



Since 1951, Great Basin Federal Credit Union has had one goal: to be member-loved. After decades of proudly serving Washoe County, Nevada, we are thrilled to expand our field of membership into select counties across Northern Nevada and Treasure Valley, Idaho. Meaning, as a member-owned financial cooperative, we now have the opportunity to partner with dealerships, like yours, to help your community members achieve financial success.

When your customers finance their next vehicle with Great Basin Federal Credit Union, not only are they getting an affordable rate, they have access to the suite of products and services that Great Basin Federal Credit Union has to offer including financial coaching, free checking accounts, and great savings rates. We are committed to providing a fair, honest, and personal banking experience to our members, and we will always share that same commitment to you by providing a fair, honest, and personal partnership.

Our funding process is designed to be quick and SIMPLE to create a pain-free funding experience.

Step 1: Upload all necessary documents using SmartFunding

Step 2: We will notify you once the documents are received and when it will go in the queue for audit and funding through comments.

Step 3: The packet is audited

- o **All documents received** – Loan will be funded and notification sent to dealer
- o **Missing documentation** – A fund delay will be issued via the application comments. We'll follow-up every 3 days; if documents are not received, the funder will call the dealership with a final fund delay before application is closed.

If I can be of any assistance to you or answer any questions, my door is always open. Please do not hesitate to reach out at sherrir@greatbasin.org.



I look forward to speaking with you soon!

Sherri Roach, Director of Lending

Meet OUR **Lending Team**



Sherri Roach, Director of Lending

Working with Great Basin FCU since 2001, Sherri now serves as the credit union's director of lending. Her primary focus during her years at Great Basin has been in Consumer Lending. The credit union philosophy of "people helping people" is what drives Sherri each day. She puts that mindset into practice and works diligently to help members reach their financial goals!



Nina Hallock, Lending Manager

With a tenure spanning more than 18 years, Nina Hallock specializes in both consumer and commercial lending at Great Basin Federal Credit Union. Born and raised in Northern Nevada, Nina is proud to call this community home and enjoys volunteering and working with an organization like Great Basin whose mission is to help people reach their financial goals.

Throughout her time with the credit union, Nina served in the operations, IT, and collections departments holding various positions prior to joining the Lending Team. Currently, she specializes in Consumer and Commercial Lending; her underwriting authority is up to \$85,000 for secured and \$15,000 for unsecured.



Irene Zorn, Senior Underwriter

Irene started with Great Basin Federal Credit Union as a teller in 2009. Throughout her tenure, she has held numerous positions and now serves as a Senior Underwriter for the credit union. In her role, Irene analyzes credit risk and communicates credit decisions for consumer and home equity loan applications. She also works closely with the consumer loan officers and home equity loan officers to aid in resolving any loan processing problems that may arise. Irene is thankful to be a part of an amazing team and proud to serve and support her community by helping people reach their financial goals.

When not at the credit union, Irene loves to cook, spend time with her family, go on hikes with her sisters, camp, and travel!



Why Do Business with Great Basin Federal Credit Union?

At Great Basin Federal Credit Union, we believe in keeping things simple and hassle-free. We like to think our business relationship should operate the same way. When you partner with us, you'll get...



QUICK Communication channels for underwriting and funding questions. Offering Instant Approval as well as alternative programs like Payment Saver and Lender's Protection – so we can meet even more customers' needs!



SIMPLE decisions and funding processes with options to message the underwriter and funder within the application.



No surprises. Transparent and straightforward pricing, program, and processes.



Upfront and clear requests...



Financing



Payment Saver and Lender Protection programs to help you reach more customers.

Frequently Asked Questions

How do I get a hold of a buyer/underwriter at the credit union?

You can contact the loan department via messaging in the application or by:

- Texting us at 866-989-5112
- Calling us at 775-789-3171 (preferred method) Emailing us at:
 - Decisions: underwriters@greatbasin.org
 - Funding: loans@greatbasin.org

How fast can I expect a decision on a loan application?

Most decisions should be made instantly. If an underwriter has to manually review the application and it's within our business hours, then a decision is made within the hour.

