

# ANNUAL REPORT

Investing in Community



20 18







# MISSION



To advance equitable access to capital by providing loans, technical assistance, and advocacy for affordable housing, healthy food, community facilities and community business enterprises.

# LENDING IMPACT

Since 2005



337 Loans



\$52.8 Million in Financing



\$337.2 Million in Development







Retail Outlets





24 Community Businesses

# LETTER FROM CEO & BOARD CHAIR

Dear Friends,

With your help, we loaned more money in 2018 than ever before - over \$7 million.

**But what does that really mean?** It means a Title I high school in Orangeburg now has the space and technology needed to serve more low-income students who aspire to enter the medical field. It means a minority entrepreneur who has been serving vegan soul food in Columbia for over a decade reached her goal of purchasing a permanent storefront for her business. It means more families have a place to call home that they can afford, more entrepreneurs realized their dreams, and more community-based assets were created across the state.

A theme that emerged when reflecting on the borrower stories that fill this year's report was persistence. Community development work is challenging and it requires a great deal time and effort to put financing together. Many of our borrowers have taken advantage of all of the resources available to them, attended numerous workshops and trainings, and often worked for a year or more with their loan officers to get to the finish line. These borrowers stayed true to their visions, and now they're making a difference in their communities.

The demand for equitable access to capital is persistent but so are our borrowers, and so is our collective commitment to the South Carolina communities and people who are most in need of economic opportunity. Knowing this, we are nothing but optimistic about the future

We thank you for your continued support of our mission, and look forward to working together to deepen our reach and impact in 2019 and beyond.

In Partnership,

Anna Lewin

Chief Executive Officer

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Wendy Zara

Wendy Sare

**Board Chair** 



# **COMMUNITY BUSINESS**

#### A PEACE OF SOUL VEGAN KITCHEN

A Peace of Soul Vegan Kitchen, formerly Lamb's Bread Vegan Café, now has a permanent home in Columbia's North Main Street neighborhood thanks to one entrepreneur's persistence and a public-private partnership. Folami Geter, the owner of A Peace of Soul Vegan Kitchen, needed a permanent home for her restaurant and it was important to her that she be able to continue to serve the North Main Street community.

Folami began working with the City of Columbia's Office of Business Opportunities as part of the City's North Main Street area redevelopment efforts. The Office of Business Opportunities wanted to support Folami's goals for her business but knew they needed a lending partner in order to obtain financing for A Peace of Soul's new location. South Carolina Community Loan Fund saw an opportunity to help a woman- and minority-owned business secure its place in a community in the midst of a revitalization by joining this partnership and financing the purchase of A Peace of Soul's new building. SCCLF and Folami worked together for more than a year to complete the underwriting process and building

purchase. "Even with our struggles, and the times when the project was placed on hold, they never gave up. Our lending officer went above and beyond to help, and I knew he believed in what we were trying to do."

Construction on A Peace of Soul's new location is scheduled to conclude in the spring of 2019. Thanks to a \$210,000 loan from SCCLF, Folami is looking forward to opening her doors to the neighborhood that supported her business for so many years. "We've always had the support of this community, so being able to stay here means a lot. SCCLF was instrumental in us maintaining our presence in this neighborhood, and we want to serve as a reminder of what Main Street is all about: diversity and small, locally-owned businesses."





# **COMMUNITY FACILITY**

#### CHRISTIAN SERVICES OF LANCASTER

Christian Services has served the Lancaster community for more than 35 years and is adding to the long list of critical services they provide thanks to their recent purchase and renovation of a neighborhood bowling alley. Christian Services supports over 1,200 families per month through their food pantry and is the only TEFAP (USDA's The Emergency Food Assistance Program) provider in Lancaster County. In addition to food assistance, they offer job and life skills courses, operate a thrift store, and provide a variety of emergency services to community members in need. In 2017, Christian Services purchased the bowling alley adjacent to their building with the plan of transforming it into a community hub, but they needed additional capital to realize its full potential.

