

2020

IMPACT REPORT



**BUILDING OPPORTUNITIES FOR ALL
THROUGH EQUITABLE FINANCING**



CommunityWorks

Building People & Places



CommunityWorks

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LEARNING TO PIVOT IN A TIME OF TRANSITION AND UNCERTAINTY

On behalf of the CommunityWorks Team, thank you for supporting us throughout 2020. This year, the nation not only experienced the challenges of a pandemic but also racial and social injustices and extreme political polarization of our country.

Even before COVID-19 and these social challenges, CommunityWorks anticipated 2020 as a year of transition. When CommunityWorks' founding director stepped away for a new opportunity, I was welcomed as the new CEO in January of 2020. As an organization, we adopted a new strategic plan and shifted priorities due to the merge of CommunityWorks Federal Credit Union with Self Help Credit Union. CommunityWorks remained steadfast by stepping up in many ways as a first responder to small businesses, individuals, and nonprofits impacted by COVID-19.

This year, CommunityWorks helped over 1,000 small business clients access resources and relief programs. We were a lead Paycheck Protection Program (PPP) provider, providing over \$2.6M in PPP funding to small businesses. CommunityWorks also partnered with local government entities and chambers to offer recovery programs. Through the Bringing Back the Burg Fund in Spartanburg, Rock Hill Unite in Rock Hill, and a partnership with Greenville County to deploy over \$2M in Greenville CARES funding, we not only helped provide critical financial relief to small businesses but also preserved thousands of jobs.

In addition to COVID relief, we strengthened our programs to support small businesses, entrepreneurs, and affordable housing. In 2020, CommunityWorks launched a Women's Business Center to intentionally focus more resources on women entrepreneurs. Additionally, we deployed \$3.7M toward affordable housing projects, including partnerships with the Greenville Housing Fund and a new housing fund with the City of Spartanburg.

The growth of CommunityWorks over the past year has been extraordinary. As small businesses and communities continue to recover from the pandemic, the need for flexible, innovative, and creative financing to support communities and people of color has accelerated. Our renewed focus on wealth building through affordable housing and small business lending and coaching continues to deepen our commitment to addressing racial disparities in South Carolina.

I could not have asked for a better team, board, and community to lean on during a difficult time. Of course, none of our work would have been possible without local foundations, funders, and banking partners who provided over \$1,000,000 in impact investments and contributions.

I am confident CommunityWorks will continue to be a leader in supporting under-served and underrepresented communities. Equity is not just a core value at CommunityWorks, it is how we make every community work.

In Service, **Tammie Hoy Hawkins**

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2020 OVERVIEW

TOTAL # SERVED
6044

TOTAL ECONOMIC IMPACT
\$291M

	2020	TOTAL (since 2008)
\$ of Homes Sold through Down Payment Assistance Program	\$3,503,335	\$69,497,396
\$ of Micro and Small Business Loans	\$135,050	\$5,180,485
# of Financial Wellness Sessions	134	1351
\$ of Affordable Housing and Community Development Loans	\$3,755,401	\$10,759,559
# of Affordable Housing Units Created or Preserved	397	1304

COVID-19 RELIEF



CommunityWorks pivoted to provide COVID-19 relief for small businesses in a variety of ways. Through local partnerships and federal relief funding, we provided financial relief to individuals and businesses.

PAYCHECK PROTECTION PROGRAM

As an SBA Lender, CommunityWorks provided Paycheck Protection Program funding to local small businesses.

199 Businesses Served

\$2,629,584 For Businesses

COVID-19 RELIEF PARTNERSHIP PROGRAMS

CommunityWorks formed multiple partnerships to help small businesses negatively impacted by COVID-19. The City of Rock Hill, One Spartanburg, and Greenville County all worked with CommunityWorks to financially support communities.

351 Businesses Served

\$1,272,414 For Businesses



"CommunityWorks approved my PPP loan for my Pilates Studio. The staff was fast and fantastic, answering emails and giving me all the information I needed to get my business the help it needed during hard COVID times."

