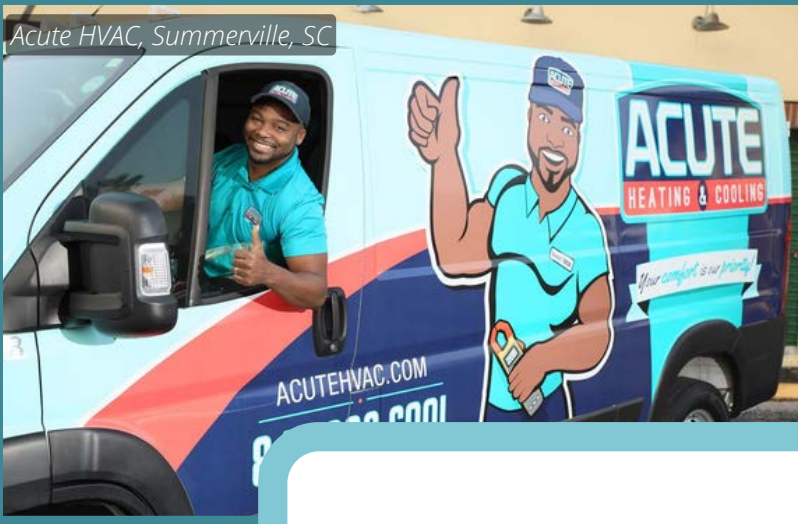


Acute HVAC, Summerville, SC



Studio Hair & Nails, North Charleston, SC



CLIMB Fund

Lending for Opportunity

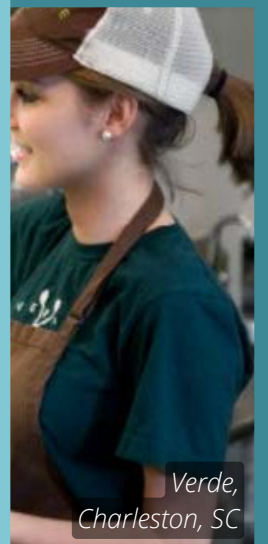
2021 ANNUAL REPORT

New Heights

A Renee Boutique,
Beaufort, SC



Verde,
Charleston, SC



Beauty Secrets, Georgetown, SC



Land Green, North Charleston, SC



A NOTE FROM THE CEO



Dear CLIMB Fund Stakeholders,

Thank you for your interest in the CLIMB Fund and for taking the time to review our FY2021 Annual Report. I became CEO mid-way through this fiscal year and could not be more proud of all our team has accomplished.

Perhaps most prominently, our 42 year-old organization has a new identity. I believe in our new name, CLIMB Fund, because it conveys our identity as mission-driven lenders and our purpose as a driver of economic opportunity. We help our clients and our community reach new heights; we help them *climb*.

The theme of New Heights is what we've chosen for this year's report because it captures the many accomplishments of our fund in 2021:

- For the first time, minority owned small businesses received a majority (54%) of our loans.
- Our first year of a statewide expansion saw loans in 7 counties, 3 of which we had never served before.
- Nearly \$5 million in new loan capital has helped us create innovative loan products enabling us meet the needs of even more clients.
- We are making loans in a wide variety of industries, including helping to finance 177 units of affordable housing this year.
- FY2021 saw 14% growth in the total assets of the organization.

I look forward to sharing more details about these milestones and many more in this report. Please do not hesitate to reach out with any questions or thoughts, and I hope we have the opportunity to work together soon.

Sincerely,

A handwritten signature in blue ink that reads "Cindi Rourk".

