



Lifting Together

A year of impact

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Acknowledgements

Cover: Johnny Hernandez
La Gloria | San Antonio, TX

LiftFund client, owner of La Gloria, True Flavors, The Fruteria-Botanero, Casa Hernan and El Machito, poses in front of his newest La Gloria location in San Antonio at Dominion Crossing. In 2015, he opened his fourth location after receiving a U.S. SBA 504 loan from LiftFund. Read more about Johnny on page 5.

We would like to acknowledge LiftFund client, owner of DesignFilm, LLC., Josué Zapata, for the design of this annual report. Josué also created our logo and brand standards when we changed our name to LiftFund in 2015.

A new name, a 16 city rebrand tour, a new headquarters in San Antonio, and expansion of our services into five additional states are just a few of the exciting things that happened at LiftFund in 2015. However, the most important and gratifying accomplishment was serving 5,216 clients through the distribution of 1,364 loans totaling \$24.9 million. In addition, we provided small business owners over 6,700 hours of technical assistance.

In January 2015, we introduced our new name to our employees and the public in San Antonio. In February, we began what would be a 15 city rebrand media tour which ended in May. It was truly a pleasure to meet many of our clients who shared their stories of struggles and great accomplishments through perseverance. Banking partners, elected officials, media representatives, and avid LiftFund supporters joined us as we celebrated our new name in each city.

In April, our San Antonio staff took great pride in moving into our newly built headquarters which includes the main Lending and Learning Center building, a community center, a small business incubator and an edible outdoor garden.

In the summer of 2015, we extended our reach to help entrepreneurs in Florida, Georgia,

New Mexico, Oklahoma and South Carolina; we now serve 13 states throughout the southern part of the United States.

Our focus is on empowering clients to chart their own economic paths by providing them with access to capital and business advice. Most recently, the LiftFund board of directors approved increasing the maximum loan size to \$500,000. During that same time frame we partnered with MetaFund to provide small business loans up to \$1 million.

It is our mission to help small business owners create opportunities that foster self-sufficiency and we have taken that task to heart over the last 22 years. Thank you for your support as we continue to find innovative ways to offer small businesses and entrepreneurs a pathway to success.

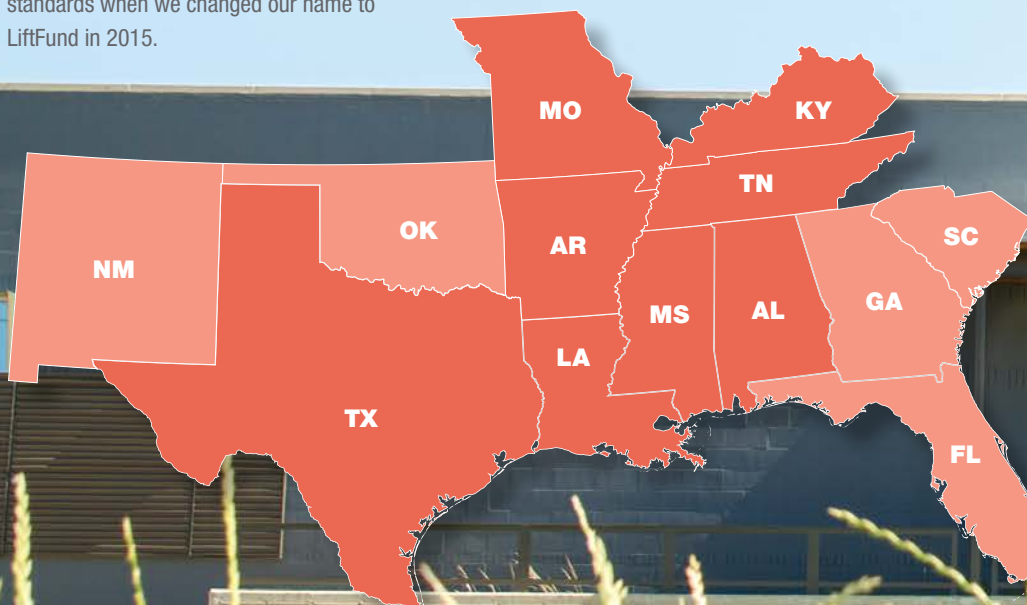
Thank you,



Janie Barrera
Janie Barrera
President & CEO



J.R. Adams
Jim Adams
Board Chair



2015 Highlights

January 14

Unveiling of new name and logo

February 6

Rebrand tour makes its first stop in Birmingham, AL

March 17

Women's Mentorship Program 2.0 launched in San Antonio, TX

April 2

\$1 million HUD grant received to serve the Delta Region

July 28

Loan products made available in Florida, Georgia, New Mexico, Oklahoma and South Carolina

