

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: 20,900
Total Dollars Disbursed: \$303,160,165 **
Active Portfolio: \$48,628,761
Total Loans Under Management: \$64,375,230 *
Average Loan Balance: \$18,158.61
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 December 31, 2018

Organizational Profile

Number of Offices: 10
Number of Employees: 100
Number of Active Clients: 2,678*

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 55% percent of clients identify themselves as Hispanic, 23% as African-American and 17% as White. Women comprise 38% of borrowers. In 2018, 65% of our borrowers were classified with low-to-moderate income levels. LiftFund continuously remains at a 95% repayment success rate.
- In 2018, LiftFund provided over 5,100 technical assistance hours to borrowers and non-borrowers who utilized our services. In 2017, LiftFund borrowers and non-borrowers received 6,262 technical assistance hours.

Economic Impact

- In 2018, our borrowers created 2,410 jobs and retained 3,285. In 2017, our small business owners created 1,522 jobs and retained 3,071 jobs.
- A study analyzing LiftFund loans in Texas from 2010-2016 reports that the \$127.7 million disbursed in small business loans during that time resulted in \$1.8 billion in total output.
- The study also reports that over the seven years, these small businesses created 13,614 new jobs which generated \$656.1 million in income.
- Every dollar loaned to small businesses produced \$13.91 in economic activity.
- In 2018, LiftFund received its ninth 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

Contact Information:

Tel 210.226.3664
Fax 210.533.2940
Customer Service 888.215.2373

2007 W. Martin Street
San Antonio, TX
78207

Updated 12/31/2018

LiftFund Online:

Website: www.LiftFund.com
Facebook: www.facebook.com/LiftFundUS
Twitter: @LiftFundUS

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>)	259	\$3,396,332
Alexandria (<i>established 2009</i>)	83	\$1,403,648
Arkansas (<i>established 2011</i>)	113	\$1,767,667
Austin (<i>established 1999</i>)	1,101	\$16,490,984
Baton Rouge (<i>established 2010</i>)	226	\$2,875,397
Corpus Christi (<i>established 2004</i>)	948	\$15,329,429
Dallas (<i>established 1999</i>)	2,713	\$38,303,932
El Paso (<i>established 1996</i>)	2,755	\$37,436,969
Florida	29	\$1,190,490
Fort Worth/Arlington	353	\$5,850,006
Georgia	76	\$1,404,610
Houston (<i>established 1998</i>)	2,897	\$51,937,029
Kentucky	12	\$179,310
Laredo (<i>established 2005</i>)	764	\$11,900,668
Mississippi	57	\$718,344
Missouri (<i>established 2011</i>)	28	\$554,677
New Mexico (<i>established 2015</i>)	11	\$175,095
New Orleans (<i>established 2009</i>)	612	\$8,285,520
Oklahoma	7	\$359,777
San Antonio (<i>established 1994</i>)	4,509	\$63,131,051
McAllen (<i>established 1998</i>)	2,056	\$25,422,649
Brownsville/Harlingen, (<i>established 1998</i>)	1,025	\$11,040,305
Shreveport (<i>established 2010</i>)	99	\$1,616,041
Tennessee (<i>established 2012</i>)	167	\$2,390,235
Total as of December 31, 2018	20,900	\$303,160,165 **

Cumulative Client Ethnicity & Gender

LiftFund Site	African American	Hispanic	White	Other	Male	Female
Alabama	63%	5%	29%	3%	53%	47%
Alexandria	57%	4%	39%	0%	46%	54%
Arkansas	70%	4%	23%	4%	65%	35%
Arlington	28%	32%	40%	0%	68%	32%
Austin	17%	37%	41%	5%	63%	37%
Baton Rouge	75%	1%	21%	3%	51%	49%
Brownsville/Harlingen	0.2%	95%	3%	1.8%	64%	36%
Corpus Christi	4%	65%	26%	5%	54%	46%
Dallas	25%	50%	19%	7%	59%	41%
El Paso	3%	91%	5%	2%	68%	32%
Florida	21%	31%	41%	7%	69%	31%
Fort Worth	37%	36%	24%	4%	64%	36%
Georgia	80%	5%	12%	3%	50%	50%
Houston	44%	28%	19%	8%	59%	41%
Kentucky	8%	8%	83%	0%	67%	33%
Laredo	1%	96%	2%	2%	69%	31%
McAllen	1%	94%	3%	2%	73%	27%
Mississippi	73%	7%	20%	0%	53%	47%
Missouri	38%	4%	50%	8%	59%	41%
New Mexico	0%	91%	9%	0%	73%	27%
New Orleans	53%	23%	21%	4%	58%	42%
Oklahoma	43%	0%	57%	0%	86%	14%
San Antonio	13%	64%	20%	3%	64%	36%
Shreveport	77%	3%	16%	4%	60%	40%
Tennessee	62%	7%	28%	2%	54%	46%
TOTAL	23%	56%	17%	4%	62%	38%

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