



2020 IMPACT

Small Business Services



3,565

entrepreneurs / small
business owners served



2,193 trained
through **118** small
business development
workshops



1,126 entrepreneurs
received 1:1 technical
assistance and/or
financing



1,126 unique clients
received a total of
3,769 hours of
technical assistance



211 micro-loans
deployed totaling
\$4,171,490



180 business loans and
31 consumer loans
deployed



25 CBA Loans
disbursed totaling
\$54,000



Helped to create
79 businesses



160 full-time jobs
created and **600**
full-time equivalent
jobs retained



\$43,435 in debt reduction payments provided to **LEDC** borrowers

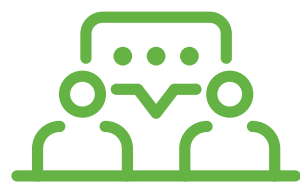


2020 IMPACT

Women's Entrepreneurship



393
women served



666 women **served** via
workshops, courses,
and 1:1 support



60 women **enrolled**
in cohort-based
trainings



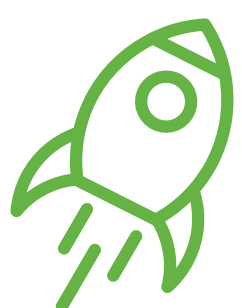
54 women **graduated** from
our cohort trainings and
took steps to launch their
business



96% improved their
financial capability



285 volunteers
contributed **2,430**
hours totaling
\$262,275



51 women **launched** businesses



2020 IMPACT

Direct Community Investments



\$5.9 Million deployed via emergency cash assistance grants in DC and MD



1,790 emergency cash assistance grants deployed to households and small businesses in DC and MD



\$32,000 deployed to LEDC clients experiencing financial hardship as a result of COVID-19 via our **Family Financial Emergency Fund**



2020 IMPACT

Housing Counseling



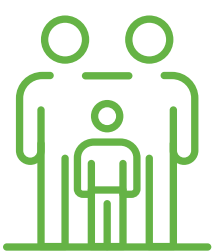
1,723 families
served via trainings



404 families
received
1:1 counseling



Assisted **83 families**
secure **\$1,396,940.74**
in **down-payment and**
closing cost assistance



89 families were able to **purchase their first-time home** totaling
\$25,228,250



\$750,000 deployed in rental assistance to **210** households
via DC's **Tenant-Based Rental Assistance (TBRA)** program



\$96,250 in direct assistance disbursed to 198 immigrant families
in Baltimore City via the **Emergency Relief for Immigrant Families**
(ERIF) program

2020 IMPACT

Affordable Housing Preservation



Supported **31 buildings / tenant associations** totaling **2,523 units**



Preserved **1,415** units as affordable



Successfully **organized for 100+ million** Housing Production Trust Fund investment



913 tenants assisted during COVID-19 with 1:1 meetings to provide counseling, leadership development, and connections to essential resources such as food banks and utility assistance