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# FORGING AHEAD

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ANNUAL REPORT 2018



## 2018 IN REVIEW

### Letter from the Executive Director

**Marla Bilonick**



The year's annual report highlights the resiliency of our communities and their determination to forge ahead despite the setbacks they faced. Their success – whether it was starting a business, improving their living conditions, or buying a home – was built upon a foundation of hard work, tenacity, and endurance. It is with this same sort of strong will and resolve that we at LEDC have helped them deliver on those goals.

In 2018, we achieved new heights. Our Lending Program deployed 199 small business loans totaling \$2.09 million. Our Small Business Development Program trained 1,119 aspiring entrepreneurs and small business owners in topics ranging from how to start a small business to bookkeeping. Our Affordable Housing Preservation Program worked with 54 buildings and 3,000 tenants across the District to improve their housing conditions and keep their rent affordable. Additionally, our Homeownership Program helped 86 families purchase their first home and assisted another 55 facing foreclosure.

In 2018, we expanded our capacity to drive the economic and social advancement of underserved communities in key ways. With support from our funders, we expanded our reach by bringing an organization into our fold: Empowered Women International (EWI). We also became a designated US Small Business Administration (SBA) Community Advantage (CA) lender. As a CA lender, loans we deploy between \$50,000 and \$250,000 may be guaranteed by the US SBA. LEDC also launched its Business Resilience work, designed to help businesses facing disruptive construction/development efforts, along the Purple Line Light Rail project in Montgomery County and Prince George's Counties.

As you read this report, you will see a community that is determined to achieve the American dream, no matter the sacrifice or commitment. Their success would not be possible without the financial support of our partners and donors. Together, we made great progress toward creating economic opportunities for the underserved and look forward to building on these efforts.

## 2018 OUTCOMES

A total of **393** women received services

**40** completed Entrepreneur Training for Success courses, and

**14** completed Grow My Business courses.

**364** received Entrepreneur Support Services including coaching, referrals to other organizations, Marketplace participation, and workshops on various business topics.

**96%** of graduates reporting improvements in their financial capability

**285** Volunteers contributed **2,430** hours, valued at **\$262,275**

## EMPOWERED WOMEN INTERNATIONAL | THO TRAN

**Dedicated to helping serve her local Vietnamese community, Tho Tran is on a path to making her nonprofit thrive.**

Entrepreneur Tho Tran moved to the United States eight years ago from her native Hanoi, Vietnam. Now living in Silver Spring with her husband and daughter, she has become a passionate advocate for Vietnamese-Americans — particularly seniors and those who are economically disadvantaged.

Tran founded her nonprofit, called Vietnamese American Services, in 2015. An organization unlike any other in the region, it offers a range of services, from English language classes to community events to workshops on health insurance. But not long after opening her doors, Tran wanted perspective. She wanted to know what she was doing right — and wrong — and how she could continue to grow her organization.

Then, a post on Facebook about Empowered Women International caught her attention. She followed the link and signed up for classes on starting and growing a business. Working with mentors and fellow students, Tran received valuable feedback about the work she was doing, and also learned how to better build her brand and more effectively network.

“My advice is just take action — start small and then build it every day like it’s your baby. Take it step by step.”

– **THO TRAN**

Today Tran’s nonprofit is on a growth trajectory. Her client base has increased over the last three years, as has the number of services she provides. Coming next: A center designed specifically for Vietnamese seniors to help improve their quality of life.





**A resident of D.C.'s Petworth neighborhood for 40 years, Juanita McKenzie has become a fierce advocate for tenants' rights in her community.**

Juanita McKenzie has been helping people her whole life. A former longtime nurse at D.C.'s Washington Hospital Center, she is now the president of her apartment building's tenant association, advocating for her community's right to affordable housing.

It all began in 2009 when McKenzie's apartment building went up for sale. Not wanting to be forced to find a new, more expensive home, McKenzie sought advice from the city's office of tenant advocacy, which referred her to LEDC for help.

Working closely with LEDC's Affordable Housing Preservation officers, McKenzie and her tenant association began their fight against displacement by learning how to exercise their TOPA (Tenant Opportunity to Purchase Act) rights. Though McKenzie and the other residents were ultimately unsuccessful in their efforts to purchase their building, McKenzie was made president of her tenant association, and she

became an expert at testifying in front of the DC city council.

