



GOOD NEWS!

Spring, 2009 edition

OUR MISSION: TO PROVIDE LOANS AND ASSISTANCE TO IMPROVE THE ECONOMIC AND SOCIAL CONDITIONS OF NEW MEXICANS.

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NEWSLETTER

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*Celebrating
20 Years!*

The Loan Fund is having our
20th anniversary celebration
on **Thursday evening, June 18**
at the Albuquerque
Art & History Museum.

Please Join Us

Celebrating 20 Years of Lending for Change!

As The Loan Fund celebrates 20 years of lending for change here in New Mexico, we invite you to join us at The Loan Fund's 20th anniversary celebration on Thursday, June 18, 2009 at the Albuquerque Museum of Art and History. The event will begin with a cocktail welcome reception at 6 p.m., which includes access to the entire museum and its unique collections. Dinner will start at 7 p.m. with a brief program in celebration of several of our clients and supporters who have made New Mexico a better place to live and work.

Proceeds from the banquet assists in building and funding the new Endowment for the Sister Marie Luisa Fund, which in turn enables us to reach out to even more businesses and entrepreneurs throughout the state of New Mexico. There could be hardly a better tribute to the tireless efforts of our longest-serving board member, Sister Marie Luisa Vasquez, than to originate an endowment in her name allowing The Loan Fund to provide loans and perpetuate her efforts and legacy. Establishing this endowment is yet another step in becoming the community service organization that Sister Marie has always envisioned.

At the close of our second decade, we can't help but look back and review The Loan Fund's history... there is so much to celebrate! Since 1989, The Loan Fund has provided over \$30 million in loans and has created and preserved over 3,000 jobs throughout New Mexico and the Navajo Nation. The Loan Fund remains the only alternative lending organization in New Mexico able to assist nonprofit organizations - comprising almost half of our current lending portfolio! Of the initial six loans originated through The Loan Fund, five of the organizations remain active and currently in business. Even those who are no longer in existence created many jobs and contributed greatly to their local economies in their time. The Loan Fund is proud of each client who we've had the pleasure to assist in our 20 years of operations!

The Loan Fund has come a long way since 1989, but what we're most excited about is the *next* 20 years! As the New Mexico Small Business Investment Corporation stepped up in a very big way and increased our funding to \$7.5 million, we are working even harder... getting the money out the door and on the streets, assisting businesses and organizations and keeping New Mexico's economy growing and thriving. With the support of our mission partners and the hard work and drive of our clients, The Loan Fund's future looks bright!

We sincerely hope you will join the staff and the Board of The Loan Fund in the celebration of our success!! Tickets to the event are \$50 each, and sponsorship opportunities are still available.



The Loan Fund's staff poses for a photo in their historic Barelvas neighborhood.



LETTER from LEROY

Here at The Loan Fund, part of our mission is to celebrate our clients'

success. In 2009, our 20th year of Lending for Change in New Mexico, our list of loan clients is over 500 names long! In order to honor our clients, past and present, I hope you can join me at The Loan Fund's 20th Anniversary Celebration on June 18, 2009 at the Albuquerque Museum of Art and History. For more information or to purchase tickets, please visit our website at www.loanfund.org.

While every single client at The Loan Fund has a unique and inspiring story, several clients in particular have exemplified The Loan Fund's mission. At the 20th Anniversary Celebration, The Loan Fund has chosen to honor loan clients who have embodied our mission in three different respects; longevity,

community development, and against all odds. The Longevity Award is bestowed upon The Loan Fund's first five loan recipients who are still in operation today. These businesses and organizations have proved that they can withstand the test of time and will continue to positively impact their communities for many years to come. The Community Development Award recognizes the Loan Fund client that has shown the single greatest impact in improving its surrounding community. Lastly, the Against-All-Odds Award is for the client who has succeeded both personally and professionally despite many challenges and obstacles.

I hope you'll be able to join us as we recognize these clients and the many other individuals and organizations that have been so instrumental in our two decades of building New Mexico communities! As always, if you've got any questions about our services, give me a call at 505-243-3196 ext.25. I'm never too busy to pick up the phone. ¡Gracias!



Board Member Profile: JANE BRADLEY

The Loan Fund's newest board member, Jane Bradley, is a third generation native New Mexican. Jane is a woman of many talents—she has enjoyed tremendous success as a studio artist, raised four children, renovated a home on the National Register of Historic Places, and worked as the president of the Russian Czars (a professional football team playing in the EFL). However, it is her vast experience working with small businesses and her tireless work as a fundraiser that brought her to The Loan Fund. She has worked with small businesses in many capacities: as a business and marketing consultant, a grant writer, and head of the Genesis Business Incubator. The secret to her success, as she tells other small business owners, lies in "honesty with oneself, the ability to be truly observant, and the courage to act on one's own observation *and curiosity*." Jane continues to be a strong community advocate; she has also served on the board of the Albuquerque Museum of Art Foundation.



