



A Message from the President:

As Credit Unions across the country struggle with such critical issues as declining membership, diminishing assets and decreasing market-share, increasing numbers within the industry believe that the answers to these, and other equally important issues, lie within the products and services associated with Member Business Lending, and that it is, in fact, these products and services that may well hold the key to the future of the Credit Union industry.

As President of [Mid-Atlantic Financial Partners, LLC \(MAFP\)](#), a [Commercial Lending & Business Services CUSO](#), I not only share that view, but I have committed the time and resources necessary to assist Credit Unions in realizing this potential. The accompanying [Credit Union/CUSO Synergies](#) sheet describes a number of the Member Business Services solutions available.

As it is equally important for our potential Credit Union Partners to understand who we are, as well as our philosophical approach to member business lending, some of the accomplishments achieved since the inception of the CUSO can be found below:

- In November of 2003, with an initial capital investment of \$250,000 MAFP was organized as a Maryland LLC, and a wholly-owned subsidiary of Mid-Atlantic Federal Credit Union (MAFCU); to satisfy demand for Member Business Loans within their community charter field of membership.
- The principal operational employees of MAFP have a combined century of commercial and small business lending (both SBA and Conventional) experience in originating, processing, underwriting, funding, servicing, risk management and loss mitigation.
- The CUSO first reflected a net profit from operations as of November of the 2005 tax year...just 2 years from inception.
- Thus far, only 3 loans have defaulted with only 1 current delinquency, out of more than \$100 million in loans originated by MAFP, and an existing aggregate Portfolio in excess of \$80 million..
- In 2011, MAFP underwent an NCUA Examination (one of the first CUSO Examinations performed by NCUA) of its entire operation, in addition to successfully completing more than a dozen Independent Portfolio Audits, with no downgrades to our risk ratings.
- Along with assisting Credit Unions to originate more than \$100 million in commercial and business loans, MAFP developed an \$11 million internal loan portfolio and engineered well over \$80 million in Loan Participations between Credit Unions.



- In June, 2006, Visions FCU, Endicott, NY (a \$2.7 Billion Credit Union, with a \$120 million existing business/commercial loan portfolio.) acquired a 20% membership interest in MAFP.
- In April 2010, Prince Georges Community FCU, a community credit union in Prince Georges County, MD. acquired a 20% membership interest in MAFP.
- In 2011, MAFP assisted MAFCU in becoming the #9 SBA Lender in the Washington, DC District, out of more than 80 Lenders.
- In March 2013, Fairfax County FCU, a community credit union in Fairfax County, VA. acquired a 20% membership interest in MAFP.

The success that we have enjoyed has been the result of our measured approach to Commercial Lending and Business Services. As a Credit Union subsidiary, we understand the unique challenges that face the Credit Union Industry, and we have factored those challenges into our "*Flexible Relationship Options*" (FRO). With FRO, you control every aspect of the development of the program within your Credit Union...so it's *your* CUSO, *your* way.

- Whether you want to develop an internal portfolio or an active participation program...Whether you want to take control of the any/all aspects of the loan process or delegate any/all aspects to MAFP...the options are many, and the choice is yours. And, those choices can change as your comfort level, or your needs, change, so the program is always tailored to your specifications.
- Whether your Credit Union is considering the use of commercial/business loans as a means to diversify your balance sheet, or to dramatically increase deposit activity, or to cement relationships with local businesses and businesspeople, or to establish relationships with their employees for whom you can provide consumer products and services, MAFP represents a cost effective and flexible means of developing the Member Business Lending & Services program that is right for your Credit Union.

Given the possibilities, I would encourage you to contact us to discuss any questions you may have, in detail. And, when the time is right for you, we will be available to visit your office to deliver a formal presentation to you, your Executive Team, and/or your Board of Directors.

Thank you,

Frank P. Amantia

Frank P. Amantia
President/CEO

4831 Cordell Avenue, Bethesda, MD 20814 Phone: 301.944.1799, Fax: 301.986.4531
Website: www.midatlanticfp.com