- Amy Freytag, Longevity Pilates



SMALL & MICRO BUSINESS LOANS

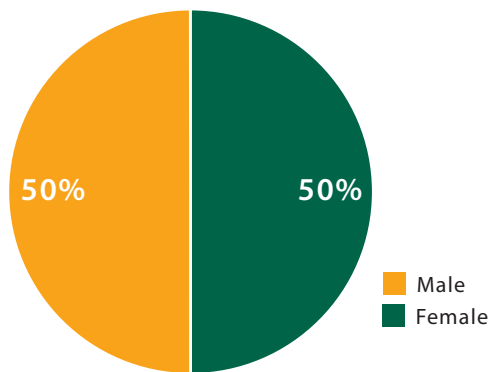
CommunityWorks offers express loans, microbusiness loans, and small business loans up to \$250,000 to help small and micro businesses start, grow and thrive.

12 Businesses Received Funding

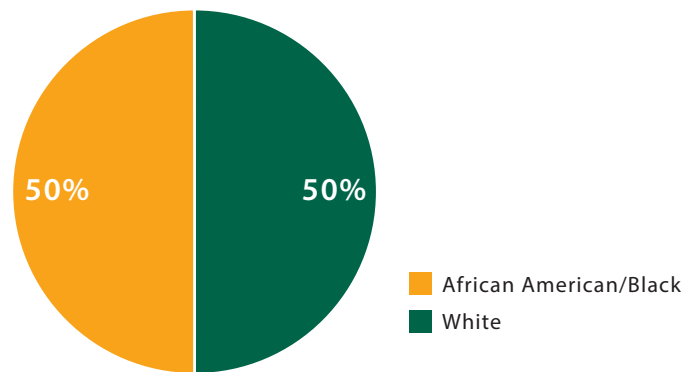
\$135,050 In Business Loans

DEMOGRAPHICS

OF LOANS BY GENDER



OF LOANS BY RACE/ETHNICITY



“CommunityWorks has been very helpful for me to take my business from concept to reality. I would highly recommend them to anyone looking to launch a small business.”

- Eric Stein, Ballentine Capital Advisors



AFFORDABLE HOUSING AND COMMUNITY LOANS

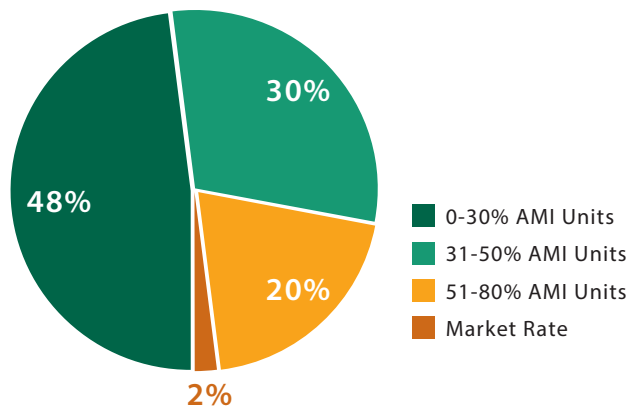


CommunityWorks provides affordable housing and community loans up to \$750,000 to support affordable housing development, creation of community facilities, and commercial revitalization to strengthen low-wealth areas.

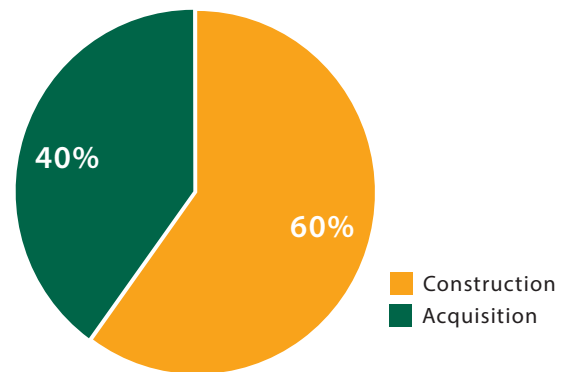
397 Units of Affordable Housing

\$3,755,401 In Affordable Housing Development

UNITS OF AFFORDABLE HOUSING
by % of Area Median Income



TYPE OF FINANCING



“CommunityWorks’ intentional, financial support of affordable housing development addresses the critical success of communities such as the Northside of Spartanburg. We are grateful for their partnership and for our shared passion for working toward revitalizing low wealth communities.” - Bill Barnet, Board Chair, Northside Development Group





