Looking ahead to the future.
20 years of funding dreams.
Our board members and staff

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THOMAS CLAUSEN
Chief Financial Officer

DAN LAWLESS
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CELINA PEÑA
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ADRIANA BIGGS
Chief Strategy Officer

SPECIAL THANKS

Special thanks to 2015 Board Members: Board Chair Jim Adams, Vice Chair Debbie Taylor, Treasurer Tom Madison; Directors: Ken Sample, Brandon Seale, Marianne Watson, Melinda Guerra-Reeves, Patricia Villareal, GP Singh, Richard Schlosberg, Kathryn Snapka, Wayne Alexander, Rey Ocañas, Tara Ford Payne; and Advisory Board Members: John Chamberlain and Melvin Washington.

ON THE COVER

VERONICA TORRES HAZLEY
Torres Hazley Enterprises I Dallas, TX

LiftFund client, owner of Torres Hazley Enterprises and yoga instructor, Veronica Torres Hazley demonstrates the lotus position with praying hands. In 2014, she opened her studio, V12 Yoga, after receiving her startup loan from LiftFund. Read more about Torres Hazley on page 6.
A new name to serve our clients. A new headquarters to better serve our clients’ needs.

The year 2014 served as a year of celebration for LiftFund as we acknowledged 20 years of service to the hard-working small business owners at the core of our mission while we moved forward with plans to better serve their needs for decades to come.

In 1994, we started our mission with three employees, working out of donated space in the lobby of a bank, serving San Antonio entrepreneurs under the name Accion Texas Inc. In 2014, with more than 100 employees, serving clients through 20 offices in our eight-state footprint, we decided to change our name to better reflect our clients and the services we provide today and in the future. Our new name – LiftFund – reflects the work we do. We lift our clients by funding their business dreams. Under this new name, LiftFund will assist more businessmen and women in more locales with the realization of a common dream to launch or expand their business.

In 2014, we also broke ground on our new headquarters, located at 2007 W. Martin, San Antonio, Texas. Making swift progress, we were able to move into the new LiftFund Lending and Learning Campus in April 2015 and close out Phase I of the Capital Campaign. We are grateful to our supporters for helping the Lending and Learning Campus become a reality.

The year 2014 also served as a record-breaking year for lending and service. We served 8,261 clients – nearly 400 more clients than 2013 – with more than $26 million in loans – an increase of more than $6 million over 2013. We also helped over 2,000 small business owners with training and financial education. It was an astounding year of lifting entrepreneurs by funding their business dreams.

Thank you for your support as we continue to serve, grow and evolve.

Janie Barrera
President & CEO

Matthew Bomersbach
Board Chair
WHAT WE DO
At LiftFund, we believe in the entrepreneurial spirit and the power of entrepreneurs to do amazing things. By providing access to credit and capital, as well as capacity building financial education, we help hard-working entrepreneurs achieve their dreams of success.

WHAT WE OFFER
We offer small business owners affordable loans with fixed interest rates for startup and expansion, from $500 up to $250,000. We are a Certified Development Company that acts as an agent for the U.S. Small Business Administration’s 504 loan program. This program enables small business owners to obtain loans from banks and the SBA for capital. Our business advisors offer one-on-one, entrepreneurship training opportunities as well as group and online classes. We also offer other nonprofit microlenders access to our Microloan Management Services system (MMS®), our proprietary, web-based, comprehensive solution for business loan origination and underwriting.

THE PEOPLE WE SERVE
LiftFund serves the tenacious, hard-working small business owners who are the backbone of our economy. They come from all walks of life and professions – trucking, warehousing, restaurants, retail, construction and healthcare. With payback and default rates similar to traditional lending institutions, our clients are also trustworthy. Last year, we served entrepreneurs in Alabama, Arkansas, Louisiana, Tennessee and Texas, as well as in the Delta states of Kentucky, Mississippi and Missouri.

THE LIFTFUND PROMISE
In 2014, our board members voted to change the name of our organization. LiftFund – our new name – better reflects the work we do and our reach beyond geographic boundaries. Since our founding in 1994 as Accion Texas Inc., our promise has been to support the needs of entrepreneurs. That promise remains at the core of our mission and who we are.
2014: A year of service, celebration and planning

The year 2014 was a record-breaking year of service to our clients. Throughout our eight-state footprint, we served 8,261 clients and closed 1,606 loans totaling more than $26 million. We served nearly 400 more clients, making 301 more loans and lending $6 million more than in 2013.

While we did so much more of what we’ve always done – lifting entrepreneurs by funding their small business dreams – we celebrated a year of dynamic change. Throughout the year, we marked our founding as Accion Texas Inc. in 1994 and the 20 years of microlending and service to entrepreneurs. Then we realized that a new name – LiftFund – would better reflect the work we do and the clients we serve. We also broke ground on a new campus to house our new headquarters in San Antonio, Texas. The year 2014 was a year to be remembered.