June 30

Grand Opening of BBVA Compass Lending and Learning Center at the LiftFund Center

June 2

Charity Navigator four star rating earned fourth year in a row

May 14

Grand Opening of LiftFund Lending and Learning Campus

August 31

Awarded at the 2015 Mid America Lender's Conference:

- #1 CDC in El Paso
- #1 CDC in Rio Grande Valley
- #1 Micro Lender Region 6
- #1 Community Advantage Lender Region 6

September 30

Disbursed over \$200 million and 17,127 loans since inception

October 9

First loan in Florida

November 5

Recognized by the Office of Economic Opportunity as 4th in the Nation for the SBA 7A Community Advantage loan program



LiftFund



The Mat Martial Arts & Fitness



Alexander Rains
and Miranda Sterling

Loan size and purpose:


\$45,000 to purchase business assets and facility upgrades

“We waited a long time to get started because we didn’t know how to get capital, but being business owners always felt like the right thing,” said Alec, owner of The Mat Martial Arts & Fitness. He and his wife, Miranda, had a passion for martial arts and guidance from their parents, who are also small business owners. The right opportunity came in June 2015, when a martial arts studio became available and LiftFund provided the loan to purchase this location. With 13 years’ experience as a martial arts sensei, Alec finds great fulfillment in helping his students build their confidence levels and leadership skills.



Austin

| | |
|---------------------------------|--------------------|
| Total number of loans for 2015: | 68 |
| Total amount lent for 2015: | \$1,373,299 |
| Average loan size in 2015: | \$20,196 |
| Jobs created in 2015: | 120 |
| Technical assistance in 2015: | 146 hours |
| Established | 1999 |

 **The Lifted** The clients we helped to achieve the American Dream.



| | |
|-------------|-----------------------------|
| OPEN | Wild West Boots |
| i | Guillermo Rodriguez Vasquez |

Loan size and purpose: \$20,000 for working capital and inventory

“My dream was to be an engineer when we lived in Mexico, but that took a back seat when we moved here 20 years ago,” said Guillermo. He has been a small business owner since he moved to the U.S. The biggest obstacle he and his wife had to overcome in becoming small business owners was understanding credit and the impact it has on an individual. During the recession, he realized he needed a good credit score to secure a better future for his family. Capital provided by LiftFund helped Guillermo grow Wild West Boots to two locations in the Rio Grande Valley and his stable income allows him to pay for his daughter’s college tuition.

TX Brownsville

| | |
|---------------------------------|------------------|
| Total number of loans for 2015: | 48 |
| Total amount lent for 2015: | \$918,816 |
| Average loan size in 2015: | \$19,142 |
| Jobs created in 2015: | 21 |
| Technical assistance in 2015: | 64 hours |
| Established | 1998 |



| | |
|-------------|-------------------|
| OPEN | Threads |
| i | Jennifer Lee Reid |

Loan size and purpose: \$25,000 for working capital and to purchase equipment; Corpus Christi Buy Down Program



Jennifer comes from a long line of hard working entrepreneurs. Both her mother and grandmother were business owners, so naturally Jennifer decided to start her own business. Four years ago Jennifer opened a used clothing store. The business has done so well, she has outgrown the first two storefronts. Jennifer used her LiftFund loan to remodel her current location, hire additional staff and to market her new location. Jennifer will soon open another shop with her husband to display artisan style works and sell organic products.

TX Corpus Christi

| | |
|---------------------------------|------------------|
| Total number of loans for 2015: | 66 |
| Total amount lent for 2015: | \$834,382 |
| Average loan size in 2015: | \$12,642 |
| Jobs created in 2015: | 88 |
| Technical assistance in 2015: | 209 hours |
| Established | 2004 |



| | |
|-------------|------------------------------------------------|
| OPEN | Mayfield's Canine Boarding and Training |
| i | Jason Mayfield |

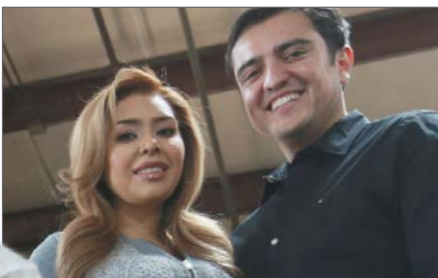
Loan size and purpose: \$25,000 to purchase equipment and facility improvements



Jason believes that success comes from knowing your industry, learning from experts and customers, being open to new ideas, and most importantly, having a passion for what you do. He has always had a love for animals and began training German Shepherds while stationed in Germany 15 years ago when he served in the U.S. Army. When he returned to Dallas, Jason opened his own business where he boards and trains dogs. His LiftFund loan is a stepping stone to reaching his true goal of becoming a one stop destination that includes veterinarian, grooming and doggy daycare services, a retail shop, a dog park, and a variety of other services.