Mission Partner Profile: PATRICK MALONE

Patrick Malone has been a Mission Partner with The Loan Fund since 2003. A long-time resident of Santa Fe, Patrick got involved with The Loan Fund through his research and activism in sustainable, ethical wealth management. For the past four and a half years, he has studied and practiced investment and philanthropy, attending conferences, workshops, and shareholder meetings around the country to earn what he calls a "self-designed, sustainable MBA."

Patrick's investment philosophy is clear: to try to do the **most good possible** with the money he has. The implementation of that philosophy, however, demands much involvement. He attains this goal by as much as possible: investing in local businesses and organizations, investing in organizations with social and environmental values, and being involved on a personal level with those organizations in which he invests. He quotes Don Shaffer of the Rudolph Steiner Foundation, one of his mentors, who believes "instead of investing that is complex, opaque, anonymous, and based on short-term outcomes, investments should be direct, transparent, personal, and based on long-term relationships." By investing locally, Patrick supports the multiplier effect, meaning that each dollar he invests in a locally-owned business circulates throughout the community much more than if he invested in an out of state corporation.

The Loan Fund, Patrick says, fits very well within his investment strategy. It is a local business, and he feels strongly about helping New Mexicans and New Mexican-owned businesses. He also likes the personalized attention he gets from investing with The Loan Fund. "The Loan Fund is willing to have an ongoing dialogue with me about where my money is going," he states. "Most foundations at this time have unmissioned growth, meaning that their investment strategies don't necessarily support their mission. Not so with The Loan Fund—I know my money is going directly to empower people. The Loan Fund makes an effort to get the money out on the street right away." Patrick also appreciates The Loan Fund's "activated charity," the way The Loan Fund grows the self-sufficiency of its borrowers—a great social return. By getting a financial return on his investment that is on par with bank CDs, Patrick is able to leverage the impact of his money, allowing him to do even more good throughout New Mexico.

Patrick is also an award winner! Recently, Patrick took first place in the BALLE conference's 3rd Annual Napkin Business Plan Competition.



Staff Profile: CATHY SORENSON - Community Development Officer

Cathy just celebrated her 10th year as a lender here at The Loan Fund! She joined the staff as a Community Development Officer in 1999 after over 20 years in the banking industry. An invaluable member of The Loan Fund, her tremendous experience enables her to tackle tough loans with ease. Cathy has been working with small- to medium-sized businesses for over 30 years and her experience with those businesses allows her to share her insights with our clients in both meaningful and practical ways. Cathy loves working at The Loan Fund because of “the excitement of identifying the potential of a new or existing business and, in some small way, helping that business owner and, hopefully by extension, any employees, to achieve a better quality of life in terms of financial security and stability.”

Cathy was born in Madison, Wisconsin but moved to New Mexico at a very young age and considers herself a native. In her spare time, she loves to travel and is an avid fan of both college and NBA basketball. She sees a real need for financial literacy for teens and in the future she sees herself educating middle and high school students about financial literacy.

~ Client News ~

- With the assistance of The Loan Fund, Cassandra Gamboa and her husband, Isaac, purchased **Footprints of Life Daycare Center**, located in Grants, New Mexico... the *same* daycare that Cassandra attended when she was a little girl!
- Lissa Hammit searched high and low for a loan for her business before coming to The Loan Fund. The funding she received from The Loan Fund made it possible for her business, **Bodyease Therapeutics**, to grow her business!
- **El Sarape**, a Loan Fund client since 2003, recently opened their third restaurant location, now open in Los Lunas.
- Obtaining traditional financing, one of The Loan Fund’s primary objectives, is often difficult for most small and newly originated businesses. **Perez Collision**, a longstanding client of The Loan Fund, recently obtained bank financing for their new building, as well as a loan from The Loan Fund to purchase equipment. The owners, Arron and Jordan Perez, keep at-risk youth off the streets by teaching boxing at their newly acquired location. Great achievement!
- Construction recently completed on the beautiful **Vietnamese Buddhist Temple** in Southeast Albuquerque!
- Keiko Johnson and the staff at **Valliant Printing** have utilized their line of credit from The Loan Fund to sustain their 50 years of business in New Mexico! Congratulations! Longevity at its best!



LoanFund.org Redesigned

After months of behind-the-scenes work, The Loan Fund is very pleased to reveal the newly redesigned www.loanfund.org. The new website should make it much easier to learn about, contribute to, and apply for a loan with The Loan Fund. The site has an easy-to-navigate format and contains even more valuable information. Our new Frequently Asked Questions section answers some popular queries about who we are and what we do. Additionally, our new Media Section is a great place to check out current events, articles, and reporting statistics about The Loan Fund. Take a look!

New Mexico Community Development Loan Fund dba

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