



COMMUNITY LOAN CENTER
OF EAST TEXAS
Affordable Small Dollar Loans



INTRODUCTION & OVERVIEW

Why Work With Us?

Community Loan Center Research Results

CFPB Financial Wellness

CLC borrowers surveyed, scored themselves higher on their financial health survey score compared to their counterparts in a CFPB national financial health benchmark.



66% of CLC borrowers reduced debt



41% of CLC borrowers increased savings



44% of CLC borrowers improved their credit score

Why Work With Us?

Community Loan Center Borrower Survey Findings



55% of our CLCETX borrowers stated our program would deter them from future Payday loans



29% of CLCETX borrowers had previous payday loans



Use of Funds: Paying bills (47%), Special occasions (28%)

Why Work With Us?

Community Loan Center Borrower Survey Findings



98% would borrow again if needed



40% learned of the program through a co-worker

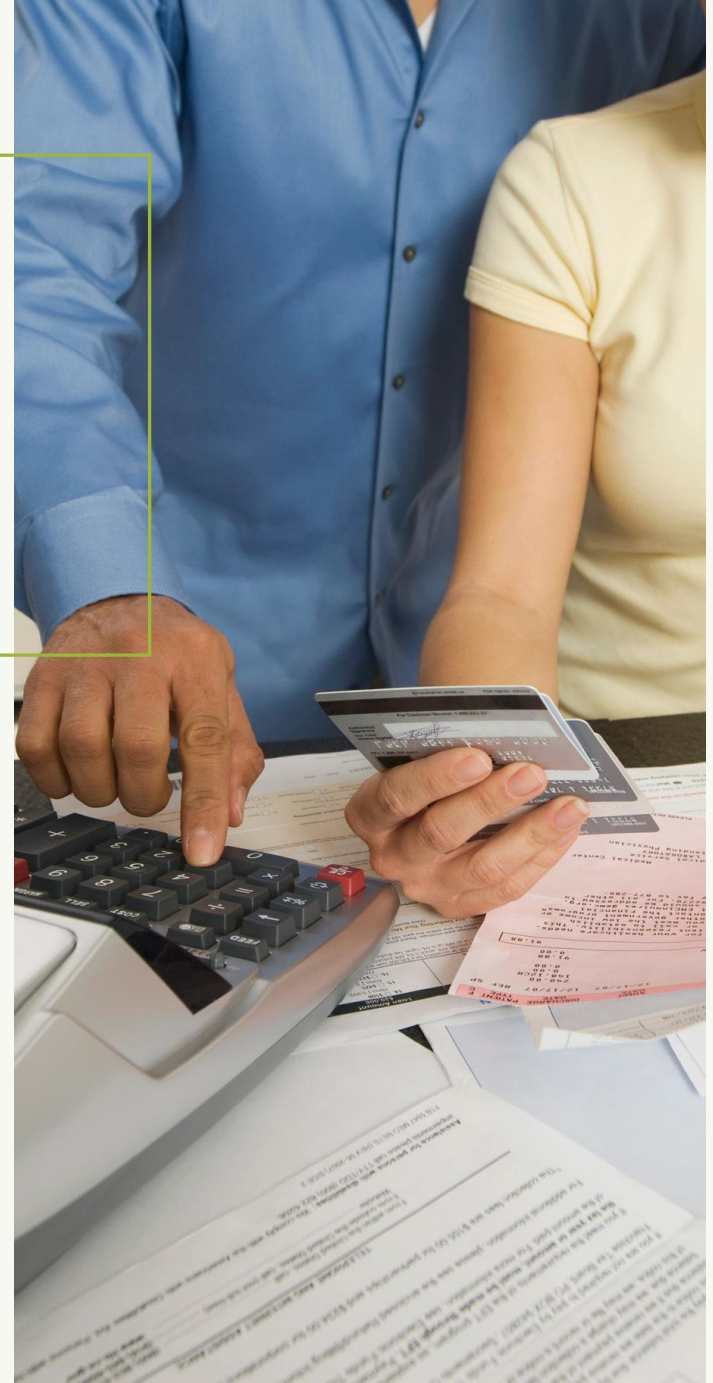


Over 94% thought the loan process was easy

THE SOLUTION

COMMUNITY LOAN CENTER

Alternative: Market-driven,
employer-based employee loan
program



What We Offer



- Fairly priced small-dollar loans with reasonable terms
- Online loan program
- Loan proceeds are deposited in the employee's bank account
- Loan payments by payroll deduction
- Help increase your employee retention in a tight labor market by offering this employee benefit at no cost to the employer!
- Employees may also receive free financial education sessions
- No risk to employers
- Easy to administer



Grants, Program
Related
Investments,
Low-cost Debt
Financing



Community
Reinvestment Act
Credits for Bank
Investors

**NON-
PROFIT
DRIVEN**

COMMUNITY LOAN CENTER TERMS

- Loans from \$400 - \$1,000
 - Or up to half of the borrower's monthly gross pay
 - Twelve-month loan term
- 18% Interest Rate-Total interest costs are about \$38-\$96 depending on loan size/21% annual APR
- \$20 loan administration fee
- \$116.15 total interest/fees on \$1000.00 loan
- No credit checks
- No loan collateral
- No Prepayment Penalties
- Repayments of approx. \$23/week to \$94/month for a \$1,000 loan depending on the employer's payroll cycle

CLC Program Success



- CLCETX recently passed a huge landmark of lending more than \$1 million to East Texans (since inception) as a better alternative to expensive loans!
- Over 87,000 CLC loans to date network-wide
- Active at over 200 employers covering 135,000 employees
- Saved borrowers over \$60 million over the cost of borrowing the same amount with payday loans
- 96% of employee/borrowers surveyed view the CLC loan program as an employee benefit
- 100 % of employees surveyed said they would recommend the CLC loan program to a coworker
- Helps employers increase employee morale and retention

Testimonial

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The community loan program offers a relatively painless way for our employees to get the cash they need upfront while allowing them to pay it back at a low rate over the next year.

We routinely have around 100 employees enrolled in the program. Since offering this benefit five years ago, we have only gotten positive feedback from those who have enrolled.

CITY OF LONGVIEW
HUMAN RESOURCES

Nationwide Expansion



CLC FINANCIAL PARTNERS:

7 TEXAS MARKETS

3 Indiana markets

Baltimore, MD

St. Louis, MO

Research Triangle, NC

Chattanooga, TN

Nashville, TN

Flint and Detroit, MI

Pocatello, ID

Flagstaff, AZ

Denver, CO

Gainesville, FL

Let's Talk



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