage Group by  
Cherry Bekaert

**Euleta Hagins Alston, At Large  
Member**

President, USS Facility Services

## 2023 BOARD MEMBERS

**J. Coleman Shouse**

CEO, Lazarus-Shouse Communities, LLC

**Maggie Kleger**

Retired Executive &  
Community Volunteer

**Daniel Weidenbenner**

Executive Director, Mill Village Ministries

**Curt Hall**

Senior Wealth Advisor, Millennium  
Private Wealth

**Mike Gatchell**

Consultant, Impact Investing

**Rev. Dr. Ankoma D. Anderson**

Welfare Baptist Church / Adjunct  
Professor Anderson University

**Jill Vales**

Owner & President,  
Count On Us Controller Services

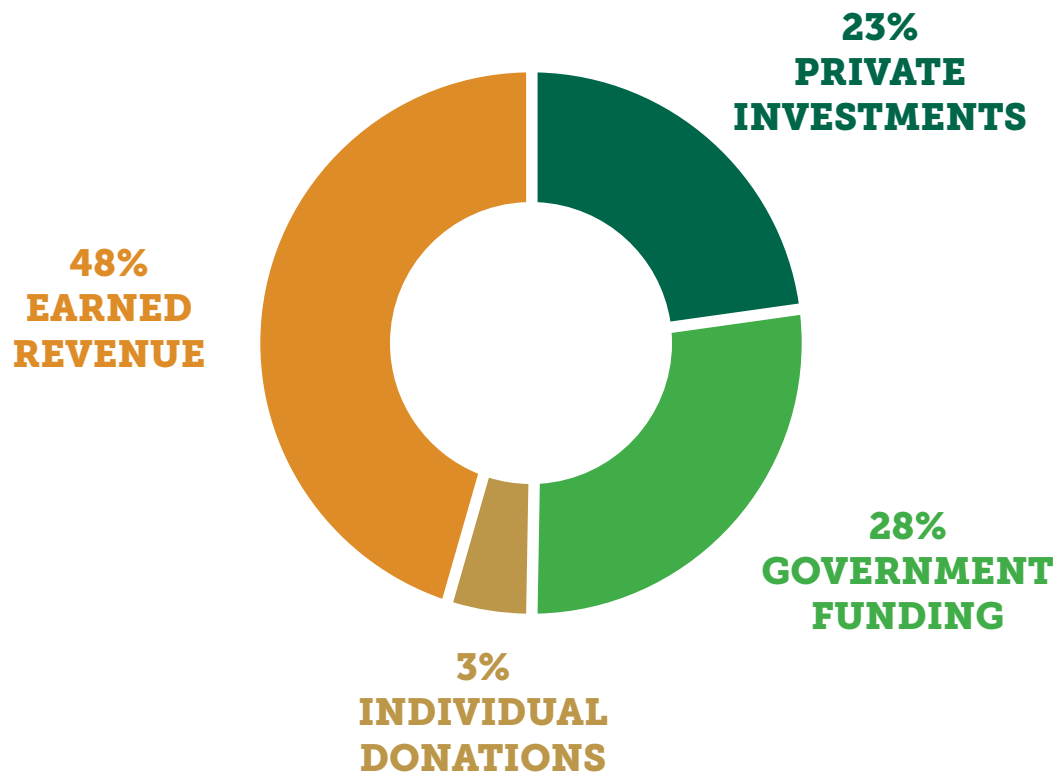
**Rev. Stacey D. Mills**

Pastor, Mountainview Baptist Church  
Executive Director, REEM



# CommunityWorks Funding Sources

CommuntiyWorks accepts public and private investments including grants and donations. This capital is used to meet the needs of the community, providing operational support and earned revenue from loans deployed.



# 2022 CommunityWorks Impact Partners

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Appalachian Community Capital  
Bank of America  
Beaufort County  
Beaufort Memorial Hospital  
CDFI Fund  
Chad & Pam Prashad  
Charter Communications Holding Co  
City of Spartanburg  
Coleman Shouse  
Creative Builders  
Credit Builders Alliance (CBA)  
Cummins Inc  
Fielding & Gally Gallivan  
Fifth Third Bank  
First Citizens Bank  
Furman's Institute for Innovation & Entrepreneurship  
Greenville Area Development Corp.  
Greenville Co Redevelopment Authority  
Gustavo Nieves  
HawkLaw, P.A.  
Hearst Foundation  
Hollingsworth Foundation  
Jill Vales  
JMV Management Services  
Joel & Maggie Kleger  
Jolley Foundation  
Kevin & Kathy Harrington  
Mary Black Foundation  
Mary Reynolds Babcock Foundation  
Michael & Tanya Coggin  
Nathan & Caitlin Steelman  
NHE, Inc  
Northside Development Group  
Opportunity Finance Network  
Pacolet Milliken  
Piedmont Natural Gas  
Pinnacle Financial Partners  
PRISMA Health  
Richard & Kathleen Cleys  
Robert Johnston  
SC Technology & Aviation Center  
South Carolina Association for Community Economic Development  
Sisters of Charity Foundation of SC  
Small Business Administration (SBA)  
South State Bank  
Southern First Bank  
Spartanburg County  
Spartanburg Regional Hospital  
Synovus Bank  
Tammy Propst  
Tammie and John Hawkins  
Taylor & Lisa Davis  
Taylor Davis  
TD Bank  
Truist Bank  
United Bank  
United Community Bank  
United Way of Greenville County  
USDA  
Wells Fargo Foundation

CommunityWorks is a 501c3 charitable organization  
and a US Treasury certified Community Development Financial Institution (CDFI).



U.S. Small Business  
Administration



