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CUSO Posts Record First Quarter Sales

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Xtend, Inc., a Grand Rapids, Michigan-based multi-owned cooperative CUSO, announced that sales during the three-month period ending December 31st represented its largest first quarter ever. Sales for the quarter finished 68% above the same period in 2008, which until now had been the highest first quarter period in the CUSO's seven years of existence.

Xtend President Scott Collins credits the record sales performance to strong sales across the board for all key CUSO business units. Collins states, "We were coming off a couple very strong quarters, but we were expecting an excellent start to the year and the team was able to accomplish that. Sales were ahead of budget in our bookkeeping, member communication, and mortgage servicing businesses, but it was the demand for call center services and our new CU*OverDrive marketing service that propelled us over the top of last year's numbers. We are obviously very pleased with the start to our fiscal year overall, but I am especially excited with the way that our credit union partners have embraced our newest services."

Xtend services are currently utilized by 120 credit union organizations located in 15 states.

About Xtend (www.xtendcu.com): Xtend, Inc. is a 100% credit union-owned CUSO formed in 2002 with headquarters in Grand Rapids, Michigan. Xtend provides a wide array of managerial, operational, marketing, technical planning and consulting services for credit unions of all sizes. In short, Xtend is an aggregation point for shared resources that allows credit unions to deliver products and services more cost-effectively. Their strategic offerings include bookkeeping services, member contact services, back-office mortgage services, partnered liquidity opportunities, shared branching, compliance monitoring, and insurance services. Xtend provides services for over 100 credit unions representing over 800,000 members and \$6B in assets. The CUSO is currently owned by 46 credit union partners.