TX Dallas-Fort Worth Metroplex

| | |
|---------------------------------|--------------------|
| Total number of loans for 2015: | 252 |
| Total amount lent for 2015: | \$3,841,182 |
| Average loan size in 2015: | \$15,243 |
| Jobs created in 2015: | 398 |
| Technical assistance in 2015: | 847 hours |
| Established | 1999 |



| | | |
|-------------|--------------------------------|-------------------------------|
| OPEN | Ponce Food Distribution | i Aaron & Evelyn Ponce |
|-------------|--------------------------------|-------------------------------|

“I wake up every morning excited about what I do,” said Aaron. He watched his grandfather start his own food distribution business out of his garage and grow it into a major distributor. Once Aaron was of age to work, he had the opportunity to learn the distribution business from his

uncles, who had taken over the successful business. In June 2014, with over 15 years of experience in the food distribution industry, he made the decision to start his own business. LiftFund provided necessary startup funds through a U.S. SBA 7a CA loan that helped Aaron purchase inventory and equipment, including a truck with a walk-in freezer.



Loan size and purpose: \$120,000 to purchase equipment and inventory

TX El Paso

| | |
|---------------------------------|--------------------|
| Total number of loans for 2015: | 147 |
| Total amount lent for 2015: | \$2,469,104 |
| Average loan size in 2015: | \$16,797 |
| Jobs created in 2015: | 150 |
| Technical assistance in 2015: | 256 hours |
| Established | 1996 |



| | |
|-------------|------------------------------|
| OPEN | Monte Bravo Transport |
| i | Ricardo Ortiz |

Loan size and purpose: \$10,000 for working capital; USAA Heroes

The training and discipline Ricardo received as a Marine prepared him for many challenges and rewards in life, including entrepreneurship. "I don't see things as obstacles, only as complications that I must find a solution for," said Ricardo. It is with this determination that he turned his 8 years experience as a truck driver into a business opportunity. Ricardo received a LiftFund loan through the USAA Heroes Fund and HUD Border Initiative for working capital.



Laredo

| | |
|---------------------------------|--------------------|
| Total number of loans for 2015: | 81 |
| Total amount lent for 2015: | \$1,293,847 |
| Average loan size in 2015: | \$15,973 |
| Jobs created in 2015: | 9 |
| Technical assistance in 2015: | 618 hours |
| Established | 2005 |



| | |
|-------------|-----------------------------|
| OPEN | Jackson Wireless LLC |
| i | Anamia Ortiz |

Loan size and purpose: \$23,364 to purchase inventory; McAllen Buy Down Program

Anamia used to dream about being her own boss, setting her own hours, and doing things as she chose. She achieved her dream and opened her own business two years ago after managing several cell phone retail locations. "As a first time business owner, no one would give us a chance until we found LiftFund," said Anamia. "LiftFund has been there for us when we most had a need for capital, and through the City of McAllen Buy Down program we received capital at zero interest." She received one loan to start the business and a second to obtain inventory. Today she is the owner of five Jackson Wireless LLC locations throughout the Rio Grande Valley.

McAllen

| | |
|---------------------------------|--------------------|
| Total number of loans for 2015: | 108 |
| Total amount lent for 2015: | \$1,686,761 |
| Average loan size in 2015: | \$15,618 |
| Jobs created in 2015: | 105 |
| Technical assistance in 2015: | 605 hours |
| Established | 1998 |



| | |
|-------------|---------------------------------|
| OPEN | Obsidian Creative Studio |
| i | Winfield Ezell, Jr. |

Loan size and purpose: \$15,000 for working capital and equipment

"I've been preparing for this journey all my life, on purpose," is how Winfield describes becoming a small business owner. His dream is to impact people in a positive way, and when he discovered his gift of storytelling, he knew that was how he was going to make a difference. An independent contractor for most of his career, Winfield placed first in the Delta Regional Pitch Competition and immediately saw demand for his storytelling services. His LiftFund loan was directly responsible for jump-starting his business by providing him the capital to purchase equipment, hire staff, and manage marketing efforts.

