

2021 Social Impact Summary



ALL-TIME IMPACT (since 2005)

\$34 million

TOTAL AMOUNT OF LOANS & GRANTS

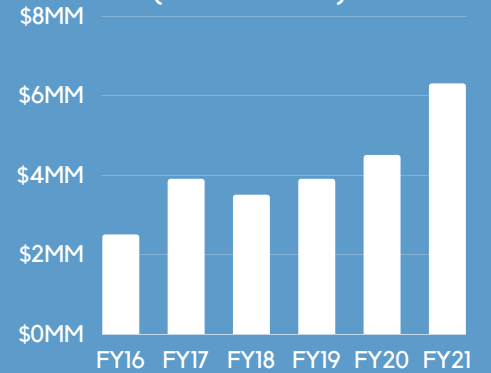
\$25,000

AVERAGE LOAN AMOUNT

94%

REPAYMENT RATE

ANNUAL DEPLOYMENT (FY16-FY21)



FY2021 IMPACT (10/1/20-9/30/21)

\$6.3 million

TOTAL AMOUNT OF LOANS & GRANTS

8,000

TECHNICAL ASSISTANCE HOURS

876

BUSINESSES FUNDED

60%

Low-Income Entrepreneurs

65%

Entrepreneurs of Color

55%

Women Entrepreneurs

50%

Start-Up Businesses (<1 Year)

Demographics calculated for loan clients only

COVID-19 IMPACT (3/1/20-9/30/21)

\$9.3 million

TOTAL AMOUNT OF LOANS & GRANTS

11,000

TECHNICAL ASSISTANCE HOURS

1,200

BUSINESSES FUNDED

CAPITAL TYPE

52%

LOANS

GRANTS

48%

CONSULTING HOURS

59%

PRE-LOAN

POST-LOAN

41%

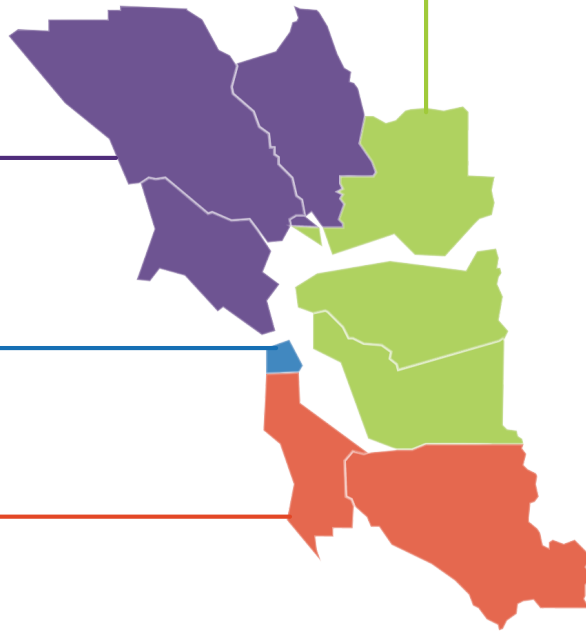
FY2021 LENDING BY REGION

EAST BAY
35%

NORTH BAY
16%

SAN FRANCISCO
24%

SOUTH BAY
25%



OUR COMMITMENT TO DIVERSITY

BOARD COMPOSITION FYE21



STAFF COMPOSITION FYE21



Visit www.workingsolutions.org to learn more.

CLIENT HIGHLIGHT



Dionne McCray
Founder, Iva Jewell by Dionne

Dionne came to Working Solutions for start-up capital in 2018. During the COVID-19 pandemic, she returned for a second loan and also received a relief grant through our partnership with the City of Oakland.

Dionne shared, *"Not only does Working Solutions give you funds, they educate you on how to use the funds to grow your business. I've been very supported in that way."*

We thank our entire family of individual and institutional supporters for their generous contributions that enable us to do our work.

Thank you!