



**Latino Economic
Development Center**

Stable Housing. Thriving Businesses. Strong Communities.

FY2025

**IMPACT
REPORT**

A letter from our CEO and Board Chair

As LEDC approaches 35 years of service, we are reminded that LEDC has always been more than a set of programs. It is a community built on trust, resilience, and a shared belief that everyone deserves the opportunity to thrive.

This year, that commitment has mattered more than ever. In a time marked by economic uncertainty and shifting realities, we have seen entrepreneurs adapt in real time, rethinking their business models, finding new ways to serve their customers, and continuing to take risks in pursuit of stability and growth. We have seen families work tirelessly to maintain their footing, navigating rising costs and complex systems while striving to build a more secure future. And we have seen communities show up for one another in powerful ways, leaning on connection, trust, and shared resilience.

Through it all, LEDC has remained present, responsive, and grounded in the needs of the people we serve. We have listened closely, adjusted quickly, and continued to meet people where they are, recognizing that no two journeys are the same.

Our role is not only to provide resources, but to stand alongside our community in the moments that matter most. That can mean helping a business owner access the capital they need to keep their doors open, working with a tenant to navigate challenges and protect their housing, or supporting an individual as they build financial knowledge and confidence over time. It also means creating spaces for connection, learning, and shared growth, where people are not navigating these challenges alone. We are proud to be a steady and trusted presence, offering both practical support and a sense of partnership.

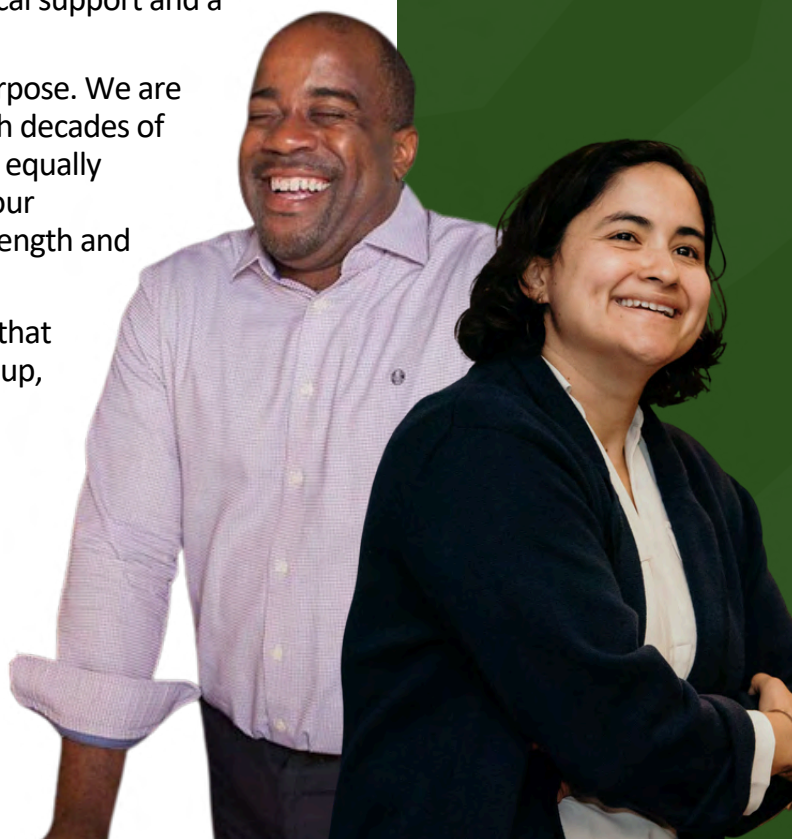
This 35 year milestone, we carry both pride and purpose. We are proud of the foundation that has been built through decades of partnership and community leadership. But we are equally focused on what lies ahead. The challenges facing our communities are real and evolving, but so is the strength and determination within them.

That is what gives us confidence in the future. And that is what drives our continued commitment to show up, to listen, and to build alongside our community for the next 35 years and beyond.

Thank you for being part of this work.