Birmingham

| | |
|---------------------------------|------------------|
| Total number of loans for 2015: | 63 |
| Total amount lent for 2015 | \$680,048 |
| Average loan size in 2015 | \$10,794 |
| Jobs created in 2015 | 49 |
| Technical assistance in 2015 | 218 hours |
| Established | 2012 |



| | |
|-------------|------------------|
| OPEN | La Gloria |
| i | Johnny Hernandez |

Loan size and purpose: \$1.4 million for new construction; **U.S. SBA 504 Loan**

"Being a small business owner is like riding a roller coaster; there are many ups and downs," said Johnny, renowned chef and owner of La Gloria, The Fruteria-Botanero, True Flavors, Casa Hernan and El Machito. Today, there are more ups than downs. Most recently, he received a **U.S. SBA 504 loan** to open

his fourth La Gloria location. The loan was made possible in partnership with the U.S. SBA, Chase Bank, and LiftFund. Since childhood, Johnny has always been an entrepreneur. "I used to take tacos from my dad's restaurant and sell them at school. Food is, and has always been, my life." The **U.S. SBA 504 loan** program helps small businesses meet their commercial real estate and equipment needs.



San Antonio

| | |
|---------------------------------|--------------------|
| Total number of loans for 2015: | 171 |
| Total amount lent for 2015: | \$5,086,631 |
| Average loan size in 2015: | \$29,746 |
| Jobs created in 2015: | 356 |
| Technical assistance in 2015: | 660 hours |
| Established | 1994 |



Firefly Dual Language Academy



Roxana Collazo

Loan size and purpose:

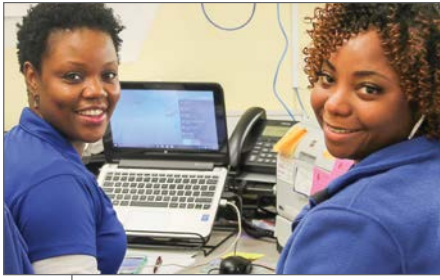
\$150,000 to purchase an existing business; U.S. SBA 7a Community Advantage Loan

Roxana's inspiration to be a teacher came from the emphasis her parents placed on education, but it was her desire to create a brighter future for students that led her to want to open her own dual language learning center. However, as a first time business owner, she knew that she couldn't turn to traditional lending sources. LiftFund helped her realize her dream of owning a learning center by providing a U.S. SBA 7a Community Advantage Loan. "We want to give children a head start to their future by providing a dual language curriculum where they will learn how to read and write in both English and Spanish," said Roxana.

Houston

| | |
|---------------------------------|--------------------|
| Total number of loans for 2015: | 137 |
| Total amount lent for 2015: | \$3,754,123 |
| Average loan size in 2015: | \$27,402 |
| Jobs created in 2015: | 266 |
| Technical assistance in 2015: | 822 hours |
| Established | 1998 |





Capital Area Alliance for the Homeless



Randall K. Nichols

Loan size and purpose: \$50,000 for operational expenses and working capital

Capital Area Alliance for the Homeless (CAAH) is a one stop location that offers a variety of services for the homeless in Baton Rouge. Serving about 100 people a day, the primary goal of CAAH is to end homelessness. In addition to housing, CAAH provides outreach to the homeless, behavioral health referrals, substance abuse treatment, veteran services, life skills training, job training/



placement, youth shelters, and access to literacy/GED classes in partnership with 25 local nonprofits.

A LiftFund loan was imperative to free up cash flow since some contracts were taking longer to reimburse than normal.

Baton Rouge

| | |
|---------------------------------|------------------|
| Total number of loans for 2015: | 24 |
| Total amount lent for 2015 | \$486,886 |
| Average loan size in 2015 | \$20,287 |
| Jobs created in 2015 | 21 |
| Technical assistance in 2015 | 165 hours |
| Established | 2010 |



A&E Enterprise Management



Andrea Lowe

Loan size and purpose: \$8,000 for working capital

As a child, Andrea dreamed of owning her own house and car, but she never imagined she would own her own business. After losing her full-time job in the oil industry and her part-time job at a university, she entered a difficult time in her life. “I started to dip into my savings and 401K, but I



eventually had to file bankruptcy,” said Andrea. It wasn’t until she joined the SBA’s Emerging Leaders Program that she found her calling as a business owner. LiftFund provided Andrea the capital to start and grow her management, training and consulting business. “Not only has LiftFund been there for me during tough times, they didn’t let me get in over my head” said Andrea.

New Orleans

| | |
|---------------------------------|--------------------|
| Total number of loans for 2015: | 109 |
| Total amount lent for 2015 | \$1,328,205 |
| Average loan size in 2015 | \$12,185 |
| Jobs created in 2015 | 164 |
| Technical assistance in 2015 | 250 hours |
| Established | 2009 |



3T’s Lawn Services



Terrell Kyles

Loan size and purpose: \$40,000 for office improvements

Terrell knew he wanted to be a business owner since he was 12 years old. Through the years, he honed his natural abilities to motivate people, obtained a Business Management degree, and pursued a career in the hotel industry. Despite his efforts, he lost his job in 2005. After several months of unemployment, Terrell started 3T’s Lawn Services using only the lawn equipment he had in his garage. Today, he cuts lawns and is an expert on the treatment of grass, trees, shrubs, and weeds. Terrell obtained a LiftFund loan to make improvements to his office. “Through the journey of life I have been blessed with opportunities,” said Terrell.



