

\$13 Million in Assets
5,300 Members

**Pacific NW
Union Ironworkers**

3 Branch Locations

**Portland OR
Seattle WA
Spokane WA**

Pacific NW Ironworkers

- New CEO March 2010
- Net Worth Restoration Plan March 2010
- Received NCUA Low Income Designation June 2010
- Received CDFI Certification March 2011

Pacific NW Ironworkers

- 3 Branches
 - Portland
 - Seattle
 - Spokane

4 full time staff

1 part time staff person

Pacific NW Ironworkers

Our Technology has allowed create efficiencies which has helped us to run lean yet provide all the same programs as larger institutions:

Remote Deposits-Mobile App

Online Account Access

Apply for Loans Online

ACH

Checking

Debit Cards

Email Statements

Payday Lending

Opportunity

Researched findings and found....

- Loan Losses were not coming from riskier borrowers
 - Our A+ - B Borrowers
 - 61% of charge offs in 2012
 - 80% in 2011
- These were our Loyal Members
 - Predatory lenders are charging our members 29% vs our loan rates 16% for D borrower

2013

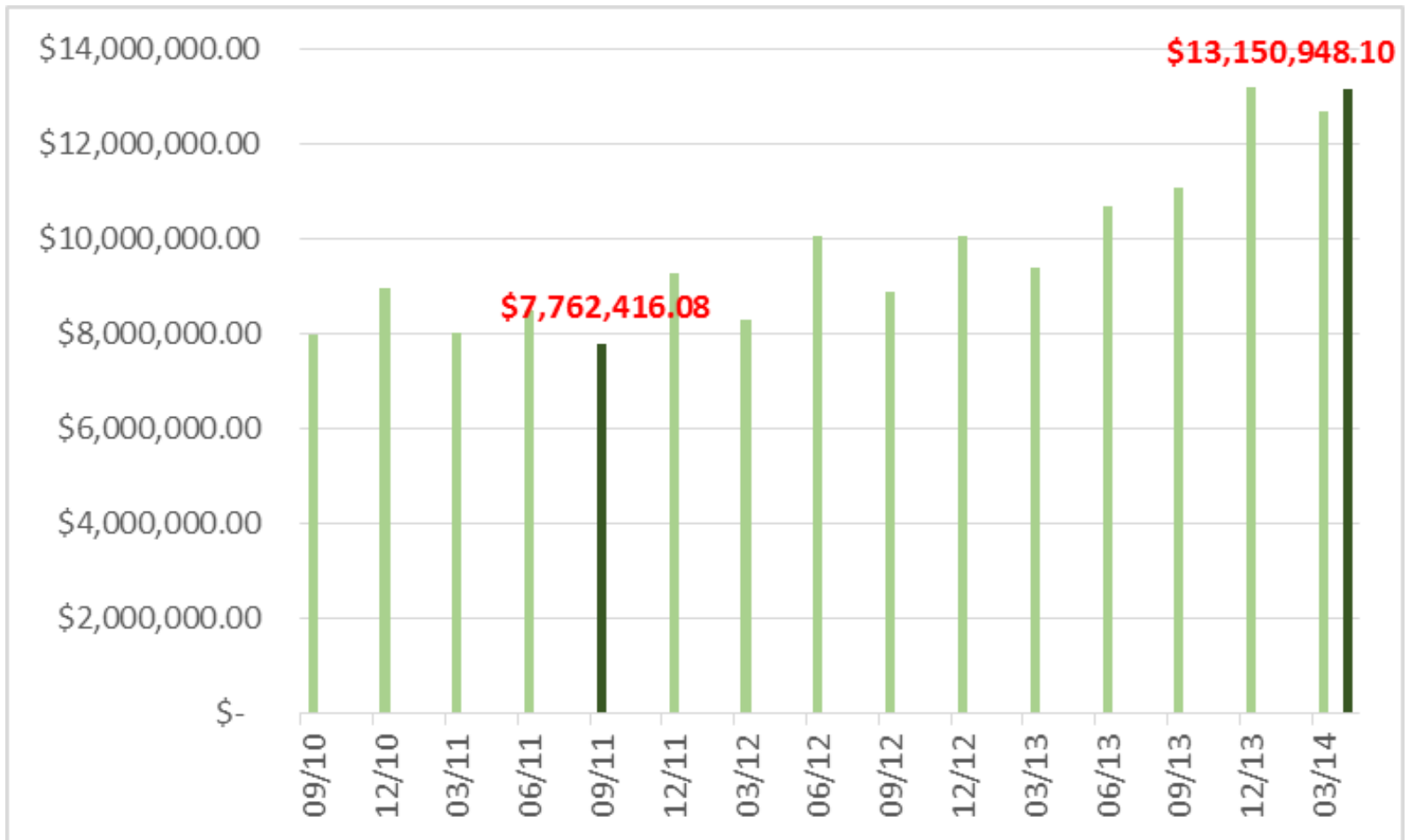
- Focused on recapturing loans funded by predatory lenders, in 2013
- 47% loans granted to C-E Borrowers
- 2323 loans granted YTD
 - Totaling **\$8,457,417**
- Loan yield 8%
- 0.91% Delinquency = 12 loans

2014

- Continue to ask member's for the business allowing us to recapturing loans funded by predatory lenders,
- 510 loans granted YTD
 - Totaling **\$2,057,691.04**
- Loan yield 7.66%
- 1.03% Delinquency = 9 loans

104% Loan to Shares March 2014

Growth



Income

- 2013 ended year with income of \$243,000 after assessment
- 1st Quarter 2014 income of \$94,500