

## BOARD OF DIRECTORS

- Jim Adams, Board Chair, *Community Leader*
- Wayne Alexander, *Community Leader*
- Jeff Brouillard, *Wells Fargo*
- Morris Camp, *JPMorgan Chase*
- John Chamberlain, *Capital One*
- Melinda Guerra-Reeves, *Direct Energy*
- Retired Maj. Gen. Jimmie Keenan, *WellMed Medical Management, Inc.*
- William “Bill” Moll, *Community Leader*
- Rey Ocañas, *BBVA Compass*
- Tara Ford Payne, *Federal Reserve Bank of Dallas*
- Ana Rodriguez, *IBERIABANK*
- Richard “Dick” T. Schlosberg III, *The Bank of San Antonio*
- Dr. G.P. Singh, *Community Leader*
- Kathryn Snapka, *The Snapka Law Firm*
- Patricia “Pat” Villarreal, *Pat Villarreal Law*

Visit [AnnualReport.LiftFund.com](https://AnnualReport.LiftFund.com) to learn more about our mission and commitment to empowering small business owners to reach their goals and thrive.

**LiftFund**  
DREAM IT. FUND IT.



Pictured: Michelle Quiroz, Owner of Reserva Coffee Roasters

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## MESSAGE FROM OUR CEO & BOARD CHAIR

This year witnessed an important milestone for LiftFund: We reached the \$250 million mark in small business loans to 19,000 deserving and hard-working entrepreneurs. We're proud of this feat made possible with the generous backing of 591 donors, 112 investors, and over 700 partners. On behalf of our team and our clients, we thank you.

Since we launched in 1994, our mission has been to provide credit and support and innovation – all so that families, neighborhoods, and cities might thrive. LiftFund transforms lives by opening doors, leveling the financial playing field, and building a community of shared success.

We're excited to create jobs and build wealth. Most of all, we look forward to propelling our clients' dreams with you by our side.

**Janie Barrera**, President & CEO

**Jim Adams**, Board Chair

**"LiftFund was a great fit for us. It's comforting to know they're in our backyard."**

**Shaun Lee**

*Owner of Truckin' Tomato*

\$81,000 EDA loan to expand the business and relocate to a larger, customized location



**"Unfortunately, my boss was not receptive to my ideas for growth, so I knew I'd have to go out on my own."**

**Aleia Shipman**

*Owner of 3G Chemical Solutions LLC*

\$11,000 microloan to lease a warehouse



**"I was approved for the full \$25,000 literally the day before payroll was due."**

**Sophie Macey**

*Owner of Bayou City Interpreting*

\$25,000 Harvey relief loan to cover payroll after the hurricane



**To see how far we've come from our first meeting with LiftFund to where we are now, is exciting.**

**Michelle Quiroz**, *Owner of Reserva Coffee Roasters*

\$225,000 SBA 7a Community Advantage loan to build out the coffee shop and purchase professional equipment