**JANUARY 14** – Secured financing to break ground on the Lending and Learning Campus.

**FEBRUARY 5** – Charity Navigator named LiftFund as one of the best nonprofits in the United States, rating four stars out of four stars for the third year in a row.

**FEBRUARY 14** – Broke ground on Lending and Learning Campus at 2007 W. Martin, San Antonio.

**FEBRUARY 20** – Celebrated a record-breaking quarter for SBA 504 Loans – $12.9 million in loans, a 77 percent increase over previous year.

**MARCH 4** – The U.S. Department of Housing and Urban Development awarded LiftFund $800,000 to stimulate the economy along the U.S.-Mexico border.

**APRIL 4** – LiftFund celebrated its 20th anniversary with a luncheon honoring philanthropists Eva Longoria and Howard G. Buffett, and the creation of the Latina Loan Fund.

**JUNE 16** – The U.S. Small Business Administration granted LiftFund “delegated authority” for the 7(a) Community Advantage loan and also authorized extension of SBA 504 loans to small businesses in New Mexico.

**JUNE 18** – With the City of San Antonio, opened Café Commerce – a one-stop small business and entrepreneurship development center – in the San Antonio Central Library, 600 Soledad.

**JULY 24** – The Hispanic 100, a network of Dallas-area Hispanic women leaders, joined forces with LiftFund and the Eva Longoria Foundation to support Latina entrepreneurs in the North Texas region.

**AUGUST 7** – Began offering the fresh loan to promote healthy foods as part of a $1.5 million grant from the U.S. Department of Treasury’s Community Development Financial Institutions Fund (CDFI) under the Healthy Food Financing Initiative.

**AUGUST 21** – Named Top District 504 Certified Development Company for 2014 in the San Antonio District and Top 504 Lender in the El Paso District for the third consecutive year at the Mid-America Lenders’ Conference.

**AUGUST 22** – Announced a new partnership with the Hispanic Interest Coalition of Alabama (HICAI).

**AUGUST 26** – The CDFI Fund awarded LiftFund a $2 million financial assistance grant.

**SEPTEMBER 1** – Celebrated record-breaking lending, with more than $2 million in loans for five months in a row.

**OCTOBER 15** – Notified stakeholders that board members voted to separate from the Accion U.S. Network and to change the name from Accion Texas Inc.

**NOVEMBER 6** – Celebrated a milestone in Louisiana, having closed $1 million in loans and assisted more than 300 businesses since beginning operations in the state in 2009.

**NOVEMBER 19** – Celebrated the 20th anniversary of lending and learning services, as well as the 60th birthday of founder, President and CEO Janie Barrera.

**DECEMBER 12** – LiftFund President and CEO Janie Barrera is reappointed to the board of the Federal Reserve Bank of Dallas’ San Antonio Branch.

**DECEMBER 31** – Closed a record-breaking year, having served 8,261 clients, and closed 1,606 loans totaling more than $26 million.
04 | LOAN PRODUCTS

Variety of loan offerings to meet client needs

MICROLOAN
$500 TO $50,000
Microloans closed in 2014: 1,528
Total amounts disbursed in 2014: $18,924,056
LiftFund microloans help new and existing entrepreneurs, who need to build their credit, obtain smaller loans for a variety of needs – working capital, inventory, equipment, furniture, marketing and other startup costs.

KELLEY DA PAZ
iSpeak, LLC | Birmingham, AL
LOAN SIZE AND PURPOSE: $6,400
to buy iPads and other equipment to enhance program offerings.
Kelley da Paz lost her job teaching English as a second language in 2010 and decided she would create a job for herself. She built a business teaching ESL to adults. As her business grew, she saw a need to include foreign language instruction for all ages, so she hired language teachers. To enhance her offerings, da Paz wanted to incorporate technology into her business. She applied for a microloan through LiftFund. “It was quick and painless and easy,” da Paz said. “I dream of one day having my own school with a permanent location.”

ASHON IRVING RUFFINS
Taylor Made Wings on the Geaux, LLC | New Orleans, LA
LOAN SIZE AND PURPOSE: $65,000
to purchase a food truck.
With family in food service, experience in retail management, a work ethic shaped through the U.S. Army and analytical skills developed as a police detective, Ashon Ruffins knew he was equipped to open a food truck business. So, he armed himself with research on the food truck industry and created a business plan to give life to Taylor Made Wings on the Geaux. Lacking prior business ownership experience, bankers referred him to LiftFund. Within a few weeks, LiftFund approved the total he needed to purchase his food truck through the U.S. SBA 7(a) Community Advantage Loan program.

