





Antonio Jr., Antonio Sr., Larissa, Hannah & Alexis
Hannah's Gluten Free Bakery

They say it takes a village.

We see that everyday in our clients' commitment to build their businesses, even when they face obstacles. Larissa and her family are an example of energy, passion, and drive to build a better future for their children. We're just proud to be a small piece of that puzzle by offering credit and capital.

LiftFund helps entrepreneurs like Larissa build success and a pathway to fulfill their dreams.

Just as a village supports Larissa, we know that a village is supporting our work. 2016 proves that with the support of many, much can be done to improve the lives of amazing, resilient entrepreneurs.

Table of Contents

- 01** WELCOME LETTER
- 03** CLIENT STORIES
- 13** 2016 SUPPORTERS
- 15** IMPACT & FINANCIAL SUMMARY

ON THE COVER:

Top left: Shelenia Dashaun Nelson
Krack of Dawn Donuts LLC, Round Rock

Top right: Robert Martindale II
Big Hops Growler Station, San Antonio

Bottom left: John Casey
JE Casey, LLC, Dallas

Bottom right: Freda Arambarry
The Calling Card LLC, New Orleans



In 2016 LiftFund provided a record-breaking \$30.4 million in business loans to 1,178 diverse and well-deserving small businesses. Our team also provided thousands of hours in expert advice to thousands of up-and-coming entrepreneurs.

None of this would be possible without the generous backing of 350 donors and 112 investors. With much humility and gratitude, we thank you. And if you're considering an investment in LiftFund, let us know how we can welcome you to this winning partnership. Together with LiftFund's 105 employees, we make a formidable team. And teamwork goes a long way. For every \$1 that we provide to small businesses, the economy grows by \$13 where it's needed most: in the heart of our communities.

But numbers tell only a small part of the LiftFund story. Since we launched in 1994, our mission has been to provide credit and support and innovation—all so that lives might be changed for the better.

The real story brings us to Larissa, who launched a gluten-free bakery to help keep her daughter and the citizens of Dallas healthy. The real story brings us to Mandy and Daren, who left their previous careers to pursue a passion for woodworking and start a company to restore New Orleans through their craft. The real story brings us to Sandy, who saw a void in quality education and

opened her daycare in Corpus Christi. The real story brings us to Travis, a retired Marine who lost his legs in combat and began his business Stump Armor in San Antonio.

Examples like this illustrate the importance of your support. And we're leveraging your generosity by making more loans available more quickly than ever. LiftFund's advanced technologies and customer-oriented philosophy have made us leaders in our industry. And for that, we owe it all to you.

This report shares the important numbers, of course, but we also hope that it gives you a renewed sense of commitment to partnering with us. Together, we'll boost small businesses throughout the United States. Together, we'll create jobs and build wealth. Together, we'll write the next chapter in the LiftFund story.

Janie Barrera
President & CEO

Jim Adams
Board Chair



Travis Green
Stump Armor

LiftFund received a \$4.6 million gift from JP Morgan Chase & Co. to fully automate LiftFund's pilot product the LiftUp loan, a loan up to \$25,000 for San Antonio, Austin, Dallas Fort Worth Metro Area, Houston, and New Orleans small businesses.

Debra Sullivan
Happy Houston Pets

- ▶ Houston, Texas
- ▶ \$11,500 loan for equipment & marketing

No one, especially Debra, expected to be filing for bankruptcy after enduring two work mergers and layoffs. After the financial turbulence forced her to file for bankruptcy in the late '90s, Debra decided she needed to rebuild her life by opening a small business focused on the positive and happy experiences working with dogs. She found there were limited options for 24/7, cage-free dog care. With her combined passion and research, she opened Happy Houston Pets LLC, a one-of-a-kind, cage free pet resort and dog bakery, in 2014. When her business outgrew its original location, she was referred to LiftFund by her accountant for a loan to make the property dog-friendly. Debra plans to pass on the business to her son, John, who is already involved in day-to-day operations. "It will be his and his family's, and I hope it continues on," she said.



In 2016:

\$30,327,883
Business Capital Provided

1,178
Clients Provided Capital

4,000
Consultations to clients

"My business is my life. I would be bored otherwise."

LiftFund and the City of San Antonio partnered to create a buydown program to help entrepreneurs like Jose and Cecy start and grow their businesses. In 2016, LiftFund provided \$900,000 to 37 San Antonio businesses with an interest buydown loan thanks to the City of San Antonio. LiftFund also has buydown programs in McAllen and Corpus Christi, Texas to improve local small businesses' cashflow.

