



March 1, 2018

TO: Senator McCrory, Senator Kelly, Representative Serra and esteemed Members of the Aging Committee  
FR: Kelly Ramsey Fuhlbrigge, Vice President – Government Relations, kfulhbrigge@culct.coop – Cell: 203-500-9293  
RE: Testimony in opposition to Raised Senate Bill 150 AN ACT PROVIDING PROTECTIONS FOR CONSUMERS APPLYING FOR REVERSE MORTGAGES.

Thank you for the opportunity to provide testimony on Raised Senate Bill 150 AN ACT PROVIDING PROTECTIONS FOR CONSUMERS APPLYING FOR REVERSE MORTGAGES. This bill requires a reversed mortgage applicant to be informed by a Connecticut credit union or Connecticut bank of at least five independent housing counseling agencies approved by HUD, and requires the applicant to get in-person counseling from an independent housing counseling agency approved by HUD. In addition, the Connecticut credit union and Connecticut bank would need to get a signed certification from the prospective applicant or their authorize representative that the applicant has received counseling. This bill unfairly targets Connecticut credit unions and banks, there are many national reverse mortgage companies in the county that would not be subject to this law putting Connecticut credit unions and banks at a disadvantage. It is our understanding from information obtained from the Mortgage Brokers Association that 99% of Connecticut reverse mortgages are federal housing administration insured home equity conversion mortgages, which already have counseling requirements with HUD. As not-for-profit member owned cooperatives, credit unions put their member's best interests in the forefront and although not many credit unions provide reverse mortgages at this time, we believe this bill would make it increasing difficult for seniors to obtain reverse mortgages from reliable and trustworthy sources.