Emi Reyes
Chief Executive Officer

Darryl Maxwell
Chair of the Board





LEDC's Board of Directors

BOARD CHAIR, DARRYL MAXWELL

Faculty & Managing Attorney of DC Bar Pro Bono Center

TREASURER, ROBERT ACEITUNO

Owner of Robert Aceituno, CPA

SECRETARY, ORLANDO VELEZ

Director, Enterprise Community Partner

FERNANDO LEMOS

Executive Director, Mi Casa

COURTNEY MATSON

Partner, BroadBranch Advisors

CARLOS TALAMANTE

Senior Vice President, Bank of America Private Bank

JEFFREY VIQUE

Customer Success Manager, ServiceNow



LEDC's Senior Leadership Team

EMI REYES

Chief Executive Officer

ISIS SALMERON

Chief Financial Officer

ASHLEY BERGERON

Director of Human Resources

NICOLE DURLER-MONTANT

Director of Development

BRIA HODGE

Director of Small Business Development

ELLIE OWEN

Director of Direct Community Investments

HECTOR SANTIAGO

Director of Operations

WALDA YON

Director of Housing Programs



FY2025

Executive Summary

LEDC drives economic advancement by closing critical gaps in access to capital, knowledge, and opportunity. Through an integrated approach that combines financing, technical assistance, and housing support, we equip entrepreneurs and families to build stability, grow assets, and achieve long-term prosperity.

Total Clients Served
Across All Programs

8,388

Total First-Time
Homebuyers

409

Residents Received
1:1 Housing Counseling

856

83 Loans
Deployed Totaling

\$3.7M

Total Jobs
Retained or Created

2,612

Total Grants
Deployed

\$4.9M

4,098 Housing
Clients Served

2,650 Entrepreneurs
Served



Small Business Development Services

Small businesses are the backbone of the DMV's economy and culture. At LEDC, we do more than support entrepreneurs; we invest in their long term success. Through bilingual, sector specific programming and coaching, LEDC equips local entrepreneurs with the tools they need to thrive in one of the most competitive markets in the country.

Our Small Business Development team works with entrepreneurs at every stage, from idea to expansion, strengthening business fundamentals, improving financial readiness, and preparing owners to access responsible financing. The result is stronger businesses, local job creation, and increased economic mobility across the communities we serve.

2025 Small Business Impact

**Total Clients
Served**

2,650

**SBD Workshop
Attendees**

1,049

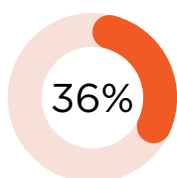
**Entrepreneurs that Received
Technical Assistance**

999

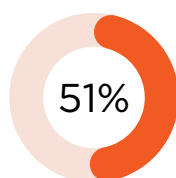
**Technical Assistance Hours
Entrepreneurs Received**

4,161.75

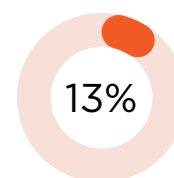
Washington DC



Maryland



Virginia



**Scan or Click below to watch
the full interview with
Maria Hernandez,
Founder of the Scientist Quilter!**



Cohort-Based Programming

LEDC's cohort based programs bring entrepreneurs together to learn, grow, and build community. Our participants strengthen key business skills while connecting with other small business owners facing similar challenges. It is a model that focuses on training, peer support, and hands on guidance from our advisors. The sense of community that is created in our Cohort programs is an integral part of the growth of the entrepreneurs that graduate.