GUSTAVO QUINTANA
Franklin Self Storage, LLC | El Paso, Texas
LOAN SIZE AND PURPOSE: $1.5 million to build storage facilities in a third location.
Gustavo Quintana and his partners formed Franklin Self Storage in 2008. They took advantage of the growing demand for self-storage units because of frequent troop movements at Fort Bliss and growth in El Paso. With two existing self-storage facilities and experience working with LiftFund on U.S. SBA 504 loans, Quintana knew he could count on LiftFund for assistance with a third U.S. SBA 504 loan to open a third Franklin Self Storage location. Cooperation between his private bank, the U.S. government and LiftFund made construction and expansion a possibility and helped Quintana grow his business.

U.S. SBA 7(A) COMMUNITY ADVANTAGE LOAN
$50,000 TO $250,000
SBA 7(a) CA loans closed in 2014: 22
Total amounts disbursed in 2014: $2,322,300
The U.S. Small Business Administration’s 7(a) Community Advantage Loan provides lenders access to loan guarantees up to 85 percent, which enables LiftFund to serve entrepreneurs with small business loans.

U.S. SBA 504 LOAN
SBA 504 loans closed and managed in 2014: 38
Total amounts packaged and serviced in 2014: $29,142,000
LiftFund is a Certified Development Corporation in the U.S. Small Business Administration’s 504 loan program. This program enables small business owners to obtain loans from banks and the SBA for the purchase of owner-occupied real estate, large equipment and construction of new buildings.
Chef Luis Antonio Morales, Jr. offers fresh pesto, hummus and tapenade products through his business, Humble House Foods, at the Pearl Farmer’s Market every weekend. But because his dream is “to change the way that people eat in this country,” he also offers cooking demonstrations with his food products.

Morales wanted to expand his business and needed a new industrial food processor, packaging equipment and a hydraulic lift. A friend told him to apply for a loan with LiftFund. He said he liked the personal attention he received from LiftFund employees.

Kim Krost has dedicated her life to healing and helping people live healthier happier lives through a variety of services and homeopathic products. After 13 years as a successful business owner, she received her big break when a major grocery store wanted to stock one of her allergy products. To support the growing needs of her clients, Krost came to LiftFund seeking working capital for manufacturing purposes.

Al P. Jackson II joined the Army Reserve and assisted the Army Corps of Engineers on construction and engineering projects throughout the world. He moved to Ohio and joined the Ohio Army National Guard while working as a construction engineer and owning his own construction business. In 2007, he retired from the military and joined a firm performing reconstruction work in New Orleans after Hurricane Katrina. Two and a half years later, he decided to open his own construction company in New Orleans aptly named Veterans Construction. To give a boost to his business, he needed working capital to pay his workers and purchase materials. He applied for a LiftFund loan and was able to get a reduced rate for veterans through the USAA Heroes Program.
AUSTIN
Total number loans for 2014: 91
Total amount lent for 2014: $1,429,484
Average loan size in 2014: $15,708.62
Jobs created in 2014: 127
Technical assistance in 2014: 245 hours
Established 1999

CORPUS CHRISTI
Total number loans for 2014: 62
Total amount lent for 2014: $1,17,055
Average loan size in 2014: $18,017.03
Jobs created in 2014: 107
Technical assistance in 2014: 299 hours
Established 2004

DALLAS-FORT WORTH METROPLEX
Total number loans for 2014: 318
Total amount lent for 2014: $3,416,165
Average loan size in 2014: $10,742.66
Jobs created in 2014: 386
Technical assistance in 2014: 1,206 hours
Established 1999

EDGAR CAYO
Edgar’s Tire Shop
LOAN SIZE AND PURPOSE: $15,000 for working capital and to purchase inventory.

Edgar Cayo is the successful owner of Edgar’s Tire Shop on North Lamar. But to really grow, he needed a cash infusion to buy tires and other inventory to meet customer demands. A friend and fellow business owner advised him to apply for a loan for working capital through LiftFund. With his $15,000 loan, Cayo has been able to grow his business and gain more customers. Recently, he was able to open a second tire shop on Airport Boulevard. “Thank goodness, business is going very well,” Cayo said.

JOEL AND MARIA GARCIA
JMJ Assisted Living Residential Care Home
LOAN SIZE AND PURPOSE: $25,000 for working capital and to convert a room into a private residential room.

Joel and Maria Garcia were registered nurses with many years of experience before they opened JMJ Assisted Living Residential Care Home nine years ago. Their facility is the only fully licensed and accredited assisted living residential care home facility of its kind in Nueces County. They needed capital to convert a communal room into a private residential room and to buy bedding and other equipment. The local Small Business Development Center advised them to apply for a loan with LiftFund. The couple was able to qualify for a LiftFund loan and take advantage of an interest rate reduction in partnership with the City of Corpus Christi Buy Down program.

VERONICA TORRES HAZLEY
Torres Hazley Enterprises, DBA V12 Yoga
LOAN SIZE AND PURPOSE: $25,000 for working capital, marketing and supplies for startup.

