



## Key Membership Considerations

This document includes an overview of important aspects and benefits of the strategic and capital plans of Alloya Corporate Federal Credit Union (Alloya). For additional information regarding Alloya, its Strategic Plan, or to request a copy of the Private Placement Memorandum to become a Capitalized Member (*qualified investors only*), please visit [www.alloyacorp.org/discover\\_alloya.php](http://www.alloyacorp.org/discover_alloya.php).

The option to join as a Non-Capitalized Associate Member is also available.

### About Alloya

**Headquarters and Major Operations:** Alloya is headquartered in Naperville, Illinois with major operations in Albany, New York; Southfield, MI; Westminster, CO; and West Covina CA. Field staff serve members regionally.

**Membership:** 1,500 participating members – the highest of any corporate in the nation.

**Volume:** The volume of services provided to credit unions by Alloya is evidenced by this partial list. The figures below represent activity in 2017.

- Advised Lines of Credit: \$9 billion
- EBA program: \$2.1 billion
- Checks processed: 182 million
- ACH transactions: 172 million
- Wires processed: 441,732
- Coin and currency deliveries: 90,611

**Footprint:** Alloya has a national charter and can assist all credit unions that wish to join, regardless of where they are located. The corporate's primary markets are in CT, CO, IL, IN, MA, MI, MN, NE, NJ, NY, RI, SD, UT and WY.

**Member Perks:** By utilizing Alloya, credit unions collectively achieve cost-savings, organizational synergies and competitive advantages. Alloya enables credit unions to:

- Offer a wide variety of products and services without adding staff to the payroll.
- Avoid the significant start-up costs associated with adding new products.
- Access vital payment and correspondent services, affordable through an entity you own.
- Share in the purchasing power of a large, influential group, able to command price and service consideration in a marketplace that is insensitive to single institutions and smaller volumes.
- Benefit from state-of-the-art systems that help mitigate data security risk and prevent fraud.

## Products/Services

- Correspondent Services
- Check Processing
- Business Services
- Information Technology Services
- Lending
- Investments
- Online Account Management

## Member-Centric Strategy

- Alloya utilizes a distinctive business model based on each individual member's usage, an approach that is different than other corporates'.
- Alloya is well capitalized, profitable and risk averse.
- Alloya's product set focuses on the things credit unions have said they need most – correspondent services, lines of credit and technology. These credit union priorities can be accessed securely and conveniently through our online transaction and information portal: Premier View. See [www.alloyacorp.org](http://www.alloyacorp.org) for a list of services.
- Attending to the investment needs of member credit unions (advice and/or execution) is Alloya's wholly-owned CUSO, Balance Sheet Solutions, LLC, whose business model focuses on helping credit unions manage their investment risk and return. Since 2003, Balance Sheet Solutions serves the needs of over 800 credit unions across the U.S.
- Relationships are important to you, and they are important to us, too. With five facilities (*headquarters: Naperville, IL; major operations: Albany, NY; Southfield, MI; Westminster, CO; and West Covina, CA*), we offer great regional service to members, while providing an effective business continuity hedge, utilizing separate data centers.

## Membership Tiers

A credit union may opt to join as a new Capitalized Member or as a Non-Capitalized Associate. Benefits differ by membership tier, as summarized below.

### Capitalized Member

Capitalized Members enjoy access to the full inventory of products and services, and receive pricing advantages.

Feature	Detail	Notes
Line of Credit Product Pricing	50 times contributed capital Published rate	<i>To increase the credit line (subject to credit approval), additional capital may be contributed.</i>
Settlement Services Dividends on Capital	Available at no charge Available ad declared	<i>More capital is not required as a credit union grows</i>
Training and Education Investment Specials	Free or pass-through pricing Available as offered	

### Non-Capitalized Associate

Non-Capitalized Associates obtain access to many products, but services are limited. Capital is not required.

Feature	Availability
Line of Credit	None Available
Product Pricing	15% higher than published
Settlement Services	None Available
Dividends on Capital	None Available
Training and Education	Available on a “cost plus” basis
Investment Specials	None Available

### Why Join Alloya Corporate?

- Alloya Corporate offers a large-scale credit union-owned and -controlled solution that aggregates volumes and creates opportunities for new products. Fragmenting volumes among multiple sources reduces the buying power for all and puts your future in the hands of those who might not have your best interests in mind.
- By joining Alloya Corporate, credit unions maintain the concepts and values of a cooperative network. There is strength in numbers and even more strength when those numbers control the entity.
- Alloya Corporate provides outstanding support when you need it. Will third-party providers or the Fed cover an encoding error or other adjustments for you? Not likely. And with the power that aggregation brings, Alloya can bring resolution to adjustments faster than your credit union can on its own.
- Receive unparalleled service, from one credit union to another. Our people are credit union people, and view member service with the same importance that you do.
- Alloya Corporate has more merger experience than any other corporate in the system. We are the result of 17 mergers.
- Alloya is profitable. While fees are always subject to market conditions and change, cost control and returning value to the members are key drivers at Alloya.

### Get Started Today

We are happy to supply additional information and resources to help you with your decision and in your presentation to your board. To learn more, please visit the *Explore Membership* area of Alloya’s website at [www.alloyacorp.org/discover](http://www.alloyacorp.org/discover).

Visit [www.alloyacorp.org/discover\\_financials](http://www.alloyacorp.org/discover_financials) to review Alloya’s financials. If you have questions, please call Member Services at **(800) 342-4328** or email Member Relations at [solutions@alloyacorp.org](mailto:solutions@alloyacorp.org).