Christian Services worked with SCCLF to secure \$468,000 in financing to update the bowling alley and consolidate the costs they incurred from purchasing the building. However, the process proved challenging. "We initially worked together to pursue USDA financing, but Christian Services realized that particular loan was not the right fit for them," said Brendan Buttimer, SCCLF Upstate Community Development Loan Officer. "To their credit, they stayed true to their vision for their space and saw the process through to the end."

"Brendan gave us so many good ideas when obstacles arose and worked to understand how we operate,"said Eric Kramer, Christian Services' Executive Director. "Even though we simply meet needs and provide services, we are a little different [than other nonprofits]. It helped that SCCLF saw that."

Christian Services is able to provide more than bowling to the Lancaster community as a result of the loan. They offer meeting space to other nonprofits, cater nonprofit events in Pinz, the bowling alley's restaurant, and host their life skills classes on site. The bowling alley also serves as a revenue stream, and combined with the thrift store it generates enough income to cover 80% of Christian Services' operating costs. The stability the revenue provides allows Christian Services to go beyond simply meeting needs to building community and connection. "We are more of an event center than just a bowling alley," said Eric. "We provide a place to gather, learn, celebrate, and just spend time getting to know each other. Taking the time to be with your neighbors and really listen to them- that's how you break down barriers."







# HEALTHY FOOD ENTERPRISE

#### **FEEDING INNOVATION:**

#### SOUTHSIDE MARKET AND PRODUCE STAND

Feeding Innovation's ninth round took place in Anderson, SC in December 2018. Feeding Innovation is an intensive technical assistance program designed to support entrepreneurs interested in developing or expanding healthy food businesses in food deserts or underserved areas of the state. The program works to increase access to healthy food and support the development of strong, local entrepreneurs and community-based businesses.

The program culminated in a pitch night, when program participants presented their business plans to a panel of judges for a chance to win \$12,500 in seed capital. The pitches were a diverse array of market-based approaches to increasing healthy food access; they included mobile markets, small-scale farms, traditional retail outlets, and nutrition education programs.

The winning pitch came from Gloria Brown, who plans to open Southside Market and Produce Stand to serve residents of her South Anderson neighborhood, a food desert lacking a full-service grocery store. Gloria did extensive outreach by surveying the neighborhood to gauge interest in her project. "I learned that many people in the neighborhood I will serve

are seniors and mostly retired, and also that a major issue for them when it comes to grocery shopping is a lack of reliable transportation. One man wrote his name on his survey and said, 'I need a job,' and that made what I was trying to do feel more real," said Gloria.

"In my time judging Feeding Innovation Pitch Night, I have never seen a participant take the extraordinary step of surveying the community in which she plans to operate. When Gloria shared that one respondent wrote a note on his survey asking for a job, the audience audibly gasped, and the potential impact of her project came into focus," said SCCLF Chief Lending Officer James Chatfield.

Gloria's approach to developing the plans for Southside Market and Produce Stand is a reflection of SCCLF's own experiences in financing healthy food retail outlets of which there are 11 to date. Her pitch moved the judges and audience because it was a clear illustration of the power of healthy food retail outlets. They not only provide a place to purchase the food we want to feed our families, but also spur economic activity and create jobs where they are most needed.



# AFFORDABLE HOUSING

#### THE HERITAGE AT SLIDING ROCK

According to the National Low Income Housing Coalition, a South Carolina renter must earn \$34,080 in order to afford the rent on the average SC two-bedroom apartment. Senior citizens are among South Carolina's most vulnerable renters, with fixed incomes often being insufficient to afford safe and affordable housing. In Greenville, the need for affordable senior housing grew after the Scott Towers public housing community was demolished in 2014.

Heritage at Sliding Rock developers approached Centrant Community Capital (CCC) to finance the \$1.6M project funding gap remaining after the use of Low Income Housing Tax Credits. SCCLF is a member of CCC, a consortium of lenders dedicated to financing multifamily affordable housing development. SCCLF saw an opportunity to create more safe and affordable housing for low-income Greenville seniors and contributed \$125,000 to the capital pooled to finish construction of the Heritage at Sliding Rock project.

The completion of Heritage at Sliding Rock created 42 one-bedroom and 18 two-bedroom units of housing for extremely low-income seniors in the Greenville area. The development was at full occupancy immediately after becoming available to rent, and maintains a waiting list of area seniors hoping to make this safe and affordable community home.

