

## Mission

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.

## Program Information:

LiftFund lends from \$500 to \$250,000 with terms from 5 to 120 months. As a benefit to our customers we offer credit life and disability insurance to make payments on your loan if you are injured and become disabled. A commitment fee of 4% to 9% is added to the loan amount requiring almost no out of pocket expense at the time of closing. We require that loans are secured by collateral which is valued at liquidation or trade-in prices. LiftFund may also request a cosigner in some cases (**Cosigner:** *A person who does not live in the applicant's household and is not a principal member of the business. Cosigners must have good credit and the capacity to make the loan payment*). LiftFund never charges a fee for early payoff of a loan. Please also note that if you are in business for less than six months some loan programs require additional income that is not related to the business.

## Do you qualify?

Are you over 21 years of age?

Yes  No  
 Yes  No

Have you lived in a state we serve for at least six months?

*The service area includes Texas, Louisiana, Mississippi, Alabama, Arkansas, Missouri, Kentucky, and Tennessee.*

Is your business inside the service area?

Yes  No  
 Yes  No

Is your business involved in the adult entertainment industry?

How did you hear about LiftFund? *Select one option. Provide name of person/organization under detail section.*

- |   |   |  |  |
|---|---|--|--|
| <input type="checkbox"/> LiftFund Borrower    | <input type="checkbox"/> LiftFund Employee    | <input type="checkbox"/> Bank/Credit Union | <input type="checkbox"/> Community Organization  |
| <input type="checkbox"/> SBA Resource Partner | <input type="checkbox"/> Blog/News Article/Ad | <input type="checkbox"/> Facebook          | <input type="checkbox"/> Networking Event        |
| <input type="checkbox"/> Radio/Podcast        | <input type="checkbox"/> Twitter              | <input type="checkbox"/> Intuit            | <input type="checkbox"/> Friend/Colleague/Family |
| <input type="checkbox"/> Seminar              | <input type="checkbox"/> Online Search Engine | <input type="checkbox"/> LinkedIn          | <input type="checkbox"/> Other                   |
|   | <input type="checkbox"/> Re-applying          | <input type="checkbox"/> Television/Video  |  |

Individual (First and Last Name): \_\_\_\_\_

Organization Name/ Advertisement Details: \_\_\_\_\_

- Do you currently have or have you ever had a loan with LiftFund?  Yes  No
- Would you like to receive communications from LiftFund (re: loans, events, and news)?  Yes  No

## Loan Process:

We are here to assist you in your capital needs! The overall length of time typically depends on how quickly the applicant completes and submits all requested information. Applications with no activity for over 30 days will be canceled from the process.

Step	Description
Submit Application	Application Submission followed by submitting state Issued ID Card/DL
Gather Documents	For example: tax returns and bank statements, to finalize loan. An LiftFund representative will conduct a collateral inspection (this is not exhaustive)
Loan Decision	A decision on your application is made.
Close Loan	Closing documents signed by all parties and loan funded if approved. Payments received through automatic debit from your designated bank are required.



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...and Fast Cash Advances for 20 Minutes

**LiftFund Loan Application**

A complete application is required to start application process followed by providing a copy of your state/federal issued ID or State DL. Please fill out the application as completely and accurately as possible. Complete information helps speed up the lending process.

**Applicant Business Information**

Business Name: \_\_\_\_\_ Employer Identification No: \_\_\_\_\_

Is your Business in one or more of the following categories? (check all that apply)

- Truck Owner Driver     Restaurant     Daycare (Adult & Child)     Beauty/Barber/Nail Shop
- Buying an existing business     N/A

**Physical Business Address**

Is the physical address the mailing address?  YES  NO, If No, provide Mailing Address:

Street: \_\_\_\_\_ County/Parish: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP Code: \_\_\_\_\_

**Mailing Address:**

Street: \_\_\_\_\_ County/Parish: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP Code: \_\_\_\_\_