Cindi Rourk
CEO, CLIMB Fund

NEW HEIGHTS: RECORD SETTING PORTFOLIO SIZE



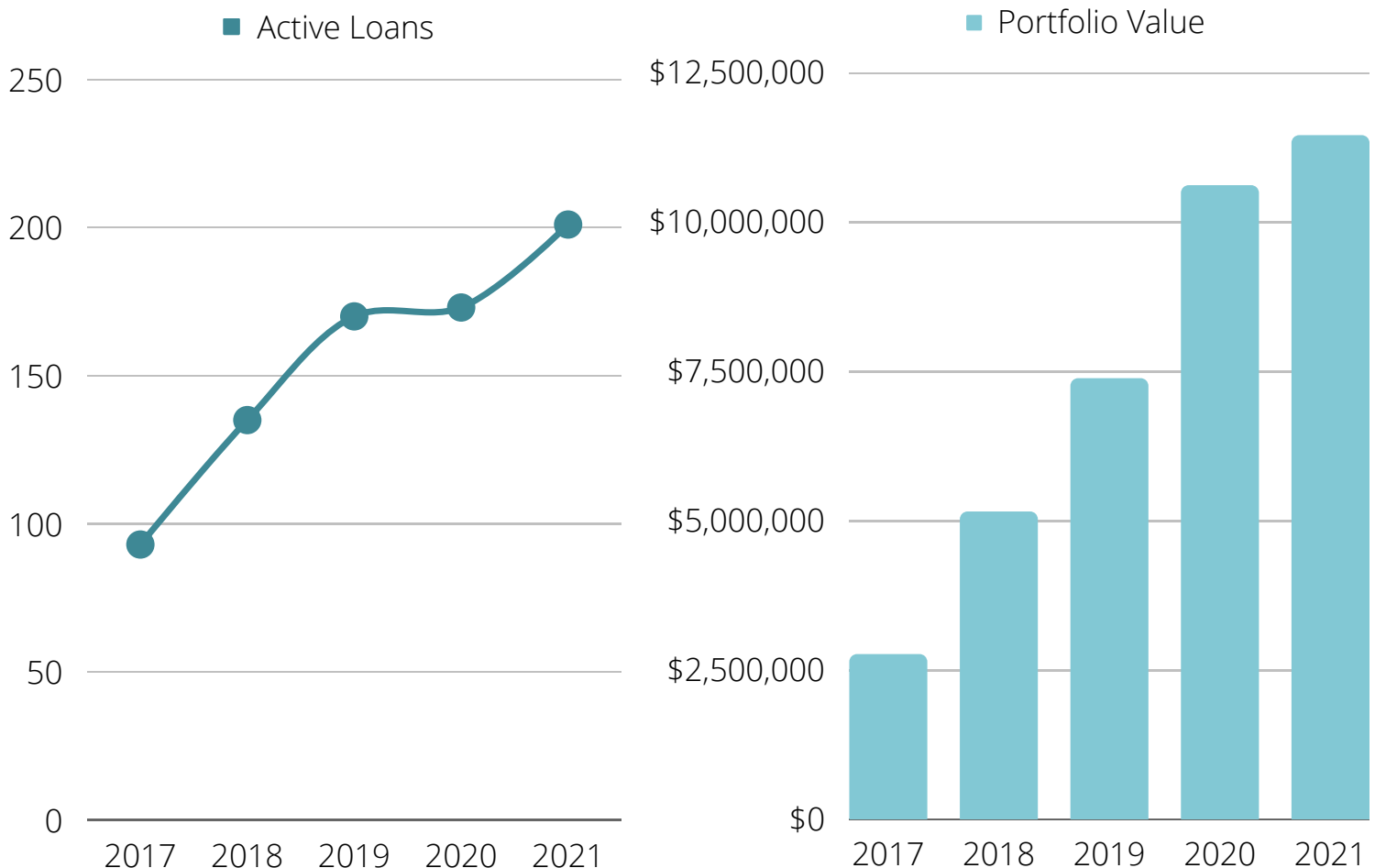
73

New Loans in FY21

\$5.3M

Dollars Lent in FY21

FY21 was the CLIMB Fund's 2nd most active year ever in terms of both loans closed and dollars lent. At year end, the organization's portfolio had reached *new heights*, containing **201 active loans** worth **\$11.4 million**.



