

2025

IMPACT REPORT

THE RIPPLE EFFECT
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CommunityWorks

Building People & Places



At CommunityWorks,
impact creates a ripple.

One loan, one home, or one coaching session can strengthen families, grow businesses, and build more resilient communities across South Carolina. Our efforts expand opportunity and create lasting economic change.

TABLE OF CONTENTS

Letter from the CEO	1	Down Payment Assistance	8
Our Team	2	Small Business	9
Overall Impact	3	CommunityWorks Financing	11
Loan Portfolio	4	Giving & Sponsorship Opportunities	12
Affordable Housing	5		

WHO WE ARE

Mission

CommunityWorks expands access to capital, housing solutions, and knowledge to build stronger families, businesses, and communities.

Vision

We envision a future where innovative and bold solutions move communities to economic resiliency and shared prosperity.

Our Values

Access and Fairness for All

We are committed to fairness and inclusion, ensuring families and businesses continue to have access to capital, housing, and opportunities to build thriving communities.

Responsive Innovation

We adapt quickly to changing landscapes, testing new financial tools, partnerships, and delivery models to meet emerging needs. Innovation is how we ensure impact when the environment demands agility and creativity.

Strength Through People and Partnerships

Our greatest strength is our people who lead with integrity, collaboration, and compassion. We cultivate partnerships that strengthen our communities and elevate our mission.

Transforming Systems Through Amplified Voices

We are relentless change agents who have a responsibility to amplify community voices and transform systems. We believe that financial access is essential to thriving communities.





LETTER FROM THE CEO

In 2025, a year marked by economic uncertainty and rapid change, CommunityWorks remained focused on what matters most: creating pathways to financial stability and opportunity for individuals, families, and entrepreneurs across South Carolina.

As we reflect on the year behind us, one theme emerged: **impact creates a ripple.** At CommunityWorks, we see that ripple in the everyday moments that define our work. One loan helps an entrepreneur expand their business and create jobs. One safe, affordable housing unit provides stability for a family and a foundation to build wealth. One coaching session equips an entrepreneur with the knowledge and confidence to take control of their financial future. Together, these individual actions drive lasting economic change across our state.

Our mission to expand access to capital, housing solutions, and knowledge guides every decision we make. This year, we leaned into that mission and adapted to a shifting economic and policy landscape with creativity and care. We continued working to ensure opportunity is not limited by zip code, income, or background. Through the strength of our people and partnerships, we demonstrated that meaningful change is never the work of one organization alone: it is built through trust, collaboration, and shared commitment.

Equally important is our responsibility to amplify community voices and transform systems. This year, in addition to continuing to offer our programs and services, we also expanded our

policy and advocacy work. With a focus on our mission, we equipped ourselves with a plan that advocated for CDFIs, affordable housing, and the nonprofit community. We reached out to elected officials to have conversations connected to the real-life impact nonprofit loan funds make on the lives of individuals and families. The message is clear in our advocacy work: financial access is not a luxury. It is essential to thriving communities. By listening closely to those we serve and advocating alongside them, we are reshaping systems to expand opportunity and better meet the real needs of our communities.

This impact report reflects more than milestones or metrics. It tells a story of possibility and what happens when individuals are supported, barriers are reduced, and communities are given the tools to thrive. To our staff, board members, partners, funders, and the communities we serve, thank you for being part of this work. Your belief in our mission fuels the ripple effect.

Together, we are building stronger families, growing resilient businesses, and supporting communities so everyone has the opportunity to achieve lasting financial security.

With gratitude,

A handwritten signature in black ink, reading "LaTonia Green", is placed below the text "With gratitude,". The signature is written in a cursive, flowing style.

OUR TEAM

Staff Members

LaTorrie Geer, Chief Executive Officer
Brent Cooler, Chief Financial Officer
Katy Davenport, Chief Strategy Officer
Ana Parra, Chief Community Officer
Samantha Sanders, Chief of Staff
Will Brown, Business Support Program Director
Gina Cherry, Administrative Coordinator
Madi Coggin, Communications Coordinator
Wanda Davis, Business Development Officer
Damihje Ferguson, Business Support Officer
Jackie Gaffney, Accounting and Compliance Manager
David Haan, Homebuyer Assistance Coordinator
Emma Hughes, Grants and Compliance Manager
Lindsay Neal, Portfolio Manager
Matt Rivera, Small Business Loan Manager
Paul Schmitt, Director of Lending
Joni Smith, Senior Accounting Specialist
Edris Tucker, Financial Coaching Program Manager