**Business Contact Information:**

Main Phone: \_\_\_\_\_ Other: \_\_\_\_\_

Mobile: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

**Applicant Information**

First Name: \_\_\_\_\_ Middle Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

SSN: \_\_\_\_\_ DL: \_\_\_\_\_ DL State: \_\_\_\_\_ DOB: \_\_\_\_\_

Current Home Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP Code: \_\_\_\_\_ County/Parish: \_\_\_\_\_

**Applicant Phone & Email Information**

Home: \_\_\_\_\_ Mobile: \_\_\_\_\_ Work: \_\_\_\_\_

Email: \_\_\_\_\_

Preferred Method of Contact (check one)

- Email     Home     Mobile     Work

**Business Information**

Ownership Type:     Sole Proprietorship     Corporation     General Partnership  
 Limited Partnership     Limited Liability Company     Non-Profit

Time in Business (Full Operations): Years \_\_\_\_ Months \_\_\_\_

Location Type:  Home     Storefront     Market     Office Building     Street     Other

Years of Experience: \_\_\_\_\_

Business Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Do you have a bank account?**  Yes     No

Purpose of Bank Account:  Personal     Business     Both    Bank Account Type:  Checking     Savings     Both

Accounting Record System:  None     Some (Informal)     Regular (Formal)     Professional

How much of the time is the business open?  Full Time     Part Time     Seasonal     Not yet open

**Applicant's Employment Information**

Employer's Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_  
 Phone Number: \_\_\_\_\_ Employer Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP Code: \_\_\_\_\_ Fax Number: \_\_\_\_\_  
 Salary Type:  Weekly  Bi-Weekly  Monthly Employment income per month: \$ \_\_\_\_\_

**Home and Business Location Information**

**Time at current home:** Years \_\_\_\_\_ Months \_\_\_\_\_  
 Do you own your current place of residence?  Yes  No  
 If No, provide Landlord Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_  
 Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

**Time at Current Business Location:** Years \_\_\_\_\_ Months \_\_\_\_\_  
 Do you own this property?  Yes  No  
 If No, provide Landlord's Company Name: \_\_\_\_\_ Contact Person: \_\_\_\_\_  
 Phone Number: \_\_\_\_\_ Fax Number: \_\_\_\_\_

**Co Borrower Information: (Everyone who owns 20% of the business or more must be a co borrower.)**

First Name: \_\_\_\_\_ Middle Name: \_\_\_\_\_ Last Name: \_\_\_\_\_  
 SSN: \_\_\_\_\_ DL No.: \_\_\_\_\_ DOB: \_\_\_\_\_  
 Other Name(s) the credit report can be under: \_\_\_\_\_

**Co Borrower Current Home Address**

Street: \_\_\_\_\_ City: \_\_\_\_\_  
 State: \_\_\_\_\_ ZIP Code: \_\_\_\_\_ County/Parish: \_\_\_\_\_

**Co Borrower Contact Information:**

Home Phone: \_\_\_\_\_ Work: \_\_\_\_\_  
 Mobile Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
 Preferred Contact Method: (check one)  
 Email  Mobile Phone  Home Phone  Work Phone

**Personal References:**

Name	Phone Number	Relationship

Is this an environmentally friendly business?  Yes  No

**If Yes, provide details:**

<p>How does it benefit the environment? Select One:</p> <p><input type="checkbox"/> Energy Conservation through reduction of use or other measures (i.e. gas, oil, electricity)</p> <p><input type="checkbox"/> Energy efficiency improvements to facility or production process</p> <p><input type="checkbox"/> Organic Products increased production, cultivation, or use (food, compost, material)</p> <p><input type="checkbox"/> Renewable energy generated (biofuel, geothermal, solar, wind)</p> <p><input type="checkbox"/> Toxic substances reduced, reused, recycled, or eliminated</p> <p><input type="checkbox"/> Waste products reduced, reused, recycled, or eliminated</p> <p><input type="checkbox"/> Water quality preservation</p> <p><input type="checkbox"/> Water use reduction</p> <p><input type="checkbox"/> Other: _____</p>	<p>How do you measure impact? (Select One)</p> <p><input type="checkbox"/> Energy use monitored from billing statement/usage</p> <p><input type="checkbox"/> Energy cost reduced</p> <p><input type="checkbox"/> Organic product utilization for cultivation or production</p> <p><input type="checkbox"/> Renewable energy generation calculated</p> <p><input type="checkbox"/> Waste and/or toxic substances reduced through pounds or gallons</p> <p><input type="checkbox"/> Waster use and/or cost reduced through billing statements</p> <p><input type="checkbox"/> Other: _____</p>
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**Loan Request Details**

