



Press Release:

Gardiner 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 Gardiner Federal Credit Union has recently signed on to their indirect lending platform.

CULANE connects Credit Unions with members who shop at over 112 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.

Gardiner FCU takes a personal approach to delivering the highest quality consumer-oriented services. They perpetuate the credit union philosophy of "people help people" by investing in the future since 1953. They currently serve more than 5,000 members across Kennebec and Lincoln counties and the towns of Richmond and Palermo they hold \$78.02 million in assets.

"CULANE is pleased to welcome Gardiner FCU on board with our indirect lending platform. We are excited for this opportunity to work with them to help build a strong indirect loan portfolio," states CULANE operations manager, Renee Sherrard.

CULANE allows participating Credit Unions to enhance their loan service offerings to increase profitability. 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 provides quarterly Due Diligence Reports to each Credit Union partner detailing their specific profitability, yields by FICO, and audit results for various processes.

CULANE looks forward to providing these services to Gardiner FCU. Credit Unions interested in learning more about how CULANE can maximize your lending portfolio should inquire with Renee Sherrard at rserrard@culane.com.

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CULANE is a Credit Union Service Organization (CUSO) headquartered in Baileyville, Maine utilizing dynamic loan origination technology, compliant tracking and reporting, and best practices and expertise in the indirect lending industry. CULANE services 11 Credit Unions and 112 dealerships across Maine. Visit the CULANE website to learn more at www.culane.com.