Jose & Cecy Rodriguez
Paleteria San Antonio

- ▶ San Antonio, Texas
- ▶ \$15,000 to complete leasehold improvements and purchase equipment
- ▶ Partnership: City of San Antonio buydown loan program
- ▶ Graduated from Launch San Antonio's Break Fast and Launch culinary and business accelerator

Jose comes from a long line of successful entrepreneurs — he met his future wife, Cecy, in 2012, while both were working at his father's shop — but he aspired to create his own small business success with paletas, an iconic, icy dessert. So in 2015 he opened Paleteria San Antonio at his father's restaurant to test the concept and perfect the product. "I make paletas as if they were for me, my wife or my daughter," said Jose, "I make them with a lot of heart so that customers can enjoy them." After testing the concept, Jose responded to a request for proposal for food retail at San Antonio's iconic Hemisfair Park and won the bid. With a \$5,000 business loan from LiftFund, Jose and Cecy were able to open their storefront at Hemisfair. After a year in business, the paleteria has become part of everyday life at the park; the couple continues to grow their business and their flavors.

In San Antonio, LiftFund hosts two programs: the Women's Business Center with the U.S. Small Business Administration and Launch SA with the City of San Antonio.

Here is their 2016 impact:

WBC
866
Number of Seminar Attendees

421
Number of Consultations

Launch SA
1,974
Number of Seminar Attendees

245
Number of Consultations



In partnership with the U.S. Housing and Urban Development (HUD), LiftFund has provided direct capital and consultation to borrowers like Mandy and Daren. The Getting Down to Business series is Capital One's program to serve small businesses by coordinating education and consultation in New Orleans to grow businesses successfully.

Mandy Simpson & Daren Sumrow

New Orleans Woodworking

- ▶ New Orleans, Louisiana
- ▶ \$20,000 to move from home based to warehouse space, purchase of supplies and working capital
- ▶ Program & Partnerships: U.S. Housing and Urban Development Delta Innovation Funds, Capital One Getting Down to Business Education Series, and Louisiana Small Business Development Center counseling

Mandy and Daren, the husband-and-wife team behind NOLA Woodworking, are proof that entrepreneurs can transform communities through their craft. Daren is a U.S. Navy veteran with over 20 years of construction experience and a love for restoring and creating incredible woodwork. In 2014, he opened NOLA Woodworking and its sister company NOLA Boards. Mandy left her career soon after to help Daren expand the growing business, which now ranges from custom construction to beautiful cutting boards. The company, located in the upper 9th ward of New Orleans, is passionate about restoration, refurbishment, and crafting new designs. "It started out as a small scale business but after I came into the picture we realized that we could really grow this," Mandy said. The duo went through the Getting Down to Business program by Capital One and received counseling services from the Small Business Development Center. After graduation and consultation, the couple used a LiftFund business loan to move their home-based business into a warehouse, increase woodworking supplies, and improve their project capabilities. Today, the company employs nine full-time employees and two contractors. "We are here to leave our mark and give back," said Mandy.



Through a partnership with United Way of Metro Dallas GroundFloor program, LiftFund was able to improve its innovative lending through the Promise Loan. The Promise Loan, a \$5,000 business loan has helped thousands of LiftFund clients improve their credit and access capital to grow their business.

Larissa Wilson

Hannah's Gluten Free Bakery

- ▶ Dallas, Texas
- ▶ \$5,000 for equipment and working capital
- ▶ Program: Promise Loan Program and United Way of Metro Dallas Support

Larissa Wilson grew up baking her grandmother's recipes. After she was diagnosed with celiac disease, and after her daughter, Hannah, came down with food and nut allergies, Larissa became determined to live and eat normally. Larissa quickly began adapting her grandmother's recipes and testing her gluten-free baking skills. Hannah suggested opening a bakery to bring gluten-free sweets to their community. In late 2014, with the help of her family, Larissa opened Hannah's Gluten Free Bakery to provide great desserts that could be safely enjoyed by anyone. Larissa's business grew, but she was unable to secure a traditional loan from her bank. Fortunately, she was referred to LiftFund where she received a \$5,000 business loan to purchase baking equipment to grow her business. "This is just the first small step," Larissa said. Today, Larissa's goods can be found at her retail store and several Dallas farmers markets. In 2015, Hannah's was voted "Best Bakery" by *D Magazine* for their amazing gluten-free cinnamon rolls.



