

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: 21,206
Total Dollars Disbursed: \$313,180,851**
Active Portfolio: \$47,532,093
Total Loans Under Management: \$63,610,027 *
Average Loan Balance: \$18,840
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 June 30, 2019

Organizational Profile

Number of Offices: 10
Number of Employees: 100
Number of Active Clients: 2,584*

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% annual repayment success rate.
- In the first half of 2019, LiftFund provided 2,900 technical assistance hours to borrowers and non-borrowers who utilized our services. In 2018, LiftFund borrowers and non-borrowers received over 5,351 technical assistance hours.

Economic Impact

- In the first half of 2019, our borrowers created 927 jobs and retained 1,020. In 2018, our small business owners created 2,414 jobs and retained 3,287 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 \$14 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
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Customer Service 888.215.2373

2007 W. Martin Street
San Antonio, TX
78207

Updated 7/1/2019

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>)	264	\$3,517,436
Alexandria (<i>established 2009</i>)	83	\$1,403,648
Arkansas (<i>established 2011</i>)	114	\$1,811,493
Austin (<i>established 1999</i>)	1,106	\$16,704,610
Baton Rouge (<i>established 2010</i>)	227	\$2,886,885
Corpus Christi (<i>established 2004</i>)	961	\$15,821,165
Dallas (<i>established 1999</i>)	2,753	\$39,789,707
El Paso (<i>established 1996</i>)	2,798	\$38,533,469
Florida	34	\$1,339,032
Fort Worth/Arlington	361	\$6,022,875
Georgia	86	\$1,656,560
Houston (<i>established 1998</i>)	2,955	\$53,692,719
Kentucky	12	\$179,310
Laredo (<i>established 2005</i>)	781	\$12,270,941
Mississippi	59	\$850,540
Missouri (<i>established 2011</i>)	31	\$709,911
New Mexico (<i>established 2015</i>)	12	\$325,095
New Orleans (<i>established 2009</i>)	622	\$8,704,342
Oklahoma	8	\$377,409
San Antonio (<i>established 1994</i>)	4,562	\$65,097,504
McAllen (<i>established 1998</i>)	2,081	\$26,159,070
Brownsville/Harlingen, (<i>established 1998</i>)	1,029	\$11,170,854
Shreveport (<i>established 2010</i>)	99	\$1,616,041
South Carolina	1	\$100,000
Tennessee (<i>established 2012</i>)	167	\$2,390,235
Total as of June 30, 2019	21,206	\$313,130,851 **

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	71%	4%	21%	4%	64%	36%
Arlington	27%	35%	38%	0%	65%	35%
Austin	17%	37%	41%	6%	63%	37%
Baton Rouge	74%	2%	21%	3%	52%	48%
Brownsville/Harlingen	0.2%	95%	3%	1.8%	65%	35%
Corpus Christi	4%	65%	27%	5%	54%	46%
Dallas	25%	50%	19%	7%	59%	41%
El Paso	3%	91%	5%	1%	68%	32%
Florida	24%	32%	38%	6%	71%	29%
Fort Worth	37%	36%	24%	3%	63%	37%
Georgia	81%	5%	12%	2%	53%	47%
Houston	44%	28%	19%	8%	59%	41%
Kentucky	8%	8%	83%	0%	67%	33%
Laredo	0%	96%	2%	2%	69%	31%
McAllen	1%	94%	3%	2%	73%	27%
Mississippi	72%	7%	21%	0%	52%	48%
Missouri	38%	7%	48%	7%	59%	41%
New Mexico	0%	92%	8%	0%	75%	25%
New Orleans	53%	23%	21%	3%	57%	43%
Oklahoma	38%	0%	63%	0%	88%	13%
San Antonio	13%	63%	20%	3%	63%	37%
Shreveport	76%	3%	17%	4%	61%	39%
Tennessee	62%	7%	29%	2%	55%	45%
Total Across LiftFund	23%	56%	17%	4%	62%	38%

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