

## MEET THE PEOPLE OF PEOPLEFUND



### CGE INCORPORATED

**OWNERS**  
**Carlos Estevez and  
 Todd Rodriguez**

**BUSINESS TYPE**  
**Construction**

Ever wanted to be your own boss? Carlos Estevez and Todd Rodriguez made that dream a reality when, after years of working for large construction companies, they decided to start their own. In 2004, CGE Incorporated was facing a dilemma many companies would envy – their reputation in the industry stirred up so much business they needed funds to pay the up-front costs required by their many jobs. With few banks willing to provide construction loans, CGE came to PeopleFund for a permanent working capital loan. This infusion will allow CGE to continue taking on a steady stream of projects and providing needed employment for dozens of Central Texans.

## OUR SUPPORTERS

In 2005, PeopleFund made great strides in building capacity to expand our work in low-income communities. As we work to increase the reach of economic prosperity, our clients' accomplishments are something we hope PeopleFund stakeholders are proud of. We thank our generous investors for their trust and support.

### \$25,000+

Aragona Family Foundation  
 City of Austin  
 F.B. Heron Foundation  
 J.P. Morgan Chase  
 Washington Mutual  
 U.S. EDA

### \$10,000-\$24,900

Bank of America  
 John and Rhonda Dirvin  
 The Hartman Foundation  
 Wells Fargo Bank

### \$1,000-\$9,999

AMD Matching Gift Program/  
 Matthew Kaufmann and Holly Bell  
 Applied Materials  
 Atlantic Trust  
 Austin Community Foundation  
 Austin Ventures  
 Baker Botts, L.L.P.  
 Capital Metro  
 J. Dennis Canner/Waxman  
 CenterPoint Ventures  
 Scott Collier & Kala Philo  
 Comerica Bank  
 Compass Bank  
 Ken DeAngelis  
 Ernst & Young, L.L.P.  
 Franklin Bank  
 Frost Bank  
 Fulbright & Jaworski  
 The Garvey Family Foundation  
 The Gottesman Company  
 Greater Texas Federal Credit Union  
 Guaranty Bank  
 Doug and Julie Ann Hartman  
 H.E.B.  
 Inman Foundation  
 IronStone Bank  
 Gregory & Cynthia Kozmetsky  
 Mark and Anne McKinnon  
 MFI Foundation  
 Bill and Bettye Nowlin  
 F. Walt Penn/Penn Investment Group  
 Regions Bank  
 RZ Communications  
 Samsung  
 SBC  
 Eugene Sepulveda and  
 Steven Tomlinson  
 Mort Topfer  
 State Farm Insurance

Triton Ventures  
 Wachovia  
 Sara Wilder

### \$100-\$999

A Glimmer of Hope  
 Sylvia Acevado/Communicard, Inc.  
 Caroline McGaughy Alexander  
 Allison Allen  
 Angelou Economics  
 Architerra  
 Austin Community College/  
 Eastview Campus  
 Austin Lumber Company, Inc.  
 Avance Austin  
 Balcones Recycling  
 Barron & Newburger, P.C.  
 Becky Beaver  
 Cathy Bonner/Bonner, Inc.  
 Diana Borden  
 Vaughn Brock/  
 Brock Consulting Group  
 Andy Brown/DLA Piper Rudnick Gray  
 Gary US L.L.P.  
 Kathleen Burnside  
 Central Texas Institute for Research  
 and Education in Medicine and  
 Biotechnology  
 Colonial Bank  
 Bennie E. Council/Bennie E.  
 Council Insurance Agency  
 Susan Coulter  
 DataVise, Inc.  
 Mandy Dealey  
 Deloitte & Touche  
 Di Fiore Financial & Tax Consultants  
 El Milagro of Texas, Inc  
 Jack Erskine  
 Angelica Evans  
 Peter Gasper  
 Sam Gasset  
 Grande Communications  
 Graves, Dougherty, Hearon  
 and Moody, P.C.  
 GSD&M  
 Susan Harms  
 David Hartman  
 Haynes-Eaglin-Waters  
 Susan Hightower  
 Jon Hockenjos/Texas Perspectives  
 M. Mark Kelly  
 Harris and Eliza Kempner Fund  
 Randall Kempner  
 Margaret Keys