Since 2008:

LiftFund is an SBA 504 business lender in Texas & New Mexico. LiftFund partners with banks to offer this loan program, which is used to fund heavy equipment and real estate purchase and improvements. Since 2008 LiftFund has provided:

\$197,600,000

SBA 504 Capital Provided

271

Clients Provided Capital

\$542,400,000

Total Small Business Project Financing

LiftFund is a designated SBA 7a Community Advantage (CA) Lender. The pilot program allows LiftFund to provide more capital to a business if it is lacking in collateral, located in designated communities and are startups like the Nelsons. Since 2012, LiftFund has provided 133 loans totaling \$17.2 million under the SBA 7a CA program.

Shelena Nelson

Krack of Dawn

- ▶ Round Rock, Texas
- ▶ \$70,000 for kitchen equipment and build out of café
- ▶ Partner Program: US Small Business Administration 7a Community Advantage Program & Wells Fargo Referral

Shelena and her husband, Rico, used to dream of making a better future for their family — especially their son, Cory, whose disability prevented him from working a meaningful job outside of janitorial work. The couple, who are both proud U.S. Air Force veterans, decided to open a doughnut shop, a business that would allow their son to work beyond what they ever dreamed and create economic opportunity for the family. “We wanted to give Cory more than what life was offering him,” Shelena said. “LiftFund made that possible.” Shelena and Rico went to several banks and were unable to qualify for loans, but they were referred to LiftFund by Heather, a Wells Fargo banker. Shelena qualified for a \$70,000 loan with an SBA guaranty, which she used for kitchen equipment and building out the café. Today, the Nelson family has expanded their shop to offer more than 40 doughnut varieties and Southern dishes, and they will continue to empower families and individuals through their work. “If it wasn’t for LiftFund, we wouldn’t be where we are now,” Shelena said. “We are here to change lives and grow.”



Lamar Jones

Janktified Goodness

- ▶ McAllen, Texas
- ▶ \$10,000 for packaging and marketing
- ▶ Support Partners: City of McAllen interest buydown loan program & Rio Grande Valley Small Business Development Center

Lamar grew up eating delicious BBQ at family gatherings, but after years of adjusting store-bought BBQ sauces, he decided to test his culinary skills and develop his own special recipe known as “The Jank,” which means “too awesome to describe.” Lamar, a musician, moved from Florida to the Rio Grande Valley after a concert. He and his partner lived in a small, two-bedroom apartment with little or no money and slept on the floor. Like many businesses, Janktified Goodness started by word of mouth and began selling up to 10 bottles a month. Fast forward to 2014, where Lamar won the City of McAllen’s Innovation Grant Award and with the help of the RGV Small Business Development Center, he began to improve his product and organize his business. In 2016, he was one of the H.E.B. Primo Pick finalists. Through the SBDC and the McAllen Chamber of Commerce, he was connected to Marlene, a lender at LiftFund. “I had no money and no idea where I was going before I heard about LiftFund,” Lamar said. “I used that loan to package my first few orders and start advertising for the sauce.” Today, The Jank boasts an impressive clientele—including the Pittsburgh Steelers, and hundreds of grocery stores across Texas—but Lamar has plans to expand the business.



Sandy Cantu

Storybooks School

- ▶ Corpus Christi, Texas
- ▶ \$21,000 to build a playground and improve air conditioning

Over 21 years ago, Sandy realized that her neighborhood didn’t have high-quality daycare options. With her love of books and learning, she took a chance and opened Storybooks School from her home in 1995 as a safe, high-quality educational environment for children from infancy to five years. As a veteran business owner, Sandy was referred to LiftFund in 2012 to help her business expand from a home-based business to a commercial space. In 2016 she returned for another loan to build a playground and update the air conditioning units. Without LiftFund’s capital, Sandy would not have been able to provide more children the opportunity to learn with her care. With the funding, Sandy has seen her business grow from 14 children to 114 children.

“We needed funding and equipment. Having LiftFund there was crucial for us to get our doors open, take that next step, and keep going.”

Sandy Cantu

LiftFund changes lives, generates jobs, raises standards of living and improves opportunities for future generations.

Our name reflects our mission. To “Lift” means to raise something, to move higher, and that is what you help make possible each time you make a financial contribution to LiftFund. As LiftFund helps those who could not obtain a business loan elsewhere, it is an essential charitable service in building sustainability for viable economic growth and enhancing quality of life. We thank each of you who chose to be part of the solution in 2016. Every dollar donated helps to build lives and “Lift” futures.