"I love the way LEDC puts the education piece in their programs. You don't just go to meetings, you learn."

— JUANITA MCKENZIE

In 2015 the building was sold again. McKenzie went back to work, with LEDC assisting her in her efforts this time to get the building some desperately-needed renovations. This time, McKenzie won — in 2018 she secured \$8.4 million, which has been used to renovate two buildings in her complex and ensure that she and her neighbors can keep their affordable rents and stay in the neighborhood they love.

## 2018 OUTCOMES

We worked with **54** buildings/tenant associations totaling more than **3,000** units to improve their housing conditions and preserve their affordability by: leveraging the Tenant Opportunity to Purchase Act (TOPA).

Typically, we have organized in buildings with 15 to 200 units. However, this past year we had **four buildings between 300 and 700 units.**

Our organizing team helped tenants exercise their TOPA rights to preserve **939** affordable apartments and facilitate the investment of more than **\$100 million.**

The City continues to fund the HPTF at more than **\$100 million** a year as a result of advocacy work we've helped lead.



## 2018 OUTCOMES

**1,119 individuals** were trained through our small business development workshops

**609** aspiring and established **small business entrepreneurs** received one-on-one technical assistance and/or financing

**416 unique clients** received a total of **2,800 hours** of technical assistance

Deployed **199 micro-loans** totaling **\$2.09 million**.

**133** business loans, **47** credit builder loans, **18** seed/startup loans, and **1** citizenship loan

Helped to create **90** businesses, create **185** jobs, and retain **461** jobs

## SMALL BUSINESS LENDING | JOSE TARIO

**El Salvador native Jose Tario moved to the United States when he was 22 years old to build a life. Now, 22 years later, he's also built a business.**

Jose Tario has lived in the Baltimore area ever since he left El Salvador in 1998. Just 22 years old at that time, he came to the U.S. with a plan to get an education and discover new opportunities.

“LEDC helped me start my business. They helped me get a loan, set up a website, and make a plan.”

— JOSE TARIO

Over the course of the next 20 years, that's exactly what he did. While waiting tables at a diner, Tario took classes at a local community college and eventually earned an associate's

degree in HVAC (heating, ventilation, and air conditioning) technology. He then got his own HVAC license and began working at an HVAC company.

But Tario felt there was still more he could do. He wanted to start his own business but he needed money and guidance with first steps.

So he reached out to LEDC's Baltimore office for help. During the next several months, a business plan came together. Tario qualified for a loan, and also learned how to create a website, run ads, get support, and get to work.

Tario's company is now up and running and he has earned enough money to purchase two vans. As positive customer reviews pour in, the future for business looks bright.



**Originally from coastal Columbia, Yensy Condumi has faced several setbacks in her life. But because of her tenacious spirit, she's now living her dream of owning a home in Washington, D.C.**

In 2005 Yensy Condumi and her husband moved to the United States from her hometown of Buenaventura, Columbia, which had become violent and economically fragile. A few years later, their son, Femi, was born.

But in 2011, while Condumi was enrolled in a university near their Washington, D.C., apartment, Condumi's husband was deported and she found herself alone with a toddler. She tried to continue her studies, but she also needed to work at night, and finding childcare was difficult. Bills began to mount. With no other choice, Condumi sent her little boy back to Columbia so that she could finish school.

Two and a half years later, Condumi was able to bring her son back, and the two of them lived in a one-room apartment that quickly became unaffordable.

Around that time, Condumi was referred to LEDC through a local assisted housing foundation. By then Condumi had learned English and had been paying off

her credit card debt and saving money. Working with LEDC's housing office at their D.C. location, Condumi began the process of applying for a HPAP (Home Purchase Assistance Program) loan.

"[LEDC] caused the most positive impact in my life. I have gone through the most difficult things and it is easy to become very pessimistic. You can either feel defeated or motivated and [LEDC] gave me the motivation to keep going."

– YENSY CONDUMI

Nervous at first, she kept reminding herself of her dream: to own a home. Gradually, Condumi pulled together all the necessary documents to apply for a loan. Three months later, she qualified. Today, Condumi and her son live in a three-story house that she loves and — even more important — owns.