Kurt Korfmacher  
 Ronya Kozmetsky  
 Jeff Kramer  
 LCRA  
 Lone Star Ready Mix  
 Jennifer Lloyd and Jeffery Miller/DLA  
 Piper Rudnick Gray Gary US L.L.P.  
 LS Johnston Architects  
 Eliza May  
 Media Made Simple  
 Montemayor and Associates, P.C.  
 Andy Morman  
 Negrete & Kolar Architects  
 Paint Care and Body  
 Rick Price/Red ARC  
 Prosperity Bank  
 Randi Shade  
 Ray, Wood, & Bonilla, L.L.P.  
 Patrick and Jennifer Richter/DLA Piper  
 Rudnick Gray Gary US L.L.P.  
 Rosy In Home Services, Inc.  
 Gordon Rubinet  
 Kirk and Amy Rudy  
 Paul S. Ruiz/Clark, Thomas & Winters  
 S.G. Mexican Foods  
 Saunders, Norval, Nichols &  
 Atkins L.L.P.  
 Steve Saunders  
 Ardelia Session  
 Gina Shishima  
 Anna Sinclair  
 SpawGlass Contractors  
 St. David's Foundation  
 Steven Scruggs/City Produce  
 Stream Studio Web Architects  
 Becky Taylor  
 Steve Taylor  
 Thomas and Colleen Terkel  
 Texas Capital Bank  
 Tokyo Electron  
 United Way Capital Area  
 Urban Digs/Salttillo Lofts  
 F. Gary Valdez/Focus Strategies  
 Kristen Vassallo and John Fitzpatrick  
 Velocity Credit Union  
 Sharon Watkins  
 Andy and Karen White  
 Kristi Willis  
 Marc and Suzanne Winkleman  
 Mark Yagjian

### In-Kind Contributors

Art on Fifth Fine Art Gallery  
 Austin American-Statesman

Austin Children's Museum  
 Austin Community College/  
 Eastview Campus  
 Azul  
 Greg Barton/Dandy Idea  
 Big Red Sun  
 Bob Bullock Texas State  
 History Museum  
 Riley Carruthers/DataVise, Inc.  
 Castle Hill Fitness  
 Crenshaw Athletic Club  
 Roger Diaz/Vivo Cocina Mexicana  
 The Driskell Hotel  
 Bob Dupree/New Horizons  
 Learning Center  
 Eddie V's Edgewater Grill  
 Ron and Jessica Flores/Paint Care  
 and Body  
 Jay Garcia/Casa Garcias  
 Flatbed Press & Galleries  
 Four Seasons Hotel - Austin  
 Gene's New Orleans Style  
 Poboy's & Deli  
 Grapevine Market  
 Guero's Taco Bar  
 Brandy Hayden Blood/  
 The Hills Fitness Center  
 Hilton Austin  
 Scott Johnson  
 La Mexicana Bakery  
 Live Oak Brewery  
 Troy Nalls/Austin360  
 Partylite  
 Kala Philo/Walkie Talkie Productions  
 Pilates Center of Austin  
 Alan Pogue/Texas Center for  
 Documentary Photography  
 ProArts Collective  
 Radisson Hotel and Suites - Austin  
 The Roaring Fork  
 RockStar Ink  
 Russell Korman  
 Ruta Maya International Headquarters  
 Paul Saldaña, Adelante  
 Communications  
 David Shepherd & Associates  
 Shoehorn Design  
 Flatbed Press & Galleries  
 Shannon Swenson/Stream Studio  
 Web Architects  
 Texas Coffee Traders  
 Yoga Yoga  
 Zak Pints & Plates



The mission of PeopleFund is to promote economic vitality and opportunity in low-income communities by providing financial services and technical assistance that will:

- ▶ CREATE JOBS
- ▶ PROVIDE NEEDED GOODS AND SERVICES
- ▶ IMPROVE THE PHYSICAL ENVIRONMENT
- ▶ PROMOTE DIVERSITY IN ENTREPRENEURIAL SUCCESS
- ▶ BUILD INDIVIDUAL AND COMMUNITY ASSETS

In our 2005 Annual Report we introduce you to some of the inspiring people of PeopleFund. The owners of True Light Daycare and CGE Inc. represent the creative and hardworking entrepreneurs who make our community prosperous. They develop bio-fuel, create tasty concoctions, train workers and reach into new markets.

In 2005, we were once again able to invest more money in the people of our community than any year in our history. We provided over \$2.4 million in financing and managed over 100 investments in ventures that further education, build safe and affordable homes, protect the environment, promote the arts and create jobs. We achieve our mission through supporting a hundred little community pillars that reach out in a hundred different ways.

Our commitment to building prosperity for low-income people and neighborhoods is strong. At the end of 2005 we had made 215 investments in community ventures totaling over \$13 million. Leveraging these against an additional \$7.6 million in partnership financing, the total investment in our community has been over \$20 million!

PeopleFund is also expanding our knowledge base. Through our Speaker Series and East Austin Economic Summit, we bring the best thinking on economic opportunity to our region.

PeopleFund is about nurturing the intrinsic spark and great potential of all people. Thank you for being a partner in this work.



