Dear LiftFund Friends and Supporters,

The year 2022 was transformative for LiftFund, and we are incredibly grateful for your support. Your dedication has been instrumental in driving our efforts to empower, uplift, and ignite resilience in the face of adversity. The stories of our clients serve as powerful testaments to the transformative power of entrepreneurship. Despite facing crises and unforeseen challenges, they have shown extraordinary resilience, innovation, and determination in defying the odds and rising above.

LiftFund was founded to level the financial playing field, and we have made significant strides in fulfilling our mission. Last year, we provided access to over $117.3 million in capital to thousands of businesses, resulting in an estimated economic impact of $1.6 billion and 12,459 jobs created and retained.

For nearly 30 years, with your support, we have offered a lifeline through our affordable, flexible, and innovative approach to small business funding and business education.

As we gaze into the future, our commitment to our small business community is stronger than ever. We will continue to adapt, evolve, and meet their ever-changing needs to support them in their journey to growth and success.

MESSAGE FROM OUR

Founder & Board Chair

For every $1 LiftFund lends, our small business clients create $14 in economic impact for the local economy.

JANIE BARRERA
Founder

JIMMIE KEENAN,
MAJOR GENERAL, USA (RET.)
2022 Board Chair

The funding was all it took for us to get in. We were already women trying to win landscaping jobs, we stuck out like a sore thumb. But when we were able to show that we could afford to do it, because of the funding and the credit to do so, it was a no-brainer.”

EVA WYATT, AISHA TAYLOR, AND KENDRA MURRAY
Four Eleven
Houston, Texas
## 2022 Board of Directors

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Distinction</th>
<th>Organization/Location</th>
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<tbody>
<tr>
<td>Jimmie Keenan</td>
<td>CHAIR</td>
<td>Wellmed Medical Management, Inc., San Antonio, Texas</td>
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<tr>
<td>Wayne Alexander</td>
<td>VICE CHAIR</td>
<td>Community Leader, San Antonio, Texas</td>
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<tr>
<td>James Dreibelbis</td>
<td>MEMBER AT LARGE</td>
<td>Woodforest National Bank, The Woodlands, Texas</td>
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<tr>
<td>Jeff Brouillard</td>
<td>TREASURER</td>
<td>Wells Fargo, San Antonio, Texas</td>
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<tr>
<td>Janie Barrera</td>
<td>FOUNDER</td>
<td>LiftFund, San Antonio, Texas</td>
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<tr>
<td>Dr. Dianna Burns-Banks</td>
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<td>South Texas Center for Pediatric Care, San Antonio, Texas</td>
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<tr>
<td>John Chamberlain</td>
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<td>Capital One, New Orleans, Louisiana</td>
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<tr>
<td>Melinda Guerra-Reeves</td>
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<td>Houston Livestock Show and Rodeo, Houston, Texas</td>
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<td>George Hernandez</td>
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<td>University Health Systems, San Antonio, Texas</td>
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<td>Girl Scouts of Southwest Texas, San Antonio, Texas</td>
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<tr>
<td>Steven Lackowski</td>
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<td>Solar Auto Finance, San Antonio, Texas</td>
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<tr>
<td>William Moll</td>
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<td>Community Leader, San Antonio, Texas</td>
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<tr>
<td>Rey Ocañas</td>
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<td>PNC, Houston, Texas</td>
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<td>Ana Rodriguez</td>
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<td>Iberia Bank, Dallas, Texas</td>
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<tr>
<td>Michele Hoskins</td>
<td></td>
<td>Business Owner/Entrepreneur, San Antonio, Texas</td>
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<td>Richard T. Schlosberg, III</td>
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<td>Dr. G.P. Singh</td>
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<tr>
<td>Kathryn Snapka</td>
<td></td>
<td>The Snapka Law Firm, Corpus Christi, Texas</td>
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<tr>
<td>Jim Adams</td>
<td>SECRETARY</td>
<td>Community Leader, San Antonio, Texas</td>
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### Impact at a Glance

- **Funding Facilitated**: $117.3 Million
- **Jobs Created and Retained**: 12,459
- **Business Support Hours Provided**: 8,346

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2022 IMPACT REPORT

2022 BOARD OF DIRECTORS
BALL, LOUISIANA

Freedom Baking Co.
Tyler Greene

The whole experience was great. It just worked seamlessly and the first person I spoke to was actually a veteran himself, so we were able to connect really well. It’s a lot easier to talk with someone when you share that connection. The loan was our direct lifeline to starting our business.

SAN ANTONIO, TEXAS

City Auto Insurance
Veronica Rios

LiftFund has been a miracle for me. I never thought that I would get approved for a business loan or that it could be a simple and easy process.

SOCORRO, NEW MEXICO

GRS Services
Randy Peralta

[The loan from LiftFund] was extremely helpful. Just knowing that I have that financial stability, knowing that if I need a vehicle or another piece of equipment, I’d now have the capital to invest in my business and in myself – that helped tremendously!

DE SOTO, TEXAS

The BAR Academy
Ashley Yeldell

With those funds that [LiftFund] blessed me with, I was finally able to open a cosmetology school, Beauty of All Races Academy. Our mission is to empower one another and foster purpose in lives, while leaving an impact on the world and society.
Small Business Lending Client Profile

- Loans Provided: 882
- Average Loan Size: $42,000
- Jobs Created & Retained: 11,934

- Loans Provided: 50
- Jobs Created: 525

- Grants Provided: 1,731

- **$37 Million** for Small Business Lending
- **$51.8 Million** for 504 Lending
- **$28.5 Million** for Grant Funding

**Top 5 Industries**
- Service
- Transportation & Warehousing
- Retail
- Construction
- Accommodation & Food Services

**Demographics**
- 50% Hispanic
- 30% African American
- 15% White
- 5% Other
- 42% Female
- 58% Male

**Client Business Stage**
- 68% 0 to 5 years
- 16% 6 to 10 years
- 16% 10+ years

**Jobs Created & Retained**
- Hispanic: 2,550
- African American: 1,870
- White: 1,440
- Female: 2,934
- Male: 3,066

**Veterans + Veteran Spouses**
- 14%

**TOP 5 INDUSTRIES**
- Service
- Transportation & Warehousing
- Retail
- Construction
- Accommodation & Food Services

**PORTFOLIO & CLIENT INSIGHTS**
- LiftFund Owned
- LiftFund Servicing Portion
- Portfolio
- Average Loan Size
- Delinquency Rate
- Gross Losses

**ANNUAL FINANCIAL STATEMENTS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Public Support &amp; Revenue*</th>
<th>Total Expenses*</th>
<th>Change in Net Assets</th>
<th>Total Assets</th>
<th>Total Liabilities</th>
<th>Total Net Assets</th>
<th>Total Liabilities and Net Assets</th>
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<tbody>
<tr>
<td>2022</td>
<td>$51,818,693</td>
<td>$51,202,076</td>
<td>$616,617</td>
<td>$84,723,323</td>
<td>$41,829,822</td>
<td>$42,893,501</td>
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<td>2021</td>
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<td>$53,578,911</td>
<td>$5,576,720</td>
<td>$95,667,082</td>
<td>$52,140,144</td>
<td>$43,526,884</td>
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</tbody>
</table>

*Includes $35,486,021 and $29,439,000 in Pass Through Grants awarded under the CARES Act for 2021 and 2022 respectively. This funding was provided as grants to support qualifying small businesses.
My loan officer guided me through several different classes and workshops where I learned about business taxes, reducing debt, and other financial management strategies. She was incredibly helpful to me as a new business owner.

MONIKA ALVAREZ
Club 6 Dígitos
Mission, Texas