SCCLF SAW AN OPPORTUNITY TO CREATE MORE SAFE AND AFFORDABLE HOUSING FOR LOW-INCOME GREENVILLE SENIORS AND CONTRIBUTED \$125,000 TO THE CAPITAL POOLED TO FINISH CONSTRUCTION OF THE HERITAGE AT SLIDING ROCK PROJECT.

# LENDING IMPACT & DEMAND



#### WHY WE INVEST

"Synovus places great value in supporting and investing in the communities we serve throughout South Carolina. While considering our own mission statement at Synovus, we felt as if the mission of the SCCLF to promote and support community centric activities such as small business, affordable housing, and other community development aligned well with our own. We know that our investment is being utilized in a manner that will promote economic success and sustainability in South Carolina's most important communities."

-Reid Boehm, Synovus

#### AFFORDABLE HOUSING LOANS

- 1. Bluewater Horizons, LLC \$965,000 17 units I Charleston County
- 2. The Heritage Sliding Rock \$125,000 60 units | Greenville County

#### **COMMUNITY BUSINESS LOANS**

- 3. Alston Transportation \$150,000 1 unit | Beaufort County
- 4. Martin's Motorworx \$178,000 1 unit | Richland County
- 5. A Peace of Soul Vegan Kitchen \$210,000 1 unit | Richland County
- 6. 546 Elm **\$1.220.500** 1 unit | Charleston County

#### **COMMUNITY FACILITY LOANS**

- 7. Christian Services **\$468,000** 1 unit | Lancaster County
- 8. OCSD5 High School for Health Professions \$3,825,000 1 unit | Orangeburg County

# SCCCLF HAS NOW MADE LOANS IN 23 of 46 SC COUNTIES

## **2018 IMPACT**



8 Loans



\$7.1 Million in Financing



SIU.6 Million in Development



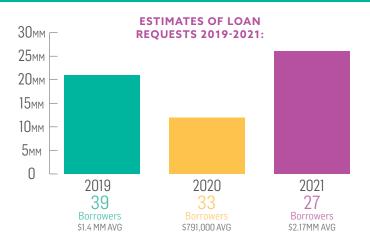
Jobs Created or Retained

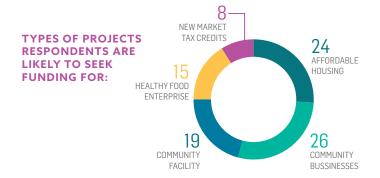
### **Future Demand**

South Carolina Community Loan Fund conducted a survey in June 2018 in an attempt to better understand the demand for community development financing in our state. Survey results indicated a growing demand for community development financing and technical assistance services in South Carolina, confirming that SCCLF is in a unique position to create change in communities suffering from persistent disinvestment.

Challenges in securing financing vary from insufficient equity and collateral to simply not knowing how to apply for a loan.

- 71% of respondents are likely to borrow from SCCLF by 2021.
  - **↑** 25% from 2017
- Respondents estimate loan requests of nearly \$59MM by 2021.
  - ↑ 17.4MM from 2017
- 36% of borrowers report needing loan terms of 15 years or more to make their projects feasible.





#### WHY WE GIVE

"My husband and I have been donors to SCCLF for a while now as we believe in furthering opportunity for those who don't readily have it, and this organization does that in a sustainable and scalable way. Due to the nature of CDFIs, they must have donated capital to increase their capital available to lend. Our family prioritizes donating to SCCLF because we know that by providing this much-needed operational support, the organization can more than quadruple its impact."

-Elizabeth Smith, Lesetta, LLC









# TECHNICAL ASSISTANCE

We provide a range of technical assistance services including one-on-one support, workshops, and comprehensive training programs to increase the capacity of community development practitioners and entrepreneurs across the state. These technical assistance services support the development of projects across our four program areas, helping to increase access to affordable housing, healthy food enterprises, community facilities, and community businesses throughout South Carolina.

