

## 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: 22,929  
Total Dollars Disbursed: \$359,777,658\*\*  
Active Portfolio: \$73,926,170  
Total Loans Under Management: \$88.335,472\*  
Average Loan Balance: \$21,440  
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, 2020

### Organizational Profile

Number of Offices: 10  
Number of Employees: 99  
Number of Active Clients: 3,474\*

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 16% as White. Women comprise 38% of borrowers. In 2019, 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 2020, LiftFund provided over 3,470 technical assistance hours to borrowers and non-borrowers who utilized our services. In 2019, LiftFund borrowers and non-borrowers received over 6,400 technical assistance hours.

### Economic Impact

- In the first half of 2020, our borrowers created 3,905 jobs and retained 5,213. In 2019, our small business owners created 1,765 jobs and retained 2,154 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

Updated 9/1/2020

#### Contact Information:

Tel 210.226.3664  
Fax 210.533.2940  
Customer Service 888.215.2373

2007 W. Martin Street  
San Antonio, TX 78207

LiftFund  
Website: [www.LiftFund.com](http://www.LiftFund.com)  
Facebook: [www.facebook.com/LiftFundUS](http://www.facebook.com/LiftFundUS)  
Twitter: @LiftFundUS

**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> )	272	\$3,758,353
Alexandria ( <i>established 2009</i> )	83	\$1,403,648
Arkansas ( <i>established 2011</i> )	115	\$1,817,294
Austin ( <i>established 1999</i> )	1,176	\$18,997,027
Baton Rouge ( <i>established 2010</i> )	230	\$2,938,578
Corpus Christi ( <i>established 2004</i> )	1,140	\$19,845,932
Dallas ( <i>established 1999</i> )	2,997	\$47,502,174
El Paso ( <i>established 1996</i> )	2,980	\$43,171,999
Florida	48	\$2,113,162
Fort Worth/Arlington	365	\$6,083,213
Georgia	108	\$2,306,183
Houston ( <i>established 1998</i> )	3,199	\$60,598,590
Kentucky	12	\$179,310
Laredo ( <i>established 2005</i> )	839	\$13,805,528
Mississippi	62	\$895,993
Missouri ( <i>established 2011</i> )	32	\$727,315
New Mexico ( <i>established 2015</i> )	20	\$499,556
New Orleans ( <i>established 2009</i> )	698	\$10,865,830
Oklahoma	9	\$437,409
San Antonio ( <i>established 1994</i> )	5,057	\$77,376,031
McAllen ( <i>established 1998</i> )	2,140	\$28,029,715
Brownsville/Harlingen, ( <i>established 1998</i> )	1,075	\$12,221,470
Shreveport ( <i>established 2010</i> )	100	\$1,633,937
South Carolina	2	\$111,593
Tennessee ( <i>established 2012</i> )	170	\$2,457,823
<b>Total as of June 30, 2020</b>	<b>22,929</b>	<b>\$359,777,660 **</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	63%	5%	29%	3%	54%	46%
Alexandria	57%	4%	39%	0%	46%	54%
Arkansas	70%	4%	22%	4%	65%	35%
Arlington	40%	60%	0%	0%	60%	40%
Austin	19%	36%	39%	6%	63%	37%
Baton Rouge	74%	2%	21%	3%	53%	47%
Brownsville/Harlingen	0.2%	95%	3%	2%	65%	35%
Corpus Christi	4%	65%	27%	4%	55%	45%
Dallas	25%	51%	18%	7%	59%	41%
El Paso	3%	91%	5%	1%	69%	31%
Florida	21%	32%	40%	6%	72%	28%
Fort Worth	37%	37%	23%	3%	64%	36%
Georgia	80%	5%	11%	4%	51%	49%
Houston	44%	29%	19%	8%	59%	41%
Kentucky	8%	8%	83%	0%	67%	33%
Laredo	1%	96%	2%	2%	69%	31%
McAllen	1%	94%	3%	2%	74%	26%
Mississippi	74%	7%	20%	0%	52%	48%
Missouri	40%	7%	47%	7%	61%	39%
New Mexico	0%	92%	8%	0%	77%	23%
New Orleans	53%	23%	20%	3%	57%	43%
Oklahoma	33%	0%	67%	0%	89%	11%
San Antonio	13%	63%	20%	3%	63%	37%
Shreveport	77%	3%	16%	4%	60%	40%
Tennessee	62%	8%	28%	2%	55%	45%
<b>Total Across LiftFund</b>	<b>23.6%</b>	<b>55.8%</b>	<b>16.5%</b>	<b>4.1%</b>	<b>62%</b>	<b>38%</b>

\*\*The financial information is unaudited

Updated 9/1/2020

**Contact Information:**  
Tel 210.226.3664  
Fax 210.533.2940  
Customer Service 888.215.2373

2007 W. Martin Street  
San Antonio, TX 78207

LiftFund  
Website: [www.LiftFund.com](http://www.LiftFund.com)  
Facebook: [www.facebook.com/LiftFundUS](http://www.facebook.com/LiftFundUS)  
Twitter: @LiftFundUS