Board of Directors

Gustavo Nieves, CEO, Echo Base Expeditions
Richard Cleys, Retired CFO
Michael Gates, Regional Manager, Self-Help Credit Union
Zandra Johnson Scott, Attorney, The Z Firm
Rev. Dr. Ankoma D. Anderson, Pastor, Welfare Baptist Church; Adjunct Professor, Anderson University
Melanie Brown, President and CEO, Restoration 52 LLC
Dina Estrada, Owner, Ruiz Tires & Auto Services, LLC
Kim Fabian, CEO, Elevatr
Mike Gatchell, Co-founder and CEO, Abundance Capital
Curt Hall, Senior Wealth Advisor, Wells Fargo Advisors Financial Network
Euleta Hagins-Altson, President, USS Facility Services
Rev. Stacey D. Mills, Senior Pastor, Mountainview Baptist Church; President & CEO, Parish House CDC
Bill Robinson, Managing Partner, Gosnell Menard Robinson Infante CPAs
Leola Robinson, Former State Representative
Dan Weidenbenner, Executive Director, Mill Village Ministries

OVERALL IMPACT

Since 2008

\$449M

Total Economic Impact

10,360

Total People Served

CW's Focus on Policy & Advocacy

Developing Relationships to Better Advocate for Our Communities

In 2025, CommunityWorks evaluated our policy and advocacy work on a federal, state, and local level. Inspired by a focus to empower the communities we serve, we focused on strengthening our knowledge, relationships, and policy plan. Our CEO and leadership team met with the offices of South Carolina representatives over Zoom, on the Hill, and at events, sharing the importance of funding CDFIs, supporting nonprofits, and passing policy that increases affordable housing units.

The Ripple Effect

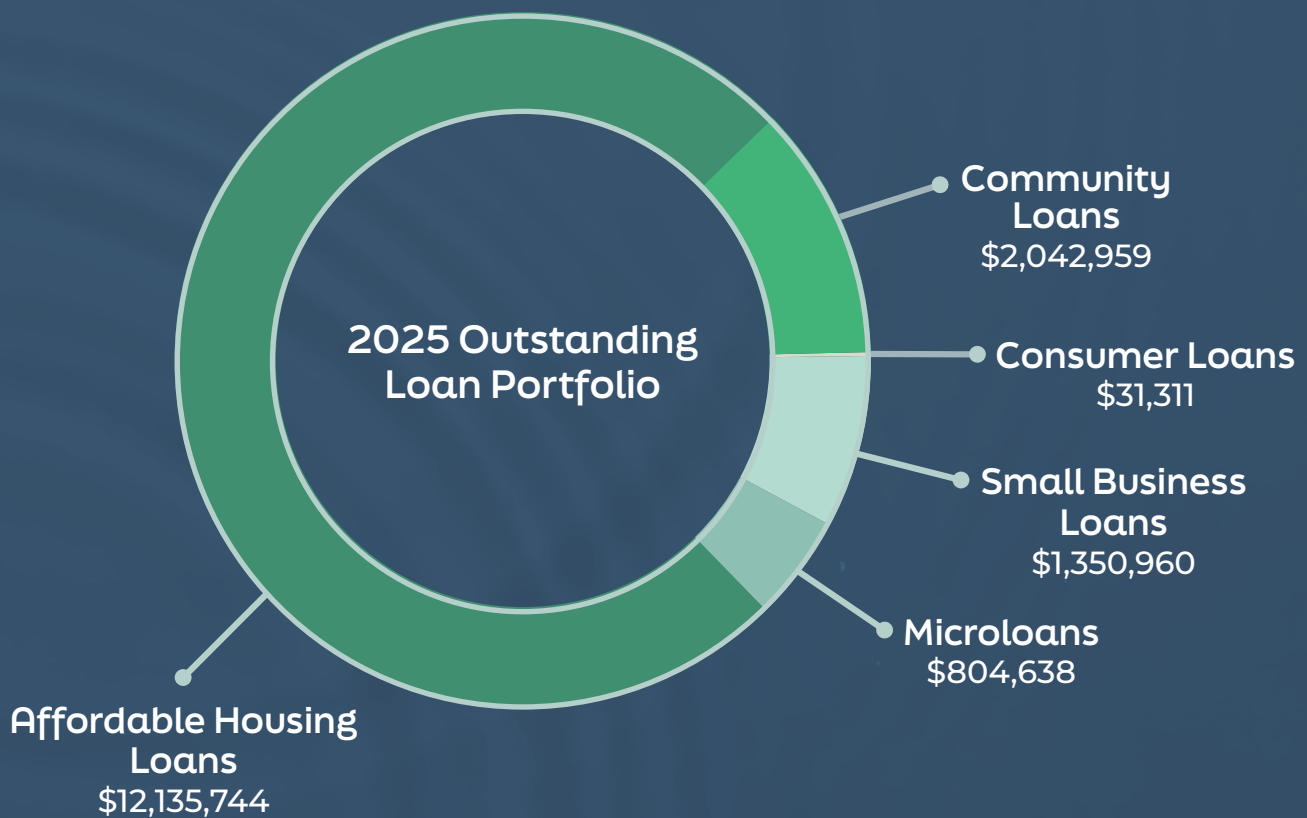
The work CommunityWorks did on the federal and state level will be replicated on a local level over the next year as we meet and share our work with county council members in the Upstate and beyond.

