

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: 23,445
Total Dollars Disbursed: \$368,777,839**
Active Portfolio: \$64,973,482
Total Loans Under Management: \$78,333,975*
Average Loan Balance: \$20,438
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, 2020

Organizational Profile

Number of Offices: 10
Number of Employees: 100
Number of Active Clients: 3,231*

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.
- Nearly 55% percent of clients identify themselves as Hispanic, 22% as African-American and 19% as White. Women comprise 38% of borrowers. In 2020, 53% of our borrowers were classified with low-to-moderate income levels. LiftFund continuously remains at a 95% annual repayment success rate.
- During 2020, LiftFund provided over 7,175 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

- During 2020, our borrowers created 4,893 jobs and retained 6,562. 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

Contact Information:

Tel 210.226.3664
Fax 210.533.2940
Customer Service 888.215.2373

2007 W. Martin Street
San Antonio, TX 78207

Updated 1/1/2021

LiftFund
Website: www.LiftFund.com
Facebook: www.facebook.com/LiftFundUS
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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>)	1,185	\$19,099,007
Baton Rouge (<i>established 2010</i>)	230	\$2,938,578
Corpus Christi (<i>established 2004</i>)	1,173	\$20,361,049
Dallas (<i>established 1999</i>)	3,178	\$50,687,318
El Paso (<i>established 1996</i>)	3,031	\$44,024,841
Florida	48	\$2,113,162
Fort Worth/Arlington	365	\$6,083,213
Georgia	112	\$2,371,265
Houston (<i>established 1998</i>)	3,267	\$61,830,626
Kentucky	12	\$179,310
Laredo (<i>established 2005</i>)	848	\$13,920,477
Mississippi	62	\$895,993
Missouri (<i>established 2011</i>)	32	\$727,315
New Mexico (<i>established 2015</i>)	22	\$512,356
New Orleans (<i>established 2009</i>)	720	\$11,152,616
Oklahoma	9	\$437,409
San Antonio (<i>established 1994</i>)	5,170	\$79,159,564
McAllen (<i>established 1998</i>)	2,161	\$28,437,782
Brownsville/Harlingen, (<i>established 1998</i>)	1,078	\$12,263,312
Shreveport (<i>established 2010</i>)	100	\$1,633,937
South Carolina	2	\$111,593
Tennessee (<i>established 2012</i>)	170	\$2,457,823
Total as of December 31, 2020	23,445	\$368,377,839 **

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	17%	33%	43%	7%	63%	37%
Baton Rouge	75%	1%	20%	3%	52%	48%
Brownsville/Harlingen	0.6%	89%	8%	3%	65%	35%
Corpus Christi	4%	62%	29%	5%	57%	43%
Dallas	24%	45%	22%	8%	57%	43%
El Paso	3%	91%	5%	2%	68%	32%
Florida	23%	34%	36%	7%	70%	30%
Fort Worth	37%	37%	23%	3%	63%	37%
Georgia	82%	5%	10%	4%	49%	51%
Houston	40%	30%	20%	9%	60%	40%
Kentucky	8%	8%	83%	0%	67%	33%
Laredo	1%	96%	2%	2%	70%	30%
McAllen	1%	94%	3%	2%	73%	27%
Mississippi	74%	7%	20%	0%	52%	48%
Missouri	41%	7%	45%	7%	63%	37%
New Mexico	0%	77%	18%	5%	68%	32%
New Orleans	50%	22%	24%	5%	57%	43%
Oklahoma	38%	0%	63%	0%	88%	13%
San Antonio	12%	62%	22%	4%	62%	38%
Shreveport	77%	3%	16%	4%	59%	41%
Tennessee	61%	8%	29%	2%	55%	45%
Total Across LiftFund	22%	54%	19%	5%	62%	38%

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