**2018 IMPACT:** 

WORKSHOPS & EVENTS



**ATTENDEES** 

#### **TA SPOTLIGHT:**

#### ALSTON TRANSPORTATION YEMASSEE, SC

At SCCLF, technical assistance goes beyond workshops and events. In fact, the bulk of the TA provided by SCCLF's lending team is individual assistance. Many potential borrowers seeking business loan financing in South Carolina face obstacles just like the Alstons did- they lacked sufficient collateral and their business was considered a startup. However, while working with the Small Business Development Center on their business plan and financials, they were referred to SCCLF as a potential lender.

"The loan process can be lonely, but Joseph was so available to us. We saw him as an advocate because he worked to understand our business and so he could speak for us," Sophia Alston said of SCCLF's Coastal Community Development Loan Officer, Joseph Dukes. "Joseph was very involved, and he helped us put our long-term goals into focus and get a deeper understanding of our industry."

After working hand in hand with Joseph for

for a \$150,000 loan, which they used to purchase trucks and a trailer for their transportation company. As a result of the loan, a family-owned business situated in a low-income community has been able to hire two additional drivers. The Alstons hope their business will be an example to others in their community who have dreams of owning a business but are not sure how to secure the financing they need.

nearly a year, the Alstons were approved

Part of being a mission-based lender is looking beyond the transactions and seeing the potential for community change through business and property ownership. The intensive individual technical assistance SCCLF provides to borrowers is often the bridge between the borrowers' goals and the capital they need. "This is one of the best parts of the job," said Joseph. "The Alstons had aspirations and they were committed. It was gratifying to walk with them through the lending process."

Sophia agrees, adding, "Joseph is part of the family now."



# CAPITAL SPOTLIGHT: SOUTH STATE BANK

South State Bank was the first financial institution to invest in SCCLF, providing \$300,000 investment into the organization's revolving loan fund in 2009. Understanding SCCLF's need for both debt and equity capital to carry out their mission, South State has provided the organization with over \$1.4 million in operating and program grants over the years, and served as a key sponsor for SCCLF's annual events. In addition to providing capital to support SCCLF, South State Bank provides banking services for the organization and bank representatives serve on SCCLF's board, executive, finance, and housing loan committees.

"The partnership with South State Bank has been so successful because we have developed a multifaceted relationship that allows us to communicate our strategic priorities and changing needs," explained SCCLF's CEO, Michelle Mapp.

"From the beginning, SCCLF has been instrumental in financing affordable housing in high need areas of South Carolina," said Nate Barber, SVP of South State Bank. "The organization has grown its capacity over the years, becoming a CDFI and expanding its program areas, which has allowed us to increase our involvement and support of their mission. SCCLF's staff and board have developed the organization into one of the premier CDFIs in the Southeast, and we are proud to be a partner in their work."



#### 2018 INVESTING IN COMMUNITY SUMMIT

The first annual Investing in Community Summit offered an opportunity for individuals from across sectors to learn from each other, network, and discuss strategies transforming underserved communities across South Carolina. Over 200 attendees from across the state came together over the course of the three day summit, hearing from local and national leaders who have led community development efforts in their communities, and gaining the resources needed to support their small businesses and community development projects.



These events would not be possible without the generous support of sponsors. Thank you to our 2018 summit sponsors:



#### ADVOCACY & POLICY CHANGE

SCCLF stands with coalitions of community development advocates to advance state and federal policies that facilitate equitable access to capital in South Carolina. In 2018, SCCLF continued to move forward our ongoing advocacy and policy change efforts to better meet the needs of SC communities.. Our policy priorities include:

#### SC HEALTHY FOOD FINANCING INITIATIVE (HFFI)

The SC HFFI provides access to loans to support local farmers and businesses in renovating or expanding food projects in underserved communities. SCCLF led the food access task force in continuing to pursue HFFI funding in 2018, and worked to build relationships with legislators across the state to support the initiative.

#### **CDFI FUND**

The fiscal year 2019 budget proposal was released in February 2018 and proposed a \$234 million cut to CDFI Fund grant programs. SCCLF stood with national partners such as Opportunity Finance Network and the CDFI Coalition to advocate for the preservation of the CDFI Fund in the 2019 budget, resulting in the preservation of \$250MM in funding.

