

## 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: 18,847  
Total Dollars Disbursed: \$247,206,589\*\*  
Active Portfolio: \$39,821,241  
Total Loans Under Management: \$50,959,905\*  
Average Loan Balance: \$14,881  
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 March 31, 2017

### Organizational Profile

Number of Offices: 13  
Number of Employees: 106  
Number of Active Clients: 2,786\*

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 quarter of 2017, LiftFund provided 1,752 technical assistance hours to borrowers and non-borrowers who utilized our services at the Women's Business Center and Launch SA. In 2016, LiftFund borrowers and non-borrowers received 4,237 technical assistance hours.

## Economic Impact

- During the first quarter of 2017, our small business owners created 391 jobs and retained 703 jobs.
- In 2016, our small business owners created 1,871 jobs and retained 3,228 jobs.
- 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

<b>LiftFund Site</b>	<b>Total Loans</b>	<b>Total Amount Disbursed</b>
Alabama ( <i>established 2012</i> )	210	\$2,401,750
Alexandria ( <i>established 2009</i> )	83	\$1,403,648
Arkansas ( <i>established 2011</i> )	107	\$1,658,735
Austin ( <i>established 1999</i> )	1,024	\$14,128,725
Baton Rouge ( <i>established 2010</i> )	225	\$2,863,865
Corpus Christi ( <i>established 2004</i> )	795	\$12,135,934
Dallas ( <i>established 1999</i> )	2,460	\$31,238,619
El Paso ( <i>established 1996</i> )	2,506	\$31,316,238
Florida	5	\$212,790
Fort Worth/Arlington	286	\$4,426,981
Georgia	8	\$107,198
Houston ( <i>established 1998</i> )	2,517	\$40,457,591
Kentucky	10	\$128,073
Laredo ( <i>established 2005</i> )	648	\$9,224,233
Mississippi	38	\$416,846
Missouri ( <i>established 2011</i> )	22	\$463,266
New Mexico ( <i>established 2015</i> )	6	\$99,351
New Orleans ( <i>established 2009</i> )	538	\$6,645,461
Oklahoma	2	\$28,936
San Antonio ( <i>established 1994</i> )	4,266	\$53,797,484
McAllen ( <i>established 1998</i> )	1,920	\$21,504,358
Brownsville/Harlingen, ( <i>established 1998</i> )	956	\$9,482,644
Shreveport ( <i>established 2010</i> )	99	\$1,616,041
Tennessee ( <i>established 2012</i> )	116	\$1,447,825
<b>Total as of March 31, 2017</b>	<b>18,847**</b>	<b>\$247,206,590 **</b>

**Cumulative Client Ethnicity & Gender**

<b>LiftFund Site</b>	<b>African American</b>	<b>Hispanic</b>	<b>White</b>	<b>Other</b>	<b>Male</b>	<b>Female</b>
Alabama	64%	5%	28%	3%	54%	46%
Alexandria	59%	4%	37%	0%	47%	53%
Arkansas	70%	3%	23%	4%	66%	34%
Arlington	40%	60%	0%	0%	60%	40%
Austin	17%	35%	43%	5%	61%	39%
Baton Rouge	75%	1%	21%	3%	51%	49%
Brownsville/Harlingen	0%	95%	3%	2%	63%	37%
Corpus Christi	5%	66%	26%	3%	54%	46%
Dallas	24%	51%	18%	7%	58%	42%
El Paso	3%	89%	6%	2%	69%	31%
Florida	25%	25%	25%	25%	50%	50%
Fort Worth	41%	38%	19%	2%	65%	35%
Georgia	88%	0%	12%	0%	62%	38%
Houston	44%	26%	20%	9%	58%	42%
Kentucky	10%	0%	90%	0%	70%	30%
Laredo	1%	95%	2%	2%	69%	31%
McAllen	1%	94%	3%	2%	75%	25%
Mississippi	76%	5%	19%	0%	59%	41%
Missouri	47%	5%	38%	5%	62%	38%
New Mexico	0%	100%	0%	0%	100%	0%
New Orleans	52%	24%	20%	4%	59%	41%
Oklahoma	50%	0%	0%	50%	100%	0%
San Antonio	13%	63%	21%	3%	62%	38%
Shreveport	76%	3%	17%	4%	59%	41%
Tennessee	61%	6%	32%	1%	57%	43%
<b>TOTAL</b>	<b>24%</b>	<b>55%</b>	<b>17%</b>	<b>4%</b>	<b>62%</b>	<b>38%</b>

\*\*The financial information is unaudited

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