LOAN PORTFOLIO

Since 2008, CommunityWorks has expanded opportunity across South Carolina by putting capital to work where it creates the greatest impact. Through financing for small businesses, affordable housing developments, nonprofits, and homebuyers, we invest in people and places that strengthen communities from the ground up.

Whether supporting affordable and accessible housing, empowering entrepreneurs to grow and create jobs, or helping families achieve homeownership, our lending advances financial mobility and long-term stability. Combined with coaching and support services, these investments ensure capital creates a ripple effect that leads to sustainability.

As of the end of 2025, our outstanding loan portfolio represents more than dollars deployed. This portfolio reflects the total value of loans that remain active and are currently being repaid—capital that is still working in our communities. It reflects the collective reach of our lending programs and the communities they touch. Each loan helps bridge critical funding gaps—enabling businesses to grow, housing to expand, and essential community services to endure where they are needed most.



AFFORDABLE HOUSING

The What and Why of Affordable Housing

As South Carolina's population continues to grow, so does the need for affordable housing. Half of all renting households and one-quarter of homeowners in South Carolina are cost-burdened, spending more than one-third of their income on housing costs. Experts estimate the state needs nearly 90,000 additional affordable housing units to ensure low- to moderate-income residents have a safe place to live. At current market rates, a minimum-wage worker would need to work 115 hours per week to afford a modest one-bedroom rental home.

Affordable housing and homeownership provide far-reaching benefits, including improved educational outcomes and economic mobility for children, better mental and physical health, and increased civic engagement. CommunityWorks supports this ripple effect by financing the creation and preservation of affordable housing, training emerging developers, and opening pathways to homeownership.



Expanding Access to Affordable Homeownership

Lakeview Development | Homes of Hope | Greenville, SC

In 2025, CommunityWorks supported one of Homes of Hope's projects through our Affordable Housing Development Lending program, helping bring the Lakeview development to life in Greenville's Berea community. The 40-home neighborhood creates new opportunities for low- to moderate-income families to access safe, stable housing in a community connected to schools and essential resources. By partnering with mission-driven nonprofits like Homes of Hope, CommunityWorks helps strengthen neighborhoods, support family stability, and expand pathways to affordable homeownership for generations to come.

\$6,007,056

Affordable Housing & Community Loans in 2025

172

Units Created in 2025

33

Housing Developers Trained

2,022

Units Created All Time

Upstate Affordable Housing Summit

In August 2025, CommunityWorks hosted its inaugural Upstate Affordable Housing Summit at Greenville Technical College's Prisma Health Center for Health & Life Sciences. The event convened more than 150 housing leaders for a full day of learning, collaboration, and discussion focused on the future of affordable housing in the region.

Through expert-led panels and discussions featuring perspectives from the Federal Reserve Bank and other industry leaders, participants explored housing economics, innovative financing tools, and regional policy strategies. These conversations deepened understanding of housing challenges and equipped attendees with practical insights to drive meaningful action. The Summit marked an important step in building regional momentum around the creation of affordable housing.



Investing in Developers to Expand Affordable Housing

Kelli Wilder | Greenville, SC

With more than 20 years of experience in real estate, Kelli Wilder understands development and the urgent need for affordable housing. But like many emerging developers, she encountered a familiar barrier when she was ready to lead her own new construction project: access to capital. Despite her deep industry knowledge, traditional lenders required prior experience in new construction before financing her first build.