# OUR IMPACT

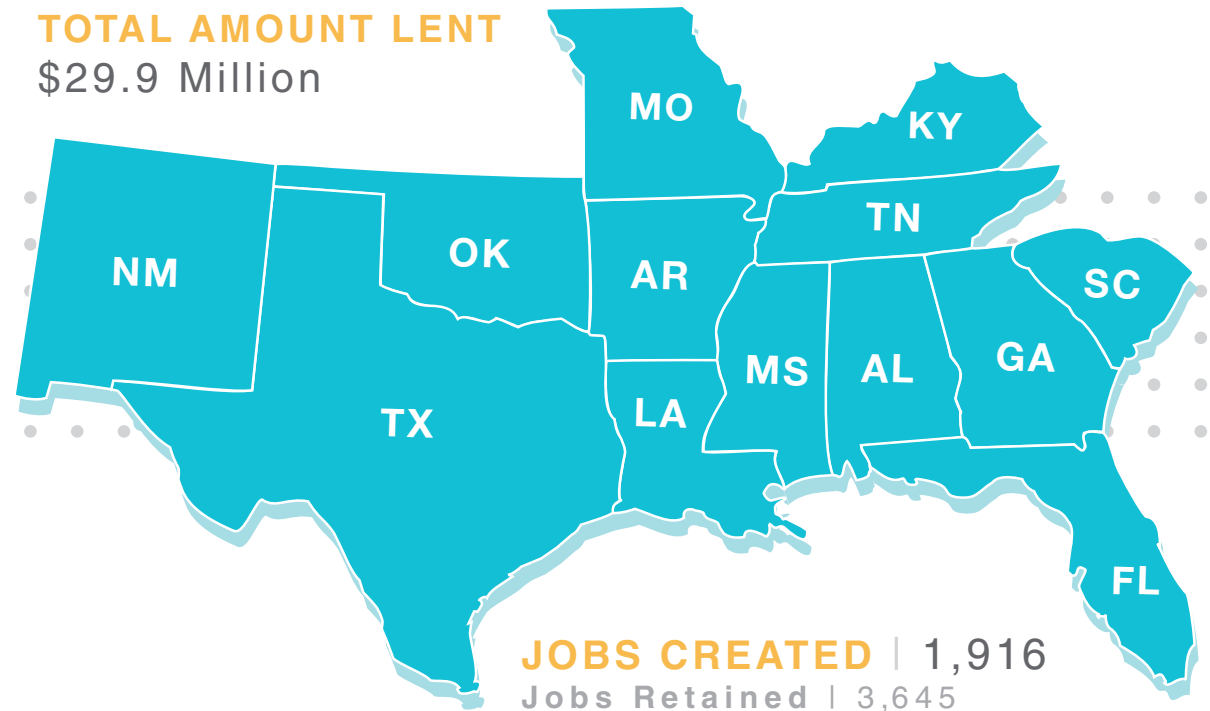
2017



## 2017 LENDING IMPACT

ACROSS 13  
ACTIVATED STATES

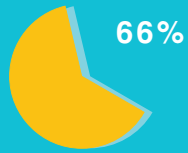
**TOTAL AMOUNT LENT**  
\$29.9 Million



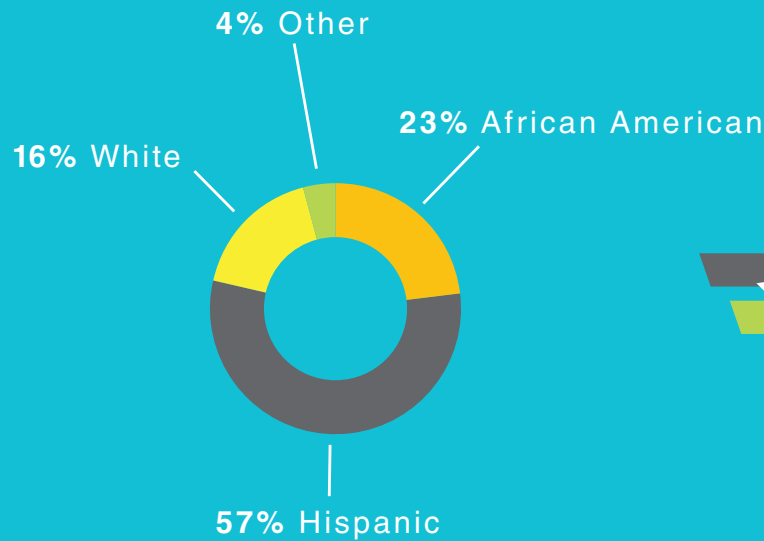
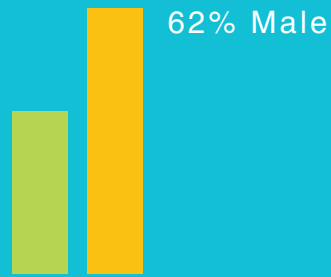
### Client Demographics



Low to Moderate  
Income Clients



38% Female



### LENDING & BUSINESS SUPPORT | HIGHLIGHTS



**TOTAL LOANS**  
1,177



**CONSULTATION  
HOURS PROVIDED**  
6,690



**AVG. LOAN AMOUNT**  
\$25,424



**INDIVIDUALS  
SERVED**  
3,668

### SBA 504 PARTNER LENDING | HIGHLIGHTS

**15**  
CLIENTS SERVED

**\$18.3M**  
CAPITAL PROVIDED

**\$42.2M**  
TOTAL SMALL BUSINESS  
PROJECT FINANCING



**Client Business  
Stage**



68% – 0 to 5 years in business  
14% – 6 to 10 years in business  
18% – 10+ years in business



