



Problem Loan & Workout Services

After the business loan is closed, periodic risk monitoring is essential to ensure ongoing credit quality. CU Business Group can help with the necessary monitoring and follow-up on the loan. Our risk monitoring service provides a periodic review of the financial health of the business as well as industry and economic conditions that may adversely affect the business. We also ensure your loan file documentation is updated and requirements such as UCC filings and insurance are in place.

Problem Loan Services

CU Business Group can also help with past due loan situations. If identified early, problem situations can often be rectified through proactive steps to re-work the loan and make necessary changes to cash flow. CUBG can assist your credit union with the following action items:

- Updating the analysis of the borrowing entity and guarantors' financial condition
- Reviewing the collateral for an updated valuation
- Identifying options for restructuring the loan to better fit the situation
- Designing a workout plan to present to the borrower
- Advising your credit union in dealings with attorneys and other technical specialists

CUBG's problem loan consulting services are billed on a time and effort basis at \$100 per hour for Member credit unions and \$150 per hour for all other credit unions.

Managing Problem Commercial Real Estate Loans

If the situation deteriorates and the credit union is considering foreclosure or other serious remedies, CU Business Group can also provide technical consulting assistance on the collateral.

CUBG can evaluate a single commercial real estate asset or a group of assets. Our team will provide independent assessments of commercial real estate loans and properties to identify possible risks, determine current valuations, and create appropriate exit strategies that maximize value. This service typically begins with an asset review, which includes an analysis and initial recommendations to achieve maximum recovery value. The initial asset review report consists of the following information:

- Market analysis and comparables
- A performance summary and scenario analysis going forward
- Options and recommendations for maximum recovery
- A telephone conference call to discuss the report and options to proceed

CUBG is available for an initial telephone consultation at no cost to your credit union.



The Core Staff

Dan Goodrich, Loan Workout Specialist

34 Years Experience



Dan Goodrich is a 34-year financial industry veteran. His background includes significant experience in managing problem loans and workouts, particularly in the area of commercial real estate. Dan also has an extensive background in originating all types of business loans and has served as a commercial loan officer and national production manager in commercial real estate lending. In his role at CUBG, Dan advises credit unions on problem loan situations and executing the best possible workout solution.

Jim Brekke, SVP/Chief Credit Officer

38 Years Experience



Jim brings 38 years of commercial lending, banking, and credit union experience to CU Business Group. As a tenured chief credit officer, Jim has proven success in all aspects of commercial lending, including managing loan growth and credit quality in large business loan portfolios. He has extensive background in originating all types of secured and unsecured business loans including commercial real estate, lines of credit, term loans, agriculture, faith-based and Small Business Administration (SBA) loans. Jim has in-depth experience in administering commercial loan programs, from soliciting loans to developing and administering a commercial loan portfolio, and has managed portfolios ranging from \$15 million to \$800+ million. Jim leads the commercial loan underwriting group and regularly consults with credit unions on business loans.

Dan Goodrich, Loan Workout Specialist

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