#### SC COMMUNITY DEVELOPMENT TAX CREDIT

South Carolina provides valuable tax incentives to people who support CDCs and CDFIs. SCCLF is committed to increasing the number of community development tax credits available and to making this legislation, currently scheduled to sunset in 2020, permanent.

# **FINANCIALS**

#### 2018 FINANCIAL OVERVIEW:

#### REVENUE

SCCLF closed 2018 with \$2.8MM in revenue, an increase of 40% over 2017. Earned income accounted for 42% of total revenue.

#### **O** LOANS RECEIVABLE

Net loans receivable as of 12/31/2018 totaled \$16MM, an increase of 23% over 2017.

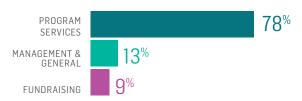
#### **O** INVESTMENTS

Total investments outstanding as of 12/31/2018 were \$19.3MM, an increase of \$5.5MM over 2017.

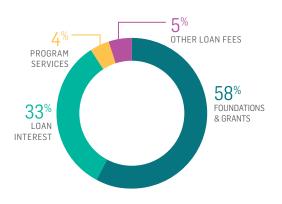
#### NET ASSETS

Net Assets as of 12/31/2018 totaled \$6.2MM. Net assets have grown by an average of 5% per year for the past three years.

#### EXPENSES \$2,666,384 TOTAL



# PUBLIC SUPPORT AND REVENUE \$2,808,560 TOTAL



#### STATEMENT OF FINANCIAL POSITION:

#### **ASSETS**

Cash and Investments	\$8,866,065
Loans Receivable	\$17,240,674
Reserve for Loan Loss	(\$1,366,500)
NMTC Non-Recourse Note Receivable	\$6,200,000
Plant and Equipment	\$813,757
Other Assets	\$86,550

#### Total Assets \$31,840,546

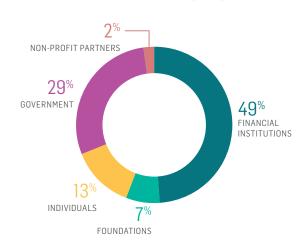
#### **LIABILITIES & NET ASSETS**

Accrued and Other Payables	\$67,317
Deferred Revenue	\$4,230
Program Related Investments	\$1,350,000
Other Investments	\$12,133,043
Equity Equivalent Investments	\$5,892,000
NMTC Non-Recourse Notes Payable	\$6,200,000

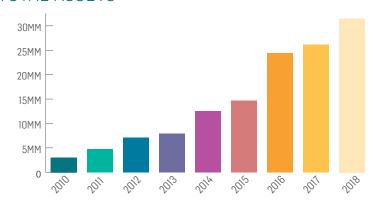
#### **NET ASSETS**

Total Net Assets	\$6,193,956
Temporarily Restricted	\$408,442
Unrestricted	\$5,785,514

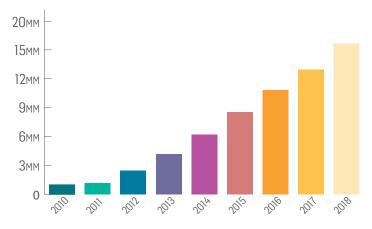
# REVOLVING LOAN FUND INVESTORS \$19,375,042 TOTAL



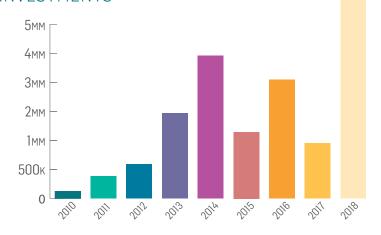
#### TOTAL ASSETS



#### LOANS OUTSTANDING



#### INVESTMENTS



Elliott Davis Decosimo, LLC audited the financial statements for the fiscal year ending December 31, 2018 in accordance with generally accepted accounting principles and expressed an unqualified opinion. The audit was approved by the Board of Directors and is available on our website, sccommunityloanfund.org.

#### **CAPITAL SPOTLIGHT:**

# COMMUNITIES THRIVE CHALLENGE

SCCLF was selected as one of ten grantees in the Communities Thrive Challenge, a \$10-million funding opportunity launched by The Rockefeller Foundation and the Chan Zuckerberg Initiative. The Communities Thrive Challenge is an effort to find and support successful, community-driven approaches to expand economic opportunity for low-income and financially insecure people and communities across the U.S.

