Latino Community Credit Union
Hardships Latinos / New Immigrants Face Everywhere

- Cultural - Language Barrier
- Discrimination – Housing & Lending
- Fear of Law Enforcement
- Robbery - Fraud
Year 2000 - Latino Community Credit Union:
A grassroots effort to bring Latinos into the financial mainstream
81,000 Members
82% Low income
65% Unbanked
Average age 36
From 136 countries
How did we get here?

A unique approach to economic development
Access: Knocking Down Barriers

Safe and welcoming spaces

Saving lives, one account at a time
Employees:
A True Reflection of the Membership

Bilingual and bi-cultural staff
From 17 different countries
Financial Products Tailored to Meet Member Needs

Alternative credit history
Credit decisions based on member’s character
Financial Education: An Investment in Our Future

20,525 participants, 1,910 graduates
$150,000 in academic scholarships
2018: Where are we now?
Our Footprint of Opportunity
3,800 first time homebuyers

$670 million in total financing

99.9% repayment rate

Largest DACA lender in the country
$330 million in assets

2,650% Asset growth in 15 years

11.5% Primary equity

1.4% Fee income vs. 1.9% peers
We rank...

15% in deposits
14% in assets
12% in loans
6% in members
1% in ROA
2018 ANNUAL CONFERENCE

Luis Pastor
President & CEO
luis@latinoccu.org
www.latinoccu.org