How fast can I expect a loan to be funded once the credit union has received the loan documents?

Once we receive the loan documents and all necessary documents are provided it will be funded within 24 hours (excluding weekends).

What are your membership guidelines?

Great Basin Federal Credit Union those who live, work, worship, or attend school in Washoe, Carson City, Churchill, Douglas, Humboldt, Lander, Lyon, Pershing and Storey Counties in Northern Nevada; as well as Canyon, Gem, and Owyhee Counties in Treasure Valley, ID.

What documentation can be provided for proof of residency?

The following items are all acceptable forms of proof of residency:

- | | | |
|-------------------------------|---|--|
| • Utility bills | • Car Registration with current physical address | • Current auto ID insurance card |
| • House Phone bill | • Lease or rental agreement with current physical address | • Paystub (dated within the last 60 days) |
| • Cable bill | • Real property tax bill | • Bank statement (dated within the last 60 days) |
| • Internet bill | • Tax documents | • Mail from a federal state, county, or city government agency (dated within the last 60 days) |
| • Water bill | • W2, 1099 | |
| • Electricity/Gas bill | • Tax return | |
| • Sewer/Waste Management bill | | |

Frequently Asked Questions

Can a dealership buy down a rate?

We don't allow for a dealership to buy up or down rates.

Where can I find your rates and guidelines?

Please see the attached rate sheets for our current rates and guidelines.

What indirect systems does the credit union utilize?

Great Basin currently uses CU Direct Lending, DealerTrack, and RouteOne.

- To utilize DealerTrack or RouteOne, you must be a qualified dealer on CU Direct.

Do all applicants need a valid drivers license to be on the loan?

Yes, we require all borrowers on the loan to have a valid driver's license.

What are your limitations for backend products?

We only consider GAP and Warranty (service contract) products on the backend:

- Gap max dollar amount: \$885
- Warranty max dollar amount: 20% of the vehicle value up to \$3,500

What is your Idaho Electronic Lien Title (ELT) Number?

Great Basin's ELT# in Idaho is 880062909.



Primary Underwriter: Irene - 775-789-3171
Secondary Underwriter: Nina - 775-789-4311
Funding Questions: 775-789-3133
Fax Number - 775-789-3160
Text Option for Funding or Underwriting Questions: - 866-989-5112

New & Used Auto Rate Sheet ONLY

Effective January 1, 2024

Dealership Flat Pay Schedule

TU Credit Score Range	Flat Paid
All Tiers	1.00%

Standard Auto Program							
Min Advance	Term	Tier A+ 720+	Tier A 680-719	Tier B 679-650	Tier C 625-649	Tier D 624-600	Tier E <599
\$5K	0-48	6.94%	7.70%	9.34%	12.85%	18.00%	18.00%
\$10K	49-60	6.94%	7.70%	9.34%	13.05%	18.00%	18.00%
\$15K	61-72	7.39%	7.74%	9.79%	13.45%	18.00%	18.00%
\$25K	73-84	7.39%	8.44%	10.79%	14.45%	18.00%	18.00%

Scoring based on Trans Union FICO Classic Auto

Advance Maximum:

New - Valuation determined from MSRP

- o Tier A+, A= Up to 115% of MSRP plus back-end NTE \$5,000 over MSRP
- o Tier B = Up to 115% of MSRP of MSRP plus back-end NTE \$4,500 over MSRP
- o Tier C = Up to 110% of MSRP of MSRP plus back-end NTE \$4,500 over MSRP
- o Tier D-E = Up to 100% of MSRP OTD

Used - Valuation determined from Retail Kelly Blue Book

- o Tier A+, A = Up to 125% of RKBB plus back-end NTE \$7,500 over RKBB
- o Tier B = Up to 125% of RKBB plus back-end NTE \$7,500 over RKBB
- o Tier C = Up to 115% of RKBB plus back-end NTE \$5,000 over RKBB
- o Tier D = Up to 110% of RKBB plus back-end NTE \$3,500 over RKBB
- o Tier E = 100% of RKBB OTD

Program Guidelines:

- Maximum Loan Amount Out the Door (including backend products):
 - o Tier A+ - C = \$85,000
 - o Tier D & E = \$55,000
- Maximum DTI:
 - o Tier A = 55%
 - o Tier B = 50%
 - o Tier C = 45%



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Program Guidelines:

- Minimum of 3 trades
- Minimum credit file age is 24 months
- Minimum length of employment is 24 months for at least one applicant
- All borrowers must live in the same household; no Cosigners or Grantors through the CU
- Direct (CUDL), RouteOne, or DealerTrack, these loans must be referred to the branch.
- Maximum "Back-end" Products:
 - GAP limit to \$895
 - Warranty limit to \$3,500 on cars, trucks and SUV
 - Minimum term for Warranty 24 months
- No Repossessions or Foreclosures within the last 18 months
- Loan-to-values below 80% are not eligible to include GAP coverage in financing.
- GBFCU uses a dual score system. Deal may have counter offer if dual core is below cutoff.
- Vehicles with over 75,000 will be subject to a 0.25% rate increase and term cutoff.

Vehicle Valuation

- Retail Kelly Bluebook and Manufacturer's Suggested Retail Price

General Guidelines:

All applicants must qualify for membership (live, work, worship, attend school or own a business in **selected counties in Northern Nevada and Treasure Valley, Idaho**, and pass Chexsystem screening). All signers must have a current valid **Driver's License** and are subject to EMP/INC verifications. All applicants must clear the Patriot Act and valid Social Security Administration review.

New Member Required Deposits

\$25.00 Membership Deposit
\$50.00 Indirect Fee

First Time Buyer Program

- Maximum loan amount is \$22,500
- Maximum term is 72 months
- Maximum loan to value is 80% Retail KBB
- Minimum one-year employment
- Minimum of \$1,500 gross income (verified by last 30 days paycheck stubs)
- Minimum one-year residence

Down Payment:

Proof of down payment may be required on all amounts of \$1,000 or more. Credit Card advances will not be accepted.

New Payment:

New payment cannot exceed the below percentage increase from their current payment:

- Tier A = 45% of the current payment that the applicant is making
- Tier B = 40% of the current payment that the applicant is making
- Tier C = 35% of the current payment that the applicant is making



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Proof of Income (POI):

If applicant works on a commission basis, we will only take 75% of the proven income. Proof of income will be required in the Prime Program for scores below 670. When proof of income is required, one recent (30 days from date of application) paystub that reflects YTD should be provided. Self-employed borrowers, tax returns for the previous two years will be required.

Ineligible Collateral

Salvaged vehicles, branded titles, lemon law buy backs, straw purchases, van conversions, commercial vehicles over 1.5 tons and Livery vehicles (i.e. taxis, shuttles etc.). Mileage must be stated on all the applications and should not exceed 135,000.

Ineligible Loan Type

Business loans, Trust accounts, Power of Attorney, Cosigner or Grantor loans through indirect. All these loan types will be referred to the branch.

Proof of Residence

If address on Driver's License is different than the application, proof of residency is required. They will need to provide a current copy of one of the following documents matching the name on their ID:

- Utility Bills
 - House Phone Bill
 - Cable Bill
 - Internet Bill
 - Water Bill
 - Electricity/Gas Bill
 - Sewer/Waste Management
 - Car registration w/ current physical address (into the rate)
- Lease or rental agreement with current physical address
- Real Property Tax Bill
- Tax Documents
 - W2
 - 1099
 - Tax Return
- Current Auto ID Insurance Card
- Paystub (dated within the last 60 days)
- Bank Statement (dated within the last 60 days)
- Auto or home insurance bill (dated within the last 60 days)
- Mail from a Federal, State, County, or City government agency (dated within last 60 days)

Military Lending Act Borrowers

MLA covered borrowers must sign MLA disclosure. MLA covered borrowers with GAP or credit life/disability will not be funded.



