



SOUTH CAROLINA
Community
Loan Fund

Investing in Community

South Carolina Community Development Financing Demand Report

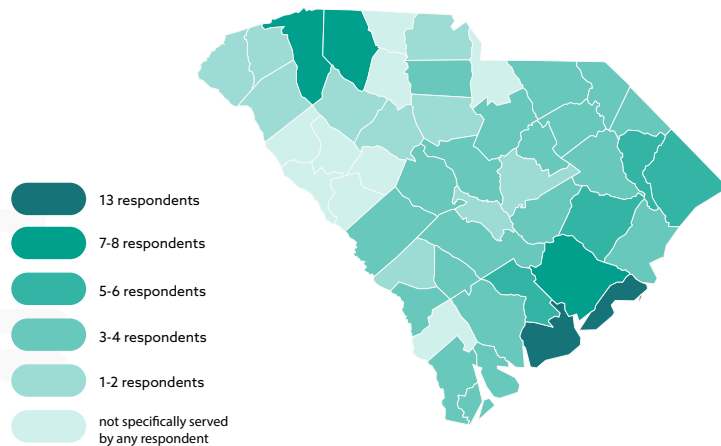
Access to capital is a challenge for the people working to serve our communities.

44% of respondents reported their organization's annual operating budget is less than \$400,000 annually.

48% of respondents have not secured adequate financing for their community development projects.

The largest barrier to securing financing is **insufficient equity**.

Counties served by respondents:



SCCLF is positioned to be a key partner for prospective borrowers.

35% of respondents say they are likely to use SCCLF's technical assistance services.

46% of respondents are likely to borrow from SCCLF by 2020.

30% of likely borrowers report needing long term financing (30 years) to make their project feasible.



Survey results indicate significant unmet demand for community development financing. They further indicate a need for SCCLF's technical assistance and a promising lending market for the foreseeable future.

South Carolina Community Loan Fund conducted a survey in June 2017 in an attempt to better understand the demand for community development financing in our state. To gain this insight, we asked for feedback on projects in various stages of completion across our four lending areas: affordable housing, community businesses, community facilities, and healthy food access.



The development financing outlook is positive.

Respondents estimate loan requests of **\$41.5MM** by the end of 2020.

Future borrowers are likely to finance projects across **all four** of our lending areas.

Estimates of loan requests 2018–2020:

