

Momentum

The Lenders Cooperative Newsletter

June 2025

Platform Updates

We are excited to announce Release 9.3 & 9.4 for the Lenders Cooperative Loan Origination System!

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Featured on bankdirector.com

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A 6-Part Video Series designed to help SBA lenders quickly understand key changes and how to remain compliant.

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Letter from Christopher McClinton

President & Chief Revenue Officer

There is so much exciting stuff going on at Lenders Cooperative that we thought we needed a way of sharing at least some of the highlights on a regular basis for those interested to follow our progress. Here you'll find all kinds of content including updates about our platform, quick takes and deep dives from our domain experts on all facets of commercial and SBA lending, and info on where you can find and meet with our team on the conference circuit.

On a personal note, I just celebrated my 100th day on the LC team and what a ride it's been so far. Holy smokes about the talent here was my first enduring impression. I joined LC from one of the most disruptive and highly successful startups in recent memory (Finxact). With that, I was able to be selective about my next opportunity. Having worked with some of the OG fintech icons I was applying a strong filter to the opportunities that I found or was presented.

One of my (many) decision criteria, and one that was heavily weighted, was the potential for disruption in a given solution space. Or, to put it candidly, areas of fintech where there was tremendous room for improvement. From the vantage point of an open next-gen core, which affords a holistic view of an FI's product ecosystem, I spent several years observing and hearing directly from bankers about the unsatisfying options in the market for modern commercial loan origination. The incumbents had been complacent and had left the door wide open for disruption from ambitious providers that were willing to go big; big on AI, big on innovation, big on the automation of every aspect of the workflow from borrower experience to application intake to underwriting to closing to funding to servicing.

You may have heard of the LC founders (Ben Wallace, Cary Cooper, Shashi Korithiwada, Josh Dennis et al). They pretty much came to the rescue of a good chunk of the US economy during the darkest days of Covid by powering the SBA to reach thousands of lenders with over a trillion dollars in emergency funding for small businesses. These guys know a thing or two about going big. So, here we go!

Keep your eyes on us, we will be moving fast.

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Platform Updates

Product + Innovation Spotlight

We are excited to announce Release 9.3 & 9.4 for the Lenders Cooperative Loan Life-Cycle Platform

Release 9.3

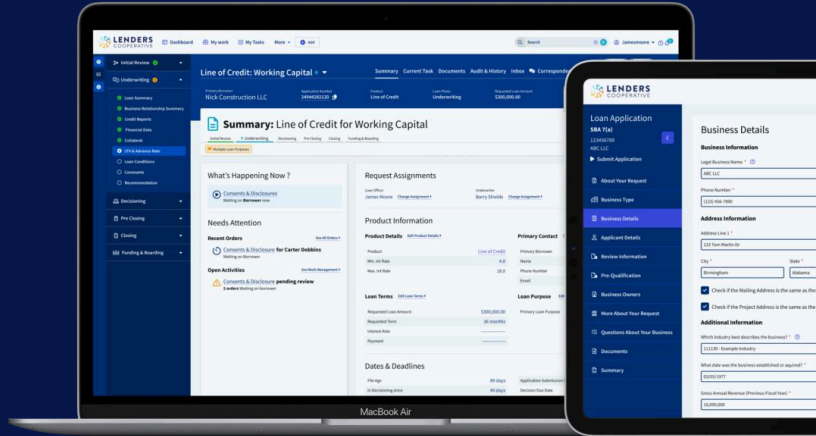
This release includes important updates to support SBA SOP 50 10 8 compliance, as well as continued enhancements to loan processing, spreading, and credit memo functionality.

[Read more](#)

Release 9.4

This release includes improvements to SBA functionality, the first phase of our real estate lending documentation tools, and usability enhancements to streamline your daily processes. We've also introduced foundational features to support loan modifications in future updates.

[Read more](#)



Key Features & Enhancements

SBA SOP 50 10 8

9.3

SBA SOP 50 10 8 updates, including Franchise Directory, CAIVRS, and updated SBSS score thresholds

Spreading

9.3

Required Spreading for loans > \$350K and tax transcript capture for SBA loans

Pricing Structure

9.3

New SBA Guaranty Fee calculation and Pricing Structure enhancements

Credit Memo Updates

9.3

Expanded Credit Memo features, including multi-term details and better Use of Proceeds display

SBA Processing Updates

9.4

RMA benchmarking, updated templates, and new data entry safeguards.