In 2025, CommunityWorks invested in Kelli's knowledge, vision, and commitment to affordable housing by providing financing for her first new construction project in Newberry County. A licensed South Carolina Residential Builder and a graduate of the CommunityWorks-sponsored real estate diversity initiative (REDI) through the Urban Land Institute (ULI), Kelli had already laid the groundwork: she just needed a partner willing to invest in her potential and found one in CommunityWorks.



The Ripple Effect

That initial investment unlocked more than a single home. It helped Kelli establish a track record as a new construction builder, expand business offerings to include affordable housing construction, and begin building a sustainable pipeline of future projects.

Today, she continues preparing for what's next while encouraging other minority developers to pursue training and financing opportunities of their own.

DOWN PAYMENT ASSISTANCE

The What and Why of Homebuyer Assistance

As housing costs rise, down payments and closing costs remain a major barrier to purchasing a home. Half of all renting households in South Carolina are cost-burdened, spending more than one-third of their income on rent—leaving little room to save. At current rates, it would take the average South Carolina household 29 years to save for a 20% down payment, the amount typically recommended to avoid private mortgage insurance.

To bridge this gap, CommunityWorks partners with municipalities and employers to offer homebuyer assistance programs. By providing \$5,000 to \$50,000 in down payment and closing costs assistance, these programs reduce upfront costs and open doors to homeownership. In 2025, CommunityWorks provided homebuyer assistance to more families than ever before. This milestone reflects both the rising barriers to homeownership and the importance of these programs.

Programs

Greenville County

City of Greenville

City of Spartanburg

PRISMA Health

Northside Development

Beaufort Memorial

Spartanburg Regional Healthcare System

City of Goose Creek

City of Beaufort

Town of Bluffton

Down Payment Assistance Case Study: Goose Creek

The City of Goose Creek launched its Homebuyer Assistance Program to offer a competitive benefit to city employees. As a growing suburb of Charleston, Goose Creek faces rising home prices that increasingly push workers farther from where they live. The program offers \$7,500 to \$15,000 in down payment and closing costs assistance, based on income, for employees purchasing homes within city limits.

City Administrator Natalie Zeigler highlights the benefits: employees develop deeper connections to their neighborhoods, children participate in local recreation programs, police officers take patrol cars home—helping deter crime—and residents become more invested in their community's success. This is the ripple effect CommunityWorks is proud to support—one that creates stronger, safer, and more connected communities.

52

Homebuyers Receiving Assistance in 2025

\$674,923

Total Assistance in 2025

SMALL BUSINESS

The What and Why of Small Business Lending

Small business is a powerful pathway to economic opportunity. However, South Carolina, like much of the South, remains underinvested and underbanked. For entrepreneurs with limited assets, lower credit scores, or little lending history, traditional financing is often out of reach.

CommunityWorks helps close this gap by pairing responsible lending with personalized business support and coaching. Our approach recognizes that capital is most effective when entrepreneurs also have the tools, knowledge, and confidence to use it well.

In 2025, CommunityWorks provided \$1,006,262 in loans to 31 small businesses. In addition, 108 entrepreneurs worked with a personal financial coach to strengthen their budgets and credit, and 134 received one-on-one guidance from business support officers.



Pairing Capital and Coaching to Support Small Business Growth

Quincella Williams | Wax N More Studio | Anderson, SC

Quincella Williams, partnered with the CommunityWorks business support team to strengthen her business and plan for long-term growth. Like many small business owners, she needed both funding and the right tools, guidance, and connections to move confidently into her next phase. Through the Fall 2025 MicroEntrepreneur Training, Quincella earned a grant which she used to build a professional website and expand her marketing efforts. She also opened a Credit Builder Secured Savings account, taking an important step toward securing property and establishing strong business credit. With continued coaching from CommunityWorks staff and connections through the Anderson Chamber, Quincella was able to navigate challenges that could have slowed her progress. Today, she is preparing to break ground on a new storefront.

