

Upcoming Webinar for Symitar Episys Users

Credit Union of Southern California and its technology CUSO, CU SoCal Partners, LLC, are pleased to present core integration for Symitar Episys clients for MBL's platform. Features supported by the interface include:

- Processing payments and advances submitted in real time to MBL and tied directly to the Episys general ledger
- Posted and pending transaction inquiries
- Automatic updating of Episys custom tracking records with MBL loan data allowing business loan balances to be included in credit union reports

Another exciting item that CU SoCal Partners, LLC has in the works is a mobile version of MBL's Credit Assessment Report. This mobile version is in development for tablets (i.e. iPads). These items will be discussed during an upcoming webinar.

Formed in 2007, CU SoCal Partners, LLC is a technology CUSO wholly-owned by Credit Union of Southern California. Credit unions interested in putting CU SoCal Partners, LLC's years of experience in compliance, third party vendor integration, project management, custom programming and more to work for them can visit www.cusocalpartners.com

Ray Rounds is Senior Vice President Information Services at Credit Union of Southern California and President of CU SoCal Partners, LLC. Ray brings three decades of experience in technology and financial services to this webinar and has been with CU SoCal for nearly 14 years. He has a passion for efficiency and automation and is highly involved within the Symitar/Episys user community

The webinar will be held on **Wednesday, April 4th at 2:00 p.m. MDT**. Please email Shettinger@mblllc.com to RSVP and receive sign-on information.

SBA BASE RATES APRIL 2012

WSJ Prime	3.25%*
1-Month LIBOR Base Rate	3.24%*
SBA Fixed Base Rate	5.02%*
SBA Peg Rate	TBA**

*Effective for the first business day of April 2012

**SBA had not released the rate at time of newsletter publication

Monthly Training Seminar

The IT theme continues in April with a seminar addressing upcoming IT Developments within MBL. The seminar is part of MBL's free monthly seminar series, and is open to all credit union business lending staff.

IT Developments

Wednesday, April 11th

2:00 – 3:00 p.m. (MDT)

Session number: 805 180 946

Session password: Wednesday1

A link to the training will be provided in a separate email.

For more information contact Sarah Hettinger at (801) 545-7958 or S.Hettinger@mblllc.com.

MBL Holiday Closures

**Memorial Day
May 28, 2012**

The MBL Mission:

"To aid, counsel, and assist our participating credit unions and the member businesses they serve"

Small Businesses Feel Better about Economy

A recent survey performed by Vistage International revealed that small business confidence rose to its highest level in a year during the first quarter. In addition, more small businesses are planning to ramp up hiring as the economy's prospects continue to improve.

Vistage International said that its confidence index rose to 105.1 in the first three months of 2012 from its level of 98.8 in the final months of 2011. This is the highest level since the first quarter of 2011. The index was compiled from a survey in March of more than 1,850 small business chief executives.

Plans for hiring reached a five-year peak with 57 percent of firms planning to increase jobs. The previous quarter only 55 percent were planning to hire. Despite this increase in plans to hire, 84 percent of executives said they've learned to do more with less.

"While CEOs plan to increase hiring, they have adapted their companies to be productive with fewer employees and do not expect employment to return to pre-recession levels anytime soon," chief executive of Vistage, Rafael Pastor, said in a statement.

Sixty percent of small businesses surveyed said the economy improved from a year ago. In the fourth quarter of 2011 only 41 percent felt that the economy had improved at that time. The majority said the economy is in a durable recovery. Just five percent thought the economy had worsened.

Executives were also more positive on the outlook for the economy, 49 percent expect the economy to fare better this year than the previous year. This is up from 40 percent who expected the economy to improve previously.

This optimism in the economy lifted investment plans, 45 percent of small businesses are planning investments in new plants and equipment. This is up from 42 percent of small businesses who were going to perform these types of investments in the previous quarter.

More small businesses expected to see higher profits with 60 percent expecting improved profitability, though this is still well below the peak of 74 percent seen in late 2003.

MBL Adds Compliance Review Services

MBL strives to provide a complete commercial loan support system for the credit unions that we serve. To that end, MBL has added Compliance Review Services to its line of product offerings. Compliance Review Services include the following:

- Review of Member Business Loan Policies
- Assessment of Regulatory, Policy and/or Procedure Adherence
- Basic or Intensive Underwriting Assessment
- Appraisal and Environmental Report Review
- Closing Documentation and Perfection of Security Interest Review
- SBA Eligibility Assessment
- Ongoing Loan Servicing Review
- Annual Review Assessment

Compliance Reviews may be conducted as internal reviews on portfolios currently serviced by MBL or as an external review for portfolios serviced outside of MBL.

Please contact Shawn Kisana at skisana@mblllc.com to learn more about Compliance Review Services.

Member Business Lending Bill Update

Mark Udall (D-CO) has repackaged and reintroduced his bill to remove the cap on credit union member business lending, freeing it for debate and possible vote in the US Senate. The previous bill was numbered S 509. The new MBL bill is numbered S 2231.

Udall took the step after S 509 was referred to the Committee on Banking, Housing and Urban Affairs where it is expected to die. This step comes after Senate Majority Leader Harry Reid (D-NV) committed on the Senate floor to seeing the MBL bill brought up for debate and vote.

Brad Thaler, Vice President of Legislative Affairs for NAFCU, commended the move and said the move means the legislation could be moved to the Senate floor under a procedure called Rule 14. Rule 14 allows the majority leader to object to a bill being sent to committee after two readings and instead bring it to the floor. It is unclear when this might happen, however.

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