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Illinois-based Financial Services Firm LSI Expands to Downtown Albuquerque

New Employer Will Create 170 New Jobs in the Next Three Years

ALBUQUERQUE – LSI, one of Chicago’s fastest growing companies, announced today that it has selected Albuquerque for its first new office outside of Illinois. The financial services company anticipates creating approximately 170 new jobs over the next three years.

LSI, which was founded by three friends in 1994, provides contact center services and consulting programs to credit unions, banks and other financial institutions throughout North America. Headquartered in Elgin, Illinois, the company has two additional offices in the Chicago metro area. LSI generated more than \$45 million in revenue in 2018.

The company anticipates opening its Albuquerque office in June of this year, creating careers for people in the financial services industry. LSI, which was named Illinois’ 2018 Employee-Owned Company of the Year and one of the *Chicago Tribune’s* Top Work Places in 2017, prides itself on delivering *Remarkable Service*. LSI’s ACADEMY provides best-in-class paid training to each new employee.

“We attract people who are looking to invest in themselves, their career and their future,” stated Dave Brooke, Executive Vice President of LSI.

“People are our most valuable asset. Our company is comprised of hardworking associates who are dedicated to helping people,” said Lee Kolquist, CEO of LSI. “We count ourselves fortunate to have found a strong community full of passionate people who are looking for a new opportunity. We are proud to call Albuquerque home.”



LSI has leased approximately 18,000 square feet of office space on the 7th floor of Century Plaza, located at 400 Tijeras Avenue in downtown Albuquerque.

“Our city has enormous potential, and we are glad to welcome LSI to be part of that in downtown Albuquerque with its new Financial Services Contact Center operation,” said Mayor Tim Keller. “This project will benefit Albuquerque with 178 new full-time jobs with benefits and more than \$2 million to be spent with local construction companies. Our goal is to focus and play to our strengths to create quality jobs, foster broad-based growth, and ignite innovation.”

LSI was founded with the goal to help people with their personal finances. Today, in the organization’s 25th year in business, LSI has more than 300 credit union and bank clients. Every day LSI helps thousands of people across the country.

The majority of LSI’s new employees do not have previous experience in the financial services industry. Through LSI’s ACADEMY, employees are able to build the skills necessary to be the best in the industry. LSI’s employees help people with their personal banking needs, personal loan applications, auto loans and mortgages. And, as an employee-owned company, LSI is dedicated to helping children and families in need through its volunteer and fundraising efforts for the Ronald McDonald House Charities – making a difference in the communities where employees live and work.

“LSI is a well-respected employer, and we are so pleased that its leadership selected Albuquerque for its first expansion outside of Illinois,” said Jim Chynoweth, Chair of the Board for AED. “The company will be creating an estimated total economic impact of \$32 million and generating an estimated \$6.5 million in new payroll. LSI’s decision further validates the benefits our market provides employers, including access to available talent, affordability and certainty of operations in a low-risk location.”

LSI engaged Jeff Lindenmeyer and Chris O’Leary with Avison Young in Chicago to help with its location search, and the site selection firm pointed LSI in the direction of Albuquerque and other locations in the region. AED first began working with LSI in November 2015 after an introduction by Paul Cook, Senior Advisor for SVN/Walt Arnold Commercial Brokerage, Inc., who represented the company locally.



LSI's decision is the latest in a series of announcements from other employers selecting downtown Albuquerque for new or expanded offices, including TaskUs (700 jobs), Carenet Healthcare Services (224 jobs), RS21 (80 jobs), Rural Sourcing Inc. (50 jobs), LAVU (50 jobs), Xpansiv (30 jobs) and AED (10 jobs).

For more information about LSI, visit www.MyLSIcareers.com.

About LSI

LSI believes in helping people. In 1994, three friends shared a vision. Mark Johnson, Phil Stewart and Rex Johnson created a new way to leverage technology in order for financial service companies to *Connect People with People*. They believed then, as they still do today, that engaging conversations nurture loyalty. This foundation drives LSI's passion to deliver flexible solutions and *Remarkable Service* for its clients. LSI is an employee-owned company with offices in Elgin, Illinois; Naperville, Illinois; Chicago, Illinois; and now Albuquerque, New Mexico. With more than 600 employees, LSI offers individuals a career path in the financial services industry, providing great benefits such as paid training through the LSI ACADEMY, health insurance and 401(k). To learn more about LSI, visit www.MyLSIcareers.com.

About AED

AED is a private, nonprofit organization whose mission is to recruit business and industry, help local companies grow and generate quality job opportunities throughout the Albuquerque metro area. AED provides confidential assistance to businesses considering the area for expansion and new investment. Since its creation in 1960, AED has recruited nearly 240 companies and more than 35,000 jobs to the Albuquerque metro area. AED also provides retention and expansion assistance to existing industry. To learn more about AED, visit www.abq.org.

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