



PRESS RELEASE

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CUs Maintain Lower MBL Delinquencies, Charge-Offs Than Banks

(Portland, OR – March 15, 2010) – Credit unions continue to maintain lower member business loan delinquency and charge-off rates than their banking counterparts.

In analyzing NCUA and FDIC data from December 31, 2009, Business Services CUSO CU Business Group determined that the total MBL delinquency rate for all banks was 6.97% while credit unions showed total MBL delinquencies of 5.31%. Banks with less than \$1 billion in assets had total MBL delinquencies of 6.19%.

For the same period, credit unions had total MBL charge-offs of 0.65% while all banks showed 2.45% and banks with less than \$1 billion in assets had 1.59%. All figures represent percentages of net member business loans outstanding as of 12/31/09.

“Credit unions typically focus more on multifamily and commercial real estate loans, so they’ve had less exposure to commercial, industrial and construction type lending, where the bulk of the problems lie,” explained CUBG President/CEO Larry Middleman. “By sticking to plain vanilla deals and avoiding riskier business lending like speculative construction loans and large operating lines of credit, credit unions continue to effectively manage business loan risk.”

The 164 credit unions for which CU Business Group regularly underwrites member business loans showed 2.28% in total MBL delinquencies and 0.24% in total MBL charge-offs. “It’s pleasing to see that CUBG’s credit unions are maintaining a superior level of credit quality compared to the industry. We work very hard on thorough underwriting and due diligence and it shows in the results,” commented CUBG Senior Vice President/Chief Credit Officer Larry Robbins.

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 24 professionals and is the largest business services CUSO in the industry, serving over 320 credit unions in 39 states.

Please see graphs on page 2

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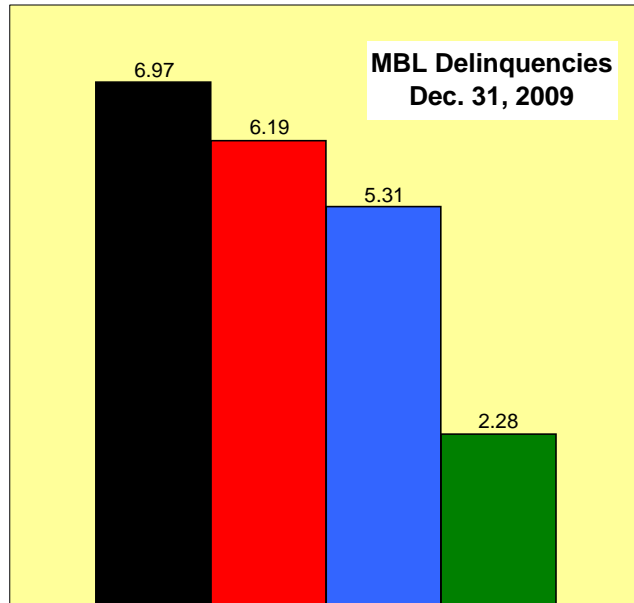


Business Loan Delinquencies as a Percent of MBL Outstandings

- All Banks
- Banks < \$1B Assets
- All Credit Unions
- CU Business Group

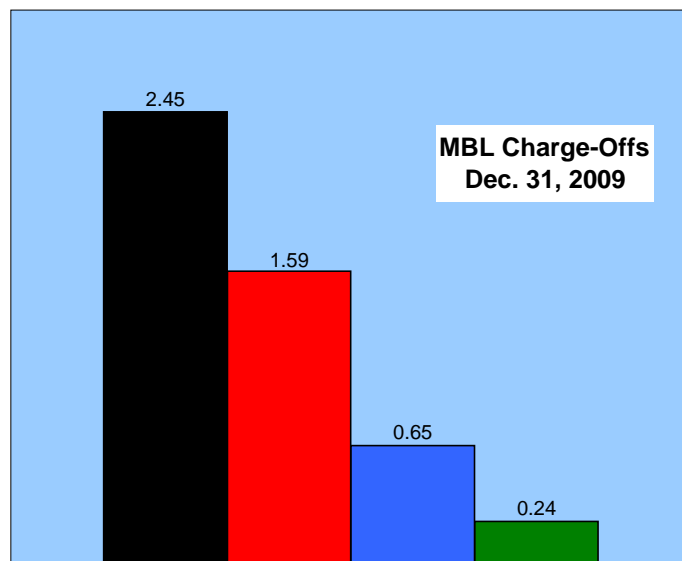
"CUBG credit unions" are those credit unions for which we regularly underwrite (164 credit unions)

Of the CUBG credit unions, 41 have past dues on the books and 123 have zero past dues



Business Loan Charge-Offs as a Percent of MBL Outstandings

- All Banks
- Banks < \$1B Assets
- All Credit Unions
- CU Business Group



Source: FDIC call report and NCUA 5300 reports

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