INVESTORS

Over \$1M

Bank of America
BBVA Compass
Calvert Foundation
Capital One
Goldman Sach’s
IBERIABANK
Opportunity Finance Network
U.S. Small Business Administration
Wells Fargo Bank

\$250,001 - \$1M

Allegiance Bank
Amegy Bank
American Bank
Annie E. Casey Foundation
BancorpSouth
Bank SNB
Cadence Bank
Frost Bank
Heartspring Methodist Foundation
Midsouth Bank
Oblate International Pastoral
Pioneer Bank
Sisters of The Incarnate Word
Texas Community Bank
Texas Department of Agriculture
Union Bank
U.S. Department of Agriculture
Valley Economic
Development Center

Woodforest National Bank
JP Morgan Chase & Co.
Raza Development Fund
Broadway Bank
The Bank of San Antonio
Reap Green Enterprise

\$100,001 - \$250,000

East West Bank
Hometown Bank
KIVA
Mercantil Commercebank
Mutual of Omaha Bank
Nazareth Literary & Benevolent
Institution
Regions Bank
Robert Boehlert
Sisters of Charity Incarnate Word
Sustainable Communitites Fund
The Basilian Fathers of Toronto
U.S. Department of Treasury
CDFI Fund
Carla Marshall & L. Doxsey
Church of the Blessed Sacrament
Farm Bureau Bank

\$50,001- \$100,000

Adrian Dominican Sisters
Central Bank
Dallas Women’s Foundation
Immaculate Heart of Mary Church
Maria & Manuel Berriozabal
Tides Foundation
Whitney Bank
First Citizens Bank

\$25,001 - \$50,000

Adorers of the Blood of Christ
Carmen Barraza Casas
Comerica Bank
Crockett National Bank
Embrey Family Foundation
Framboyant Learning Center
Green Bank NA
Laura Parker
Margaret G. Mireles
Pete & Andrea Sitterle
Philip Eash Gates
Sisters of Saint Dominic
Society of The Divine Word
Tolleson Private Bank
David W. Blair

\$10,001 - \$25,000

Dr. Charles Conlon
Father Blanco Memorial Fund
George B. Hernandez Jr.
George H. & Elizabeth Godwin
Gloria P. Arrechi
Linda Foster
Edward R. & Luz Elena Day
Harvey Hill

\$1,000 - \$10,000

Aissatou Sidime-Blanton
Anna Brooke Gutzler
Anne P. Messbarger Eguia
Benjamin Coerver
Bradley Lehman
Charles A. Gonzalez
Cynthia Merla Spielman
Daniel Lopez & Gina Amatangelo
Debra Salge
Dr. Harry J. Shafer
Dr. William Elizondo
Ellen Riojas Clark
Eliot M. Lee
Jose & Eloise V. Avila
Lucas Coerver
Lucia Coerver
M. Elizabeth Blissman
M. Kathryn Martin
Marissa Hidalgo
Martha Pattillo Siv
Mary Esther Escobedo
Mary T. Green
Norma Gonzalez
Redman Foundation
Rhonda Wiley-Jones
Rick Schimpff
Rose Mary Fry
Shari K. Gore
Sylvia & Arthur C. Reyna Jr.
Terri & Roger Virost
Valerie L Wenger
William & Marilyn Moll

DONORS

Over \$1M

U.S. Department of Treasury
CDFI Fund
JP Morgan Chase & Co.

\$250,001 - \$1M

City of San Antonio
Small Business Administration
U.S. Department of Housing &
Urban Development

\$100,001 - \$250,000

Capital One Bank
USAA Foundation
United Way of Metropolitan
Dallas

\$25,001 - \$50,000

Bank of America
Chick-fil-A Foundation
City of Corpus Christi
City of McAllen
Comerica Bank
Crockett National Bank
Frost Bank
Jim & Judy Adams

San Antonio Area Foundation
Walmart Foundation

\$10,001 - \$25,000

American Bank
Association for Enterprise
Opportunity
BancorpSouth
Bank of the Ozarks
Bank SNB
BB&T Corporation
BBVA Compass Foundation
Brandon Seale & Susana
Canseco
Iberia Bank
LegacyTexas Bank
Rackspace
Texas Capital Bank
The Daniel Foundation
Wayne & Barb Alexander
Wells Fargo Bank
WestStar Bank