NEW HEIGHTS: MAJORITY MINORITY BUSINESS LENDING



EQUITY IN LENDING

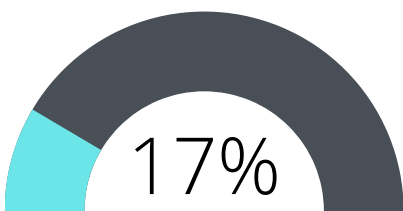
The CLIMB Fund prides itself on creating access to capital for all South Carolinians, particularly those who have historically been denied it.

2021 was the first year a majority of CLIMB Fund loans were made to non-white owned businesses, an accomplishment that is critical to fulfilling our mission of creating social economic justice in South Carolina.

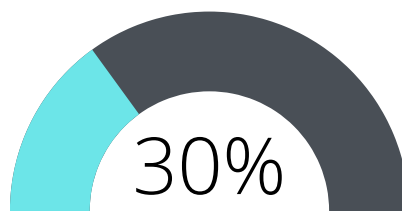


South Carolina's racial wealth disparities are 8th worst in the US according to the Federal Reserve

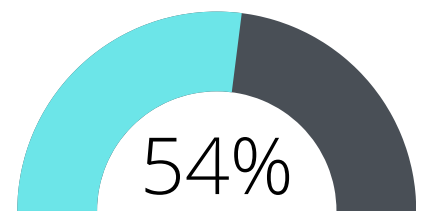
DATA DIVE



Only about **1 out of 6** SC businesses are owned by non-white entrepreneurs, but far fewer are able access to capital.



About **3 out of 10** loans in the CLIMB Fund's 42 year history have been made to businesses owned by people of color.



In FY21, **5 out of 9** CLIMB Fund loans were made to minority owned businesses, a new height for the organization!