Left to right: Eugene Sepulveda, Chair of PeopleFund; Angela Blackwell, featured speaker at the 2005 Speaker Series; Nikki Salzillo, Market Development Manager for Bank of America and Greg Marshall, President of Capital City African American Chamber



Left to right: Bill Wilson, Wachovia Regional Vice President for Central Texas; Margo Weisz, Executive Director of PeopleFund; Jessica Flores of Paint Care and Body and recipient of the Outstanding East Austin Entrepreneur Award; and J. Reymundo Ocanas, Senior Vice President of Community Relations for Texas at the 2006 East Night Celebration

**Eugene Sepulveda**  
Entrepreneurs' Foundation  
Chair

**Douglas Hartman**  
Hartman & Associates  
Past Chair

**Cloeteal Davis Haynes**  
Haynes-Eaglin-Waters  
Vice Chair

**Mandy Dealey**  
Community Activist  
Vice Chair

**Patrick O'Beirne**  
Regions Bank  
Treasurer/Secretary

**Susan Coulter**  
Wells Fargo

**Francie Ferguson**  
NeighborWorks

**Mark Nathan**  
Austin Strategies

**Adrian Neely**  
Triad Building Maintenance

**Debbie Ramirez**  
Graves, Dougherty, Hearon  
and Moody P.C.

**Randi Shade**

**Carmen A. Tawil, P.E.**  
Corridor Television L.L.P.

**Gary Valdez**

#### OUR STAFF

**E. Nicole Thompson Beavers**  
Administrative Assistant

**Barbra Boeta**  
Community Lender

**Tanya Ladha**  
Loan Administrator

**Jaime Loyola**  
Director of Lending

**Rory O'Malley**  
Capacity Building Program  
Administrator

**Lydia Ortiz**  
Outreach Coordinator

**Carlina Rollins**  
Community Lender

**Margo Weisz**  
Executive Director

**Brad White**  
Enterprise Developer

**Lori Whitmire**  
Finance and  
Accounting Manager

• Created over 1,200 jobs since inception

• Recipient of the Opportunity Finance Network's AAA rating for community impact

• Provided \$2,437,500 in new loans to community ventures in 2005

• Over 2,000 hours of business training provided to client entrepreneurs

• 83% of PeopleFund loans have served minority owned/managed ventures

• 74 affordable homes have been built with PeopleFund financing

**Statement of Financial Position**  
For the Years ended December 31, 2005 and 2004

#### ASSETS

Cash and Cash Equivalents	\$2,201,005	\$1,630,189
Current Portion of Loans Receivable, Net of Allowance for Loan Losses of \$74,428	640,840	585,192
Grants Receivable	48,069	847,058
Accrued Interest Receivable	46,980	45,425
Other Receivables	28,484	56,075
	<u>2,965,4378</u>	<u>3,163,939</u>

Cash Restricted for Loan Losses	0	69,437
Loans Receivable, Net of Current Portion for Loan Losses of \$421,758	3,631,422	3,218,605
Furniture and Equipment, Net of \$85,325 in Accumulated Depreciation	33,314	38,302
	<u>\$6,630,114</u>	<u>\$6,490,283</u>

#### LIABILITIES

Accounts Payable and Accrued Liabilities	\$28,583	\$27,802
Current Maturities of Long-Term Debt	0	25,000
	28,583	52,802
Long-Term Debt, Net of Current Maturities	2,300,000	2,300,000
	<u>2,328,583</u>	<u>2,352,802</u>

#### NET ASSETS

Unrestricted	4,256,531	4,095,963
Temporarily Restricted	45,000	41,518
	<u>4,301,531</u>	<u>4,137,481</u>
	<u>\$6,630,114</u>	<u>\$6,490,283</u>