Memphis

| | |
|---------------------------------|------------------|
| Total number of loans for 2015: | 34 |
| Total amount lent for 2015 | \$405,373 |
| Average loan size in 2015 | \$11,923 |
| Jobs created in 2015 | 47 |
| Technical assistance in 2015 | 150 hours |
| Established | 2012 |

“Small businesses are more than the backbone of their communities; they are the lifeblood.”

Donna Gambrell, Retired Director, U.S. Treasury, CDFI Fund

Performance Summary



i | \$210,634,348

Loan amount disbursed since 1994



i | \$9,906,771

SBA 7(A) CA loans disbursed since inception



i | \$161,397,290

Microloan amount disbursed since 1994



i | \$13,603,886

Loans to veterans disbursed since 1994



i | \$138,012,000

SBA 504 loans approved and managed through LiftFund since inception



i | 17,407

Number of loans disbursed since 1994



i | \$50,786,036

Small business loan amount disbursed since 1994



i | 12,538

Clients served since 1994

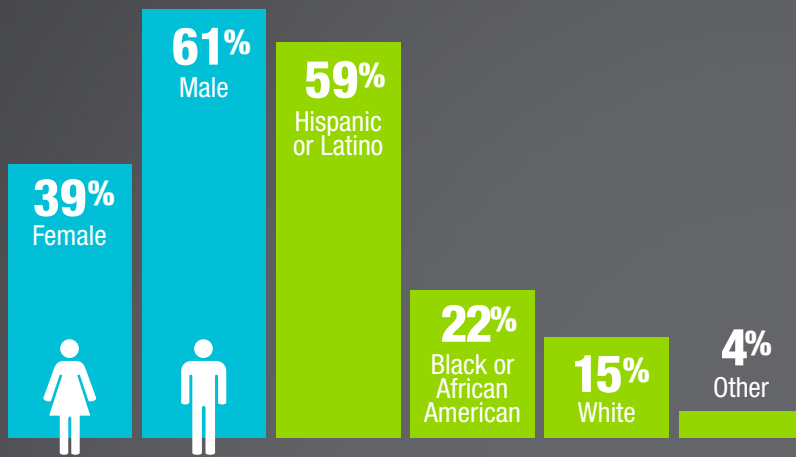


Terrell Kyles /
3T's Lawn Services

“Small businesses are the economic backbone of every community. They create jobs, support families, provide entry to ownership, and build generational lineage.”

Henry Cisneros, Founder & Chairman of CityView & Cisneros Center for New Americans

Client Demographics



Gender of borrowers

Ethnic background



Alexander Rains /
The Mat Martial Arts & Fitness

Client Loans by Region

| Region | Client # | % of Total |
|-------------------|-------------|-------------|
| Alabama | 63 | 5% |
| Arkansas | 20 | 1% |
| Austin | 68 | 5% |
| Brownsville | 48 | 4% |
| Corpus Christi | 66 | 5% |
| Dallas/Fort Worth | 252 | 18% |
| El Paso | 147 | 11% |
| Houston | 137 | 10% |
| Laredo | 81 | 6% |
| Louisiana | 155 | 11% |
| McAllen | 108 | 8% |
| Mississippi | 10 | 1% |
| San Antonio | 171 | 12% |
| Tennessee | 34 | 2% |
| Other | 4 | 0% |
| Total | 1364 | 100% |

Client Demographics by Industry

| | |
|-----------------------------------------------------------------------------------------------------|-------------|
| Transportation and Warehousing | 21% |
| Service (Auto Detail/Repair, Barber/Salon, Dog Grooming, Staffing Agency, A/C and Heating, Daycare) | 17% |
| Retail | 14% |
| Accommodation and Food Services | 9% |
| Construction | 6% |
| Professional Technical Services | 6% |
| Manufacturing | 5% |
| Healthcare and Social Services | 4% |
| Administration Support, Waste Management and Remediation Services | 4% |
| Arts, Entertainment, Recreation | 3% |
| Real Estate | 2% |
| Wholesale | 2% |
| Education | 2% |
| Finance and Insurance | 2% |
| Other | 3% |
| Total | 100% |

FICO Scores of 2015 LiftFund Borrowers compared with U.S. Adults

| | |
|------------------------------------------|-----|
| Average FICO Score of LiftFund Borrowers | 594 |
| Average FICO Score of U.S. Adults | 689 |

According to credit.org

66%

Low-to-Moderate
Income Borrowers
in 2015

95%

Repayment
Success Rate

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 2015. Every dollar donated helps to build lives and “Lift” futures.

