



C. DENNIS BEAVER
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C. Dennis Beaver is founder and Principal of Hill Creek Consulting, LLC an independent firm that specializes in helping credit unions launch their member business services programs. Previously, Dennis spent more than 20 years in the banking industry, where he was a national accounts officer, corporate banking team leader, corporate finance manager and private banker. At one point in his career, Dennis managed a banking team that provided services to more than a dozen credit unions in the Upstate New York market, including share draft processing, private label card programs, ATM services and branch sharing.

As an independent consultant, Dennis has worked with more than four dozen credit unions to help them launch their business service programs. A typical engagement includes a two phase project that includes; competitive analysis, systems analysis, marketing plan and detailed financial plan, followed by account opening procedures, loan policy, underwriting procedures, and a detailed implementation plan. Dennis has also delivered specialized training programs for credit union organizations in at least a half dozen states. He also serves as an advisor and contract consultant for CUNA.

SPECIFIC EXPERIENCE

- 25 years of commercial lending experience, including management of a banking team that provided services to credit unions
- Founded an independent consulting practice focused on launching and enhancing credit union member business lending and service programs; "Helping Credit Unions Help Small Business"
- Developed and delivered specialized training programs for credit unions and credit union associations
- Worked with more than 4 dozen credit unions on business services

INDUSTRY INVOLVEMENT

- Small Business Services – One day workshops with various titles presented in cooperation with the New York, Massachusetts, Pennsylvania, Virginia and Ohio credit union leagues (associations) at various times during 2003 - 2004
- Presenter on business services topics at CUNA Lending Council Annual Conferences in 2004 and 2005.
- Roundtable participant at CUNA Future Forum, 2006
- One day member business workshop in cooperation with CUNA and Michigan League in 2007
- CUNA Business Lending Institute 2008

EDUCATION

SUNY Brockport; BS Economics, MA Communication
Graduate School of Credit and Financial Management, offered by the Credit Research Foundation at Dartmouth College