



March 28th, 2023

House Industry, Business, and Labor,

I would like to start off by thanking you for your service to the citizens of North Dakota. I realize you are very busy, so I will keep my testimony short.

SB 2266 Expanding Credit Union's field of membership is an important bill. This bill is about the citizens of North Dakota having the ability to choose which financial institutions they would like to have an account with or become a member owner of.

The opposition will tell you that almost or every corner of North Dakota is covered by a credit union. However, I would tell you that not all credit union's are alike. Very few financial institutions in North Dakota will lend money on manufactured homes (mobile homes). Some will say that their policies allow them to do these loans and they may even have a few on the books, but they likely do not have a program that helps lower income individuals and families purchase these homes, we do. Many will not finance earth homes or dome homes because the secondary market will not purchase them. We will.

My point being that the citizens of North Dakota deserve more access to affordable financial services. Credit Unions are founded on the philosophy of "people helping people"! The federal regulations have changed allowing a federally chartered credit union to apply for a field of membership that could include the whole state. We are not looking for parody with SB 2266, we are looking for a reasonable expansion of our field of membership.

Opponents of the SB 2266 will bring up that they feel we have an unfair advantage due to our Not For Profit tax status. But we do pay property taxes and sales / use tax. My biggest response to this is that all of our net income is used in ways that either benefit our members or our community. We lend it out, we offer lower rates on our loans and higher dividends on our members deposits. We have a volunteer board of directors, made up of members, that helps us do what is best for our membership. Our status also comes with restrictions. For example, our business loan portfolio can only be 1.75 time 7% of our total assets, or about \$11.2 million.

SB 2266 is a bill about your constituents having more options. Being able to choose where they would like to deposit their money or find a lender they would like to work with; about financial choice. Most likely they will choose more than one financial institution to work with and we should allow them the ability to do so.

Please vote yes and recommend a do pass on SB 2266
Thank you for your time and consideration,

A handwritten signature in blue ink that reads "Steve DeLap".

Steve DeLap
President / CEO

the
focus
is on you

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