\$1,006,262

Small & Microbusiness
Loans Deployed in 2025

31

Businesses that Received
Loans in 2025

Supporting Local Ownership to Strengthen Creative Communities

Nicole Davenport | Indigo Custom Framing and Artisan Market | Anderson, SC

After four years as an employee at Indigo Custom Framing and Artisan Market in Anderson, South Carolina, Nicole Davenport was presented with an opportunity to purchase the business. She turned to CommunityWorks for financing that offered more than just capital. In January of 2025, a CommunityWorks loan helped her complete the purchase. She paired secure financing with education and resources that supported her transition as a first-time entrepreneur. Since taking ownership, Nicole has expanded Indigo beyond custom framing, transforming it into a creative hub for local artisans. The business now provides space for artists to sell and display their work and hosts hands-on workshops for families and adults, fostering creativity and connection.

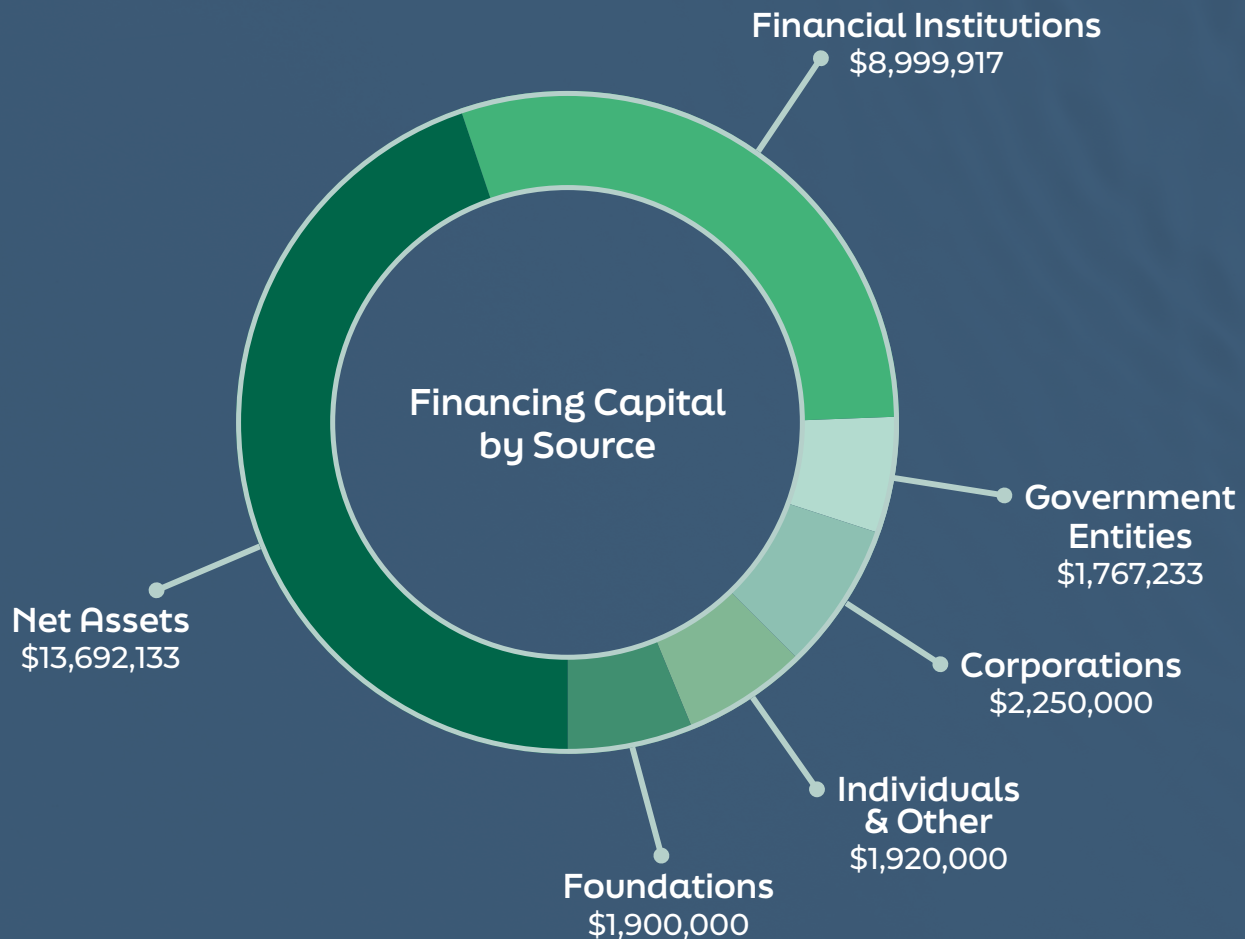


The Ripple Effect

Today, Indigo is a go-to destination in downtown Anderson, supporting three employees, uplifting local artists, strengthening the local creative economy, and demonstrating how accessible capital and education can help small businesses grow into community anchors.