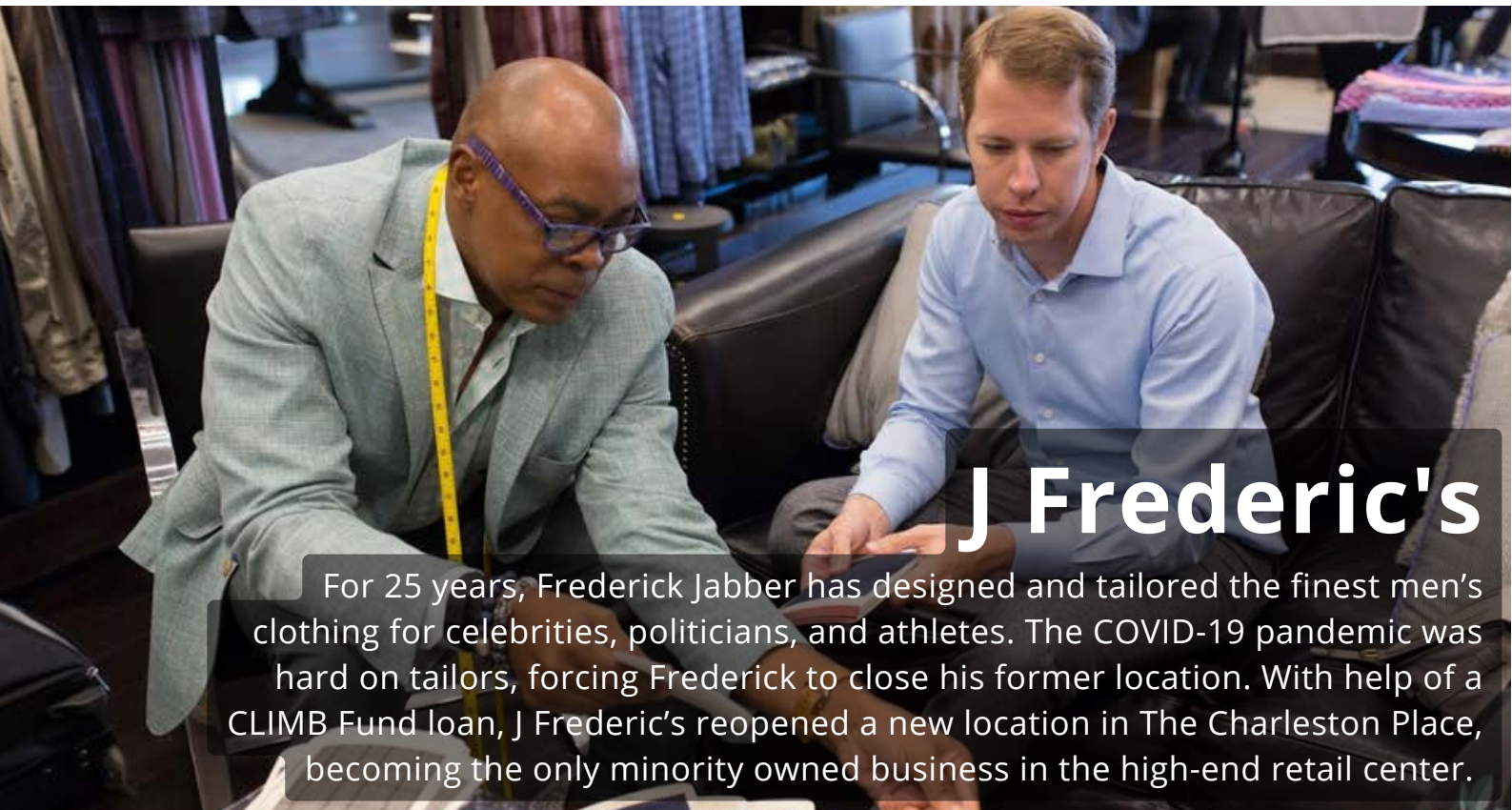


Vined

Vined, the Vegan Experience, began as a pop-up in 2019 and quickly expanded to a brick-and-mortar location. Located in North Charleston, SC, Vined is the only vegan restaurant in the Charleston area, offering options for breakfast, lunch, and dinner. Due to its growing popularity and new brick-and-mortar location, a CLIMB Fund loan was used for new equipment and working capital.

BORROWER SPOTLIGHTS

Meet two new CLIMB Fund minority-owned business clients



J Frederic's

For 25 years, Frederick Jabber has designed and tailored the finest men's clothing for celebrities, politicians, and athletes. The COVID-19 pandemic was hard on tailors, forcing