



HONORS, AWARDS AND RECOGNITIONS

Making a Difference

LENDER CLOSE

■ Vantage West Receives \$950,000 in CDFI Funding

TUCSON-BASED VANTAGE WEST CREDIT UNION, southern Arizona's largest credit union, was recently awarded \$950,000 from the U.S. Treasury's Community Development Financial Institutions Fund (CDFI Fund), fueling its initiative to serve low-income and underserved groups in the community to spur economic development.

The grant award will expand Vantage West's services to southern Arizona residents and businesses that historically lack access to financial services. It will further enhance the credit union's capacity to serve low-income and traditionally underserved groups with fairly priced financial products and services to meet their needs.

Of the total, \$250,000 will be directed to focus on persistent poverty counties served by the credit union.

In receiving its CDFI certification in 2018, Vantage West (\$1.9 billion assets, 150,000 members) joined more than 1,000 CDFIs nationwide.

Certified CDFIs are a part of a network promoting economic growth in America's underserved communities by financing businesses, creating jobs, rebuilding neighborhoods and providing access to consumer financial products.

■ Redwood Credit Union Names New Manager of Mortgage Lending

REDWOOD CREDIT UNION has promoted LAUREEN BARNES to manager of mortgage lending. Barnes will implement and lead the Santa Rosa, Calif.-based CU's residential mortgage lending channels with a focus on providing excellent service and sound lending.

Barnes joined the mortgage lending team at RCU (\$4.4 billion assets, 322,000 members) two and half years ago as an assistant manager. She began her career in the mortgage industry in 1990 and worked in various positions at **FIRST SECURITY LOANS, OLD REDWOOD MORTGAGE, SIB MORTGAGE, AEGIS WHOLESALE** and **BAY EQUITY HOME LOANS**.

Barnes currently serves on the Board of Directors for **VERITY**, an organization that strives to eliminate violence with a special focus on sexual assault and abuse. She also serves at **HEARTHSTONE VILLAGE**, a nonprofit dedicated to building healthy communities for those in need of care and support.

■ Kris Kully Named President-Elect For Women in Housing and Finance

KRIS KULLY, a compliance expert and frequent speaker at **ACUMA** events, has been named President-Elect of **WOMEN IN HOUSING AND FINANCE**, a nonprofit forum in the Washington, D.C. metropolitan area for business and policy experts to share their views and insights.

Kully is a law partner in **MAYER BROWN**'s Washington, D.C. office. She concentrates her practice on federal and state regulatory compliance matters affecting providers of consumer financial products and services.

LenderClose Adds Five Associates to Sales and Engineering Teams

Des Moines, Iowa-based LENDERCLOSE, which offers a platform that digitizes the underwriting process and speeds up the lending cycle, has announced the addition of five associates to its team.

CLIFF HILL joins as senior engineer alongside four new sales development representatives, TOR GACH, CHRISTEN JONES, SEAN KASTLI and BENJAMIN PROFFITT.

Hill has more than 15 years of software development experience. He comes to LenderClose from **BENEFITS IN A CARD**, where he served as director of information technology and led the production, testing and development of the company's flagship product, **Benefits Wizard**.

Gach joins LenderClose from **EXPRESS LOGISTICS**, where he served as inside sales representative. Jones previously was a logistics account executive for **TOTAL QUALITY LOGISTICS**, where she developed the company's sales pipeline and nurtured relationships with existing customers.

Kastli comes from **IMAGE SPORT**, where he served as a leader in the sales team for more than 20 years. Proffitt has held four positions within **COMMUNITY CHOICE CREDIT UNION** in 17 years, most recently as a digital consumer loan officer.



Cliff Hill



Tor Gach



Christen Jones



Sean Kastli



Benjamin Proffitt

■ Navy Federal Among People Magazine's 'Companies That Care'

NAVY FEDERAL CREDIT UNION was listed among People magazine's 2018 "50 Companies That Care."

The inaugural "50 Companies" list honored those with 1,000 or more employees that showed extraordinary compassion for their employees, their communities and the environment, as well as being military friendly and embracing diversity.

Navy Federal came in 36th on the list. The credit union was cited for its "Dollars for Doers" program, under which it awards \$1,000 grants to nonprofits where its employees volunteer.

Also on the list: **VETERANS UNITED HOME LOANS** at No. 12 and **QUICK-EN LOANS** at No. 17.

■ TruHome Solutions Earns Ellie Mae Award, Raises Money for Homeless

TRUHOME SOLUTIONS, a credit union-owned mortgage CUSO, was named the 2018 ELLIE MAE Hall of Fame winner for Digital Mortgage Excellence.

Each year, this honor is given to a company that distinguishes itself in the industry with use of Ellie Mae technology. The organization was honored for leading the marketplace in digital mortgage solutions and its commitment to creating an outstanding member experience. (See accompanying photo.)

"We were honored to accept this award and will continue to grow and evolve the true digital mortgage experience for our partners," said **SHARA WESSEL**, Vice President of Mortgage Solutions. "As a CUSO and private-label mortgage provider, we will continue to invest in the software needed to provide the most efficient and cost-effective program for our credit union partners."

CHARITABLE DONATION: Along with other volunteer events throughout the year, TruHome employees also raised \$4,146 for Mortgage Professionals Providing Hope (MPPH). The funds provided housing for four families in need.

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Shara Wessel, Vice President of Mortgage Solutions, and Brent Powers, Director of Mortgage Solutions, accept Ellie Mae's 2018 Hall of Fame Award for Digital Mortgage Excellence on behalf of TruHome Solutions.

■ CU Members Mortgage Launches Mortgage Lending Roadshow

CU MEMBERS MORTGAGE has launched a new formatted event for 2019 – the Mortgage Lending Roadshow. Events are planned in Memphis on April 4-5, Denver on July 11-12 and Philadelphia on August 8-10.

The workshops will feature educational content for mortgage lending professionals who are looking for ways to lend faster, smarter and better. It will also include networking opportunities allowing credit unions to share their experiences and learn from others.

Each workshop will have sessions such as mortgage lending trends, cutting costs, workflow optimization tactics, member service best practices, how to grow your pipeline, and networking opportunities to connect you with your peers and industry leaders.

Speakers include **PATRICK ADAMS**, CEO/President at St. Louis Community Credit; **TRACY ASHFIELD**, Credit Union industry consultant and trainer; **DAVID MOTLEY**, 2017-2018 MBA Chairman and CU Members Mortgage President; **STEVE HEWINS**, SVP of CU Members Mortgage; **MIKE FRATANTONI**, Chief Economist for the Mortgage Bankers Association; and **SCOTT SHERWIN**, professional speaker and trainer for **SALESMASTERY CONSULTANTS**.

"The mortgage industry is very complex and we hope having this Roadshow format with multiple locations and dates will make it easier and more affordable for credit unions to take a step away from the office and join us," said Hewins.

To learn more about the upcoming Roadshow and to register, visit www.NationalLendingConference.com.

■ TELL US ABOUT YOUR NEWS

We publish news of credit union real estate industry honors, awards and recognitions of individuals and organizations. We also publish news of housing-related community recognitions, such as Habitat for Humanity projects and National Association of Realtors cooperative ventures.

Send your news to krista@acuma.org and include who, what (be specific), when, where and, if desired, a head-and-shoulders photo (150 dpi) identifying the person being honored (name, title, organization). Deadlines are November 15 for the Winter Issue and May 15 for the Summer issue.