Veronica Torres Hazley is a marketing expert with years of experience working in the tourism industry. She is also a certified yoga teacher with a passion for fitness. Her husband Ade Hazley owns his own personal fitness company, Rock Star Fitness Camp. For Torres Hazley, opening V12 Yoga Studio was a dream that came true last year. She knew about LiftFund through her business network and realized she could turn to them for working capital to pay the rent, instructors and marketing to get her business started. After receiving her LiftFund loan, Torres Hazley was able to contract with yoga instructors and open her studio.
EL PASO
Total number loans for 2014: 186
Total amount lent for 2014: $2,802,289
Average loan size in 2014: $15,066.07
Jobs created in 2014: 137
Technical assistance in 2014: 66 hours
Established 1996

Like many startups and small business owners, Mario Morales and his wife Sacut Noguera had difficulty finding financing for their small business dream. But they found a solution when one bank referred them to LiftFund, which approved a $5,000 loan in 2013 through the Promise Loan program. The couple used the funds to help purchase a generator to get their food truck business started. Yummy Dog participated in the 2014 Hewlett Packard Vision Day which promotes valuable hands on education for all facets of business.

HOUSTON
Total number loans for 2014: 165
Total amount lent for 2014: $4,190,253
Average loan size in 2014: $25,395.47
Jobs created in 2014: 488
Technical assistance in 2014: 771 hours
Established 1998

SACUT NOGUERA AND MARIO MORALES
Yummy Dog
LOAN SIZE AND PURPOSE:
$5,000 for startup.

Michael David Amparan went from one lender to another, enthusiastically pitching his business plan, his restaurant management experience and his bachelor of business administration degree, asking for a loan of $85,000 to start his bar and grill, specializing in craft beer. After a few attempts, a friend of his suggested he apply for a loan through LiftFund. There, he found a caring staff that listened and knew right away he’d be a great candidate for the U.S. Small Business Administration 7(a) Community Advantage loan.

MICHAEL DAVID AMPARAN
Craft House Pub & Grub
LOAN SIZE AND PURPOSE: $85,000 to renovate a building and purchase equipment for startup.

Michael David Amparan went from one lender to another, enthusiastically pitching his business plan, his restaurant management experience and his bachelor of business administration degree, asking for a loan of $85,000 to start his bar and grill, specializing in craft beer. After a few attempts, a friend of his suggested he apply for a loan through LiftFund. There, he found a caring staff that listened and knew right away he’d be a great candidate for the U.S. Small Business Administration 7(a) Community Advantage loan.
Elizabeth Ramirez Govea had worked hard for seven years at growing her business, *Vintage Tile*. But to gain new contracts, she needed to build a new warehouse and hire more employees. She attended a small business development workshop at the University of Texas Pan American and met a LiftFund loan officer who walked her through the loan application process. Govea qualified for the McAllen Buy Down program to reduce her interest rate and a loan through the Latina Loan Fund. “I have been able to get more work,” Govea said. “It was a blessing that I was able to go to that workshop and get the loan.”

Oscar Rene Saucedo bought *Vital Nutrition* as a labor of love for his son, Isaiah. He said when a friend offered to sell him the business, he knew it would be a good source of revenue to save for his son’s college tuition and provide him some spending money. So, he applied for and received a LiftFund loan to buy the business in 2010.

Today, Isaiah is co-owner and works at the business between classes. The father-son duo needed some working capital to pay for expenses, so Saucedo refinanced his LiftFund loan to obtain additional working capital.

Jarvis Wayne Moore had difficulty finding a job when he was released from prison in 2009. So, he reached out to his church network for odd jobs and developed a reputation for reliability. He built a cleaning business which evolved into a staffing business that specializes in screening, training and hiring ex-convicts for employment.

Moore has two businesses: *Get Right City*, a cleaning service, and *Jarvis Labor Staffing Solutions*, which staffs construction businesses and offers demolition and site preparation services. He ministers to prisoners, talks about life after prison, and lets them know there is a place they can go for jobs when they’re ready.
Delta: Our client reach in 2014

ALABAMA
Total number loans for 2014: 47
Total amount lent for 2014: $481,502
Average loan size in 2014: $10,244.74
Jobs created in 2014: 27
Technical assistance in 2014: 118 hours
Established 2012

ARKANSAS
Total number loans for 2014: 25
Total amount lent for 2014: $408,975
Average loan size in 2014: $16,729.82
Jobs created in 2014: 35
Technical assistance in 2014: 60 hours
Established 2011

KENTUCKY
Total number loans for 2014: 5
Total amount lent for 2014: $80,647
Average loan size in 2014: $16,129.59
Jobs created in 2014: 3
Technical assistance in 2014: 12 hours
Established as part of Delta Regional Authority service area in 2012

KASSANDRA BANKS
Noah's Ark Child and Family Treatment Center, Inc. | Birmingham
LOAN SIZE AND PURPOSE: $25,000 for startup.