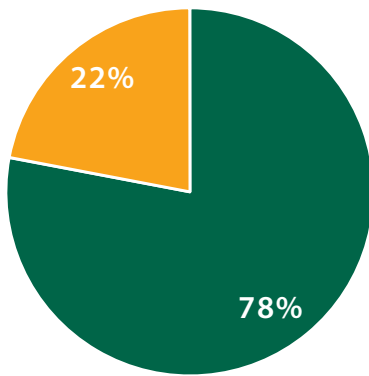
DOWN PAYMENT ASSISTANCE LOANS

Through CommunityWorks' Homebuyer Assistance programs, homeownership is an attainable goal for everyone. Qualifying individuals receive up to \$10,000 in down payment/closing cost assistance. We offer these programs in Greenville County, the City of Spartanburg, the Northside of Spartanburg, and for PRISMA Health Employees.

23 Down Payment Assistance Clients

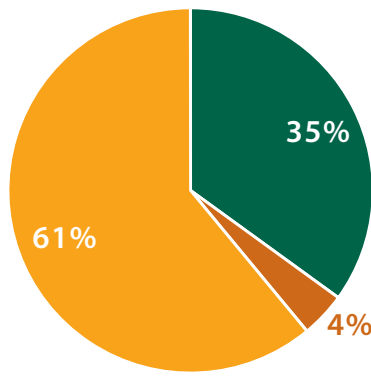
\$88,900 In Down Payment Assistance

\$3,340,335 In Total Home Sales



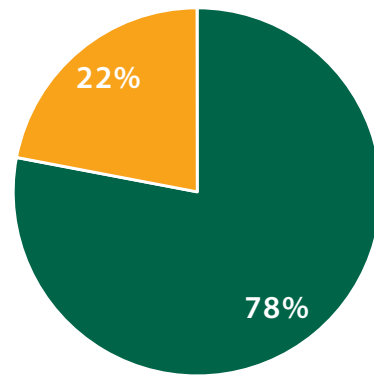
OF HOMEBUYERS BY GENDER

- Male
- Female



OF HOMEBUYERS BY RACE

- African American/Black
- White
- Hispanic/Latino



OF HOMEBUYERS BY AREA MEDIAN INCOME

- Very Low Household Income
- Low Household Income

"Thanks to CommunityWorks, my growing family ended up having the money we needed to close on our home."

- Terrance Hawes, Homeowner





COACHING SERVICES

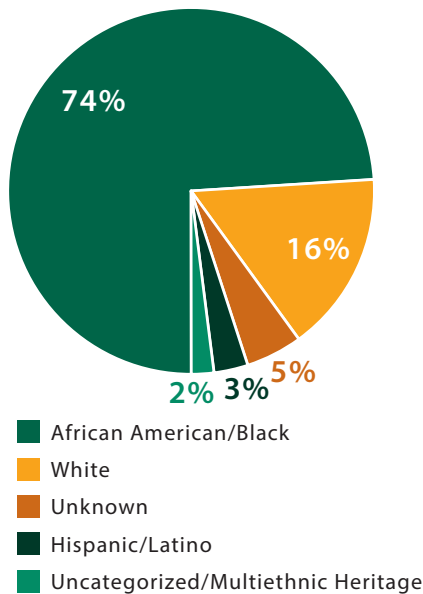
CommunityWorks offers a variety of coaching services, including financial wellness coaching and business coaching. Through our financial wellness coaching, we equip clients with the tools they need to take control of their finances. Our business coaching paired with our other business services makes us a one stop shop for small business growth.