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Funding:

In order to be funded, the loan package must be received by GBFCU at least 15 days before the first payment due date. If a packet is incomplete, dealer will be notified via the indirect system. We will verify the information weekly and the packet will be returned to the dealer if all information is not complete to fund after 21 days. Send all completed packets to:

Discounts:

10bp for 90% LTV, 20bp for 80% LTV or lower



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New & Used Auto Rate Sheet ONLY GB Payment Saver Program

Effective 1/1/2024

Dealership Flat Pay Schedule

TU Credit Score Range
All Tiers

Flat Paid
1.00%

GB Payment Saver Auto Program				
Min Advance	Term	Tier A+ 720+	Tier A 680-719	Tier B 679-660
\$5K	0-48	7.94%	8.70%	10.34%
\$10K	49-60	7.94%	8.70%	10.34%
\$15K	61-72	8.39%	8.74%	10.79%

Scoring Based on Trans Union FICO Classic Auto

Advance Maximum:

New - Valuation determined from MSRP

- o Tier A+, A = Up to 115% of MSRP plus backend NTE \$4,500 over MSRP
- o Tier B = Up to 115% of MSRP plus backend NTE \$4,500 over MSRP

Used - Valuation determined from Retail Kelly Blue Book

- o Tier A+, A = Up to 125% of RKBB plus backend NTE \$7,500 over RKBB
- o Tier B = Up to 125% of RKBB plus backend NTE \$7,500 over RKBB

Program Guidelines:

- Credit scores of 660+ qualify for this program
- \$85,000.00 maximum loan amount out the door (including backend products)
- Available Balloon Terms: 24 - 72 months (includes banded terms, 39,42,51,63 and 66)
- Maximum DTI:
 - o Tier A+, A = 55%
 - o Tier B = 50%
- Eligible Vehicles: Future Year, Current Year and up to five years used
- Minimum of 3 Trades
- Minimum credit file age is 24 months
- Minimum length of employment is 24 months for at least one applicant



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Funding Questions: 775-789-3133
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Program Guidelines:

- All borrowers must live in the same household; no Cosigners or Grantors through the CU Direct (CUDL), RouteOne, or DealerTrack, these loans must be referred to the branch.
- Maximum "Back-end" Products:
 - GAP limit to \$895
 - Warranty limit to \$3,500 or 20% of RKBB which ever is less
 - Minimum term for Warranty 24 months
- No Repossessions or Foreclosures within the last 18 months
- Loan-to-values below 80% are not eligible to include GAP coverage in financing.
- GBFCU uses a dual score system. Deals may have counter offer if dual core is below cutoff.
- Annual mileage Allowances: 12K, 15K, 18K (Additional Mileage Option is optional to borrower and provides credit up to \$1,500 which can be applied to excess mileage chargers on vehicle turn ins)
- Loans over \$75K are subject to a higher residual insurance enrollment fee. (All others the enrollment fee is built into the rate)

Vehicle Valuation

- Retail Kelly Bluebook and Manufacturer's Suggested Retail Price

General Guidelines:

All applicants must qualify for membership (live, work, worship, attend school or own a business **in selected counties in Northern Nevada and Treasure Valley, Idaho**, and pass Chexsystem screening). All signers must have a current valid **Driver's License** and are subject to EMP/INC verifications. All applicants must clear the Patriot Act and valid Social Security Administration review.

New Member Required Deposits

\$25 Membership Deposit
\$50 Indirect Fee

Down Payment:

Proof of down payment may be required on all amounts of \$1,000 or more. Credit Card advances will not be accepted.

New Payment:

New payment cannot exceed the below percentage increase from their current payment:

- Tier A+, A = 45% of the current payment that the applicant is making
- Tier B = 40% of the current payment that the applicant is making

Proof of Income (POI):

If applicant works on a commission basis, we will only take 75% of the proven income. Proof of income will be required on all applicants in the Options Program. Proof of income will be required in the Prime Program for scores below 680 and all self-employed borrowers. When proof of income is required, one recent (30 days from date of application) paystub that reflects YTD should be provided. Self-employed borrowers, tax returns for the previous two years will be required.



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Ineligible Collateral

Vehicles may not be over 5 years old, Salvaged vehicles, branded titles, lemon law buy backs, straw purchases, van conversions, commercial vehicles over 1.5 tons and any vehicles to be used as a taxi are also ineligible. Mileage must be stated on all the applications.