Workflow & Navigation Improvements

9.4

Graph-based task tracking, better task assignments, and faster access to service requests and documentation requests.

Workflow & Navigation Improvements

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Graph-based task tracking, better task assignments, and faster access to service requests and documentation requests.

Spreading & Credit Memo Tools

9.4

RMA benchmarking, updated templates, and new data entry safeguards.

Loan Modifications (Preview)

9.4

Graph-based task tracking, better task assignments, and faster access to service requests and documentation requests.

See these features and other enhancements in action.

[SCHEDULE A DEMO](#) →

What Every Bank Should Know About AI in Lending



AI and automation are reshaping commercial lending — but are boards ready to govern these tools responsibly?

Artificial intelligence and automation are transforming how banks handle lending, from application intake and credit decisioning to servicing. The promise: faster turnaround times, consistent underwriting, and better borrower experiences. But with these benefits come new governance challenges — and risks that don't always show up on a balance sheet. In a recent Bank Director article, we explore:

Where AI is gaining ground

- Pre-qualification, fraud detection, and intelligent document collection
- Enhanced credit models that go beyond traditional scorecards
- AI-powered servicing tools that flag risk and predict defaults

Why board oversight matters more than ever

- Are AI-driven decisions explainable, fair, and compliant?
- Is technology aligned with your credit policy and risk appetite?
- Do servicing workflows benefit from the same intelligence as origination?

What directors should be asking

- How is bias tested and mitigated?
- Who owns outcomes when using third-party technology?

AI in lending isn't just infrastructure — it is strategy. Boards must see lending platforms as core assets shaping risk, reputation, and customer trust. Read the full article in Bank Director to learn how your institution can harness AI for growth without sacrificing accountability.

Find the full article at bankdirector.com

[READ THE ARTICLE](#) →

NEWS & GROWTH

Ventures Lending Technologies Acquisition Complete

Lenders Cooperative and Ventures now form a unified entity providing end-to-end lending and servicing solutions to banks, credit unions, CDFIs, CDCs, and fintech lenders.

[READ THE PRESS RELEASE](#) →

Rachel Hunsinger joins Lenders Cooperative as Head of SBA Servicing

Lenders Cooperative is pleased to announce Rachel Hunsinger as our new Head of SBA Servicing. Rachel brings over 20 years of experience in commercial and SBA lending and will lead our servicing operations to support the institutions we serve nationwide.

Her deep expertise across the SBA 7(a) lifecycle further strengthens our ability to deliver consistent, compliant, and high-performing post-close solutions. Rachel's leadership reinforces our commitment to being the most trusted SBA partner in the market.

[READ THE PRESS RELEASE](#) →

Growth Spotlight: A technology backbone for the CDFI sector.

Lenders Cooperative CEO Cary Cooper joined national leaders at the 2025 OFN Small Business Finance Forum in Austin, TX last week, participating on the panel "The Infrastructure We Need."

The discussion explored how CDFIs—and by extension, community-focused lenders—can modernize their operations to meet growing demands while improving efficiency, data use, and collaboration. Cary shared insights on how lenders can move beyond fragmented tools and legacy systems by adopting smarter, more integrated technology that drives impact at scale.

This reflects our broader commitment to helping financial institutions of all sizes strengthen their lending infrastructure through innovation, automation, and AI-powered solutions.

SBA SOP 50 10 8 Explained:

A 6-Part Video Series

SBA SOP 50 10 8 Explained

Lenders Cooperative has released a 6-part video series breaking down the most important updates in the new SBA SOP 50 10 8. Each episode is designed to help SBA lenders quickly understand key changes and how to remain compliant.

Featured Episodes:



Covers delegated lender restrictions, borrower eligibility, the return of the Franchise Directory, and new SBSS score requirements.

[VIEW EPISODE →](#)



Explains updates to the Credit Elsewhere Test, ESOP/401(k) structure eligibility, and outlines new standards for collateral, insurance, and ownership changes.