With executive and clinical experience working for mental health organizations in Birmingham, Kassandra Banks knew there was a great need for agencies providing mental health services. Equipped with a Master of Science degree in rehabilitation counseling and years of professional experience in the field, she decided to open up her own organization to help meet the need. After learning about LiftFund through her bank, she applied for and obtained a loan and started her business.

Noah’s Ark Child and Family Treatment Center specializes in providing therapeutic services to children and adults and promotes family unification.

ROBIN SLATON
Pink-E-Pie’s Play Palace, Inc. | Fayetteville
LOAN SIZE AND PURPOSE: $15,000 for upgrades to facility.

Robin and Oscar Slaton, also known as Yurple and Jo-Jo, are a husband and wife performance team that routinely dress up as clowns and as Santa and Mrs. Claus during the holidays. They are also owners of a licensed child care center called Pink-E-Pie’s Play Palace.

The couple needed financing to cover upgrades to their facility to meet new licensing requirements. So, they turned to LiftFund. They were able to upgrade their playground equipment and buy a new stove for Pink-E-Pie’s Play Palace with their loan.

RUSSELL C. McALISTER
McAlister Entertainment,
DBA Richmond Underground Gaming Center | Richmond
LOAN SIZE AND PURPOSE: $34,000 to purchase equipment, construction materials and refinance existing LiftFund loan.

Russell C. McAlister first came to LiftFund in 2013, after learning about the organization from a vendor. He expanded the entertainment offerings at his business, Richmond Underground Gaming Center, with his first LiftFund loan. Last year, he received his third LiftFund loan. With each loan, he improved and expanded his business by adding new services and entertainment options, and refinanced his existing loan at a lower interest rate.

McAlister’s Richmond Underground is now a thriving family entertainment business with a laser tag arena and an off-site Airsoft field, as well as a video game arcade, private party rooms and rentals for at-home parties.
As a professional photographer, Roy Kevin Wimpy has numerous expenses for his business – from equipment repair and replacement, to location fees and making improvements to his garden and studio. He needed a loan for working capital so he could comfortably pay for expenses as they came up. He learned about LiftFund through an online search. After doing some research, he applied for a loan. Within a few weeks, Wimpy received the funds he needed to sustain and grow his business.

Located centrally in Earth City, Lawrence Anthony Kernz business is perfectly situated for its specialized services. Kernz Group Fine Arts Express Services moves fine art museum and gallery pieces all over the country – from the East Coast to the West in climate-controlled tractor trailers. If clients need specialized storage before reaching their final destinations, his trained handlers can store pieces in the climate-controlled warehouse.

Kernz needed to finance retrofitting his trailers to comply with changes in regulations. The St. Louis Small Business and Technology Development Center suggested he apply for a LiftFund loan. He received a loan and was able to retrofit his trailers without losing too much time on the road.

Maxine Taylor’s unique business stands out as truly one of its kind. It is a barbecue and deli restaurant, an art gallery, as well as a unique gift shop and an event center where families and organizations hold big celebrations. Taylor’s Blues Belt Marketplace lures hungry customers through her doors and leads them into her art gallery and gift shop, where she specializes in West African art and gifts. She also sells women’s jewelry and handbags.

After a year of owning her unique business, Taylor wanted to give her business a boost. So, she applied for a LiftFund loan and was able to buy more inventory and increase her marketing efforts.

As a professional photographer, Roy Kevin Wimpy has numerous expenses for his business – from equipment repair and replacement, to location fees and making improvements to his garden and studio. He needed a loan for working capital so he could comfortably pay for expenses as they came up. He learned about LiftFund through an online search. After doing some research, he applied for a loan. Within a few weeks, Wimpy received the funds he needed to sustain and grow his business.
Kasie Jones Coleman is a competitive, baking perfectionist and had accounted for the big things in her business plan: the rent, ovens, refrigerators and display cases. And by the time she started sweating the small stuff – the cash register, the signage, inventory and furnishings – she had maxed out her credit cards and borrowed as much money as she could from friends and family. She turned to the Louisiana Small Business Development Center at Southern University, which advised her to get a small business loan from LiftFund and to compete in the Capital One Bank Bayou Classic Business Challenge. She obtained a LiftFund loan and won $25,000 from the business pitch contest and has since become the go-to favorite bakery for locals in Baton Rouge.
Each year since 1994, LiftFund has grown, helping more entrepreneurs achieve their small business dreams through loans and education and advisory services. We are proud of our track record and the work we have done for more than 20 years, supporting small business owners.

