

Self-Help is one of the nation's largest Community Development Financial Institutions

We fulfill our mission – to create wealth for low- and moderate-income women, minorities and rural residents – through home lending and lending to small businesses and nonprofits through the Self-Help Credit Union and Self-Help Ventures Fund.

Since 1980, Self-Help has provided \$3.2 billion in financing for nearly 37,000 home mortgage loans nationwide. Its commercial lending, through seven branches in North Carolina, has created more than 20,000 jobs – in child care, human services, education, health care, and a myriad of local small businesses.

Our borrowers' success corroborates our belief that household income alone is not the main determinant of the borrower's ability to repay. Self-Help's loan loss rate of less than one percent, even working with higher-risk loans, is comparable to even the most successful conventional lenders.



CREATING OWNERSHIP AND ECONOMIC OPPORTUNITY

TOTAL FINANCING: \$3.6 BILLION / 41,964 BORROWERS



REAL ESTATE DEVELOPMENT

Residential:

- 55 houses renovated/built, 51 sold
- 30 houses acquired for renovation
- \$4.4 million invested

Commercial:

- 14 buildings renovated; 600,000 square ft.
- \$47.6 million invested

SMALL BUSINESS LENDING

\$205 million, 2,438 loans

- 17,386 jobs created or maintained

HOME LENDING

\$136 million, 2,285 loans

- female-headed households - 38%
- minority-headed households - 71%
- households in rural areas - 38%

COMMUNITY FACILITIES LENDING

\$103 million, 581 loans

- 20,582 child care spaces
- 9,769 school spaces
- 523 supportive housing spaces
- 5,934 jobs

SECONDARY MARKET FINANCING

\$3.2 billion, 36,993 loans

- female-headed households - 39%
- minority-headed households - 42%
- households in rural areas - 35%

POLICY & ADVOCACY

- supported Georgia's effort to repeal payday lending
- Provided key research to Standard & Poor's
- NC predatory lending law turns five yrs. old



SELF-HELP'S BRANCHES:
ASHEVILLE • CHARLOTTE • DURHAM (HEADQUARTERS)
FAYETTEVILLE • GREENSBORO • GREENVILLE
WILMINGTON • WASHINGTON, D.C.

HOME LENDING A surge in home lending to North Carolina's exploding Latino population brought the number of Self-Help's home loans to record levels in 2003. In our history, we've made 2,285 home loans to North Carolinians; seven in ten were to minority families.

SMALL BUSINESS LENDING Self-Help's small business loans range from a few hundred dollars for a home-based business to several million dollars for construction of a school. It has provided some \$205 million in financing over the past 24 years and created some 17,386 jobs that boost employment and contribute millions to local economies throughout North Carolina.

COMMUNITY FACILITIES Our lending to child care centers, supportive housing, charter schools, community health centers, and other facilities amounts to more than \$103 million. These borrowers have provided more than 20,000 child care spaces for kids; lending to schools has made available educational opportunities for almost 10,000 students.



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P.O. Box 3619, Durham, NC 27702
1-800-476-7428
www.self-help.org/deposits

For More Information on How You Can Support Self-Help's Work, Call Us or Visit Our Website.

SECONDARY MARKET FINANCING Partner lenders across the U.S. work with Self-Help, Fannie Mae, the Federal Home Loan Bank of Atlanta, and the Ford Foundation in a unique \$3.2 billion secondary market program that has created homeowners of almost 37,000 low-wealth families in 47 states and Washington, DC. In late 2003, the commitment was extended for another five years with a goal of an additional 35,000 homeowners.

REAL ESTATE DEVELOPMENT Self-Help's restoration of the historic and economically-distressed Walltown neighborhood in Durham surpassed 50 homes. We have acquired 30 homes in other Durham neighborhoods for additional revitalization. The purchase of a building on Farragut Square in Washington, D.C. brings our investment to over \$50 million in residential and commercial real estate in 14 cities, providing affordable housing and office space for homeowners, nonprofits, and small businesses.

POLICY & ADVOCACY The Center for Responsible Lending provided technical support for a Georgia payday lending bill that virtually abolishes the practice from the state. CRL's research helped dissuade Standard & Poor's from using an unfavorable rating methodology for loans in states with predatory lending laws. S&P said well-crafted anti-predatory lending laws can provide important protections without interfering with the efficient functioning of the secondary mortgage market. CRL used the fifth anniversary of North Carolina's anti-predatory lending law to campaign that abusive mortgage lending has declined while subprime lending continues to thrive in the state.