Frederick to close his former location. With help of a CLIMB Fund loan, J Frederic's reopened a new location in The Charleston Place, becoming the only minority owned business in the high-end retail center.

NEW HEIGHTS: SERVING NEW COMMUNITIES



EXPANDING STATEWIDE

The CLIMB Fund began in the City of Charleston and has served the Charleston Metro Area for four decades. FY21 marked the first full year of spreading our impact across all of South Carolina.

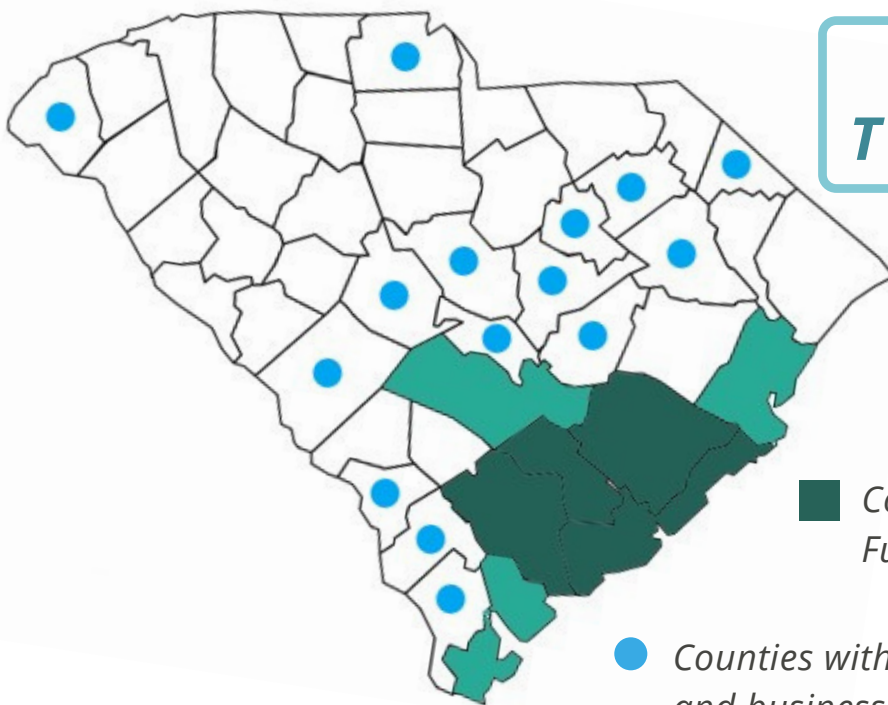
Expanded outreach has resulted in applications in 14 counties, and new active loans in 7 counties. The CLIMB Fund's goal is to create access to capital in all 46 counties of South Carolina by 2027.