Ineligible Loan Type

Business loans, Trust accounts or Power of Attorney loans through indirect. All these loan types will be referred to the branch.

Proof of Residence

If address on Driver's License is different than the application, proof of residency is required. They will need to provide a current copy of one of the following documents matching the name on their ID:

- Utility Bills
 - House Phone Bill
 - Cable Bill
 - Internet Bill
 - Water Bill
 - Electricity/Gas Bill
 - Sewer/Waste Management
 - Car registration w/ current physical address (into the rate)
- Lease or rental agreement with current physical address
- Real Property Tax Bill
- Tax Documents
 - W2
 - 1099
 - Tax Return
- Current Auto ID Insurance Card
- Paystub (dated within the last 60 days)
- Bank Statement (dated within the last 60 days)
- Auto or home insurance bill (dated within the last 60 days)
- Mail from a Federal, State, County, or City government agency (dated within last 60 days)

Military Lending Act borrowers

MLA covered borrowers must sign MLA disclosure. MLA covered borrowers with GAP or credit life/disability will not be funded.

Funding:

In order to be funded, the loan package must be received by GBFCU at least 15 days before the first payment due date. If a packet is incomplete, dealer will be notified via the indirect system. We will verify the information weekly and the packet will be returned to the dealer if all information is not complete to fund after 21 days. Send all completed packets to:

Great Basin Federal Credit Union
9770 S. Virginia Street
Reno, NV 89511



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New & Used Recreation Rate Sheet ONLY

Effective January 1, 2024

Dealership Flat Pay Schedule

TU Credit Score Range Flat Paid
All Tiers 1.00%

Min Advance	Term	Tier A 680 +	Tier B 679-650	Tier C 625-649	Tier D 624-600	Tier E <599
\$5K	0-84	10.20%	12.20%	18.00%	18.00%	18.00%
\$15K	85-96	10.45%	12.45%	18.00%	18.00%	18.00%
\$25K	97-120	10.70%	12.70%	18.00%	18.00%	18.00%
\$50K	121-144	10.70%	12.70%	18.00%	18.00%	18.00%
\$75K	145-180	10.70%	12.70%	18.00%	18.00%	18.00%

Scoring Based on Trans Union FICO Classic Auto

Advance Maximum:

New - Valuation determined from Invoice

- o Tier A = Up to 135% of Invoice + back-end
- o Tier B = Up to 125% of Invoice + back-end
- o Tier C = Up to 100% of Invoice+ back-end
- o Tier D-E = Up to 100% of Invoice OTD

Used - Valuation determined from Low NADA

- o Tier A = Up to 135% of Low NADA plus back-end
- o Tier B = Up to 125% of Low NADA plus back-end
- o Tier C = Up to 115% of Low NADA plus back-end
- o Tier D = Up to 110% of Low NADA plus back-end
- o Tier E = 100% Low NADA OTD

Program Guidelines:

- Maximum Loan Amount Out the Door (including backend products):
 - o Tier A+ - C = \$85,000
 - o Tier D & E = \$55,000
- Maximum DTI:
 - o Tier 1 = 55%
 - o Tier 2 = 50%
 - o Tier 3 = 45%
- Minimum of 3 Trades



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Program Guidelines:

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- Minimum length of employment is 24 months for at least one applicant
- All borrowers must live in the same household; no Cosigners or Grantors through the CU Direct (CUDL), RouteOne, or DealerTrack, these loans must be referred to the branch.
- Maximum "Back-end" Products:
 - GAP limit to \$895
 - Warranty limit to \$3,500
 - Minimum term for Warranty 24 months
- No Repossessions or Foreclosures within the last 18 months
- Loan-to-values below 80% are not eligible to include GAP coverage in financing.
- GBFCU uses a dual score system. Deal may have counter offer if dual core is below cutoff.
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Vehicle Valuation

- Invoice and Low NADA

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Discounts

10bp for 90% LTV, 20bp for 80% LTV or lower.