

NATIONAL ASSOCIATION OF CREDIT UNION SERVICE ORGANIZATIONS

Guy Messick
General Counsel

Jack Antonini
President

WHO AND WHAT

Board of NACUSO

- Three credit union CEO's (Workers' CU, Maps CU & Parsons FCU)
- CUSOs
 - Open Technology Solutions
 - CU Revest
 - CUSO Financial Services
 - PSCU
 - CU Direct
 - COOP Financial (until recently)
 - The Veridian Group
 - Michigan Business Connection
 - Callahan & Associates

Management and Staff

- President – Jack Antonini
- Operations Manager – Shawna Luna
- Membership Manager – Denise Wymore
- General Counsel – Guy Messick
- Chief Financial Officer – Bob Frizzle
- Advocacy Advisor – Dennis Dollar & Associates.

Services Provided

- Education
 - Teaching Best Practices
 - Conferences
 - Webinars
 - Articles and Blogs
- Networking
 - Source and Vetting of New Ideas
 - Connecting Innovators within CU's and outside CU's
- Advocacy
 - NCUA
 - State Regulators
 - Consumer Law Regulators

Regulatory Advocacy

- Past Issues
 - CUSO Risk Rating
 - Member Business Lending
 - CUSO Regulation Revisions
- Current Issues
 - Lending Powers Expanded to Permit All Types of Loans a Credit Union May Make.
 - Extending the Right to Register (as Opposed to License) under the SAFE Act.



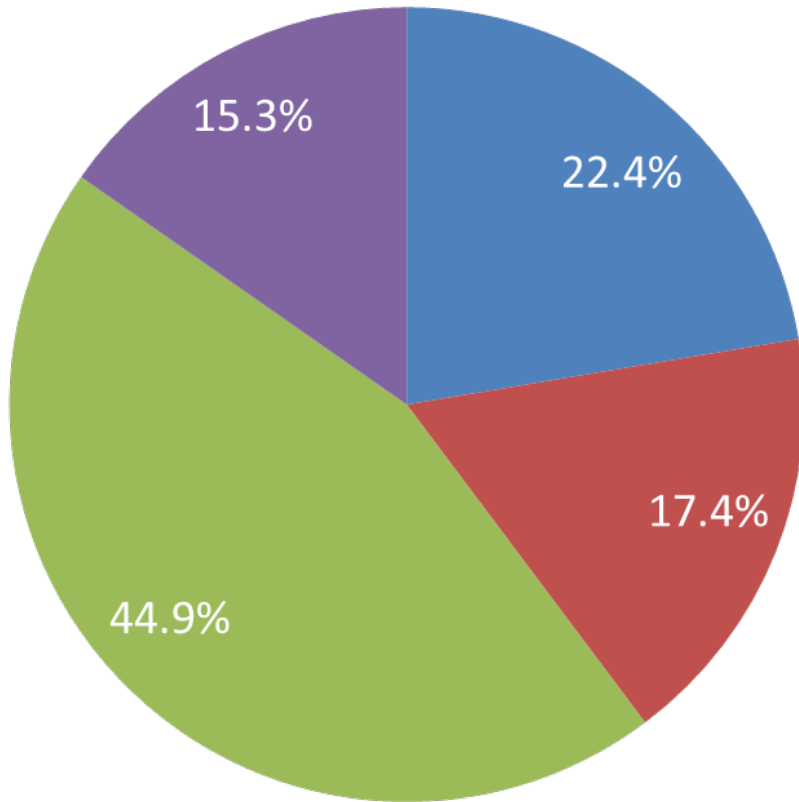
CUSO Information Resources

- NCUA Registry
- 2017 CUSO Directory: A Guide to CUSOs and Their Partners
- CUSO Analyzer