34%

OF CLIMB FUND LOANS
IN 2021 WERE OUTSIDE
CHARLESTON COUNTY

The CLIMB Fund now has active loans in Beaufort, Berkeley, Charleston, Colleton, Dorchester, Georgetown and Orangeburg counties.

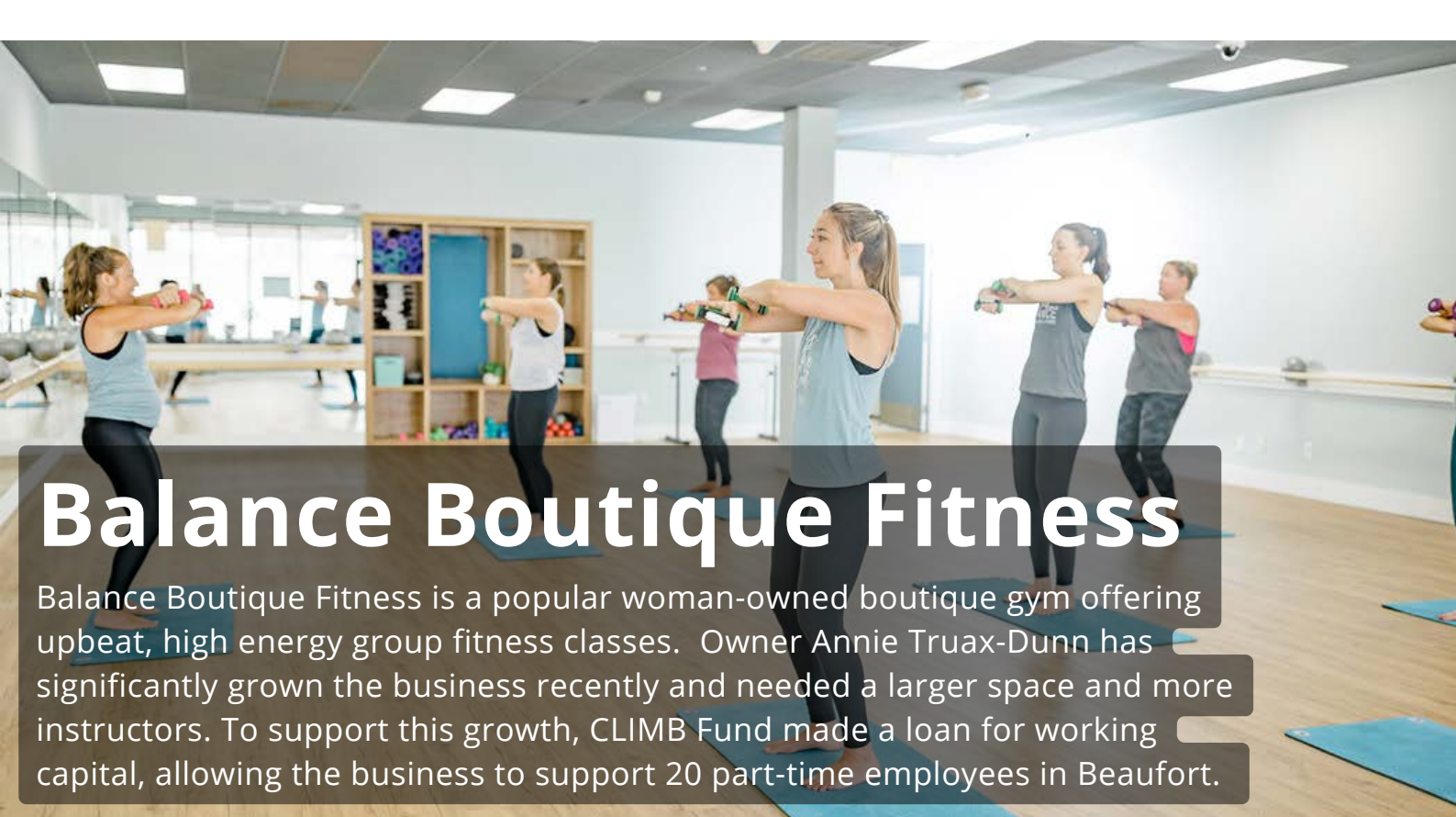
MAPPING THE GROWTH



■ Counties with new CLIMB Fund clients

■ Counties served by the CLIMB Fund prior to expansion

● Counties with new CLIMB Fund applicants and business development activities



Balance Boutique Fitness

Balance Boutique Fitness is a popular woman-owned boutique gym offering upbeat, high energy group fitness classes. Owner Annie Truax-Dunn has significantly grown the business recently and needed a larger space and more instructors. To support this growth, CLIMB Fund made a loan for working capital, allowing the business to support 20 part-time employees in Beaufort.

BORROWER SPOTLIGHTS

Meet two clients in new CLIMB Fund territory



Mojo Veteran Freight

After successful careers in the Marine Corps, the founders of Mojo Veteran Freight decided to transition to the transportation & logistics industry. Based in Bluffton, Mojo Veteran Freight focuses on Hot Shot Trucking, transporting loads within the Southeast. With a CLIMB Fund loan, Mojo Veteran Freight purchased the truck and trailer necessary to start the business and plans to create five full time jobs over the coming two years.

NEW HEIGHTS: WITH NEW FUNDS & LOAN PRODUCTS



DEVELOPMENT GROWTH

2021 saw record setting increases in lending capital raised by the CLIMB Fund. These new funds have fueled the organization's expansion by creating new loan products and more available funds.

Specific types of lending and impact have been enabled by funds dedicated specifically to COVID-19 recovery, entrepreneurs with low-to-moderate income, and rural communities.

\$4.9M

NEW LOAN CAPITAL
SECURED BY THE
CLIMB FUND IN FY21

Private investors generously added over \$700,000 for CLIMB Fund lending, capitalizing on an SC state tax incentive for supporting CDFIs.



Wells Fargo Bank generously granted **\$750,000** to the CLIMB Fund specifically for lending to low/moderate income borrowers.



City of Charleston

The City of Charleston partnered with the CLIMB Fund to administer an **\$850,000** loan fund for businesses impacted by COVID-19.



The US Department of the Treasury granted **\$1.8 million** from the American Rescue Plan to the CLIMB Fund for small business lending.



Cannonborough Beverage Co.

Cannonborough Beverage Company started selling handmade, craft sodas from fresh fruit in 2012 at the Charleston Farmer's Market. Since then, the business has exploded and now sells sodas to more than 1,000 distributors across the US. The CLIMB Fund made a COVID-19 relief loan so the company could continue fulfilling orders and retain five full-time employees through the economic turmoil of the pandemic.

BORROWER SPOTLIGHTS

Meet two clients of the CLIMB Fund's newest loan funds



New Digital Press

New Digital Press, a LatinX owned media production company, started in January of 2020 that has quickly become a trusted source for news and content creation. Their website is already the Spanish news publication with the largest Social Media in the state. New Digital Press will use their loan from CLIMB Fund's Next Level Loan Program to develop video production capabilities to better serve the Spanish speaking community.

