

**From:** Bill Cheney [<mailto:officeoftheceo@cuna.com>]

**Sent:** Wednesday 18, 2012

**To:**

**Subject:** A vote for S. 2231 / H.R. 1418 is a vote for small businesses

There's no doubt about it. The rhetoric in opposition to the bi-partisan Credit Union Small Business Jobs bill (S. 2231 / H.R. 1418) is heated. The banks seem to have run out of arguments against the bill and have now resorted to name calling. Just yesterday, the ABA and ICBA called the bill a scam! They are forced to descend to this level because the arguments they've been using for years don't hold water.

The banks would have Congress believe that credit unions shouldn't be allowed to do more business lending because only for-profit corporations should do business lending, ignoring the fact that credit unions have done business lending since they were created 100 years ago.

The banks would have Congress believe that credit unions shouldn't be allowed to do more business lending because they don't have the expertise to do the lending safely and soundly, ignoring the fact that credit union delinquency and charge-off rates are significantly lower on credit union business loans than bank business loans. (They also ignore the fact that more than 400 banks, many heavily invested in commercial lending, have failed in recent years).

They would have Congress believe that credit union business loans are not regulated like banks... and they're right. Credit unions aren't regulated like banks when it comes to business lending. In fact, as the [attached](#) chart describes, credit unions are subject to a much more restrictive regulatory regime when it comes to business lending. Perhaps if the banks were subject to this type of regulation, some of the ones that didn't make it through the crisis would still be there for their shareholders and customers.

Senator Mark Udall and Representative Royce have introduced bi-partisan legislation that would permit well capitalized credit unions with the most experience and soundest lending history to lend beyond the statutory cap on credit union business lending. This bill is about access to capital and job creation, and if it becomes law, credit unions could lend an additional \$13 billion to small businesses in the first year, helping them to create 140,000 new jobs.

The choice is clear: vote yes to create jobs. Vote no to allow the banks to continue to block access to capital and job creation.

We encourage you to support S. 2231 / H.R. 1418.

Best regards,

Bill Cheney