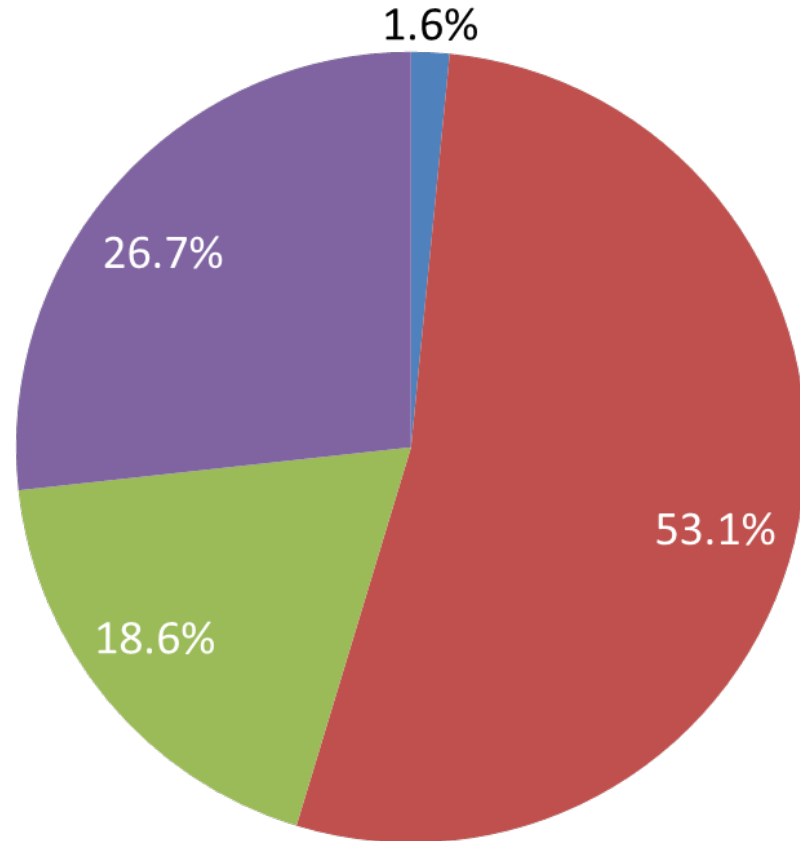
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NCUA Service Classifications

Multi-owned CUSOs by Service Type



Wholly Owned CUSOs by Service Type



■ Technology Services ■ Financial Services ■ Lending Services ■ Other Services

CU Analyzer – Search Functions

- By CUSO name
- By state to see what CUSOs are headquartered in your state
- By credit union to see what CUSO investments they own
- By wholly owned versus multi-owned CUSOs
- By services provided

Powered by:



720

384

Deeper Data Collecting

- CUSOs that did not register (asleep at the switch)
- CUSOs that did not register because they did not know they were CUSOs
- CUSO subsidiaries that did not register.

WHICH STATE HAS THE
MOST CUSOS?

CUSOs per States

- CA – 77
- TX - 75
- VA – 54
- MI – 47
- NY - 46
- FL – 43
- IN – 37
- PA – 33
- MA – 31
- WA – 31
- OH - 30
- OR – 25
- MD – 24
- WI – 24
- IL – 21
- ME – 20
- MN – 20
- NJ – 20
- KS – 19
- TN – 19
- AL - 18
- CO – 17

CUSOs per States

- NC – 16
- VT - 15
- IA – 14
- GA – 13
- AZ – 12
- ND – 12
- CT – 11
- SC - 11
- HI – 10
- MO – 10
- NH – 10
- SD – 10
- NM - 9
- AK – 8
- OK – 8
- LA – 5
- NE – 5
- VT – 5
- WY – 5
- KY – 4
- NV – 4
- ID – 3

CUSOs per States

- MT – 3
- DC- 3
- AK – 2
- WV - 2
- PR – 2
- DE – 1
- MS – 1
- GU -1
- RI – 0
- VI - 0

By Number of Owners

- COOP Fin Serv (772)
- PSCU (425)
- CU 24 (267)
- CU*Answers (129)
- CSCU (116)
- CU Direct (83)
- Wiscub (78)
- Xtend (70)
- CU Centers (68)
- CU Mortgage (62)
- ICUL (57)
- CU Solutions (55)
- CU Coop Branching (52)
- PA CU Serv Cen (50)
- CU Serv Co of VA (45)
- CUSO Financial (45)
- CU Mortgage Assoc (44)
- CU Service Network (43)
- Cooperative Serv (41)
- Member Bus Lending (39)

www.nacuso.org

www.cusolaw.com

April 15 – 18, 2018
Disneyland
Anaheim, CA



Next Big Idea Winners

- 2013 – NOWaccount
- 2014 – nCino
- 2015 – IdentityX
- 2016 – Rate Reset
- 2017 – Constellation Digital Partners

KRIS KOVACS

Coastal Federal Credit Union &
Constellation Digital Partners, LLC