NEW HEIGHTS: WIDE VARIETY OF CLIENT INDUSTRIES



ALL TYPES OF BUSINESS

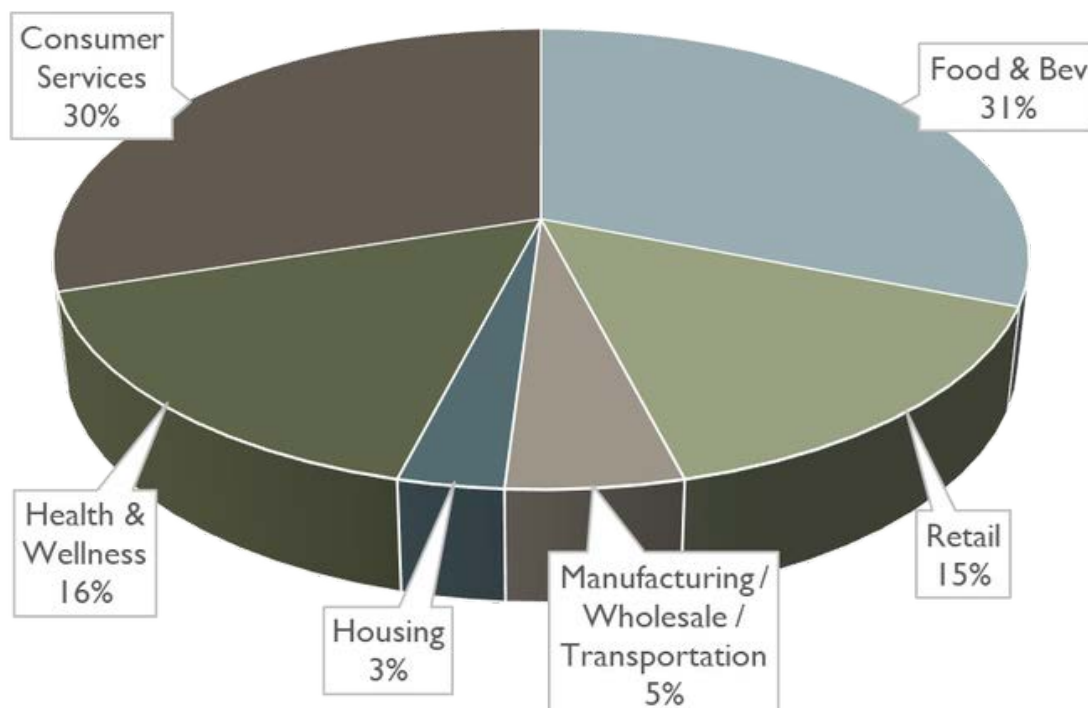
The CLIMB Fund serves almost every type of small business, from food trucks to day cares, and even a few construction firms and a hydraulics company!