COMMUNITYWORKS FINANCING

As a nonprofit loan fund and Community Development Financial Institution (CDFI), CommunityWorks receives funding from a variety of sources that support our mission. CommunityWorks' financing is primarily built from net assets and loan repayments, and is further strengthened by investments from financial institutions, government entities, corporations, foundations, and individual donors.



Creating New Opportunities for Revenue

CommunityWorks has focused on raising operational revenue through traditional methods, such as grantmaking, sponsorships, and donations, since its inception. In 2025, we joined the inaugural cohort of RevUpGVL to explore how our organization could raise revenue through a new income stream model that aligned with our work. Thanks to our partner Greater Good Greenville, who brought us together with four other nonprofits, we created a sustainable business model that we hope to launch over the next year.

GIVING & SUPPORT OPPORTUNITIES

CommunityWorks is committed to strengthening South Carolina communities by providing financing and support for small businesses, affordable housing, nonprofits, and first-time homebuyers. We know meaningful change requires community support.

Thanks to our donors, investors, and sponsors, we deliver accessible lending, provide education to entrepreneurs and emerging developers, and convene partners to explore innovative solutions to housing challenges.

By partnering with CommunityWorks, you join a network dedicated to expanding financial opportunity across the state. Every sponsorship, donation, and investment helps fund programs that uplift families, entrepreneurs, and communities. **For more information** or to get involved, visit communityworkscarolina.org/give or email giving@cwcarolina.org.

2025 Grant, Sponsor, & Investment Partners

Ankoma Anderson
Bank of America
Bill Robinson
Bon Secours St. Francis
Bracken Real Estate
Charter Spectrum
City of Greenville
City of Spartanburg
Coastal Community Foundation of South Carolina
Community Foundation of Greenville
Count On Us Controller Services
CDFI Fund
CSX
Curt Hall
Daniel Weidenbenner
Daniel-Mickel Foundation
Euleta Alston
F.W. Symmes Foundation
Fielding and Gally Gallivan Fund
Fifth Third Bank
First Citizens Bank
First Horizon Bank
First Palmetto Bank
Kim Fabian
GCRA - Greenville County Redevelopment Authority
Gerry H. Milliken Jr. Trust
Graham Foundation
Greater Good Greenville
Greater Greenville Association of Realtors
Greenville Housing Fund / GAHC
Gustavo Nieves
Habitat for Humanity of South Carolina
Hollingsworth Funds
Homes of Hope
Jody Martindale
Jolley Foundation
JPMorgan Chase
Katherine Smith
Kim Fabian
Long Branch Baptist Church

Mary Reynolds Babcock Foundation
Melanie Cannon
Michael Gatchell
Michael Gates
Milliken Charitable Foundation
Nancy Holloway Insurance Agency
NHE
Opportunity Finance Network
Park National Bank
Paul Aiesi
Piedmont Natural Gas
Pinnacle Bank
PNC Bank
Regions Bank
Richard Cleys
Robert Johnston
SCACED - South Carolina Association of Community Economic Development
Sisters of Charity Foundation
SouthState Bank
Southern First Bank
Stacey Mills
Spartanburg County Foundation
Tara Peery
Target Circle
Taylor Davis
Ten at the Top
TD Bank
Tides Foundation
Truist
ULI SC
Union Home Mortgage
United Bank
United Community Bank
United Way of Greenville County
US Small Business Administration (SBA)
USDA
Wells Fargo
Will and Amy McCauley
Women's Affordable Housing Network
Zandra Johnson

SUPPORT THE SMALL BUSINESSES FEATURED IN THIS REPORT:

Kelli Wilder, WLDR Development

864-325-0370

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Quincella Williams, Wax N' More Studio

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Nicole Davenport, Indigo Custom Framing and Artisan Market

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CONTACT


Learn more on our website:
communityworkscarolina.org

864-235-6331

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GIVE

Donations, investments, and sponsorships all help provide the resources needed to power CommunityWorks programs, such as loans for affordable housing, small businesses, and first-time homebuyers, as well as our business support efforts. Contact giving@cwcarolina.org to learn more.

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VISIT OUR
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