



COMMUNITY INVESTMENT COLLABORATIVE

DEAR SUPPORTER,

While the world has changed significantly in the last six months, our connections to each other and our ability to dream has not. Our commitment to supporting under-resourced entrepreneurs is stronger than ever, evolving every day, and expanding online to fit current needs as they change. In late 2019 we added two new staff members to our team, Anna to support communications and development, and Grace to support programming and loans. In early 2020 we became the host of the Central Virginia Small Business Development Center. Blending their knowledgeable counselors and robust style of consultations with the CIC mission of equity and inclusivity to create a one-stop-shop for regional entrepreneurship.

*Since then our growth has been further accelerated as a result of the COVID-19 pandemic and the additional needs faced by entrepreneurs. **This includes: doubling our loan activity in 2019, and then doubling it yet again to over \$800,000 in 2020 in loans to small businesses, including over \$600,000 in business recovery fund loans. We've partnered with 7 municipalities in the region to administer CARES Act business grants that will total over \$8 million dollars by September.***

Through all of this, our signature Entrepreneur Workshop continues via Zoom. The next group of CIC entrepreneurs is working hard to build their dreams and we are continuing to provide support to our existing 38 borrowers and over 400 graduates of our Entrepreneur Workshop. None of this is possible without your support - whether that's patronizing CIC businesses, volunteering in our programs, making connections for entrepreneurs, or providing critical financial support. Thank you. This update provides just a few examples of what you've made possible.

Thank you for all of your support. The times are challenging, but when we work together, dreams are still within reach.

Thank you,

**Stephen, Waverly, Shannon, Carolina, Anna, and Grace
(The CIC Team)**



**\$1 invested in CIC = \$5.65 in wages
from job creation**



2019 ANNUAL



BIG HAPPENING: The Scrapy Elephant, A Creative Reuse Center **Sarah Sweet**

“As an artist and art teacher, I have always been into nature and caring for the environment, when I had my first child I realized that recycling was not enough and I wanted to do more. Around that time, I visited a creative reuse center for the first time and something clicked, I visited and spoke with every center I could find. A local connection brought me to CIC and I applied for and graduated from the Entrepreneur Workshop” says Sarah Sweet, owner of The Scrapy Elephant. Sarah started collecting

donations in January 2020 for her creative reuse space. Sarah explains that The Scrapy Elephant is “Donation-based, we are all about keeping materials out of the landfill and putting them in the hands of makers.” This summer Sarah successfully launched at a pop up for two months and is now moving into a more permanent space in what used to be the post office in Palmyra. Sarah feels that “For kids and adults alike, a stop in at the Scrapy Elephant is a treasure hunt for awesome, gently used art supplies where you can find a little bit of everything. Sarah explains that “CIC’s Entrepreneur Workshop helped me so much through the business start-up and being around like-minded people, entrepreneurs who have the passion and dreams to make Charlottesville a better place and a stronger community, was so inspiring.” In her new space, Sarah says she “Will have an open studio where families can make appointments and have time for creative art-making and exploration of materials, as well as a green gallery to feature local artists.”

scrapyelephant.com



89 entrepreneurs have launched new businesses and 159 existing businesses have expanded.

REPORT



BIG HAPPENING: Sombremos Family Restaurant Bernardo Martinez and Lucrecia Morales

“Some days were great, others were really bad, but we were happy to have our own business. When things started to line up to open a restaurant in Charlottesville we were excited for the opportunity” says Bernardo and Lucrecia Morales, owners of Sombremos Family Restaurant. Coming to the United States from Mexico, Bernardo and Lucrecia were dedicated to their dream of working and supporting their family in Charlottesville.

They decided that they needed a loan to transition from their original restaurant, but we were already paying an initial bank loan for the business as well as a loan for a personal car. They were working endlessly, sometimes working multiple events each day, at the restaurant until deep into the night, and then starting again early the next morning to get everything prepared for the next day. Working this hard was only enabling them to pay off the interest on their bank loan.

*Bernardo and Lucrecia came to CIC for business counseling, specifically to determine how to pay off their loans. They explain that they are “Grateful for the opportunity to work with the kind and knowledgeable staff at CIC. Through CIC we were able to connect with a company that helped us consolidate our debt and get back on track with our credit and cash flow.” **Bernardo and Lucrecia feel that “CIC’s loan, mentors, and coaches have changed our lives, we are so relieved knowing we have CIC’s support both for our business and for us personally.”***

The reviews for Sombremos Family Restaurant, now located in York Place on the Downtown Mall, have been so positive and Bernardo and Lucrecia are proud to serve fresh food for a variety of dietary options. Their main focus is on fresh, healthy, and tasty homemade Mexican food. They take pride in their food and the labor that goes into preparing and cooking it. Bernardo and Lucrecia love what they do, “Talking to our customers and seeing people leave with clean plates makes us smile, what better a review could we ask for!”

sombremosville.com



CIC has doubled our loan fund to \$800,000 in 2020, including \$600,000 in COVID-19 business recovery funds.



2019 ANNUAL REPORT



BIG HAPPENING: Angelic's Kitchen & Catering **Angelic Jenkins**

Angelic's Kitchen and Catering is a Southern flavor soul food restaurant. They first opened in 2014 selling fried fish in their exclusive breading, street corn, crispy wings, fried chicken, and more. Their business grew by selling at festivals and in November of 2018, they purchased a food trailer and began selling regularly at Pantops in Charlottesville. Not long after, due to continual growth at Pantops, they decided to open a restaurant in the food court at Dairy Market in April of 2019. Since this decision, they have been designing the food court stall, developing a new menu, figuring out spacing and equipment, picking furniture and technology, and interviewing and hiring staff. Angelic's Kitchen has grown to now employing one full-time and seven part-time people. Upon the opening of Dairy Market, they will have four part-time and four full-time employees at Dairy Market in addition to current employees running the food trailer at Pantops.