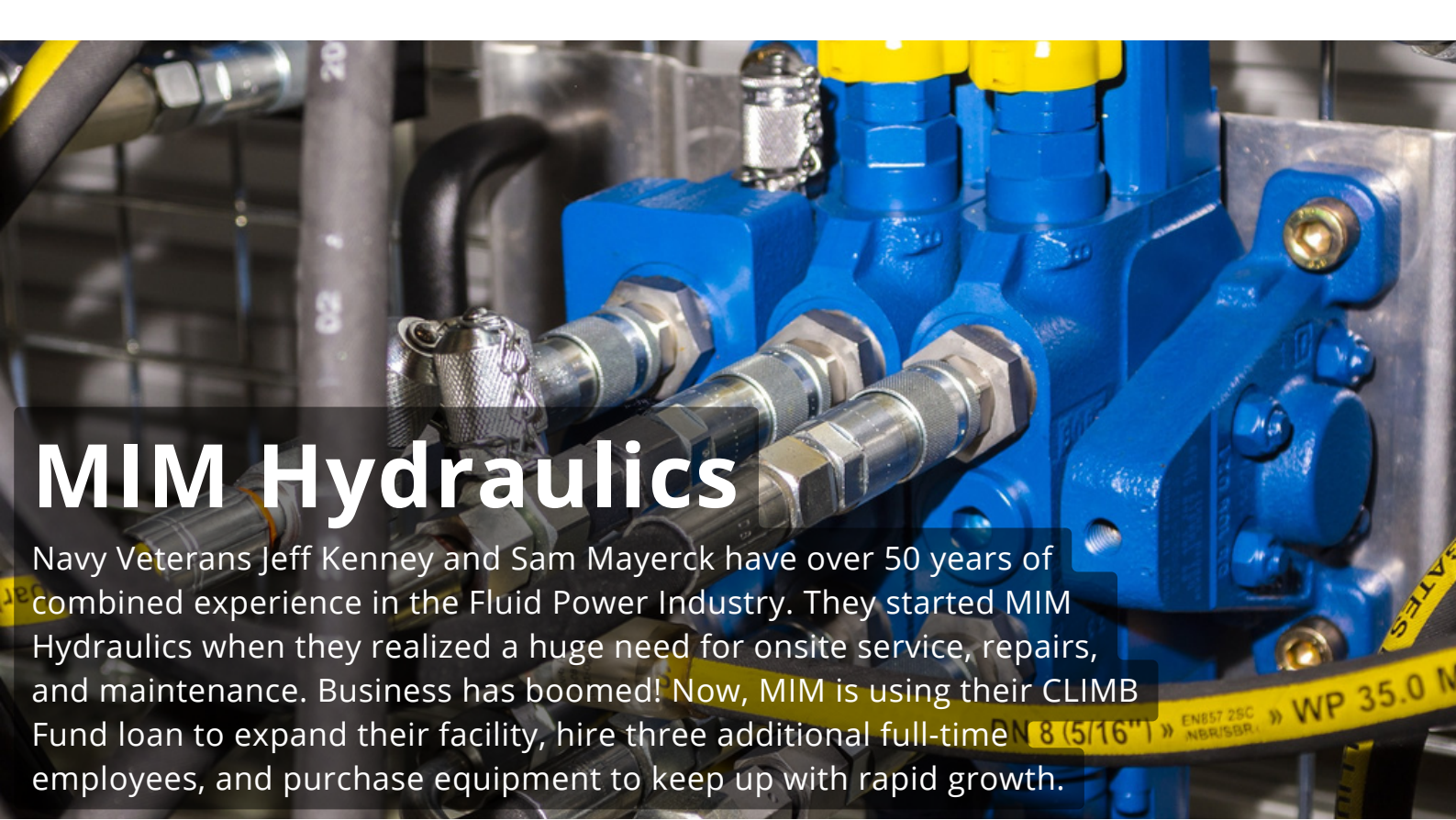
In addition to Small Business Lending, the CLIMB Fund partners with the City of Charleston to finance affordable housing developments that create economic opportunity and sustainable communities.



The CLIMB Fund lent \$3.2 million to affordable housing developments in FY21

BORROWER INDUSTRIES





MIM Hydraulics

Navy Veterans Jeff Kenney and Sam Mayerck have over 50 years of combined experience in the Fluid Power Industry. They started MIM Hydraulics when they realized a huge need for onsite service, repairs, and maintenance. Business has boomed! Now, MIM is using their CLIMB Fund loan to expand their facility, hire three additional full-time employees, and purchase equipment to keep up with rapid growth.

BORROWER SPOTLIGHTS

Meet two clients that reflect the CLIMB Fund's diversity of industries



Humanities Foundation

The CLIMB Fund is proud to partner with the Humanities Foundation, a leading local affordable housing developer, to finance land acquisition and other pre-development costs at the historic Archer School in downtown Charleston, which will be preserved and converted into 88 units of affordable housing on the City's Eastside.

CLIMB Fund

Lending for Opportunity



The CLIMB Fund is pleased to report strong asset growth and a healthy financial position as reflected in its Audited Financial statements dated September 30, 2021. Further details will be provided upon request.

	End of FY2019	End of FY2020	End of FY2021
Assets	\$24.0M	\$25.0M	\$28.5M
Liabilities	\$5.6M	\$7.2M	\$7.4M
Equity	\$18.4M	\$17.8M	\$21.1M

CONTACT US

Please reach out with any questions or requests for additional information.

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