\$1,001 - \$10,000

Beldon Roofing Company
Broadway Bank
Celina Peña
Dallas Fort Worth Airport
Dan & Kathy Lawless
David & Ann Adams
G.P. Singh & Parvidner Kaur
Janie Barrera
Kathryn Snapka & Brian Charles
Melinda & Skip Reeves
Mercantil Commerce Bank
Mike & Carol Devereaux
Patricia J. Villarreal
The Yelp Foundation
Thomas & Ann Madison
Thomas & Bonnie Clausen
Tolleson Private Bank

\$1 - \$1,000

Adam Bush
Adam Henson
Addie Garner
Adrian Gonzalez
Adriana Biggs
Alan Horacio Perez Hernandez
Alejandro Morales
Alejandro Sanchez
Alexandro Valles
Alfonso Martinez-Fonts
Alfredo Reyes
Alice Gomez
Alma Valdez Brown
Alonso Rivera
Amada Ainsworth
Amaris Kinsey
Amazon Smile
Amos Lozano
Amplify Austin

Andres Perez
Anita Leal
Ann Frantz
Anonmyous
Anthony Lopez
Anthony Porter
Antonio Quintanilla
Aric Garza
Arlene Siller-Jackson
Artemio Maldonado
Augustin Armendaiz
Ayneka Bruno
Balous Miller
Barbara Heath
Barbara Kyse
Barbie Gonzalez
Belkys Perez Negron
Bert Harrop
Bertha Castelan
Bob Schraitle
Brenda Gutierrez
Brenda Nieves
Carl Martin
Carlos Maestas
Carlos Ramos
Carmen Aguilar Zepeda
Carminia Penn
Carol Yerkes
Carolina Morales
Cheryl White
Chris & Nan Parson
Cindy Hylton
Cindy Martinez
Corey Foy
Cruz Montoya
Daniela Paz
David Inurrigarro
David Munoz
David Veen
Deborah Fox
Deborah Martin
Dellinda Evans
Dennis Moreland
Devin Sanders
Diane Kercheck
Diane Melby
Donna Howard
Dorothy Pollock
Duangkamol
Phuengpanyalert
D’Undray Peterson
Edgar Alfonso
Escobedo Vallejo
Edwin Hernandez
Efrain Carrillo
Eileen Fisher Foundation
Eliana Rodriguez
Elijah Jones
Elizabeth Medina
Elva Adams
Elvira Valles
Englemen

Enrique Aragon
Faraz Ahmad
Felipe Bustamante
Francisco Sergio
Rodriguez
Frank Rojas
Fred & Sandra Kline
Gabriela Gonzalez
Gerald Barnes
Gilberto Tapia
Gina Palma
Glenn Ruiz
Gloria Gray
Guadalupe Ramirez
Guy Luzolo
Haruko Doerschlag
Henry Pineda
Hope Andrade
Irma Garcia
Irma Osborn
Jack Finkelson
Jacque McClellan
Jairo Noe Ceballos Lima
Jamie Laszlo
Jana Campbell
Janie Hernandez
Jarrett Woods
Jeanae Henry
Jennifer Dale
Jennifer Fleming
Jerome Gentry
Jerry Olivarri
Jessica McFowler
Jessica Zei
Jesus Torres
Jimmie Keenan
John Casey
John Chamberlain
John Hirschi
John Jockusch
John Jones
John Milbauer
John Miller
Jonathan Sarabia
Jorge Arellano
Jorge Hilario
Jose Acosta
Jose Eleazar Yado
Jose Gutierrez
Jose Martinez
Jose Rocha
Josefina Molina
Joseph Antonio
Gotard Vasquez
Josephine Gonzales
JT Caraway
Juan Carlos
Juan Gonzalez
Juan Hinojosa
Juan Jose Vargas
Juana Santana
Juanita Romo

Judson McGehee
Julia Ward
Julio Cesar Lopez
Kailey Davis
Kaleb Warnock
Karen Howard
Katherine Swintz
Katie Kiger
Kay Simpson
Keia Walker
Kelly Toepperwein
Ken & Mary Sample
Kendra Lowe
Larnell Woods
Laura Estrada
Laura Martinez
Lauren Bagg
Lawrence Estrada
Leanna Silkey
Lee Zimskind
Leticia Lopez
Lika Torline
Liliane Spenlé
Lindsey Navarro
Lisa O’Briant
Lisa Riley
Lorena Carreon
Lorena Silva
Luis De La Garza
Luis Diaz
Luis Ramirez
Luz Sandate
Lynnell Burkett
Manuel Obregon
Sauceda
Marcial Cadena
Margot Slosson
Maria Montalvo
Marianne Watson
Maribel Del Razo
Marie Smith
Marino Aquino
Mark King
Marlene Rodriguez
Martha Valdez
Martha Zurita
Mary Arocha
Mary Hernandez
Mary Sidorsky
Mary Helen Alvarado
Mel Robertson
Melinda Garces
Melissa Aguillon
Michael Coulter
Michael Njuguna Gatei
Mickie Scott
Miguel De La Riva
Miguel Garza
Mike Tezel
Misael Alanis
MJ Brackmann
Monica Garza