The selection process for the Communities Thrive Challenge involved an extensive application, a site visit conducted by The Rockefeller Foundation and the Chan Zuckerberg Initiative, and two rounds of review, including peer-to-peer evaluation and review by an expert panel. Out of the more than 1,800 qualified applicants, SCCLF was selected as a stand out model based on our demonstrated impact, potential for scale, community involvement, and leadership.

As a grantee, SCCLF received a \$1,000,000 grant, tailored technical assistance, and an opportunity to share our story on a national stage. The \$1 million award directly increased available financing capital and allows us to grow our staff capacity to in order to meet this need. Further, the technical assistance resources provided through the program will help advance SCCLF's vision to ensure equitable access to capital for South Carolinians, and will allow us to better support those South Carolina communities that are most in need of economic opportunity.

"Communities thrive when everyone - regardless of race, gender, and socioeconomic status - has access to economic opportunity" said Anna Lewin, SCCLF's incoming CEO. "Being named a grantee of the Communities Thrive Challenge is an incredible honor that will allow us to work with more South Carolinians who want to start their own businesses and strengthen underserved communities."

#### **STAFF**

#### Michelle Mapp

Chief Executive Officer

#### Anna Hamilton Lewin

Chief Operating Officer

#### Brendan Buttimer

Community Development Loan Officer (Upstate)

#### Chantee Gorie

Community Development Loan Officer (Midlands)

#### Dawn Deck

Grants and Investments Manager

#### Holly Shinn

Communications Manager

#### James Chatfield

Chief Lending Officer

#### Joseph Dukes

Community Development Loan Officer

#### Kendra Simmons

Data and Compliance Manager

#### Leigh Ann Shelton

Chief Financial Officer

#### Shelley Hough

Portfolio Manager

#### Victoria Baker

#### 2018 BOARD

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#### Wendy Zara

Vice-Chairman Retired Financial Advisor

#### Thomas Anderson

Treasurer South State Bank

#### Ashley Heggie

Secretary Greystar

#### Jennie Stephens

At-Large Center for Heirs' Property Preservation

#### Andy Hewitt

The Paramount Group-SC

#### Carolina Mascarin

Charleston Trident Urban League

#### Debby Waid

Affordable Housing

#### Elizabeth Smith

Lesetta, LLC

#### Jacqueline McLeish

#### Jan Clark

Intertech SC

#### Michael Mansson

Ziff Properties

#### Quinetha Frasier

MyPledger.com

#### Robert Johnston

The InterTech Group, Inc.

#### Sedrick McCallum

Bank

#### Torrey Rush

Osmium Development

#### Zach Bearden

Origin Development Partners, LLC

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#### \$1 - \$499

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Katherine M McAnnar

Leigh Ann Shelton

Network for Good

Michelle Mapp

Kelly Price

#### Sedrick McCallum Steven Goldberg Thomas Anderson Tonia Switzer-Smalls Tony Joyner

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Ashley Heggie Jennie Stephens SCACED Tish Lynn Trident United Way Whitney Powers Zach Bearden

#### \$1,000 - \$4,999

Anna Lewin Center for Heirs Property Coastal Community Foundation Community Foundation of Greater Birmingham Karen Abrams NBSC, a division of Synovus Bank PNC Bank Robert Johnston Tax Advantage Group TD Bank Wendy Zara

#### \$5,000 - \$9,999

Bank O7K Elizabeth and Childs Smith FTB Advisors McNair Law Firm Patricia Lewin Pinnacle Financial Partners

#### \$10,000-99,999

SunTrust Wells Fargo

#### \$100,000-\$499,999

Capital Bank\* Francis P. Bunnelle Opportunity Finance Network\*

#### \$500,000+

Bank of America Mary Reynolds Babcock South State Bank\* The Rockefeller Foundation and Chan Zuckerberg Initiative PNC Bank\* U.S. Department of Agriculture



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#### **COLUMBIA OFFICE**

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#### SPARTANBURG OFFICE

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