137 Financial Coaching Sessions

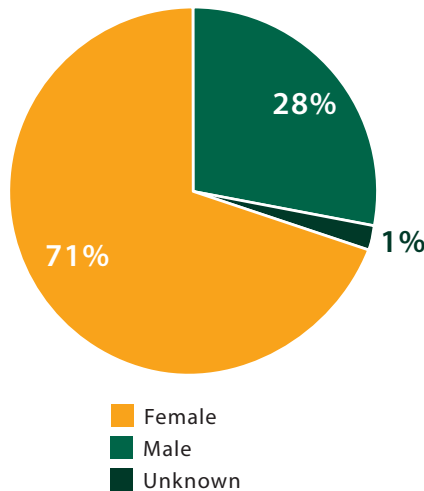
210 Business Coaching Sessions

\$28,565 Average Client Income

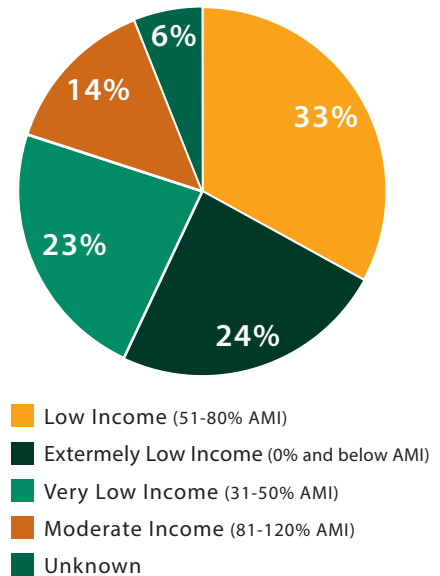
OF PERSONAL FINANCE COACHING BY RACE/ETHNICITY



OF PERSONAL FINANCE COACHING BY GENDER



OF PERSONAL FINANCE COACHING BY AREA MEDIAN INCOME



31% of our coaching clients are single mother households.

“Thank you for taking the time to explain how we could become financially successful and decrease our debt. You helped us learn to live in a state of financial freedom. It was a blessing working with someone who showed so much love and kindness towards us.” - Financial Wellness Client

WOMEN'S BUSINESS CENTER



The CommunityWorks Women's Business Center (WBC) opened in 2020 and is funded in part by the U.S. Small Business Administration. The CommunityWorks WBC serves individuals throughout South Carolina by empowering entrepreneurs through advocacy, outreach, education, and support.



59 Clients Served

10 Businesses Received Funding

9 Trainings Offered

118 Attendees at Trainings

"The CommunityWorks Women's Business Center has been phenomenal in helping develop and grow my online therapy business. The applicable information shared has been instrumental in keeping me focused and on target to succeed. Not even a pandemic can stop them and their services are FREE!!" - Kady Jacobs, Anger Management of the Upstate