Nadia Auch
Nadia Scznsny
Nancy Lopez
Nelly Rojas-Moreno
Network for Good
Nicole Jolly
Nikatra Whitfied
Nikki Miller
Noemi Damian
Norma Rodriguez
Olga Martinez
Orlando Valdez
Oscar Del Toro
Oscar Trujillo
Patricia Martinez
Patty Casillas
Paul Martin
Paul Smith
Peter Buset
Philip Schnorbach
R.E. Szecsy
Rafael Villamar
Randall Pollock
Raul Quiroga
Raul Serna
Raymundo Salazar
Rebecca Davis
Rebecca Martinez
Reymundo Ocañas
Reynaldo Garza
Ricardo Ortiz
Ricardo Rivero
Ricardo
Rodriguez-Gutierrez
Richard Butler
Richard Gianni
Richard Goldsmith
Richard Mikeska
Richard & Kathy
Schlosberg
Rita Lopez
Rommel
Salazar-Chavez
Rosario Olivarez
Rosemary Kowalski
Rosie Rueda
Roxanne Lee Lozano
Ruth Lown
Sadie Castillo
Sandra Hernandez
Sandra Salas
Sara Saldana
Scott Meltzer
Sebastian Varghese
Sicquiela Aguilar
Stacey Kline Schwartz
Stella Bustos
Stephaney Bolden
Stephen Paprocki
Steve O’Donnell
Tanya Counts
Tara Ford Payne

Tawanna Hardy
Terri Watts
Terry Smith
Thomas Jacobs
Timothy Garza
Tom Schaub
Tracyee Schalk
Trinidad De La Cruz
Mendez
Trudy Leal
TRUIST
Uwe Rademacher
Valaree Hernandez
Valdemar Avila Pruneda
Veronica Castillo
Veronica Chavez
Veronica Cruz
Victor Manuel
Quinonez Velasquez
Victoria Salgado de Diggs
Victoria Shum
Virginia Torres
Vivian Lampkins
Waldean Ashford
Warren Godfrey
Wendy Friedman
William Whiting
Yolanda Sonora
Yolie Molina



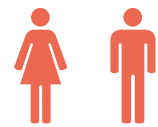
"I support LiftFund's efforts because I like the whole notion of personal financial accountability. What LiftFund does is consistent with my goal of driving it down to the family level."

David Blair

Loans

Number of Loans: **1,178**
 Total Loan Amount: **\$30,327,883**

Client Demographics



33% Women
67% Men

Low Moderate/Middle Income **65%**

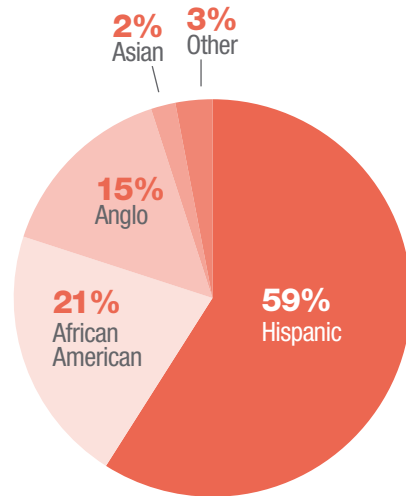
Jobs

Created: **1,422**
 Retained: **2,702**

* Self Reported

Client Business Stage

66% 0 - 5 years in business
31% 6 -10 years in business
3% 10+ years



Consultations

Over 4,000 consultation sessions

Top 5 Subjects

- ▶ Financial Education & Management
- ▶ Credit Reviews
- ▶ Applying for a Loan
- ▶ Marketing & Sales
- ▶ Business Planning & Startup Assistance

Top 5 Industries

- Service **26%**
- Transportation & Warehousing **24%**
- Retail **13%**
- Accommodation & Food **9%**
- Construction **6%**
- Professional & Technical Services **6%**