Requested Loan Amount: \$ \_\_\_\_\_ Requested Term: \_\_\_\_\_ Requested Payment: \$ \_\_\_\_\_

Purpose of the Loan: (Provide as much detail as possible)

Dollar Amount	Purpose of Loan (Details)

If you do not qualify for the full amount, what is the minimum loan amount you can work with? \$ \_\_\_\_\_

How will this amount help your business? \_\_\_\_\_

**Credit Report Information**

Other Name(s) the credit report can be under: \_\_\_\_\_

*If you are presently delinquent in your mortgage and/or your vehicle account(s), slow pay in child support or have an active bankruptcy, you do not qualify for a loan under our program. If you have proof that these accounts are current, please provide supporting information.*

Please explain the reasons for any credit issues on your credit and steps taken to remedy those issues:

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LiftFund will obtain a credit report on applicant and co-borrower(s) to verify credit history.

**Monthly Financial Information:**

Instructions: 1) Report only verifiable income, 2) The income reported must be net (after taxes and other deductions), 3) Spouse's income will only be considered if spouse is a co-borrower on the loan application, 4) Existing Businesses must provide financial information according to existing operations, 5) Start Up Businesses must fill out business financials section with estimated financial projections on a monthly basis, 6) Only Enter an amount under "take home from business" if the business has been fully operating and generating revenue for more than 6 months; startups must enter \$0.

Are the business financials  Actual  Projected

PERSONAL FINANCIALS		BUSINESS FINANCIALS	
Household Income	(Monthly)	Business Revenue	(Monthly)
Take Home from Business		Gross Sales	
Spouse's Income		Any other Income	
Employment Income		<b>Total Business Revenue</b>	
Any other income		<b>Business Expenses and Debt Payments</b>	
<b>Total Household Income</b>	\$	Cost of Goods Sold/Supplies	
<b>Personal Household Expenses and Debt Payments</b>		Salaries & Labor	
Education and Childcare		Insurance, Gasoline, Miscellaneous	
Food & Clothing		Utilities	
Child Support/Alimony		Business Rent/Mortgage	
Utilities		Credit Card Payments	
Insurance, Gasoline, Miscellaneous		Vehicle and Other Loan Payments	
Healthcare Expenses		<b>Total Business Expenses</b>	
Home Rent/Mortgage			
Credit Card Payments			
Vehicle and other Loan Payments			
<b>Total Household Expenses</b>			



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**Business Assets-** List all assets owned by the business, including Inventory, Equipment, Furniture, Fixtures, Machinery, Accounts Receivable, Cash, etc. Start Up businesses must declare the cash available to invest in the business.

Asset Description	Estimated Value	Own Free and Clear?	Use as collateral?
	\$	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

**Business Liabilities-** List all business debts, including accounts payable owed to suppliers, vehicle debt, loans with other lenders, etc.)

Liability Description (Item financed)	Lender Owed to	Balance	Monthly Payment

**Collateral-** Most loans must be secured with assets owned free and clear of liens. Acceptable assets include: business assets, vehicles (personal and business), commercial real estate, and non-homestead residential real estate.