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 - Wayne & Barb Alexander*
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 - Mike & Louise Beldon*
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 - Dr. G.P. Singh and Parvinder Kaur
 - Kathryn Snapka & Brian Charles
 - Patricia Villareal*
 - Marianne & Kyle Watson*
- *Leadership Circle

2015 Donations

\$300,000+

- BBVA Compass Foundation
- Capital One Bank
- Citi Foundation
- Community Development Financial Institutions Fund - US Treasury
- Harry and Jeanette Weinberg Foundation
- Small Business Administration
- U.S. Economic Development Administration Department of Commerce
- Sam’s Club National Giving

\$100,000 - \$299,999

- City of San Antonio
- Crockett National Bank
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- JPMorgan Chase Bank
- United Services Automobile Association
- Woodforest National Bank

\$50,000 - \$99,999

- Annie E. Casey Foundation
- BB&T Corporation
- Frost Bank
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- Tides Foundation
- U.S. Department of Housing and Urban Development

\$20,000 - \$49,999

- David and Lucile Packard Foundation
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- Farm Bureau Bank

- First United Security Bank
- Harold Simmons Foundation
- NALCAB
- Regions Bank
- Dick & Kathy Schlosberg
- Valero Energy Foundation
- Comerica Charitable Foundation

“Our support is part of a long-term solution that helps small business owners obtain a real and sustainable opportunity through small business loans and business education.”

Ann Adams, Investor and Donor

\$10,000 - \$19,999

- James & Judy Adams
- Bank of America Charitable Foundation
- Fred de Roode & Diane Olson
- Sarah Harte & John Gutzler
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- NuStar Foundation
- San Antonio Area Foundation
- Brandon Seale & Susana Canseco
- MUFG Union Bank

\$5,000 - \$9,999

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Wells Fargo Bank

\$2,500 - \$4,999

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\$1,000 - \$2,499

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Judge Laura Parker & Fred Rhame
Ken & Mary Sample
Samuel Sanchez
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\$250 - \$999

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Gabriela Gonzalez
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\$1 - \$249

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Jennifer Dale-Flores
Victoria & John deDiggs
George Easterly
Linda Elliott
Laura Leal Estrada

“LiftFund provides people with the entrepreneurial spirit an opportunity to build a better future for their families by achieving financial success.”

Judge Laura Parker, Investor and Donor

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Alpha Ready Mix-Tatiana Leadbetter
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Virginia Wells
Deep River Specialty Foods-Cheryl White
Jack & Paula Winter
Jarrett Woods
Fengyi Zhang

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AmericanBank
Annie E. Casey Foundation
BancorpSouth
Bank of America
Bank One
Basilian Fathers of Toronto

BBVA Compass Bank
Broadway National Bank
Cadence Bank
Calvert Social Investment Foundation
Capital One
Community Development Financial Institutions Fund
Central Bank
COMERICA
Creed
Crockett National Bank
Dallas Women's Foundation
East West Bank
Farm Bureau Bank
First Citizens Bank
First Community Bank
FR Blanco Memorial Fund
Framboyant Learning Center
Frost National Bank
Goldman Sach's
Green Bank
Heartspring Methodist Foundation
IBC Bank
IberiaBank
Immaculate Heart of Mary Church
JP Morgan Chase Bank
KIVA
Mercantil Commercebank
MidSouth Bank
MUFJ Union Bank
Nazareth Literary & Benevolent Institution
Oblate International Pastoral Investment Trust
Opportunity Finance Network (OFN)
PeopleFund
Raza Development Fund
REAP Green Enterprise
Red River Bank
Redman Foundation
Regions Bank
Residential Energy Assistance
Small Business Administration
Sisters of the Incarnate Word Blessed Sacrament
Sisters of St. Dominic
Sisters of Saint Dominic, Congregation of the
Most Holy Rosary of Adrian
Society of the Divine Word, Chicago Province
Sustainable Communities Fund
Texas Community Bank
The Bank of San Antonio
The Congregation of the Sisters of Charity of the
Incarnate Word
Tides Foundation
Tolleson Private Bank

USDA IRP
Valley Economic Development Center
Wells Fargo Bank
Whitney Bank
Woodforest National Bank