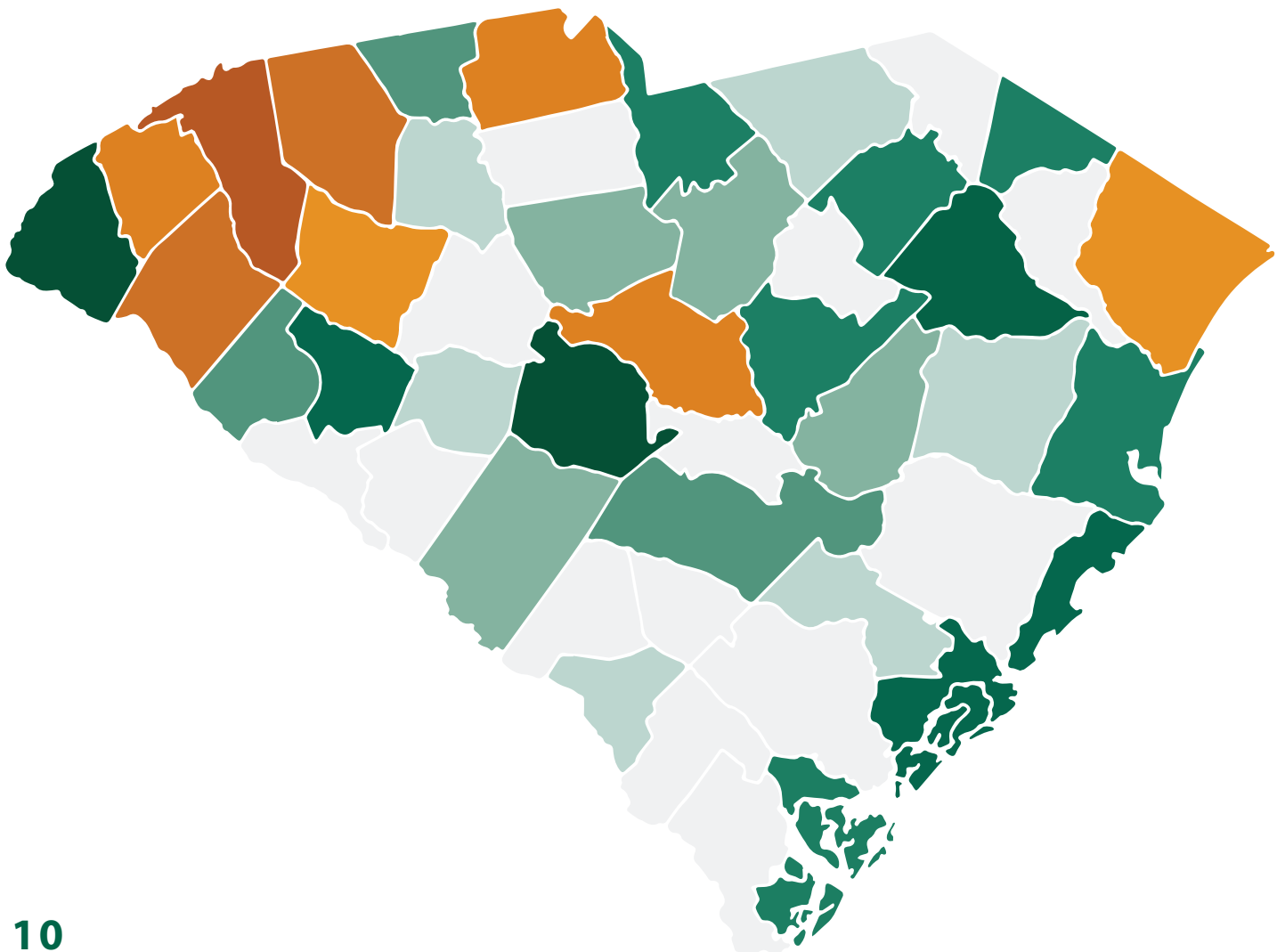
COUNTIES SERVED THROUGHOUT SOUTH CAROLINA