Asset Description (Detail on a separate page, if needed)	Resale Value	Own Free and Clear
	\$	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$	<input type="checkbox"/> Yes <input type="checkbox"/> No
	\$	<input type="checkbox"/> Yes <input type="checkbox"/> No

**Other Economic and Demographic Information**

LiftFund is a nonprofit organization; this means we rely on donations and grants from foundations, corporations and government agencies. Without them, we wouldn't be able to provide capital and education to small business owners like you. Our funders require reporting of who we serve as applicants and borrowers. All data provided is anonymous. In order to assist us, please take a moment to provide the following information.

**Gender:**  Male  Female      **Marital Status:**  Single  Married  Divorced

**Years of Education:** \_\_\_\_\_      **No. in Household:** \_\_\_\_\_      **Household AGI:** \_\_\_\_\_

**Race:**  American Indian or Alaska Native       Asian       Black or African American  
 Native Hawaiian or Pacific Islander       White       Other: \_\_\_\_\_

**Ethnicity:**  Hispanic or Latino  Non-Hispanic

**Veteran:**  Yes  No

**How many employees do you currently have?** # Part Time: \_\_\_\_\_ # Full Time: \_\_\_\_\_

**How many employees do you plan to hire in the next 12-24 months?** # Part Time: \_\_\_\_\_ # Full Time: \_\_\_\_\_



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I attest that all of the information on this application is true. I authorize LiftFund to investigate and verify the above information, and contact any references regarding this application. I also authorize LiftFund to perform a credit check, which may include obtaining consumer and/or commercial credit reports and to exchange information about credit experience with other creditors from time to time, as authorized by law. The release of all information by LiftFund, in any manner, is hereby authorized whether such information is of record or not and I hereby release all persons, agencies, firms, companies, etc., from any damages resulting from such information. I understand that LiftFund will retain this application whether the loan is approved or denied and that I can appeal LiftFund's decision if the loan is denied.

Signature of Applicant: \_\_\_\_\_ Date: \_\_\_\_\_

Signature of Co- Borrower: \_\_\_\_\_ Date: \_\_\_\_\_

**EQUAL CREDIT OPPORTUNITY ACT**

LiftFund is an Equal Credit Opportunity Lender. If we take adverse action on your application for credit, you have the right to a statement of specific reasons as to why we took such adverse action within 30 days if you request the statement within 60 days of our notification. You may contact LiftFund Customer Service Department at 888-215-2373 or by mail to 2014 South Hackberry Street, San Antonio, TX, 78210 to obtain the statement of reasons. The federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The Federal Trade Commission, Equal Credit Opportunity, Washington, DC 20580 administers LiftFund's compliance with the Equal Credit Opportunity Act.

## Historical Loan Production and Socio Economic Data

### Cumulative Statewide Program Impact to Date

LiftFund Site	Total Loans	Total Amount Disbursed
Alabama (established 2012)	88	\$ 965,556
Alexandria (established 2009)	70	\$ 1,088,712
Arkansas (established 2011)	72	\$ 884,447
Austin (established 1999)	914	\$ 10,110,245
Baton Rouge (established 2010)	191	\$ 2,113,468
Birmingham (established 2014)	45	\$ 471,848
Corpus Christi (established 2004)	739	\$ 10,545,656
Dallas/Fort Worth/Arlington (established 1999)	2279	\$ 27,104,499
El Paso (established 1996)	2116	\$ 23,144,658
Houston (established 1998)	2002	\$ 27,623,262
Kentucky	9	\$ 118,073
Laredo (established 2005)	491	\$ 6,108,649
Louisiana (region loans 2009 only)	25	\$ 376,122
Mississippi	17	\$ 191,601
Missouri (established 2011)	18	\$ 324,761
New Orleans (established 2009)	360	\$ 3,975,131
San Antonio (established 1994)	4174	\$ 47,482,511
Rio Grande Valley – Brownsville, Harlingen, McAllen and surrounding cities (established 1998)	1605	\$ 20,775,960
Shreveport (established 2010)	79	\$ 1,247,634
Tennessee (established 2012)	63	\$ 687,314
Other (pre-fact sheet reporting)	1,000	\$ 5,235,973
<b>Total as of March 31, 2015</b>	<b>16,357</b>	<b>\$ 190,576,080</b>