2015 Investors: Individuals

James & Judy Adams
Donna Anderson
Dr. Manuel & Maria Berriozábal
Adriana Biggs
David Blair
M. Elizabeth Blissman
Robert Boehlert
Carmen Barraza Casas
Dr. Charles Conlon
Edward & Luz Elena Day
Philip Eash-Gates
Dr. William Elizondo
Mary Esther Escobedo
Linda Foster
Rose Mary Fry
Judge George & Elizabeth Godwin
Norma Gonzales
Charles Gonzalez
Shari Gore
Mary Green
Anna Brooke Gutzler
George Hernandez Jr.
Marissa Hidalgo
Eliot Lee
Bradley Lehman
Daniel Lopez & Gina Amatangelo
Bianca Maldonado
Carla Marshall & Laurence Doxsey
Anne Messbarger-Eguia
Margaret Mireles
William Moll
Judge Laura Parker
Sylvia & Arthur Reyna Jr.
Debra Salge
Dr. Harry Shafer
Aissatou Sidime-Blanton
Pete & Andrea Sitterle
Martha Patillo Siv
Roy Thoppil-Joseph
Valerie Wenger
Rhonda Wiley-Jones

2015 Financial Summary

Balance Sheet

ASSETS

| | 2015 | 2014 |
|-----------------------------------------------------------------------------------|---------------------|---------------------|
| Cash & Equivalents | \$7,120,068 | \$5,001,192 |
| Contributions and Grants Receivables | \$4,553,748 | \$3,145,617 |
| Loans Receivable | \$35,236,901 | \$30,505,143 |
| (Net of allowance for loan losses of \$3,047,169 in 2015 and \$2,768,434 in 2014) | | |
| New Markets Tax Credit Loan Receivable | \$4,454,220 | \$4,454,220 |
| Fixed Assets | \$9,751,158 | \$7,864,735 |
| (Net of accumulated depreciation of \$2,520,489 in 2015 and \$2,136,547 in 2014) | | |
| Other Assets | \$4,025,936 | \$5,645,668 |
| TOTAL ASSETS | \$65,142,031 | \$56,616,575 |

LIABILITIES

| | | |
|-------------------------------------|---------------------|---------------------|
| Accrued Expenses & Accounts Payable | \$1,057,452 | \$1,695,339 |
| Notes Payable | \$50,268,853 | \$41,126,769 |
| TOTAL LIABILITIES | \$51,326,305 | \$42,822,108 |

NET ASSETS

| | | |
|-------------------------|---------------------|---------------------|
| Unrestricted | \$9,127,269 | \$8,380,452 |
| Temporarily Restricted | \$4,111,294 | \$4,836,852 |
| Permanently Restricted | \$577,163 | \$577,163 |
| TOTAL NET ASSETS | \$13,815,726 | \$13,794,467 |

TOTAL LIABILITIES & NET ASSETS

| | |
|---------------------|---------------------|
| \$65,142,031 | \$56,616,575 |
|---------------------|---------------------|

Revenue & Expenses

SUPPORT & REVENUE

| | 2015 | 2014 |
|------------------------------------------|---------------------|---------------------|
| Grants & Contributions | | |
| Unrestricted | \$4,260,851 | \$4,124,541 |
| Restricted | \$3,745,046 | \$2,849,760 |
| In-Kind | \$250,685 | \$235,066 |
| Interest & Fees | \$5,661,833 | \$5,847,149 |
| SBA 504 Income | \$1,407,366 | \$1,184,423 |
| Other Income | \$535,210 | \$415,950 |
| TOTAL PUBLIC SUPPORT AND REVENUES | \$15,860,991 | \$14,656,889 |

EXPENSES

| | 2015 | 2014 |
|-----------------------|---------------------|---------------------|
| Program Services | \$14,169,052 | \$12,607,026 |
| Support Services | | |
| Administration | \$963,389 | \$1,406,675 |
| Fundraising | \$707,291 | \$422,249 |
| TOTAL EXPENSES | \$15,839,732 | \$14,435,950 |

CHANGE IN NET ASSETS

| | |
|-----------------|------------------|
| \$21,259 | \$220,939 |
|-----------------|------------------|

Complete financial statements, audited by West, Davis & Company, LLP, are available upon request through LiftFund, Inc.