## HOUSING COUNSELING

- Served a total of **1,440** residents through our housing counseling program through trainings and one-on-one counseling
- **566** residents received one-on-one counseling
- Our counselors helped **152** DC residents/families submit down payment assistance applications
- **86** families were able to purchase their first time home
- **55** families received foreclosure counseling



## Financial Statements 2018

<b>SUPPORT &amp; REVENUE</b>	<b>2018</b>	<b>2017</b>
Federal Grants and Contracts	\$ 2,362,375 <b>46%</b>	\$ 2,181,248
State and Local Grants	\$ 790,174 <b>15%</b>	\$ 456,299
Foundations and Corporations	\$ 1,509,582 <b>29%</b>	\$ 1,120,668
Other contribution revenue	\$ 58,561 <b>1%</b>	\$ 115,728
Interest and Other Income	\$ 438,736 <b>9%</b>	\$ 401,406
<b>TOTAL SUPPORT AND REVENUE</b>	<b>\$ 5,159,428</b>	<b>\$ 4,275,349</b>

<b>EXPENSES</b>	<b>2018</b>	<b>2017</b>
Program	\$ 3,253,738 <b>89%</b>	\$ 2,946,546
Administrative and General	\$ 674,731 <b>9%</b>	\$ 368,982
Fundraising	\$ 150,885 <b>2%</b>	\$ 79,731
<b>TOTAL EXPENSES</b>	<b>\$ 4,079,354</b>	<b>\$ 3,395,259</b>
<b>Change in net asset from operations</b>	<b>\$ 1,080,074</b>	<b>\$ 880,090</b>

<b>ASSETS</b>	<b>2018</b>	<b>2017</b>
Cash	\$ 1,644,339	\$ 1,481,536
Grants and Other Receivables	\$ 1,262,575	\$ 982,917
Loans Receivable, current portion (net)	\$ 1,368,259	\$ 1,220,759
Prepaid expenses	\$ 19,576	\$ 25,035
Restricted cash	\$ 284,858	\$ 189,247
Loans Receivable, non-current	\$ 1,721,007	\$ 1,802,605
Property and Equipment (net)	\$ 95,377	\$ 106,192
Other assets	\$ 54,923	\$ 29,400
<b>TOTAL ASSETS</b>	<b>\$ 6,450,914</b>	<b>\$ 5,837,691</b>

<b>LIABILITIES AND NET ASSETS</b>	<b>2018</b>	<b>2017</b>
Accounts payable and accrued expenses	\$ 214,877	\$ 200,019
Capital lease obligations, current	\$ 21,263	\$ 20,011
Capital lease obligations, noncurrent	\$ 32,414	\$ 53,677
Notes payable and lines of credit, current	\$ 302,744	\$ 303,944
Notes payable and lines of credit, noncurrent	\$ 1,739,784	\$ 2,135,135
Deferred revenue	0	\$ 61,487
Deferred rent	\$ 314	\$ 3,974
<b>TOTAL LIABILITIES</b>	<b>\$ 2,311,396</b>	<b>\$ 2,778,247</b>
<b>NET ASSETS</b>	<b>\$ 4,139,518</b>	<b>\$ 3,059,444</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 6,450,914</b>	<b>\$ 5,837,691</b>

## Our offices

### WASHINGTON DC

#### Main Office

1401 Columbia Road NW, Unit C-1,  
Washington, DC 20009  
Phone: 1-866-977-LEDC  
Fax: 202-540-7363

### VIRGINIA

#### Arlington Office

2300 9th Street South Suite 300 B  
Arlington, VA 22204  
Phone: 703-527-3854

### MARYLAND

#### Wheaton Office

11002 Veirs Mill Road  
Suite 503  
Wheaton, MD 20902  
Phone: 1-866-977-LEDC

### Baltimore Offices

3500 Boston Street  
Suite 431  
Baltimore MD 21224  
Phone: 443-708-7035

10 East North Avenue  
Baltimore, MD 21202  
Phone: 443-708-7035

### PUERTO RICO

#### Mayagüez Office

Edificio Villa Capitán II,  
Carr. #2 Km. 159, Suite 204  
Altos de Party City,  
Mayagüez, PR, 00680  
Phone: 787-510-5332



**LEDC is a community-based nonprofit. Our mission is to drive the economic and social advancement of low-to-moderate-income Latinos and other underserved communities by equipping them with the skills and tools they need to achieve financial independence and become leaders in their communities.**