Abbeville
Aiken
Allendale
Anderson
Beaufort
Charleston
Cherokee
Chesterfield

Clarendon
Darlington
Dillon
Dorchester
Fairfield
Florence
Georgetown
Greenville

Greenwood
Horry
Kershaw
Lancaster
Laurens
Lexington
Oconee
Orangeburg

Pickens
Richland
Saluda
Spartanburg
Sumter
Union
Williamsburg
York



BOARD AND STAFF



STAFF

Tammie Hoy Hawkins
Chief Executive Officer

Latorrie Geer
Chief Operating Officer

Jennifer Derryberry
Chief Financial Officer

Katy Davenport
Chief Program Officer

Paul Schmitt
Director of Lending

Ana Parra
Women's Business Center Program Director

Angelia Clark-Robinson
Accounting Clerk

Bill Roughton
Loan Officer

Constance Kidd
Program Coordinator

Edris Tucker
Financial Coach

Jackie Gaffney
Accounting and Compliance Specialist

Jonathan Rowland
Business Development Coach

Lindsay Neal
Loan Operations Administrator

Maria Torres-Green
Loan Advisor

Martha Young
Executive Assistant

Sara Carter
Women's Business Center Coordinator

Shatoya Cobb
Business Coach

Virginia Wilson
Communications Manager

Wanda Davis
Business Development Officer / Lender



EXECUTIVE COMMITTEE

Tim Justice, Chair
Owner, Just Consulting

Zandra Johnson, Vice Chair
Attorney, The Z Firm, LLC

Jill M. Vales, Secretary
Owner, CFO Services On Demand

Gustavo Nieves, Treasurer
CFO, UniComm Media Group

Billy McGee, Past Chair
CEO, Gallivan, White & Boyd

Coleman Shouse
CEO, Shouse Development Corporation

Mike Coggin, Ex-Officio
Regional President, South State Bank

Tammy C. Propst
President, Tax Advantage Group, LLC

Michael Gates
Regional Manager, Woodforest National Bank

BOARD MEMBERS

Jennifer Osgood
Wagner Wealth Management

Stephanie Brandenburg
Bank of America

Curt Hall
Millennium Private Wealth

Ankoma D. Anderson
Welfare Baptist Church | Anderson University

Chandra Dillard, Ex-Officio
Furman University

Richard Cleys
Cleys Associates

Daniel Weidenbenner
Mill Community Ministries

Maggie Kleger
Arthur J. Gallagher & Co.

Stacey D. Mills
Mountainview Baptist Church | USC Upstate

Euleta Hagins Alston
USS Facility Services

Mike Gatchell
Impact Investing Consultant

Brent H. Abbott
Pacolet Milliken

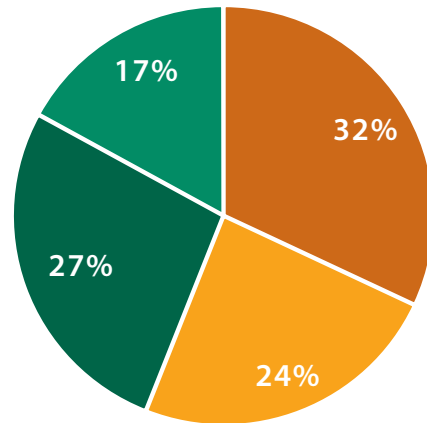
Jalitha Moore
Spartanburg Chamber of Commerce



SUPPORTING PARTNERS

CommunityWorks accepts public and private impact investments including grants, contributions, and debt. These investments are then funneled into community impact loan funds to meet community needs and eventually revolved to generate revenue.

Investing with CommunityWorks provides donors a unique opportunity to turn socially-minded investments into community outcomes while making a return on their investment.



2020 FUNDING

- Individuals (Including 100% board giving)
- Earned
- Government
- Private

2020 PARTNERS

Appalachian Community Capital
 Bank of America
 Bon Secours Mercy Health
 City of Rock Hill
 City of Spartanburg
 Community Foundation of Greenville
 Credit Builders Alliance
 Duke Energy
 Federal Reserve Bank of Cleveland
 First Citizens Bank
 First Horizon Bank
 F.W. Symmes Foundation
 GCRA
 Graham Foundation

Greenville Housing Fund
 Hollingsworth Funds
 Jolley Foundation
 Mary Black Foundation
 Mary Reynolds Babcock Foundation
 Northside Development Group
 One Spartanburg
 Pacolet Milliken
 Piedmont Health Foundation
 Pinnacle Financial Partners
 PRISMA Health
 SCACED

Self-Help Credit Union
 Sisters of Charity Foundation of SC
 Small Business Administration
 South State Bank
 Spartanburg County
 Synovus Bank
 TD Bank
 Truist
 United Community Bank
 United Way of Greenville County
 USDA
 Wells Fargo
 Woodforest Bank

CW is a 501 c 3 charitable organization and a US Treasury certified Community Development Financial Institution (CDFI).







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