### Cumulative Client Ethnicity & Gender

LiftFund Site	African	Hispanic	White	Other	Male	Female
	American					
Alabama	67%	5%	28%	3%	53%	47%
Alexandria	61%	4%	34%	1%	47%	53%
Arkansas	72%	1%	23%	4%	64%	36%
Austin	18%	33%	45%	4%	57%	43%
Baton Rouge	75%	1%	20%	4%	51%	49%
Brownsville	2%	90%	6%	2%	58%	42%
Corpus Christi	7%	65%	24%	4%	59%	41%
Dallas/Fort Worth/Arlington	34%	38%	23%	5%	59%	41%
El Paso	4%	89%	5%	2%	69%	31%
Houston	31%	45%	18%	6%	56%	44%
Laredo	2%	90%	6%	2%	61%	39%
McAllen	2%	94%	3%	1%	58%	42%
Mississippi	63%	5%	32%	0%	65%	35%
New Orleans	54%	19%	23%	4%	57%	43%
San Antonio	9%	70%	17%	4%	61%	39%
Shreveport	75%	3%	17%	5%	56%	44%
Tennessee	58%	8%	34%	0%	58%	42%
Kentucky	11%	0%	89%	0%	78%	22%
Missouri	50%	6%	39%	5%	67%	33%
<b>TOTAL</b>	<b>19%</b>	<b>62%</b>	<b>16%</b>	<b>3%</b>	<b>60%</b>	<b>40%</b>

# LiftFund

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Over 1300 LiftFund branches in 21 years

## 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: 16,357  
Total Dollars Disbursed: \$190,576,080  
Active Portfolio: \$33,074,363  
Total Loans Under Management: \$39,747,304\*  
Average Loan Balance: \$14,308  
Loan Range: \$500 - \$250,000 (Up to \$5.5 million in Texas through the SBA 504 program)

\*Includes LiftFund and Servicing Portfolio as of March 31, 2015

### Organizational Profile

Number of Offices: 20  
Number of Employees: 108  
Number of Active Clients: 2,804\*

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 as Accion Texas and later developed and implemented an innovative "blueprint" for establishing microlending and small business programs in new areas. Due to our growth we changed our name to LiftFund in 2015. We now lend in eight states: Alabama, Arkansas, Kentucky, Louisiana, Mississippi, Missouri, 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.
- More than sixty percent of clients identify themselves as Hispanic, 19% as African-American and 16% as White. Women comprise 40% of borrowers and 53% of our borrowers are classified with low-to-moderate income levels in 2014. The average FICO credit score of our borrowers is 582.
- LiftFund continuously remains at a 96% repayment success rate.

### Economic Impact

- Since January 2015, our small business owners created 406 jobs and retained 625. SBA 504 borrowers reported creating 136 jobs. Since 2013, our business owners have created and retained a grand total of 10,764 jobs and our SBA business owners created and retained 854 jobs.
- In 2014, our small business owners created 1,964 jobs and retained 3,693. SBA 504 borrowers reported creating 118 jobs and retained 145 for a grand total of 4,711 jobs created and sustained by our borrowers as of December 31, 2014.
- In 2013, our small business owners created 1,512 jobs and retained 3,595 jobs. Our SBA 504 borrowers reported creating 397 jobs and retaining 58 jobs, for a total of 5,562 jobs created and sustained by our borrowers in 2013.
- A 2012 study conducted by researchers at the University of Texas at Austin, the University of California Los Angeles and New York University analyzed five years of applicant data (5,400 applicants, 2006-2011) and concluded that startups receiving small business loans from LiftFund have a 74% survival rate; financing increased the probability of a firm's survival by 44%; and borrowers increased sales by 72.9%.
- After three small loans with LiftFund, clients on average increase business equity by 22%, bring in 67% more in monthly business profits and increase take home pay by 44%.