[VIEW EPISODE →](#)



Reviews new thresholds for required collateral and mandatory hazard insurance for loans over \$50,000.

[VIEW EPISODE →](#)



Discusses the removal of this philosophy in favor of more prescriptive SBA guidance—enhancing consistency in loan underwriting.

[VIEW EPISODE →](#)



Highlights revised forms, borrower certifications, and the collateral/documentation standards that must be met before disbursement.

[VIEW EPISODE →](#)



Stay tuned for the final video in the series.

Case Study

Increasing Efficiency and Automation

Summary

To keep pace with increasing loan demand while optimizing a limited team's productivity, Penn Community Bank sought a solution that would automate time-consuming, manual processes. The goal was to allow the small team to focus on high-value client interactions rather than routine administrative tasks.



Objective

To enhance operational efficiency through automation, enabling the bank's small loan processing team to manage a higher volume of small business loans with greater accuracy and speed.

Solution

Lenders Cooperative's Lending Platform provided automation for critical workflows, such as scoring, UCC filings, and document generation. These automated processes reduced the burden of manual work, allowing the team to efficiently process applications without compromising quality or speed.

Results

- **Improved Productivity for Small Teams:** With only 3 staff members dedicated to underwriting, processing and portfolio management, the automation of repetitive tasks allowed the team to manage a higher volume without increasing headcount.
- **Streamlined Process Flow:** Automated scoring and document handling improved workflow efficiency, reducing bottlenecks and speeding up overall processing time.
- **Resource Optimization:** Freed from administrative tasks, team members could dedicate more time to client engagement, ensuring that each client received timely, personalized service.



"Lenders Cooperative's support and training empowered our team to fully leverage the platform and enhance our client relationships."

Johnny Gonzalez, Vice President,
Small Business Banking Manager



Christopher McClinton

President & Chief Revenue Officer

Christopher McClinton recently joined Lenders Cooperative as President and Chief Revenue Officer.

With over two decades of experience in financial services technology, Mr. McClinton will lead Lenders Cooperative's growth strategy, partnerships, and brand positioning as the company continues its rapid expansion.

Prior to joining Lenders Cooperative, Mr. McClinton served for six years as Chief Marketing Officer at Finxact, where he played a pivotal role in shaping the company's go-to-market strategy, corporate communications, and industry partnerships.

Fun fact about Christopher: Earlier in his career, Christopher served as SVP at American Bankers Association. During his time there, he led the very first fintech investment that ABA made in its 150-year existence.

That carefully vetted first investment went to none other than Summit Technology Group, the company founded by Ben Wallace, et al that would go on to help hundreds of community banks modernize their tech stacks.

When he is not working, he enjoys spending time with his family, trail running with his two Aussie shepherds, and playing chess in Dupont Circle in his adopted home of Washington DC.

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Momentum in Action

Recent Events



MALC

April 14-16 – Houston, TX



NADCO Spring Summit

May 4-7 – Washington, D.C.



NAGGL

May 13-15 – Salt Lake City, UT



OFN Small Business Forum

June 11-13 – Austin, TX

Upcoming Events



America East

August 4-6 – Atlantic City, NJ



FLAGGL

September 17-19 – Orlando, FL



NADCO NOW

October 14-17 – Fort Lauderdale, FL



ABA Annual Conference

October 19-21 – Charlotte, NC

Upcoming Webinar



MONTHLY **SBA** WEBINAR

Landlord Waivers & SBA Loan Liquidation

June 26 at 12:00 PM ET

Landlord waivers often feel like a routine checkbox during SBA closings—but when a loan defaults, those same provisions can be the reason you can't recover your collateral.

Chuck Evans and David Tinsley are joined by Lyndsay Rowland of Starfield & Smith, PC for this session.

We'll cover:

- What makes landlord waivers enforceable—or unenforceable
- How to spot red flags before they become roadblocks
- Real-world examples that show what can go wrong (and how to avoid it)
- Practical steps to protect your guarantee

This is part of our 30 at Noon series—short, focused sessions designed for busy lending pros who want to stay sharp.

REGISTER NOW →

Connect

Get in Touch with Lenders Cooperative

Interested in learning more? We'd love to hear from you. Let us know how we can help.



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