

## Community Impact: 1980 – 2007

**Our mission is to create and protect ownership and economic opportunity for people of color, women, rural residents, and low-wealth families and communities.**

Total Financing **\$5.24 billion** in loans  
**60,130** families, individuals, and organizations

Loans to:

**Rural Residents 17%**

**Distressed Areas 31%**

**Low-Income Borrowers 84%**

**Women 42%**

**People of Color 45%**



### HOMEOWNERSHIP

The American Dream is built around homeownership. Owning a home provides financial stability and correlates with increased social and political involvement, improved health, and educational achievement. Making homeownership more accessible is at the core of our mission.



### ENTREPRENEURSHIP

Small enterprises like mechanics, bakeries, barber shops and grocery stores provide jobs, anchor neighborhoods and enable people to climb out of poverty. Self-Help's commercial lending efforts focus on downtown revitalization projects and commercial loans to small businesses, churches and nonprofits.

### POLICY & ADVOCACY

We strive to make ownership and economic opportunity more equitable and accessible for everyone, and work to encourage responsible lending and eliminate abusive financial practices.

## Families & Individuals

**Direct Home Loans:** Homeownership empowers families to build financial security and stability. Self-Help home loans offer fair terms and reasonable rates to low- and moderate-income borrowers.

**3,642 homeowners**

**2,411 first-time homebuyers**

**\$260 million in loans**

*0.26% loss per year over the past 5 years*

**Secondary Market Home Loans:** Self-Help has partnered with 36 lenders and Fannie Mae to increase the overall availability of fair loans at reasonable rates to borrowers of modest means.

**49,836 homeowners**

**\$4.5 billion in loans financed**

**Average Income: 62% of area median**

*0.64% total losses since the program began*

**Consumer Financial Services:** Self-Help provides consumer financial products and services to its membership.

**12,972 active credit union members**

**2,462 credit card and other personal loans**

**573 vehicle loans**

**36 home equity lines of credit**

**Creating Affordable Homes:** Self-Help and its partners redevelop homes in distressed neighborhoods across North Carolina, providing energy efficient affordable housing for low- and moderate-income homeowners.

**103 housing starts**

**91 first-time homebuyers**

## Businesses & Nonprofits

**Small Businesses:** Self-Help lends to businesses that build local economies, create jobs, and provide critical community services. We focus on borrowers who may be underserved by conventional lending.

**2,848 entrepreneurs**

**22,115 jobs created or maintained**

**\$336 million in loans**

**Community Facilities Loans:** Low-income communities need robust infrastructure and services in order to thrive. Self-Help finances public charter schools, daycare centers, nonprofits, and other community-building initiatives.

**733 loans to community facility projects**

**27,509 childcare spaces created or maintained**

**22,683 public charter school spaces created or maintained**

**2,016 supportive and/or affordable housing spaces created or maintained**

**8,128 jobs created or maintained**

**\$179 million in loans**

*0.39% loss per year over the past 5 years in combined commercial lending*

**Commercial Real Estate:** To revitalize downtowns and discourage sprawl, Self-Help restores downtown commercial properties, providing modern office space for nonprofits and small businesses.

**16 properties renovated (598,238 sq ft)**

**2 properties awaiting development (75,000 sq ft)**

**200 tenants (40% non-profits)**

**Triple Bottom Line Business:** Recognizing the connection between the environment, the economy, and society, we lend to “green” businesses and encourage reuse and revitalization through lending and development in urban distressed areas.

**131 loans to sustainable businesses**

**14,687 loans to urban distressed areas**

**14 commercial renovation projects in urban distressed areas**

**Policy:** Provided technical assistance to coalitions and policy makers to bolster efforts to end payday lending and require responsible mortgage practices in over 35 states. Supported national foreclosure prevention efforts.

**Reports:** Released major research reports educating policymakers and consumers on key issues including payday lending, mortgage lending, and abusive overdraft lending practices.

**Awareness:** Raised exposure to and understanding of the dangers of predatory lending through more than 21,000 media citations in 2007.

## Advocacy

**Self-Help affiliate Center for Responsible Lending, a nonprofit, nonpartisan research and policy organization, taps our experience in lending and community development to recommend practical solutions to predatory lending abuses.**

**We make loans, develop real estate, and fight predatory lending to create economic opportunity for all Americans.**

**Our Partners: People** who dream of owning a home even if their credit isn't perfect; **Hardworking Entrepreneurs** determined to start or grow their business; **Visionaries** strengthening communities through schools, homeownership, faith-based institutions, and childcare centers; **Developers** revitalizing downtown neighborhoods; **Lenders and Investors** who see opportunity where others see risk; **Funders** seeking projects with provable impact; **Lawmakers** and **Advocates** fighting abusive lenders and practices.



**People who believe in the American Dream**



[www.self-help.org](http://www.self-help.org)