**Statement of Activities**  
For the Years ended December 31, 2005 and 2004

#### REVENUE AND SUPPORT

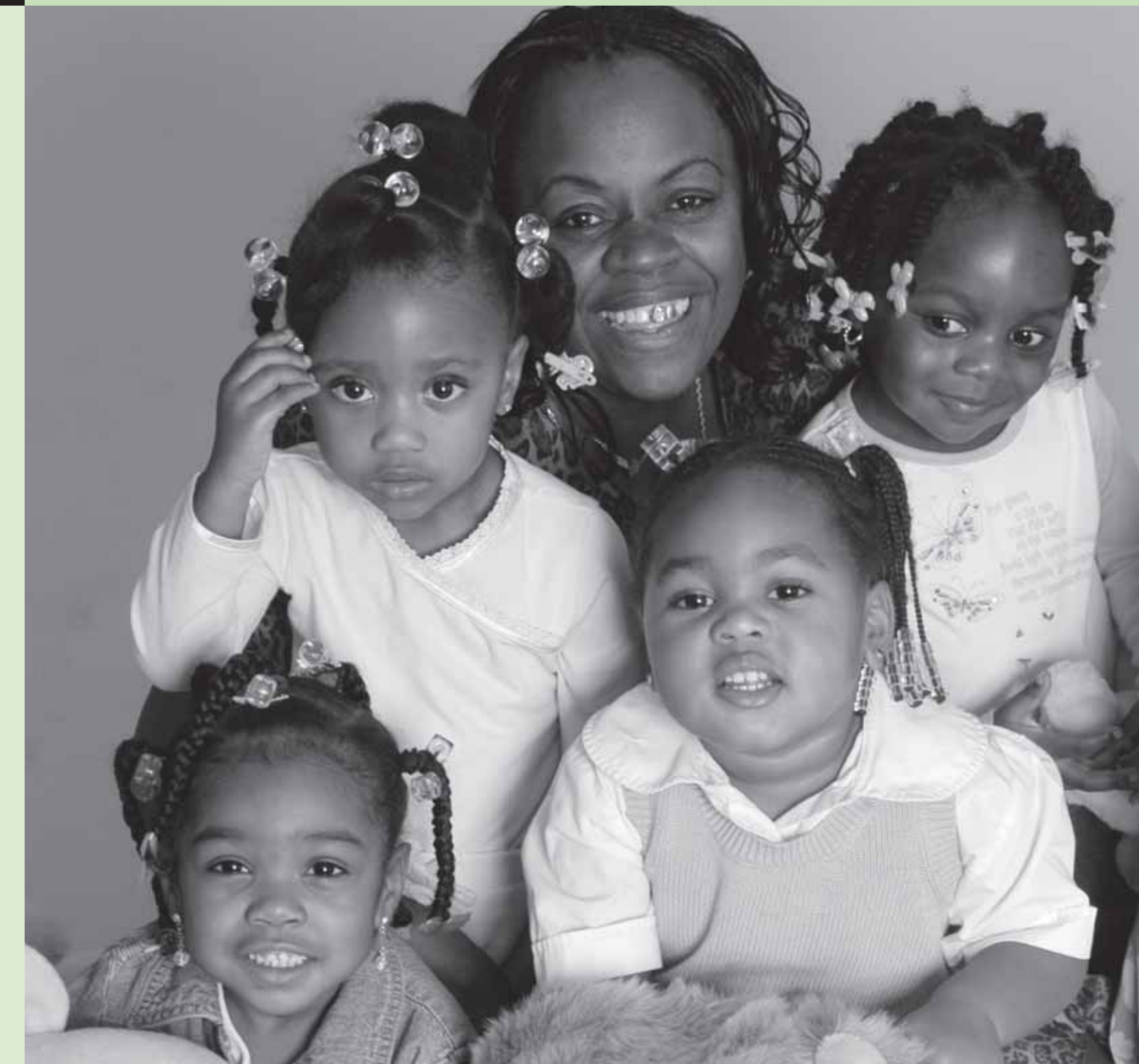
Grants	\$360,492	\$1,344,868
Loan Interest and Other Loan-Related Fees	537,257	495,285
Contributions, including In-Kind Services of \$31,715	201,698	170,463
Investment Earnings	49,146	16,833
Other Revenue and Support	3,207	2,391
Net Assets Released from Restriction	0	0
	<u>1,151,800</u>	<u>2,029,840</u>

#### EXPENSES

Program Services	\$794,167	\$682,224
General and Administrative	79,420	75,623
Fundraising and Development for Grants, Loans and Contributions	114,163	98,899
	<u>987,750</u>	<u>856,746</u>

Change in Net Assets	164,050	1,173,094
Beginning Net Assets	4,137,481	2,964,387
Ending Net Assets	<u>\$4,301,531</u>	<u>\$4,137,481</u>

Note: 2005 and 2004 Financial Reports audited by Arturo Montemayor III, C.P.A. and should be read in conjunction with the related notes.



#### TRUE LIGHT DAY CARE

##### DIRECTORS

**Janet Blake and Rev. J.R. Williams**

##### BUSINESS TYPE

**Child Care**

Janet Blake and Rev. J.R. Williams are community heroes. By clearing abandoned lots and driving out liquor stores, this duo has been a force in building hope in a struggling community. Capably commanding a covey of children, True Light is a premier child care provider for low-income families. True Light also provides education and care to all ages, including a technology center, parenting classes and health services. In 2003, PeopleFund helped True Light refurbish a duplex to enable homeless teenage mothers to raise their children in a safe environment. A model of collaboration and leadership, True Light works day by day to move mountains, and there are 100 smiling faces to show for it.