Balance Sheet

ASSETS	2016	2015
Cash & Equivalents	\$8,150,761	\$7,120,068
Investments	\$1,003,284	–
Contributions and Grants Receivables	\$2,892,158	\$4,553,748
Loans Receivable (Net of allowance for loan losses of \$3,001,078 for 2016 and \$3,047,169 in 2015)	\$37,033,687	\$35,236,901
New Markets Tax Credit Loan Receivable	\$4,454,220	\$4,454,220
Fixed Assets (Net of accumulated depreciation of \$3,127,396 in 2016 and \$2,520,489 in 2015)	\$10,030,928	\$9,751,158
Other Assets	\$5,747,780	\$4,025,936
TOTAL ASSETS	\$69,312,818	\$65,142,031
LIABILITIES		
Accrued Expenses & Accounts Payable	\$1,482,887	\$1,057,452
Notes Payable	\$52,404,014	\$50,268,853
TOTAL LIABILITIES	\$53,886,901	\$51,326,305

NET ASSETS	2016	2015
Unrestricted	\$11,589,348	\$9,127,269
Temporarily Restricted	\$3,259,406	\$4,111,294
Permanently Restricted	\$577,163	\$577,163
TOTAL NET ASSETS	\$15,425,917	\$13,815,726

TOTAL LIABILITIES & NET ASSETS	\$69,312,818	\$65,142,031
---	---------------------	---------------------

Revenue & Expenses

SUPPORT & REVENUE	2016	2015
Grants & Contributions		
Unrestricted	\$6,732,036	\$4,444,041
Restricted	\$1,405,132	\$3,561,856
In-Kind	\$534,342	\$250,685
Interest & Fees	\$7,458,983	\$5,661,833
SBA 504 Income	\$1,199,949	\$1,407,366
Other Income	\$1,119,312	\$535,210
TOTAL PUBLIC SUPPORT AND REVENUES	\$18,449,754	\$15,860,991

EXPENSES	2016	2015
Program Services	\$15,036,321	\$14,169,052
Support Services		
Administration	\$1,081,411	\$963,389
Fundraising	\$721,831	\$707,291
TOTAL EXPENSES	\$16,839,563	\$15,839,732

CHANGE IN NET ASSETS	\$1,610,191	\$21,259
-----------------------------	--------------------	-----------------

Total Loans

LOCATIONS	# TOTAL LOANS	AMOUNT DISBURSED
Austin	41	\$901,452
Brownsville	48	\$967,680
McAllen	99	\$1,961,350
Dallas/Ft. Worth	204	\$3,978,586
El Paso	171	\$3,698,900
Corpus Christi	53	\$923,529
Houston	169	\$5,854,429
San Antonio	177	\$7,922,131
Laredo	79	\$1,377,847
Louisiana	63	\$1,507,056
Delta	63	\$1,061,071
Online States	11	\$173,852
TOTAL	1,178	\$30,327,883

Impact

INDICATORS	2016	2015
New Clients	1,049	1,021
Number of Loans Disbursed	1,178	1,364
Amount Loaned	\$30,327,883	\$24,891,382
LiftFund Portfolio	\$40,034,765	\$38,284,070
Portfolio Servicing	\$10,830,884	\$5,783,123
Total Portfolio Under Management ¹	\$50,865,649	\$44,067,193
Active Clients	2,836	2,935
Average Loan Balance	\$17,936	\$15,014
Delinquency Rate ²	5.03%	4.22%
Net Losses ³	4.68%	4.64%

CUMULATIVE TOTAL TO DATE

	12/31/2016	12/31/2015
Clients Served	13,587	12,538
Number of Loans Disbursed	18,585	17,407
Amount Disbursed	\$240,962,231	\$210,634,348

1 Includes LiftFund and Servicing Portfolio
 2 Delinquency Rate = 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 at year end

Complete financial statements audited by West, Davis & Company LLP are on LiftFund website and also available upon request.

John Casey

JE Casey Construction
 Dallas, Texas

LiftFund's mission 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.



“When I started [the business] I thought that money inspired me, but now I'm more inspired by trying to give something back”

John Casey

JE Casey Construction
 Dallas, Texas

LiftFund has three core values our team aspires to everyday: we are dedicated to our customers; we lead with integrity, and we strive to do better. "Each of our values are interconnected and create an organization that enables our team to be their best and deliver the very best to our customers and one another."

Janie Barrera,
President & CEO

Board of Directors 2016

Jim Adams

Chairman
Community Leader
San Antonio, TX

Wayne Alexander

Community Leader
San Antonio, TX

Tom Madison, Ph.D., CPA

Treasurer
St. Mary's University
San Antonio, TX

Ken Sample

JP Morgan Chase & Co.
San Antonio, TX

Patricia Villareal

Jones Day Law Firm
Dallas, TX

Retired Maj. Gen.