Data as of December 31, 2014

**Performance Summary**

**Small loans, big impact**

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th></th>
<th>Amount</th>
<th></th>
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<tbody>
<tr>
<td></td>
<td>1994</td>
<td></td>
<td>2014</td>
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<tr>
<td>Loan amount disbursed since 1994</td>
<td>$185,742,966</td>
<td>$110,548,000</td>
<td>Microloan amount disbursed since 1994</td>
<td>$148,611,045</td>
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<td>SBA 504 loans approved and managed through LiftFund since inception</td>
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<td>$4,593,771</td>
<td>Small business loan amount disbursed since 1994</td>
<td>$39,256,421</td>
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<td>SBA 7(a) CA loans disbursed since inception</td>
<td>$4,593,771</td>
<td>$11,164,911</td>
<td>Loans to veterans disbursed since 1994</td>
<td>$11,517</td>
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<tr>
<td>Number of loans disbursed since 1994</td>
<td>16,043</td>
<td></td>
<td>Clients served since 1994</td>
<td>11,517</td>
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**Year-over-year growth**

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<tr>
<th></th>
<th>2014</th>
<th>2013</th>
<th>2012</th>
<th>2011</th>
<th>2010</th>
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<td></td>
<td>$26.3 Million</td>
<td>$20.2 Million</td>
<td>$17.9 Million</td>
<td>$14.8 Million</td>
<td>$12.8 Million</td>
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</table>
LiftFund entrepreneurs

LiftFund clients are tenacious, hard-working entrepreneurs, many of whom were unable to obtain a loan through traditional lending options before coming to our doors or our website, seeking affordable, ethical credit. They are men and women who own a variety of businesses across a diversity of industries throughout our eight-state footprint: Alabama, Arkansas, Kentucky, Louisiana, Mississippi, Missouri, Tennessee and Texas.

FICO SCORES OF 2014 LIFTFUND BORROWERS COMPARED WITH U.S. ADULTS
Average FICO Score of LiftFund Borrowers 582*
Average FICO Score of U.S. Adults 689*
*According to credit.org

BY INDUSTRY
Agriculture, Forestry, Fishing and Hunting 1%
Construction 7%
Manufacturing 4%
Wholesale Trade 3%
Retail Trade 14%
Transportation and Warehousing 18%
Information 1%
Finance and Insurance 2%
Real Estate and Rental and Leasing 2%
Professional, Scientific and Technical Services 6%
Administrative and Support Services 7%
Management and Remediation Services 7%
Educational Services 2%
Healthcare and Social Assistance 5%
Arts, Entertainment and Recreation 2%
Accommodation and Food Services 8%
Other Services (except Public Administration) 18%

CLIENT DEMOGRAPHICS

GENDER OF BORROWERS
MEN 62%
WOMEN 38%

RACE/ETHNICITY OF BORROWERS
Hispanic or Latino 42%
Black or African-American 33%
White 22%
American Indian or Alaska Native 2%
Other 1%

96% Repayment Success Rate
53% Low-to-Moderate Income Borrowers in 2014

CLIENT LOANS BY REGION

<table>
<thead>
<tr>
<th>CLIENT NUMBER</th>
<th>PERCENTAGE OF TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alabama</td>
<td>47 3%</td>
</tr>
<tr>
<td>Arkansas</td>
<td>25 1%</td>
</tr>
<tr>
<td>Austin</td>
<td>91 6%</td>
</tr>
<tr>
<td>Brownsville</td>
<td>61 4%</td>
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<tr>
<td>Corpus Christi</td>
<td>62 4%</td>
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<tr>
<td>Dallas/Fort Worth</td>
<td>318 20%</td>
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<tr>
<td>El Paso</td>
<td>186 12%</td>
</tr>
<tr>
<td>Houston</td>
<td>165 10%</td>
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<tr>
<td>Kentucky</td>
<td>5 0%</td>
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<tr>
<td>Laredo</td>
<td>95 6%</td>
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<tr>
<td>Louisiana</td>
<td>223 14%</td>
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<tr>
<td>McAllen</td>
<td>121 7%</td>
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<tr>
<td>Mississippi</td>
<td>12 1%</td>
</tr>
<tr>
<td>Missouri</td>
<td>5 0%</td>
</tr>
<tr>
<td>San Antonio</td>
<td>158 10%</td>
</tr>
<tr>
<td>Tennessee</td>
<td>32 2%</td>
</tr>
</tbody>
</table>

CLIENT DEMOGRAPHICS
14 | SUPPORTERS

Donors and investors

PRESIDENT’S SOCIETY
The President’s Society is made up of individuals who contribute $1,000 or more each year to help LiftFund carry out its day-to-day work. We appreciate the ongoing support of the President’s Society.