**Top 5 Consultation Topics**  
Financial Education & Mgmt.  
Access to Capital  
How to Apply for a Loan  
Marketing & Sales  
Credit Review

“I feel so privileged and honored to work at LiftFund because I believe in the work that we do.” – **Lisa Riley, Vice President Delta Region**

Revenue & Expenses			Impact		
<b>Support &amp; Revenue</b>	<b>2017</b>	<b>2016</b>	<b>Indicators</b>	<b>2017</b>	<b>2016</b>
Grants & Contributions			New Clients	700	1,049
Unrestricted	\$ 4,445,785	\$ 6,732,036	Number of Loans Disbursed	1,177	1,178
Restricted	1,667,000	1,405,132	Amount Loaned	\$ 29,924,472	\$ 30,327,883
In-Kind	804,188	534,342	LiftFund Portfolio	\$ 44,080,486	\$ 40,034,765
Interest & Fees	7,087,782	7,458,983	Portfolio Servicing	\$ 12,600,527	\$ 10,830,884
SBA 504 Income	1,083,756	1,199,949	Total Portfolio	\$ 56,681,013	\$ 50,865,649
Other Income	903,141	1,119,312	Under Management <b>(1)</b>		
<b>Total Public Support &amp; Revenues</b>	<b>\$ 15,991,652</b>	<b>\$ 18,449,754</b>	Active Clients	2,683	2,836
<b>Expenses</b>			Average Loan Balance	\$ 21,126	\$ 17,936
Program Services	\$ 15,262,054	\$ 15,036,321	Delinquency Rate <b>(2)</b>	3.69%	5.03%
Support Services			Net Losses <b>(3)</b>	4.93%	4.68%
Administration	880,599	1,081,411	<b>Cumulative Total to Date</b>		
Fundraising	793,165	721,831	Clients Served	14,287	13,587
<b>Total Expenses</b>	<b>\$ 16,935,818</b>	<b>\$ 16,839,563</b>	Number of Loans Disbursed	19,762	18,585
Interest in LLC Company	1,250,000	—	Amount Disbursed	\$ 270,886,703	\$ 240,962,231
<b>Change in Net Assets</b>	<b>\$ 305,834</b>	<b>\$ 1,610,191</b>			

(1) Includes LiftFund & 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 the fiscal year divided by portfolio at year end

Balance Sheet					
<b>Assets</b>	<b>2017</b>	<b>2016</b>	<b>Liabilities</b>	<b>2017</b>	<b>2016</b>
Cash & Equivalents	\$ 8,319,215	\$ 8,150,761	Accrued Expenses & Accounts Payable	\$ 2,096,722	\$ 1,482,887
Investments	956,409	1,003,284	Notes Payable	54,341,567	52,404,014
Contributions & Grants Receivables	2,064,196	2,892,158	<b>Total Liabilities</b>	<b>\$ 56,438,289</b>	<b>\$ 53,886,901</b>
Loans Receivables <b>(1)</b>	41,263,778	37,033,687	<b>Net Assets</b>		
New Markets Tax Credit loan receivable	4,454,220	4,454,220	Unrestricted	\$ 11,122,872	\$ 11,589,348
Fixed Assets <b>(2)</b>	9,706,874	10,030,928	Temporary Restricted	4,031,716	3,259,406
Other Assets	5,405,348	5,747,780	Permanently Restricted	577,163	577,163
<b>Total Assets</b>	<b>\$ 72,170,040</b>	<b>\$ 69,312,818</b>	<b>Total Net Assets</b>	<b>\$ 15,731,751</b>	<b>\$ 15,425,917</b>
			<b>Total Liabilities &amp; Net Assets</b>	<b>\$ 72,170,040</b>	<b>\$ 69,312,818</b>

(1) Net of Allowance for Loan Losses 2017: \$2,816,708 and 2016: \$3,001,078  
(2) Net of Depreciation 2017: \$3,822,077 and 2016: \$3,127,396