Jimmie Keenan

WellMed Medical Management
San Antonio, TX

Melinda Guerra-Reeves

Direct Energy
Houston, TX

Richard (Dick)

T. Schlosberg III

Community Leader
San Antonio, TX

Kathryn Snapka

The Snapka Law Firm
Corpus Christi, TX

Rey Ocañas

BBVA Compass
Houston, TX

Tara Ford Payne

Federal Reserve Bank of Dallas -
San Antonio Branch
San Antonio, TX

Ana L. Rodriguez

IBERIABANK
Dallas, TX

G.P. Singh, Ph.D.

Community Leader
San Antonio, TX
Advisory Board Member

John Chamberlain

Capital One
New Orleans, LA
Advisory Board Member

Melvin Washington

University of South Alabama
Mobile, AL
Advisory Board Member

Leadership

Janie Barrera

President & CEO

Nelly Rojas-Moreno

Chief Credit Officer

Thomas Clausen, CPA

Chief Financial Officer

Dan Lawless

Chief Lending Officer

Celina Peña

Chief Program Officer

Janie Hernandez

Vice President Human
Resources & Administration

Rebecca Martinez

Vice President of Communications

Duangkamol

Phuengpanyalert (DK)

Director of IT

Daniela Paz

Director of Compliance

Mark King

Controller

Belkys Perez

Director of Accounting

Arlene Siller-Jackson, Ph.D.

Vice President of Grants

Nikki Miller

Vice President North Texas
Advancement

Stacey Kline Schwartz

Executive Vice President of
Advancement

Adrian Gonzalez

Executive Vice President
Large Loan & SBA 7a

Michael Coulter

Vice President Large Loans,
Houston, TX

Jud McGehee

Senior Vice President Central &
North Texas

Sara Montalvo-Saldaña

Vice President South Texas

Elvira Valles

Vice President West Texas

Richard Gianni

Market President, Houston

Lisa Riley

Vice President Delta

Jarrett Woods

Vice President New Orleans &
Louisiana

Virginia Torres

Vice President of Customer
Experience

Rosario Olivarez

Director of Asset Protection

Temo Maldonado

Director of Underwriting

Veronica Cruz

Director of Closing

Mina Penn

Director of SBA 504

Bob Schraitle

Vice President of SBA 504

Nadia Auch

President, Launch San Antonio

Margot Slosson

Director, Women's Business Center

Lifters

Adam Henson
Alex Valles
Alice Gomez
Alma Valdez Brown
Andrea Garza
Anthony Lopez
Ashley Cartwright
Brenda Gutierrez
Brenda Niaves
Carl Martin
Carlos Acosta
Carlos Ramos
Christina Olvera
Cindy Martinez

CK Aguilar
Cruz Montoya
Darrel Pevoteaux
David Munoz
Dennis Silva
D'undray Peterson
Enrique Aragon
Gabriela Gonzalez
Gina Palma
Heather Gooden
Irma Garcia
Jana Campbell
Jennifer Dale
Jeremy Noil
Jerome Gentry
Jessica Zei
Jonathan Sarabia
Josefina Molina
Joseph Dees
Juan Gonzalez
Julia Ward
Kailey Davis
Karen Burks
Katie Kiger
Keia Walker
Laura Leal Estrada
Laura Martinez
Lea Thompson
Leanna Silkey
Leticia Lopez
Liliane Spenle
Lindsey Navarro
Lisa O'Briant
Lorena Carreon
Lori Silva
Maria Barron
Marlene Rodriguez
Martha Valdez
Mary Esther Hernandez
Mary Helen Alvarado
Michael Tezel
Miguel De La Riva
Nancy Lopez
Olga Martinez
Patricia Martinez
Philip Schnorbach
Rafael Rojas
Raul Serna
Richard Mikeska
Roscio Rueda
Ruben Garcia
Ryan Salts
Sadie Castillo
Sandra Salas
Sarah Olivarez
Sergio Rodriguez
Stephaney Bolden
Tawanna Hardy
Timothy Garza
Tom Schaub
Uwe Rademacher
Valeria Minjarez
Velma Flores
Yolanda Sonora
Yolie Molina

LiftFund

Toll Free 888 215 2373
info@liftfund.com
LiftFund.com

 /LiftFundUS  @LiftFundUS