



August 26, 2015

Gerald S. Poliquin
Secretary of the Board
National Credit Union Administration
1775 Duke Street
Alexandria, VA 22314

Dear Mr. Poliquin

I am writing as the President and CEO of a small community bank, a Minority Depository Institution, based in Seattle, Washington, to urge your organization as regulator of the credit union industry to NOT allow an increase in commercial lending capability to credit unions, despite the industry's aggressive pursuit of expanding authority. By way of example, in our market, Boeing Employees Credit Union has become a large organization with broad coverage in the Puget Sound area, with an aggressive campaign to increase commercial lending.

My comments are based on the following concerns:

NCUA's proposal poses serious safety and soundness concerns. NCUA has not established that it is prepared to supervise institutions with expanding business loan portfolios, and the credit union industry has proven ill-equipped to make such loans. At least five credit unions since 2010 have failed at the hands of poorly run business loan programs, accounting for a quarter of all losses to the insurance fund during that period. In 2010, member business loans were the primary or secondary contributing factor for the supervisory concern for nearly half of the credit unions with CAMEL ratings of 3, 4 or 5 that made business loans. The level of delinquent member business loans dramatically rose from 0.53 percent in 2006 to 4.29 percent in 2010; compared to a total loan delinquency of 1.74 percent, this is a clear indication that credit unions, and NCUA itself, were ill-prepared for the additional responsibilities and risks associated with commercial lending. Losses could quickly multiply under this proposed rule.

In addition, relaxing the regulatory standards is contrary to NCUA's charge of protecting the industry's insurance fund, and effectively places the taxpayer at risk. NCUA is willfully ignoring lessons from their history and encouraging credit unions to divert funds from consumer lending to commercial lending. Consider expanding on the impact of allowing an ill-prepared lender into a new market and what could occur in an economic downturn if these loans are not properly underwritten, especially given the rule's liberal allowance of loan participations could cause bad loans to be syndicated broadly.

NCUA is overstepping its regulatory reach by expanding business lending loopholes. This proposal is contrary to congressional intent to limit business lending by credit unions. In 1998, Congress made it clear that credit unions should be focused on consumer lending, not commercial lending. Congress instituted restrictions on business lending deliberately: "to ensure that credit unions continue to fulfill their specified mission of meeting the credit and savings needs of consumers, especially persons of modest means, through an emphasis on consumer rather than business loans." By proposing this rule, the NCUA Board has blatantly disregarded congressional intent. NCUA should not undermine specific limitations by Congress nor expand the taxpayer liability.

Plaza Bank is a full service commercial bank, serving small business in the Seattle area. We were founded in 2006, and are designated a Minority Depository Institution, with a strong representation in serving the multicultural business community. There is abundant lending capacity in our bank and the banking community to serve small business. Further expansion of credit union commercial lending hurts our ability to serve existing and new clients.

I strongly urge your organization NOT to allow the proposed expansion of commercial lending. Thank you for your consideration.

Sincerely,



Michael V. Paul
President and CEO