

It Takes a Village and an Organized Ecosystem

The Role of CDFIs During Natural Disasters and Economic Downturn



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NELLY ROJAS-MORENO, CCO

LiftFund

DREAM IT. FUND IT.

Launching Entrepreneurs for 20 Years



Tenisha Rasul, Pak Fair Logistics
Tenisha is proud to be in the trucking industry because she knows it is critical to the country's economy. After Hurricane Harvey, Pak Fair Logistics needed a new flatbed trailer. LiftFund worked with Tenisha to get her business back on its feet through disaster relief loan. "The business allows me to support my family" said Tenisha.

*Give a man a fish and you feed him a day. Teach a man to fish and you feed him for a lifetime. **Proverb***

LiftFund Solutions

At LiftFund we help the man by the pond to prosper for the family and community, not just eat.

Business Lending

- Loans ranging from \$500 to \$500,000
- SBA 504 loan packaging and servicing

Business and Financial Education

- Individual Consultations
- Credit and Financial Insight Sharing
- Group Seminars and Webinars

Resources

- Helpful Business Tools and Guides
- Refer Clients to Trusted Partners
- Share Steps to Prepare

LiftFund Work & Impact



Provide a pathway to financial stability and success with capital and resources with care, compassion, and expertise to individuals who are often left out of the financial mainstream due to life circumstance.



Our client profile: 38% female, 22% African American, 58% Hispanic, 5% other EOC, 10% veterans, 20% startups; 65% low moderate income with a 96% repayment rate.



We've provided over \$320 million to over 21,000 entrepreneurs.



For every \$1 we lend \$14 of positive economic activity is created.

...August 25, 2017... Hurricane Harvey Hit



First Response

- ❖ Our Team and Our Customers
 - ❖ OFN campaign to support our team members affected by the storm
- ❖ Helping our customers:
 - ❖ 4 Months Payment forbearance with the click of a button
 - ❖ Electronic Assessment Form



Recovery Efforts

- ❖ Find kindred spirits:
 - ❖ JPMorgan Chase Foundation
 - ❖ Groupon
 - ❖ Goldman Sachs 10K Small Business Initiative
 - ❖ Rebuild Texas Fund (Michael and Susan Dell Foundation)/One Star Foundation (State of Texas)
- ❖ Customize MMS to create a loan program with acceptable risk for funders
 - ❖ 0% interest hurricane relief loans up to \$35,000
 - ❖ Visit and Assessment completed by team members and partners
- ❖ +\$8 Million raised for Hurricane Harvey Relief Loans...in 4 months!



Sweet Patooties – Refugio, Texas



Dana's home and floral and crafting business, Sweet Patooties, were severely impacted by Hurricane Harvey. Her business building suffered roof, ceiling and interior damage.

In the wake of incredible devastation, Dana knew the community needed immediate help, so she used the side of the Sweet Patooties building to set up a supply and grocery distribution center, bringing food and important supplies to individuals and families in need.

With support from LiftFund, Dana was able to secure a \$15,000 relief loan to reopen her business and continue serving as a resource for her community.

To this date, Dana has a storage unit containing furniture, appliances, and many other items still needed by those impacted by the Hurricane who haven't been able to return to their homes. Dana's business is up and running and her business serves as a community meeting hub for those business owners who have not been able to open their stores in Refugio.

LiftFund Disaster Relief Fund



\$7 million

amount loaned after Hurricane Harvey to over 320 businesses



50%

of borrowers are women



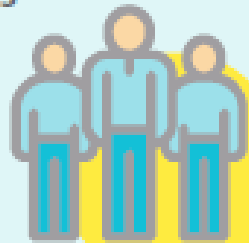
700

hours of business counseling and technical assistance provided**



700

new jobs created



1,000

jobs retained because of the loan program

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* Sources - FEMA, Rebuild Texas Foundation

** To more than 300 individual business owners

Economic Downturn- CDFIs role

- Critical role of CDFIs in filling out the increased financial-gap
- Leverage 25 years of history and experience during last recession
- Liftfund's Risk Model to integrate loan data and performance of loans made and in repayment during the recession
- Shareholders communication regarding portfolio performance expectations

Questions
