



# CASE STUDY

## ***Bellco Credit Union Exceeds 2009 Mortgage Goal With Support From LSI***

**Client:** Bellco Credit Union, Englewood, Colorado, \$2.1 Billion Assets

**Product:** Mortgage Origination and Processing

**Background:**

Bellco Credit Union began their partnership with LSI in March 2004. After years of success with the consumer loan-by-phone service, the credit union chose to partner with LSI for mortgage lending support starting in January 2009. With low rates and government programs spurring demand, Bellco utilized LSI's origination and processing services to effectively manage the growth of their mortgage lending division. As of December 2009, they were on track to eclipse their aggressive year-end goal of \$200,000,000 in closed loans.

**Comment** (quote from internal memo to CU staff and LSI):

“Here is to a great month and a fantastic year-end finish. Thank you all for your hard work this year and **to our partners at LSI, we could not have achieved these numbers without your partnership.**”

Lynn Kendall, CMB  
Operations Manager, 1st Mortgages