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Citi Foundation
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USAA
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Garces Designs
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A Type Studio
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Melissa Aguillon
All Covered
Mary Helen Alvarado
Robert Alvarado
Sandra Amparo Garcia
Kathy Armstrong
John Arnold
Laura & John Arnold Foundation
Susan Athené
Azuca Nuevo Latino
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SWBC
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Debbie R. Taylor
ValentineHR, Inc.
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Marianne C. Watson
Windstream

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Lifshutz Foundation
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Allen W. Hathaway
Henry Jose Greyner
Mary T. Green
Gina M. Gray
Larry Gottman
Norma Gonzales
Yvonne Katz
In 2012, LiftFund embarked on a multi-million dollar “We Believe” capital campaign to build its new Lending and Learning Campus, housing all of LiftFund’s major educational and lending functions in a one-stop shop at 2007 W. Martin in San Antonio. Thanks to a $6.1 million New Markets Tax Credit allocation, we were able to obtain a loan and commence with groundbreaking for our new facility on February 12, 2014. We made quick progress on construction throughout the year. In April 2015 – as our Development team continued work on the capital campaign naming opportunities for the interior of the buildings – our lending and business support staff, as well as executive and administrative staff, moved into the new headquarters.

The LiftFund Lending and Learning Campus sits on 1.15 acres of land and includes four separate buildings – the main headquarters building, the lending center, a community center, a small business incubator – and an “edible” outdoor garden. At the Lending and Learning Campus, we are now able to offer classes, workshops and one-on-one counseling to entrepreneurs through startup and expansion. At this “customer-centric, comprehensive center,” we are able to offer small businesses the full array of services they need to succeed. Thank you to our capital campaign supporters who are making this possible.

We are grateful.

We Believe

CAPITAL CAMPAIGN DONORS

<table>
<thead>
<tr>
<th>$500,000 - $1,500,000</th>
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<tbody>
<tr>
<td>BBVA Compass</td>
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<tr>
<td>Greehey Family Foundation</td>
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<td>Kresge Foundation</td>
</tr>
<tr>
<td>NuStar Energy</td>
</tr>
<tr>
<td>U.S. Department of Commerce EDA</td>
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<tr>
<td>Harry and Jeanette Weinberg Foundation</td>
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<tr>
<td>Wells Fargo Bank</td>
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<table>
<thead>
<tr>
<th>$100,000 - $499,999</th>
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<tbody>
<tr>
<td>City of San Antonio Farm Bureau Bank Frost Bank Myra Stafford Pryor Charitable Trust, Frost Bank Valero Energy Foundation</td>
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<table>
<thead>
<tr>
<th>$50,000 - $99,999</th>
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<tbody>
<tr>
<td>Bank of America Charitable Foundation Sarah Harte Lake</td>
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<table>
<thead>
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<th>$25,000 - $49,999</th>
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<tr>
<td>Randolph Brooks Federal Credit Union Capital One Citibank SWBC Foundation</td>
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<table>
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<th>$5,000 - $24,999</th>
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<tr>
<td>Janie Barrera Broadway Bank Charles E. Cheever Citizens State Bank Robert Crittenden Alfonso Martinez-Fonts, Jr. Jefferson Bank Gentry Family Fund</td>
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<th>$1 - $249</th>
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<tbody>
<tr>
<td>Vangie Aguilara Justin Allen Anonymous</td>
</tr>
</tbody>
</table>

Baylous & Julie Miller / Bill Miller Bar-B-Q Clarence & Kay Simpson Bill Albers Leroy Ailloway Elvia I Bara Mike Beldon / Beldon Roofing Matthew Bomersbach Fred de Roode Rose Mary Fry Gabriel Guerra Melinda Guerra-Reeves Dan & Kathy Lawless David Long Tom & Ann Madison Sandra Nannini George P. Parker Kathleen Quinnoz Ken Sample Debbie R. Taylor Betty N. Turner Laurie Vignaud Patricia J. Villareal Lee D. Zimskind


If your records differ from the reported amount, please accept our apologies and contact Kay Casey, Vice President of Advancement, kcasey@liftfund.com.
## Financial Summary for 2014

### Balance Sheet

<table>
<thead>
<tr>
<th>Assets</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Equivalents</td>
<td>$5,001,192</td>
<td>$4,996,062</td>
</tr>
<tr>
<td>Contributions and Grants Receivables</td>
<td>$3,145,617</td>
<td>$5,171,039</td>
</tr>
<tr>
<td>Loans Receivable</td>
<td>$30,505,143</td>
<td>$27,430,638</td>
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<tr>
<td>New Markets Tax Credit Loan Receivable</td>
<td>$4,454,220</td>
<td>$4,454,220</td>
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<tr>
<td>Fixed Assets</td>
<td>$7,864,735</td>
<td>$4,137,643</td>
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<tr>
<td>Other Assets</td>
<td>$5,645,668</td>
<td>$7,501,890</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$56,616,575</strong></td>
<td><strong>$53,691,492</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accrued Expenses &amp; Accounts Payable</td>
<td>$1,695,339</td>
<td>$1,292,875</td>
</tr>
<tr>
<td>Notes Payable</td>
<td>$41,126,769</td>
<td>$38,825,089</td>
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<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$42,822,108</strong></td>
<td><strong>$40,117,964</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
<th></th>
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<tbody>
<tr>
<td>Unrestricted</td>
<td>$8,380,452</td>
<td>$7,332,738</td>
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<tr>
<td>Temporarily Restricted</td>
<td>$4,836,852</td>
<td>$5,663,627</td>
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<tr>
<td>Permanently Restricted</td>
<td>$577,163</td>
<td>$577,163</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$13,794,467</strong></td>
<td><strong>$13,573,528</strong></td>
</tr>
</tbody>
</table>

