



Press Release:

Changing Seasons FCU Signs on with Credit Union Lending Alliance of New England (CULANE)

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(Baileyville, Me) – Credit Union Lending Alliance of New England (CULANE), one of the top auto lenders in Maine, is pleased to announce that Changing Seasons Federal Credit Union has recently signed on to their indirect lending platform.

CULANE connects Credit Unions with members who shop at over 100 auto dealers across Maine, providing extended weekday and weekend hours. Top credit analysts and loan processors at CULANE handle all the underwriting, loan processing and funding to match participating Credit Unions' needs while serving members at the right time during the auto purchase process. This in turn enhances member service and loyalty to the Credit Unions.

Changing Seasons FCU, formerly known as Bangor Hydro Federal Credit Union, has been serving members and their community since 1966 with financial services for individuals, families and businesses. They currently serve 2,241 members across Penobscot and Waldo Counties and hold \$30 million in assets.

“CULANE is pleased to welcome Changing Seasons FCU on board and looks forward to helping fulfill their lending goals,” states CULANE funding manager, Renee Sherrard.

CULANE focuses on service enhancements to participating credit unions, providing Due Diligence Reports to each credit union partner detailing their specific profitability, yields by FICO, and audit results for three separate processes. CULANE allows Credit Unions to enhance their profitability while handling all the effort. As part of the enhanced process, CULANE offers Credit Union onboarding to the program in just 10-weeks. They also offer weekend and extended weekday hours for loan application review, giving the credit union partners a competitive advantage by servicing members during busy car buying periods.

CULANE looks forward to providing these services to Changing Seasons FCU. Credit Unions interested in learning more about how CULANE can maximize your lending portfolio should inquire with Joe Moses at joe.moses@culane.com.

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CULANE is a Credit Union Service Organization (CUSO), headquarters in Baileyville, Maine utilizing dynamic loan origination technology, compliant tracking and reporting, and best practices and expertise in the indirect lending industry. CULANE services 10 credit unions and 100 dealerships across Maine. Visit the CULANE website to learn more at www.culane.com.