Lifefund believed in us to get us enough money to get started.

Jose Suanz
Swine House

Patricia J. Villareal
Pat Villareal Law
The economy and communities are constantly evolving, and small businesses are adapting, working harder than ever to keep their doors open and thrive, but they are not alone.

Since 1994, we’ve journeyed with entrepreneurs on their path to business ownership and financial stability, through our products and services. We believe that business success starts with opportunity and belief, and we have believed in the dreams of over 21,000 entrepreneurs, even when the odds were against them – multi-generational poverty, limited or no access to financial services, and drastic economic conditions.

For 25 years, we’ve evolved to meet the needs of our clients and introduced new offerings to address their economic challenges. We believe that in order to be responsive to the ever-changing times, our products and our services need to be as well. After Hurricane Harvey, we created a disaster relief product that provided $7 million to Texas Gulf Coast small businesses impacted; and as soon as COVID-19 hit the communities we serve, we developed relief grant and loan funds with public agencies to help the survival of small business.

In the most trying times, partnerships, mission, expertise, flexibility, and communication make Lifefund a part of the solution, a piece of the fabric that supports small businesses today and tomorrow.

As we look forward to the next 25 years, we remain committed to sharing the entrepreneurial journey with our clients, championing their resiliency, creating equitable access to capital, and supporting them on their path to financial well-being.

We hope you will remain steadfast in this journey that makes small businesses key to the economic future of America and its families.

Janie Barrera
President & CEO

Jim Adams
Chairman of the Board

A Message from Our President & CEO and Board Chair
When we partnered with LiftFund, we knew that we no longer wanted to be in the renter business, we wanted to be in the owner business.

Reggie Martin and Merinda Watkins-Martin
Lemond Kitchen

Journey of Resiliency

We are proud to walk the entrepreneurial journey of our clients, sharing insights and encouragement, celebrating their wins, and providing guidance and support during the challenging times.

Over the years, our services and lending offerings have evolved to meet the growing needs of small business owners, from startup capital and education to growth and sustainability.

We are driven to continue innovating, while remaining committed to our vision of a leveled financial playing field and a just economy for everyone.
25 YEARS of creating opportunity for small businesses across our 13-state footprint

$324.7 million in funding 21,582 small business loans

LiftFund sets you up to be successful.

Alamo Kitchens
Tracie Shelton
25 years of lifting entrepreneurs to prosperity in San Antonio

$66.2 million in funding 4,604 small business loans

LiftFund is a stepping stone to get you where you need to go.

Michele Lea Matta
A Turtle Loves Me

20 years of propelling small businesses in North Texas

$48.1 million in funding 3,183 small business loans

20 years of propelling small businesses in North Texas

It's always been a great experience working with the LiftFund team. They've helped us keep our doors open.

Dahlia Salinas Martinez & Jacqueline Keiper
The Blue Dahlia

15 years of championing small businesses in Corpus Christi

$16.4 million in funding 979 small business loans

15 years of championing small businesses in Corpus Christi

It's always been a great experience working with the LiftFund team. They've helped us keep our doors open.

Dahlia Salinas Martinez & Jacqueline Keiper
The Blue Dahlia
**LiftFund 2019 Impact**

- **Loaned Amount**: $21,571,453
- **Number of Loans**: 682
- **Average Loan Size**: $31,630

**Business Support Hours**: 6,382

**Individuals Counseled**: 4,810

**Jobs Created**: 1,765

**Jobs Retained**: 2,154

**Top Industries**

- Accommodation & Food Services: 6%
- Construction: 8%
- Retail: 11%
- Service: 23%
- Transportation & Warehousing: 24%

**Top Consultation Subjects**

- Credit Review: 27%
- How to Access Capital: 14%
- Startup Assistance: 10%
- Financial Education, Planning, Management: 12%

**Client Business Stage**

- 0 - 5 Years: 65%
- 6 - 10 Years: 14%
- 10+ Years: 21%

**LMI Individuals Served**

- African American: 22%
- Hispanic: 36%
- White: 14%
- Other: 4%

**Veteran Borrowers**

- LMI: 65%
- Veteran Spouse: 10%
- Non VETERAN: 2%

**Annual Statements**

**2019**

- **Revenue & Expenses**
  - Total Public Support & Revenue: $20,675,930
  - Total Expenses: $17,940,524
  - Change in Net Assets: $2,735,406

- **Balance Sheet**
  - Total Assets: $77,666,837
  - Total Liabilities: $19,045,217
  - Total Liabilities & Net Assets: $77,666,837

**2018**

- **Revenue & Expenses**
  - Total Public Support & Revenue: $19,209,863
  - Total Expenses: $18,631,803
  - Change in Net Assets: $578,060

- **Balance Sheet**
  - Total Assets: $78,073,206
  - Total Liabilities: $16,309,811
  - Total Liabilities & Net Assets: $78,073,206

**Historic Impact**

- **Amount Disbursed Since Inception**
  - 2019: $324,731,618
  - 2018: $303,160,165

- **Number of Loans**
  - 2019: 21,582
  - 2018: 20,900

- **Clients Served**
  - 2019: 15,291
  - 2018: 14,944

**Portfolio & Client Insights**

- **LiftFund Owned**
  - 2019: $48,134,623
  - 2018: $48,628,761

- **LiftFund Servicing Portfolio**
  - 2019: $15,633,381
  - 2018: $15,746,469

- **Portfolio**
  - 2019: $63,768,004
  - 2018: $64,375,230

- **Active Clients**
  - 2019: 2,523
  - 2018: 2,677

- **Average Loan Size**
  - 2019: $25,275
  - 2018: $23,265

- **Delinquency Rate**
  - 2019: 3.18%
  - 2018: 3.29%

- **Net Losses**
  - 2019: 3.59%
  - 2018: 3.96%
<table>
<thead>
<tr>
<th>Investors</th>
<th>Amount</th>
<th>Names and Organizations</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>$1,000,000+</strong></td>
<td></td>
<td>CPS Energy, Residential Energy, Assistance Partnership, Inc., First Bank, Goldman Sachs, Hancock Whitney</td>
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<td></td>
<td></td>
<td>BIERABANK, MUFG Union Bank, Opportunity Finance Network PeopleFund, U.S. Small Business Administration</td>
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<td>Wells Fargo, Woodforest National Bank</td>
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<td>Adorers of the Blood of Christ, AmegyBank, Arthur Sitterle III &amp; Andrea Sitterle, Ellen Riojas Clark, Philip East-Gates</td>
</tr>
<tr>
<td><strong>$250,001 - $1,000,000</strong></td>
<td></td>
<td>Affordable Homes of South Texas, Inc., Allegiance Bank, American Bank, Anna E. Casey Foundation, BancorpSouth Bank, Baldwin Family Foundation, CIT Bank, N.A.</td>
</tr>
<tr>
<td><strong>$50,001 - $100,000</strong></td>
<td></td>
<td>Appalachian Community Capital Corporation, Broadway Bank, David &amp; Donna Blair, Economic Justice Fund of Tides Foundation, Immaculate Heart of Mary Church, Lissa Martinez, Manuel &amp; Maria Bernazabal, Religious Communities Impact Fund, Texas Women’s Foundation</td>
</tr>
</tbody>
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**INVESTORS**

I’ve learned to anticipate things and to be prepared. I wouldn’t have been able to get through COVID-19 without LiftFund, without all the training and support that they have given me.

— Pilar Gonzalez, Dipit by Pilar
Our Dream Makers Fund is creating an evergreen impact and contributing to the economic strengthening of their communities.
LiftFund transforms lives by opening doors, leveling the financial playing field and building a community of shared success.