| **Total Liabilities & Net Assets** | **$56,616,575**| **$53,691,492**|

### Revenue & Expenses

#### Support & Revenue

<table>
<thead>
<tr>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants &amp; Contributions</td>
<td>$4,124,541</td>
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<tr>
<td>Restricted</td>
<td>$2,849,760</td>
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<tr>
<td>In-Kind</td>
<td>$235,066</td>
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<tr>
<td>Interest &amp; Fees</td>
<td>$5,847,149</td>
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<tr>
<td>SBA 504 Income</td>
<td>$1,184,423</td>
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<td>Other Income</td>
<td>$415,950</td>
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<tr>
<td><strong>Total Public Support and Revenues</strong></td>
<td><strong>$14,656,889</strong></td>
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#### Expenses

<table>
<thead>
<tr>
<th>2014</th>
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</thead>
<tbody>
<tr>
<td>Program Service</td>
<td>$12,607,026</td>
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<tr>
<td>Support Services</td>
<td>$1,406,675</td>
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<tr>
<td>Fundraising</td>
<td>$422,249</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$14,435,950</strong></td>
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</table>

### Change in Net Assets

<table>
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<tr>
<td>$220,939</td>
<td>$464,051</td>
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Complete financial statements, audited by West, Davis & Company, LLP, are available upon request through LiftFund, Inc.

### Revenue & Expenses

#### Total Loans

<table>
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<tr>
<th>Locations</th>
<th># Total Loans</th>
<th>Amount Disbursed</th>
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</thead>
<tbody>
<tr>
<td>Austin</td>
<td>91</td>
<td>$1,429,484</td>
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<tr>
<td>Brownsville</td>
<td>61</td>
<td>$868,751</td>
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<td>McAllen</td>
<td>121</td>
<td>$2,163,317</td>
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<td>El Paso</td>
<td>318</td>
<td>$3,416,165</td>
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<tr>
<td>Corpus Christi</td>
<td>62</td>
<td>$1,117,056</td>
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<td>Houston</td>
<td>165</td>
<td>$1,190,253</td>
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<td>San Antonio</td>
<td>158</td>
<td>$4,723,240</td>
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<td>Laredo</td>
<td>95</td>
<td>$1,464,950</td>
</tr>
<tr>
<td>Louisiana</td>
<td>223</td>
<td>$2,592,529</td>
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<tr>
<td>Delta</td>
<td>126</td>
<td>$1,580,625</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>1,606</strong></td>
<td><strong>$26,348,659</strong></td>
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#### Impact

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<thead>
<tr>
<th>Indicators</th>
<th>2014</th>
<th>2013</th>
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<tr>
<td>New Clients</td>
<td>1,285</td>
<td>1,156</td>
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<tr>
<td>Number of Loans Disbursed</td>
<td>1,606</td>
<td>1,305</td>
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<tr>
<td>Amount Loaned</td>
<td>$26,348,659</td>
<td>$20,257,443</td>
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<tr>
<td>LiftFund Portfolio</td>
<td>$33,273,577</td>
<td>$30,190,442</td>
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<tr>
<td>Portfolio Servicing</td>
<td>$6,790,190</td>
<td>$3,277,322</td>
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<tr>
<td>Total Portfolio Under Management</td>
<td>$40,063,767</td>
<td>$33,467,764</td>
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<tr>
<td>Active Clients</td>
<td>2,856</td>
<td>2,497</td>
</tr>
<tr>
<td>Average Loan Balance</td>
<td>$14,027</td>
<td>$13,403</td>
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<tr>
<td>Portfolio at Risk</td>
<td>3.97%</td>
<td>3.30%</td>
</tr>
<tr>
<td>Net Losses</td>
<td>3.89%</td>
<td>3.81%</td>
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#### Cumulative Total to Date

<table>
<thead>
<tr>
<th>Clients Served</th>
<th>12/31/2014</th>
<th>12/31/2013</th>
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</thead>
<tbody>
<tr>
<td>11,517</td>
<td>10,232</td>
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</tr>
</tbody>
</table>

1 Includes LiftFund and Servicing Portfolio
2 Portfolio at risk = Total value of outstanding loans past due more than 30 days divided by total portfolio
3 Net losses = Net losses for fiscal year divided by portfolio outstanding at year end