

FIELD OF MEMBERSHIP EXPANSION QUESTIONNAIRE

NAME OF CREDIT UNION

1. State the proposed field of membership expansion:
2. In detail, restate your credit unions' proposed field of membership; including the proposed expansion:
3. How many members does your credit union presently serve?
4. What is the credit union's penetration rate with the current field of membership?
Explain how this percentage was determined
5. What is your present potential membership in numbers?
Explain how this number was determined.
6. How many potential new members would this proposed expansion add?
Explain how this number was determined.
7. Attach the following:
 - A business and strategic plan that addresses the following:
 - a. How the credit union intends to service the targeted geographic area or group;
 - b. The financial services that will be provided to the targeted geographic area or group;
 - c. A projection of the expected size and penetration into the target market over a three year period, to include an analysis of the market's current financial institutions;
 - d. The impact of the proposed addition upon credit union net worth, property and equipment (including technology resources) and personnel resources; and
 - e. Proposed acquisition of fixed assets and data processing facilities to serve the proposed expansion, including sufficient resources to meet the expected levels of growth.
 - An income statement budget and proforma balance sheet reflecting realistic financial, net worth and operating goals for the next two calendar years beyond the year in which the geographic area or group expansion is requested.
 - A completed Bylaw Amendment form (OFR-U-61A).

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8. Explain why the expansion is in the best interest of your membership?

9. How is the expansion in accord with sound credit union practices?

10. Explain why this expansion does not expose your current membership funds to unnecessary risk?

11. Any additional information you feel is relevant to the proposed bylaw amendment expanding the field of membership.