

"World's Edge," a 1,500-acre tract purchased by Carolina Mountain Land Conservancy with financing from a partnership including Self-Help, will become a state park in western North Carolina.



Jennifer Sanders, a single mother and landscaper, was able to purchase the leased home she had been renting in Candler, N.C. with a mortgage loan from Self-Help.



A Self-Help SBA loan helped Gwen Mathews open her Blue Coffee Cafe in a revitalizing area in downtown Durham, N.C.



El Salvador native Manuel Ramos sells and services computers, and provides computer training to North Carolina's growing Latino population.

TOTAL FINANCING \$4.5 billion 50,769 borrowers

The nonprofit Center for Community Self-Help and its financing affiliates – Self-Help Credit Union and Self-Help Ventures Fund – provide financing to those left out of the economic mainstream. Since its founding in 1980, Self-Help has reached out to female, rural and minority borrowers all over North Carolina, and now in Washington, D.C. and other states, to help them build wealth through ownership of a home or business.

Our work in strengthening underserved communities has led us to financing nonprofits, childcare centers, community health facilities, public charter schools and commercial real estate projects. To encourage private lenders to increase access to capital for low-income communities, Self-Help created a secondary market program that has financed more than 44,000 mortgages for low-wealth homeowners nationwide.

Over time we have learned, and demonstrated, that low-income borrowers pose no greater credit risk than other families. Our borrowers have proven their determination to repay their loans, build their businesses, and build wealth through home equity.

During our Silver Anniversary year of 2005, Self-Help honored many of its partners – housing advocates, public officials, realtors and business brokers – in each of our seven North Carolina regional offices for their help in reaching and serving low-income borrowers. By the end of its 25th year, Self-Help had provided \$4.5 billion in financing to build stronger families and communities.

HOME LENDING

\$196 million, 2,938 loans

- female-headed households – 32%
- minority-headed households – 77%
- households in rural areas – 36%

SMALL BUSINESS LENDING

\$260 million, 2,429 loans

- 18,577 jobs created or maintained
- female-owned businesses – 43%
- minority-owned businesses – 47%
- businesses in rural areas – 45%

COMMUNITY FACILITIES LENDING

\$111 million, 654 loans

- 22,893 child care spaces
- 15,352 school spaces
- 600 supportive housing spaces
- 6,772 jobs created or maintained
- female-led organizations – 68%
- minority-led organizations – 58%
- organizations in rural areas – 49%

SECONDARY MARKET FINANCING

\$3.9 billion, 44,748 loans

- female-headed households – 39%
- minority-headed households – 42%
- households in rural areas – 18%

REAL ESTATE DEVELOPMENT

Residential:

72 houses renovated/built
65 houses sold
67 additional units acquired for renovation
\$8 million invested

Commercial:

15 buildings developed
583,000 square feet
\$62 million invested

POLICY & ADVOCACY

- Helped end payday lending in North Carolina
- Released major studies on the negative impact of payday lending on minority neighborhoods, and the beneficial effects of state laws on reducing predatory mortgage lending



Self-Help puts a special focus on community facilities, such as public charter schools, child care centers, non-profits and other organizations.



Greenlife Grocery opened its natural foods store in Asheville, N.C. with a loan from Self-Help.



Delia Allen, a child development specialist, and her daughter Erica live in a newly-built home in the Walltown neighborhood in Durham, N.C.



Olive Mae Lyons offers child care, meals, and after-school care to children of working families in rural eastern North Carolina.



HOME LENDING

Since two-thirds of low-income and minority family wealth is in home equity, Self-Help believes homeownership is the best path to success for low and moderate-income families. Moreover, homeownership is perhaps the single best strategy for stabilizing distressed rural and urban communities.

SMALL BUSINESS LENDING

Small business is our economy's best job generator and an effective method for creating wealth for entrepreneurs underserved by conventional lending. Self-Help seeks borrowers whose business will contribute to their community's vitality, create jobs and/or provide critical community services. Self-Help offers a broad array of loan programs for new and growing businesses.

COMMUNITY FACILITIES LENDING

Low-income communities need strong infrastructure and services in order to thrive. Child care is one example: loans to child care providers help them build wealth for their families, create jobs, and provide a critical service to working families. Similarly, Self-Help's lending to public charter schools provides modern facilities for high-achieving schools that are on the cutting edge of providing quality educational opportunities for at-risk children both in and outside North Carolina.

SECONDARY MARKET FINANCING

This program extends access to credit far beyond what Self-Help can do on its own. Partner lenders across the country work with Self-Help and Fannie Mae, in a program supported by the Ford Foundation, to provide mortgage loans to borrowers of modest means. The new homeowners are offered free credit counseling to prevent foreclosure. Though borrowers in this program are normally low and moderate-income, their rate of foreclosure is below the national average.

REAL ESTATE DEVELOPMENT

Self-Help and its partners are redeveloping homes in several distressed neighborhoods across North Carolina to provide affordable housing. Self-Help also restores abandoned downtown commercial properties, providing modern office space for nonprofits and small businesses in North Carolina and Washington, D.C.

POLICY & ADVOCACY

Self-Help uses its experience in lending and community development to inform its positions on public policy issues, and is a strong advocate in the national community development and credit union fields. Since the late 1990s, Self-Help has fought predatory lending practices that strip wealth from low-income families. The affiliated Center for Responsible Lending uses Self-Help's lending experience to recommend practical solutions to predatory lending abuses in legislative and regulatory arenas.

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

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Self-Help's Regional Offices: Asheville • Charlotte • Durham (Headquarters) Fayetteville • Greensboro • Greenville • Wilmington • Washington, DC