Total Cohorts

21

Total Sessions

201

317

Total Graduates

86%

Graduation Rate

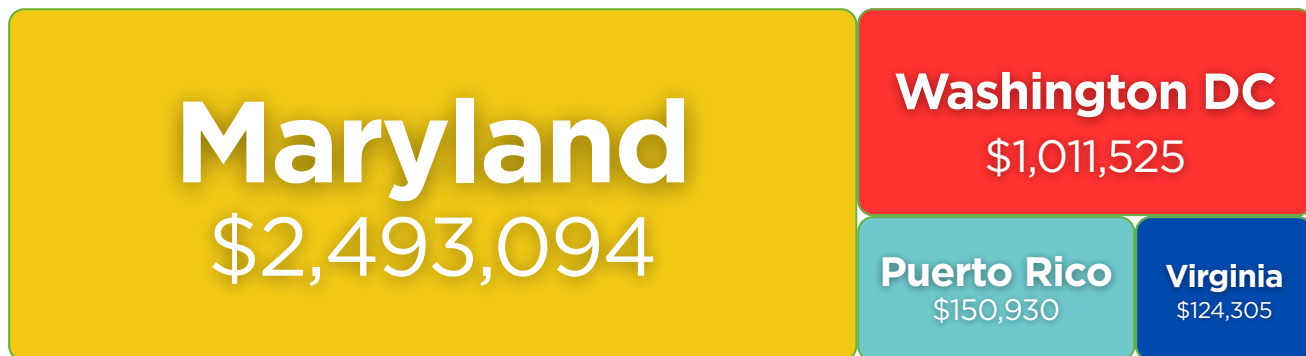


Small Business Lending Services

As a certified Community Development Financial Institution (CDFI), LEDC provides responsible, community focused lending that expands access to capital for entrepreneurs who are often overlooked by traditional financial institutions. Today, LEDC is one of the leading CDFIs in the Greater Washington region, supporting small businesses with flexible financing and personalized guidance. LEDC’s Lending services are crucial to the local economy by creating and retaining jobs, and strengthening local entrepreneurs and their ventures.

2025 Lending Impact

Deployed 83 loans totaling \$3,771,378



Scan or Click below to watch the full interviews with Chef Lee (SHIA) and Chef Alam Mendez (Apapacho Taqueria)!



Apapacho
Taqueria



SHIA
Restaurant

Housing Education and Counseling Services

LEDC's Housing Education and Counseling Services help individuals and families navigate the path to stable and affordable housing. Our team provides the guidance and tools needed to make informed financial and housing decisions through one on one counseling and homebuyer education. Whether preparing to purchase a first home, improving personal finance habits, assisting residents with tenant oriented services, or preventing foreclosure, we support clients every step of the way toward long term housing stability.

2025 Housing Impact

**Total Clients
Served**

4,098

**Total Down Payment
Assistance Secured**

\$4.5M

**Residents Received
1:1 Housing Counseling**

856

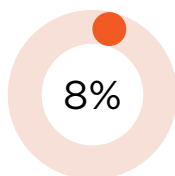
**Total First-Time
Homebuyers**

409

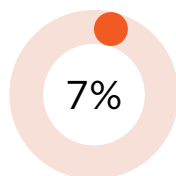
**Total Property
Purchase Price**

\$282M

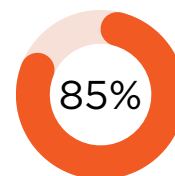
Washington DC



Maryland



Virginia



631 Tenants Received
1:1 Support

2,611 Units Preserved
as Affordable

2025 LEDC Housing Fair



Direct Community Investment Community Impact Grants

LEDC's Direct Community Investments (DCI) Team mobilizes and deploys capital directly into communities by partnering with public and philanthropic institutions to administer pass-through grants and financial assistance for residents and entrepreneurs.

Beyond disbursement, DCI integrates funding with targeted technical assistance and business support, helping entrepreneurs and families access resources and use them effectively to stabilize and grow long-term. This combined approach ensures that capital is not deployed in isolation, but as part of a broader pathway toward economic opportunity and sustainability. In addition, LEDC offers consumer lending products such as credit builder loans, designed to help individuals establish or improve their credit, unlock access to traditional financial systems, and strengthen their long-term financial health.

Total Assistance
Awardees

693

Total Funds
Deployed

\$4.93M

Total Programs
Managed

8

DCI Managed Financial Programs

Key Bridge Small Business Support Grant: 25 Awardees | \$1,000,000 disbursed

FY25 DSLBD Great Streets: 13 Awardees | \$159,886.22 disbursed

Empower by GoDaddy FY 25: 330 Awardees | \$329,900.00 disbursed

RR DSLBD FY25: 57 Awardees | \$570,000 disbursed

RR DSLBD FY24 (disbursed in FY25): 80 Awardees | \$778,727 disbursed

NFHA: 10 Awardees | \$78,550

THRIVE: 192 Beneficiaries | \$2,548,067 worth of consulting services disbursed

Credit Builder Loan: 15 Borrowers | \$36,975 disbursed

\$141M

Total Funds Deployed since the creation
of the DCI Program in 2020

Financial Empowerment Program

LEDC's Financial Empowerment programs help individuals and families build the financial knowledge and confidence needed to achieve long term stability. Through workshops and one on one coaching, participants learn how to manage credit, create budgets, build savings, and plan for their financial goals. By strengthening financial skills and access to resources, we help community members take control of their financial future.