*Angelic is incredibly proud to now be making more money through Angelic's Kitchen than through her full-time job. **She explains that she "Is so grateful to CIC for their continuing support of us, through their loan, mentoring, and connections, we have made Angelic's Kitchen into a full-time family business."***

Though times have been challenging during COVID-19, Angelic's Kitchen has continued to grow. They are seeing increased business due to online ordering and to-go options. Dairy Market is slated to open late this fall.

angelickitchen.com



PIVOTING DURING COVID-19



Camp Friendship

Sarah Ackenbom (Director), **Skye Ackenbom** (Director),
Alina Ackenbom (Executive Director/Owner)

Established in 1966, Camp Friendship is a family-run camp where kids and staff from all over the world have a traditional camp and equestrian experience. The Camp experience includes archery, friendship bracelet making, pottery, boating, mountain biking, horseback riding, hiking, swimming, rustic cabins, and all of it is technology-free. The equestrian camp is a special program that accepts riders who are beginners all the way to advanced and kids have the opportunity to ride twice a day. In the fall and spring, the Camp also hosts retreats and events.

Camp Friendship has had to pivot significantly due to COVID-19, Sarah explains that “While we specialized in summer camp and retreats for safety reasons due to COVID-19, we couldn’t do either. In the spring we had school trips slotted to come in, a wedding or two, different retreat groups, and even a dog training camp. All of that was postponed and then about a month before we would have opened for camp we decided it wasn’t safe for our campers and staff so we canceled all of our sessions. We had already incurred all of our summer 2020 costs, we used all of the tuition in preparation for the opening, it’s how all summer camps traditionally run, and now we’d spent all of that tuition money and had to close. We have 15 staff who live on-site and we wanted to keep those staff for as long as possible, so with a combination of personal and grant funds we have stayed open for cabin rentals.”

Due to COVID-19, Camp Friendship has now shifted to individual cabin rentals rather than traditional or equestrian summer camp sessions. Families can remain socially distanced, separate, and safe, and can participate in activities and programs that abide by CDC and American Camping Association guidelines. Sarah explains that “We have a very cool tubing trip, we revamped hiking trails and mountain biking trails, sports courts, trail rides, riding lessons and more. We’ve partnered with local restaurants to deliver meals to campers and cabin renters.” Sarah feels that the hardest thing is that while they’ve shifted and adjusted their business plan, we’re still in a pandemic and people are afraid to leave their homes, people are afraid to come to a new place, we’re excited about our current offerings but it is taking time to spread the word. Moving forward, Camp Friendship will keep offering cabin rentals and an extended fall season with new activities.

While staying in business during a pandemic has been challenging, Sarah explains that “The support we’ve had from The Fluvanna Business Recovery Fund loan, local businesses, people, and alumni, has been really heartwarming. We’ve had so much fun collaborating with other local businesses, the main part of running a family business is collaborating and elevating other business owners during such unprecedented times.” Everyone at Camp Friendship feels that no matter what’s happening in the world, they stand by the belief that everyone is welcome. They don’t care ‘how you family’, they want you to have a safe space to spend time together. Sarah explains that “We are diverse by design, and we won’t let COVID-19 stop that.”

PIVOTING DUR



Bowerbird Bakeshop Earl Vallery

Bowerbird Bakeshop offers scratch-made baked goods, European inspired pastries, focused on seasonality and local products. Earl Vallery opened Bowerbird Bakeshop in October of 2017 at the Charlottesville City Market. Around two years later, Earl and his team decided to open a brick and mortar location, between the downtown mall and UVA, at the Tenth Street Warehouses.

Opening his brick and mortar bakery at the beginning of COVID-19 has been nothing short of challenging. The last few construction projects have been delayed, sourcing ingredients has been hard and navigating safety for himself, his team, and his customers has been stressful.

*While times have been challenging, Earl has experienced bright spots as well, he says he "Has felt much less transient since opening my brick and mortar bakery space, production has been much more efficient, and we've generated less waste." Bowerbird offered online ordering and contactless delivery right when they opened the brick and mortar and Earl feels that has been essential to his business' survival and success. They are now offering online ordering and pick-up in the bakery and at City Market. **Earl feels that their customers have been wonderful about working with the safety guidelines and being respectful of them. He says that "We are incredibly grateful for the local support, including CIC and the loan we received from them. It has truly saved our business, and all things considered, we are doing well and our business is still growing."***

bowerbirdbakeshop.com



ING COVID-19



Style & Beyond Hair Studio Lisa Johnson

Lisa Johnson opened Style and Beyond Hair Studio in March of 2005. Her salon offers hairstyling, creative cuts, weaves, and wigs. She also offers hairstyling and makeup for weddings. COVID-19 has changed Lisa's business tremendously. The number of clients she sees per day has been reduced by half. A big focus of her salon was creating a community space where her clients could gather to interact and spend time together. With the onset of COVID-19, she is no longer able to offer this space. Lisa has struggled with only seeing one client at a time, she misses the community atmosphere of her salon.

*While times have been very trying, Lisa has experienced some positives over the past few months. She feels she is much more organized and efficient with her time. She is more intentional about scheduling appointments with breaks in between and is scheduling her working hours to be consistent week to week. **Lisa says she is, "Grateful to CIC for their continued support of me and my business. I always know I can call CIC whenever I have challenges to work through or things to celebrate, they are always there for me."***

stylebeyond.business.site

