

## Mission Statement

The mission of LiftFund is to provide credit and services to small businesses and entrepreneurs who do not have access to loans from commercial sources and to provide leadership and innovation to the microlending industry.

### Financial Profile

Total Number of Loans: 18,059\*\*  
Total Dollars Disbursed: \$227,302,657\*\*  
Active Portfolio: \$42,509,801  
Total Loans Under Management: \$49,462,320\*  
Average Loan Balance: \$15,733  
Loan Range: \$500 - \$1 million (Up to \$5.5 million in TX and NM through the SBA 504 program)

\*Includes LiftFund and Servicing Portfolio as of July 20, 2016

### Organizational Profile

Number of Offices: 15  
Number of Employees: 110  
Number of Active Clients: 2,952\*

President & CEO: Janie Barrera

\*Includes LiftFund & Servicing Portfolio



## History

LiftFund is a nonprofit, multi-state small business lender based in San Antonio that helps new and existing entrepreneurs successfully grow their businesses. We began lending in San Antonio in 1994 and later developed and implemented an innovative "blueprint" for establishing microlending and small business programs in new areas. We now lend in thirteen states: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, New Mexico, Oklahoma, South Carolina, Tennessee and Texas. In 2007, we began providing underwriting and loan services to other lending institutions nationwide through our Microloan Management Services®.

## Client Profile

- LiftFund lends to a variety of small businesses across diverse industries in our service area. Most clients use loans for working capital or equipment purchases. Many of our clients have received more than one loan from us.
- More than 50% percent of clients identify themselves as Hispanic, 24% as African-American and 17% as White. Women comprise 38% of borrowers and 66% of our borrowers in 2015 were classified with low-to-moderate income levels. The average FICO credit score of our borrowers is 594. LiftFund continuously remains at a 95% repayment success rate.
- In the first half of 2016, LiftFund provided 1,608 technical assistance hours to borrowers and non-borrowers who utilized our services at the Women's Business Center and Café Commerce. In 2015, LiftFund borrowers and non-borrowers received 6,740 technical assistance hours.

## Economic Impact

- As of the second quarter of 2016, our small business owners have created 1,055 jobs and retained 1,921 jobs. SBA 504 borrowers have reported creating 230 jobs so far this year.
- In 2015, our small business owners created 1,724 jobs and retained 3,337 jobs. SBA 504 borrowers reported creating 469 jobs for a grand total of 5,530 jobs created and sustained by our borrowers as of December 31, 2015.
- A study analyzing LiftFund loans in Texas from 2010-2015 reports that the \$104 million disbursed in small business loans during that time resulted in \$1.4 billion in total output.
- The study also reports that over the six years, these small businesses created 10,758 new jobs which generated \$500 million in income.
- Every dollar loaned to small businesses produced \$13.21 in economic activity.
- In 2016, LiftFund received its fifth consecutive designation as a four-star nonprofit organization by Charity Navigator – America's premier charity evaluator that rates organizations on such criteria as accountability, transparency and financial reporting.

\*\*The financial information is unaudited

**Historical Loan Production and Socio Economic Data**  
Cumulative Statewide Program Impact to Date

LiftFund Site	Total Loans	Total Amount Disbursed
Alabama ( <i>established 2012</i> )	196	\$2,233,357
Alexandria ( <i>established 2009</i> )	80	\$1,347,610
Arkansas ( <i>established 2011</i> )	102	\$1,535,710
Austin ( <i>established 1999</i> )	997	\$12,674,078
Baton Rouge ( <i>established 2010</i> )	219	\$2,795,655
Corpus Christi ( <i>established 2004</i> )	762	\$11,441,138
Dallas/Fort Worth/Arlington ( <i>established 1999</i> )	2,604	\$32,827,424
El Paso ( <i>established 1996</i> )	2,402	\$29,304,0044
Florida	2	\$155,650
Houston ( <i>established 1998</i> )	2,410	\$36,778,293
Kentucky	10	\$128,073
Laredo ( <i>established 2005</i> )	589	\$8,085,396
Mississippi	32	\$301,643
Missouri ( <i>established 2011</i> )	18	\$324,761
New Mexico ( <i>established 2015</i> )	3	\$50,598
New Orleans ( <i>established 2009</i> )	510	\$6,129,553
Oklahoma	1	\$11,456
San Antonio ( <i>established 1994</i> )	4,158	\$49,865,307
Rio Grande Valley – Brownsville, Harlingen, McAllen and surrounding cities ( <i>established 1998</i> )	2,763	\$28,581,031
Shreveport ( <i>established 2010</i> )	95	\$1,453,797
Tennessee ( <i>established 2012</i> )	106	\$1,278,083
<b>Total as of July 20, 2016</b>	18,059**	\$227,302,657 **

**Cumulative Client Ethnicity & Gender**

LiftFund Site	African	Hispanic	White	Other	Male	Female
	American					
Alabama	66%	4%	27%	3%	53%	47%
Alexandria	61%	4%	35%	0%	48%	52%
Arkansas	71%	3%	23%	3%	64%	36%
Austin	18%	34%	44%	4%	60%	40%
Baton Rouge	75%	1%	21%	3%	52%	48%
Brownsville	1%	94%	3%	2%	60%	40%
Corpus Christi	4%	66%	26%	4%	53%	47%
Dallas/Fort Worth/Arlington	26%	48%	19%	7%	59%	41%
El Paso	3%	89%	6%	2%	68%	32%
Florida	50%	0%	50%	0%	50%	50%
Houston	45%	27%	19%	9%	58%	42%
Kentucky	10%	0%	90%	0%	70%	30%
Laredo	1%	95%	3%	1%	67%	33%
McAllen	1%	93%	4%	2%	75%	25%
Mississippi	67%	7%	26%	0%	52%	48%
Missouri	50%	6%	39%	5%	67%	33%
New Mexico	0%	100%	0%	0%	100%	0%
New Orleans	54%	23%	20%	3%	59%	41%
Oklahoma	100%	0%	0%	0%	100%	0%
San Antonio	12%	64%	21%	3%	63%	37%
Shreveport	78%	2%	15%	5%	58%	42%
Tennessee	60%	5%	34%	1%	56%	44%
<b>TOTAL</b>	24%	55%	17%	4%	62%	38%

\*\*The financial information is unaudited

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