

What our owners say

MEMBERS
DEVELOPMENT
COMPANY



How can collaboration drive growth?

We have been owners of MDC from the time it was formed and utilize MDC as a valuable source of idea collaboration, thought leadership and pooling of resources. The value we derive from MDC is not only in the research and development and incubation of ideas, but also in having a structured forum where we can engage with others to address both business challenges and opportunities.

> Tom Moore, EVP,
Baxter Credit Union (BCU)

Collaboration and cooperation is at the heart of what makes credit unions so successful and relevant. Working alone, we fight a tough battle. Working together, we can leverage our collective talent and ideas to learn and explore how we get better at serving members and growing our organizations. That's at the heart of what MDC is about. Our engagement with like-minded, innovative credit unions through MDC is a major part of our research and development program. We believe in growing, innovating and winning—and we've found many similar friends and partners through MDC. MDC's current focus on mobile, payments and improving the member experience is a great fit with our current priorities. And the ROI on our annual investment? Priceless.

> Chuck Purvis, President and CEO,
Coastal Federal Credit Union

We benefit from the combined research and development of nearly 50 progressive credit unions and, in turn, we are able to deploy our resources to help bring meaningful initiatives to reality. Ownership will also allow us to use that R&D to determine what will work well for Meritrust and, equally as important, what will not

> James Nastars, President and CEO,
Meritrust Credit Union

“I had the great privilege of experiencing the benefits of MDC first-hand through my former credit union, and I am extremely pleased to have that same opportunity here at Public Service Credit Union. We will be able to add value to our industry, our credit union and, ultimately, our members. Partnering with MDC gives us scale, not only to help us compete with the deep pockets of large, traditional, financial services competitors, but also with those who are taking aim from outside the industry.

> **Todd Marksberry, President and CEO,
Public Service Credit Union**

MDC consistently supplies our credit union with relevant, real-world information that we would have neither the time nor financial resources to obtain on our own. They welcome and make it easy for us to involve multiple levels of staff in the various projects. We also appreciate the opportunity to collaborate with industry experts and vendors in a non-sales environment. Probably above all, MDC’s two annual owners meetings provide ample opportunity to network and share ideas with the most progressive credit unions in the country.

> **Mike Goodman, CIO,
Alabama Credit Union**

As an individual credit union, we often lack the ability to dedicate any sizeable amount of staff and resources to the research and development that is so important to our ability to remain relevant in such a competitive market. Our ownership in and participation with MDC gives us access to all of the research and analysis that MDC performs on various products, services, or initiatives. In addition, MDC also exists as our conduit to other forward-thinking credit unions. The ability to network and collaborate with other successful credit unions is invaluable.

> **Robert Chavez, President/CEO,
Sandia Labs Federal Credit Union**

We have been members of MDC for a few years now, and we are very impressed with the team they have! They are insightful, inquisitive, and love to dig into the gory details. The owner meetings provide a great opportunity to meet like-minded people and hear about what they are doing in their CUs, and just discuss what the future holds for our industry. MDC also has fantastic speakers that you don’t hear at other conferences, and they are very thought-provoking. As an owner, we have access to Tower Research papers that we couldn’t afford on our own and, of course, all of that research and vetting of vendors. You can’t hire your own employee and do what they do for what they charge the owners! It is money well spent!

> **Laura Campbell, President,
FIGFCU**