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## PRESS RELEASE

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## CU Business Group Reaches 500 Credit Union Clients

(Portland, OR – November 17, 2015) – With the addition of 35 new credit union clients so far this year, business services CUSO CU Business Group, LLC is now serving more than 500 credit unions in 46 states.

“Credit unions continue to see business services as a growth and diversification opportunity,” commented CUBG President/CEO Larry Middleman. “While some are just getting started, others are ramping up to serve larger, more sophisticated businesses and are coming to CUBG for assistance and expertise.”

Recent credit union additions to CUBG’s client list include:

Credit Union	Assets	Location
AOD Federal Credit Union	\$276M	Oxford, Alabama
Austin Telco Credit Union	\$1.3B	Austin, Texas
BMI Federal Credit Union	\$411M	Dublin, Ohio
Bulldog Federal Credit Union	\$130M	Hagerstown, Maryland
Generations Federal Credit Union	\$551M	San Antonio, Texas
Greater TEXAS Federal Credit Union	\$554M	Austin, Texas
Heart of Louisiana Credit Union	\$98M	Pineville, Louisiana
Malheur Federal Credit Union	\$102M	Ontario, Oregon
Skyward Credit Union	\$254M	Wichita, Kansas
Southland Credit Union	\$576M	Los Alamitos, California

These clients have engaged CUBG for a variety of program assistance including back office commercial lending support for underwriting, loan documentation, and annual reviews. The CUSO has also seen rapid growth in requests for third party reviews of the business lending portfolio and operations, and has assisted several credit unions with business deposit program design and support. Other recently added clients have turned to CUBG to buy or sell business loan participations through CUBG’s nationwide participation network.

“In a recent poll conducted by CUBG, 86% of credit unions said they plan to expand, grow, and do more in business lending in the next three years while 75% of credit unions said they plan to do more in business deposits,” Middleman explained.

“At the same time there are credit unions looking to simply maintain their current programs that need additional help with annual reviews, policy guidance, or education for their staff. CU Business Group is fortunate to be able to assist credit unions in all of these areas.”

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In an average month, CU Business Group's team of 20 business lenders underwrite more than 60 loans and do over 75 annual reviews. Additionally, the CUSO prepares an average of 150 sets of loan documents each month, and offers a variety of on-demand webinars and in-person training courses.

CU Business Group added 41 new credit unions in 2014 and currently has a 98.6% client retention rate.

### **About CU Business Group**

Established in 2002, CU Business Group, LLC, provides a wide array of business lending, deposit, and consulting services to credit unions nationwide. CU Business Group provides products and technical expertise to credit unions with advanced business programs, and all the basics for those just starting out. Based in Portland, Oregon, with offices in the West, Southwest and Eastern U.S., CU Business Group has a staff of 36 professionals and is the largest business services CUSO in the industry, serving more than 500 credit unions in 46 states. For more information, visit [www.cubg.org](http://www.cubg.org).

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