$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 risker 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 members 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
Income

• 2013 ended year with income of $243,000 after assessment

• 1st Quarter 2014 income of $94,500