Total Loans

| LOCATIONS | # TOTAL LOANS | AMOUNT DISBURSED |
|------------------|---------------|---------------------|
| Austin | 68 | \$1,373,299 |
| Brownsville | 48 | \$918,816 |
| McAllen | 108 | \$1,686,761 |
| Dallas/Ft. Worth | 252 | \$3,841,182 |
| El Paso | 147 | \$2,469,104 |
| Corpus Christi | 66 | \$834,382 |
| Houston | 137 | \$3,754,123 |
| San Antonio | 171 | \$5,086,636 |
| Laredo | 81 | \$1,293,847 |
| Louisiana | 155 | \$2,136,734 |
| Delta | 131 | \$1,496,498 |
| TOTAL | 1,364 | \$24,891,382 |

Impact

INDICATORS

| | 2015 | 2014 |
|-----------------------------------------------|--------------|--------------|
| New Clients | 1,021 | 1,285 |
| Number of Loans Disbursed | 1,364 | 1,606 |
| Amount Loaned | \$24,891,382 | \$26,348,659 |
| LiftFund Portfolio | \$38,284,070 | \$33,273,577 |
| Portfolio Servicing | \$5,783,123 | \$6,790,190 |
| Total Portfolio Under Management ¹ | \$44,067,193 | \$40,063,767 |
| Active Clients | 2,935 | 2,856 |
| Average Loan Balance | \$15,014 | \$14,027 |
| Portfolio at Risk ² | 7.28% | 5.07% |
| Net Losses ³ | 4.64% | 3.89% |

CUMULATIVE TOTAL TO DATE

| | 12/31/2015 | 12/31/2014 |
|--|------------|------------|
|--|------------|------------|

| | | |
|---------------------------|---------------|---------------|
| Clients Served | 12,538 | 11,517 |
| Number of Loans Disbursed | 17,407 | 16,043 |
| Amount Disbursed | \$210,634,348 | \$185,742,966 |

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 at year end

2015 Board of Directors



Jim Adams
Board Chair
Retired former President & CEO
Southwestern Bell Telephone Company



Debbie Taylor
Vice Chair
Sr. Vice President Community Relations
Citi, Southwest Region



Dr. Tom Madison
Treasurer
Professor & Chair of Accounting Department
St. Mary's University



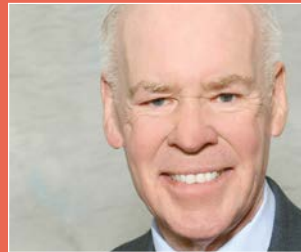
Marianne Watson
Director
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Wells Fargo Bank, San Antonio



Ken Sample
Director
Senior Vice President
JP Morgan Chase



Patricia J. Villareal
Director
Partner-In-Charge
Jones Day Law Firm



Richard Schlosberg
Director
Retired former Publisher & CEO
Los Angeles Times



Melinda Guerra-Reeves
Director
Executive Vice President Human Resources
Direct Energy



Tara Ford Payne
Director, Assistant Vice President,
Communications & Outreach Department
San Antonio Branch,
Federal Reserve Bank of Dallas



Kathryn Snapka
Director
Principal Attorney
The Snapka Law Firm



Wayne Alexander
Director
Retired former President
SBC Southwestern Bell



Rey Ocañas
Director
Corporate Responsibility &
Reputation - EVP, Director
BBVA Compass



John Chamberlain
Advisory Board Member
Senior Vice President & NMTC Manager
Capital One



Dr. G.P. Singh
Advisory Board Member
Founder
Karta Technologies, Inc.



Melvin Washington
Advisory Board Member
Director
Small Business Development Center
at the University of South Alabama

Executive Staff:

- Janie Barrera
President & Chief Executive Officer
- Nelly Rojas Moreno
Chief Credit Officer
- Thomas Clausen
Chief Financial Officer
- Dan Lawless
Chief Lending Officer
- Celina Pena
Chief Program Officer
- Adriana Biggs
Chief Strategy Officer

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Gabby Gonzalez
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Marcial Cadena
Underwriter Large Loans

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Lending Asst. Large Loan Div.

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Lending Asst.

Josefina Molina
Lending Asst.

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VP SBA Loan Portfolio

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Jessica McFowler
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Customer Service/Lending Asst.

• Shreveport

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& South Mississippi

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Martha V. Valdez
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Missouri

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Lending Asst.

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Virginia Torres
VP of Customer Experience

Mark King
Controller

Nadia Auch
President of Café Commerce

Tanya Counts
Director of Corporate Services
& Administration

Rosario Olivarez
Director of Collections &
Account Resolution

Veronica Cruz
Director of Closing

Rebecca Martinez
VP of Communications

Arlene Siller-Jackson
VP of Grants Administration

Randall Pollock
VP of Strategic Affairs

Kay Casey
VP of Advancement

Nikki Miller
VP of Advancement North Texas

Duangkamol Phuengpanyalert (DK)
Director of I.T.

Temo Maldonado
Director of Underwriting

Margot S. Fuentes
Director of the Women's Business Center

LiftFund

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