

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: 21,582
Total Dollars Disbursed: \$324,731,617**
Active Portfolio: \$48,115,895
Total Loans Under Management: \$63,768,004*
Average Loan Balance: \$19,386
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 December 31, 2019

Organizational Profile

Number of Offices: 10
Number of Employees: 97
Number of Active Clients: 2,523*

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.
- During 2019, LiftFund has provided 6,382 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

- During 2019, our borrowers have created 1,765 jobs and retained 2,154. 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

Updated 12/31/2019

Contact Information:

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San Antonio, TX 78207

LiftFund
Website: www.LiftFund.com
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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>)	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>)	1,115	\$16,874,399
Baton Rouge (<i>established 2010</i>)	230	\$2,938,578
Corpus Christi (<i>established 2004</i>)	979	\$16,394,198
Dallas (<i>established 1999</i>)	2,819	\$42,064,568
El Paso (<i>established 1996</i>)	2,851	\$40,387,111
Florida	43	\$1,725,645
Fort Worth/Arlington	364	\$6,049,720
Georgia	96	\$1,793,585
Houston (<i>established 1998</i>)	3,011	\$55,675,868
Kentucky	12	\$179,310
Laredo (<i>established 2005</i>)	818	\$13,365,033
Mississippi	61	\$887,655
Missouri (<i>established 2011</i>)	31	\$709,911
New Mexico (<i>established 2015</i>)	13	\$351,935
New Orleans (<i>established 2009</i>)	635	\$8,935,662
Oklahoma	9	\$437,409
San Antonio (<i>established 1994</i>)	4,604	\$66,178,441
McAllen (<i>established 1998</i>)	2,114	\$27,289,785
Brownsville/Harlingen, (<i>established 1998</i>)	1,037	\$11,348,766
Shreveport (<i>established 2010</i>)	99	\$1,616,041
South Carolina	2	\$111,593
Tennessee (<i>established 2012</i>)	169	\$2,437,112
Total as of December 31, 2019	21,582	\$324,731,618 **

Cumulative Client Ethnicity & Gender

LiftFund Site	African American	Hispanic	White	Other	Male	Female
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	18%	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%	54%	46%
Dallas	25%	51%	18%	7%	59%	41%
El Paso	3%	91%	5%	1%	69%	31%
Florida	23%	30%	40%	7%	70%	30%
Fort Worth	37%	37%	22%	3%	64%	36%
Georgia	81%	4%	12%	3%	51%	49%
Houston	44%	29%	19%	8%	58%	42%
Kentucky	8%	8%	83%	0%	67%	33%
Laredo	1%	96%	2%	2%	69%	31%
McAllen	1%	94%	3%	2%	73%	27%
Mississippi	73%	7%	20%	0%	52%	48%
Missouri	38%	7%	48%	7%	60%	40%
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%
Total Across LiftFund	24%	56%	17%	4%	62%	38%

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