2025 Financial Empowerment Impact

Total Workshop
Attendees

535

Clients Reached
Through Events

849

Clients Referred to SBD,
Lending & Housing

20

Clients that Received
Coaching

141

Coaching Hours
Clients Received

168



LEDC

Financial Outlook



A NOTE FROM OUR CFO:

“For 34 years, LEDC has paired its mission with sound financial stewardship, building a foundation that allows us to serve our communities with consistency and resilience. As of FY2025, LEDC has accumulated over \$16.5 million in net assets, expanding our capacity to invest in the communities we serve and respond to evolving needs.”

- Isis Salmeron, Chief Financial Officer, LEDC

Net Assets
(as of FY25)

\$16.5M+

Lending Portfolio
(Active as of FY25)

\$10M+

Grants Deployed to
Small Businesses

\$141M+

Grant Disbursements & Lending Portfolio



Financial Position & Scale

Our lending portfolio approaches \$10 million, expanding access to capital for small businesses across our region. LEDC has deployed more than \$141 million in grants to small businesses over time. Healthy liquidity and reserves position us to navigate uncertainty while continuing to invest in our programs and infrastructure.

Building for the Long Term

This year, we established LEDC's first investment account to manage reserves more effectively and generate additional income; the beginning of a legacy-focused approach. We have also expanded our ability to accept non-cash contributions, including stock and securities donations, creating new ways for partners to invest in our work.

Looking Ahead to FY2026

As we approach our 35th anniversary, our priority is clear: scale our impact while preserving the financial discipline that makes that growth possible. With a solid foundation and a clear long-term vision, LEDC is well-positioned to remain a trusted partner in our community—today and for generations to come.

FY2025

LEDC Finances

ASSETS	2025	2024
Current assets:		
Cash and cash equivalents	\$6,451,308	\$4,673,737
Loans receivable	\$2,510,799	\$2,404,492
Grants receivable	\$1,894,746	\$3,112,606
Other receivable	\$14,301	-
Loan participation receivable	\$145,694	-
Prepaid expenses	\$47,276	\$25,886
Total current assets	\$11,064,124	\$10,216,721
Cash, restricted for Microloan Fund	\$1,208,481	\$1,457,541
Cash, restricted	\$408,087	\$456,933
Loans receivable, net, non-current	\$6,877,859	\$6,931,592
Loan participation receivable	-	\$182,577
Property and equipment, net	\$2,040,105	\$2,117,668
Right of use asset, operating, net	\$190,852	\$288,675
Right of use asset, finance, net	\$71,306	\$6,563
Investment in Acceso	\$822,859	\$822,859
Deposits	\$9,461	\$258,216
Total assets	\$22,702,134	\$22,739,345
LIABILITIES AND NET ASSETS		
Current liabilities:		
Accounts payable and accrued expenses	\$606,317	\$1,080,719
Lines of credit and notes payable	\$740,188	\$246,891
Refundable advances	\$594,278	\$843,043
Funds held for others	\$487,088	\$468,429
Current portion of operating lease liability	\$88,623	\$88,823
Current portion of finance leases liability	\$17,463	\$6,575
Total current liabilities	\$2,534,157	\$2,734,480
Operating lease liability, net of current portion	\$111,029	\$199,852
Finance leases liability, net of current portion	\$55,119	-
Lines of credit and notes payable, non-current	\$3,415,269	\$3,047,196
Total non-current liabilities	\$3,581,417	\$3,247,048
Total liabilities	\$6,115,574	\$5,981,528
NET ASSETS		
Without donor restrictions	\$14,805,952	\$15,559,978
With donor restrictions	\$1,760,608	\$1,197,639
Total net assets	\$16,566,560	\$16,757,617
Total liabilities and net assets	\$22,702,134	\$22,739,345

Your Giving Matters

LEDC WILL BE CELEBRATING 35 YEARS ON JULY 2026!

- The LEDC 35 Club is a recurring giving campaign commemorating LEDC's 35th Anniversary.
- The structure is simple: Set up a monthly donation of min. \$35.
- Once you set it up, you automatically join the Club!
- The LEDC 35 Club opens the door for a new era of connection to the organization and *our* community

JOIN TODAY

www.ledcmetro.org/donate



Latino Economic
Development Center

LEDC 35 CLUB



Stable Housing. Thriving Businesses. Strong Communities.

www.ledcmetro.org | (202) 540-7400
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