



STATE OF DELAWARE
OFFICE OF THE STATE BANK COMMISSIONER
1110 FORREST AVENUE
DOVER, DELAWARE 19904

WEB: BANKING.DELAWARE.GOV

TELEPHONE: (302) 739-4235
FAX: (302) 739-2356

January 26, 2021

The Honorable Spiros Mantzavinos
Chairman
Senate Banking, Business & Insurance Committee
Legislative Hall
Dover, Delaware 19901

The Honorable William Bush
Chairman
House Economic Development/Banking/Insurance & Commerce Committee
Legislative Hall
Dover, Delaware 19901

RE: Short-Term Consumer Loan Database 2020 Operations Report

Dear Senator Mantzavinos and Representative Bush:

Enclosed for your information is a report about the 2020 operation of the short-term consumer loan database, as required by Section 2235C of Title 5 of the Delaware Code. This report was prepared by Veritec Solutions, LLC, which operates the database under contract with this Office, as authorized by Section 2235B of Title 5. The report contains the information specified by Section 2235C, as well as additional information about the postal zip codes of borrowers.

Respectfully submitted,

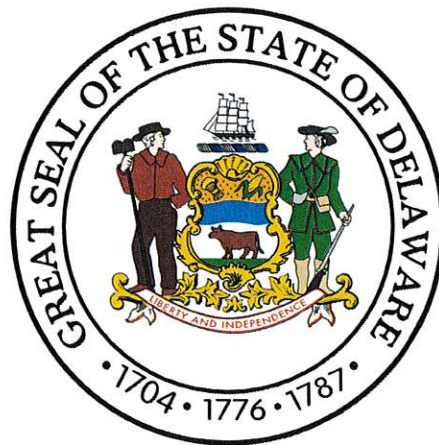
A handwritten signature in cursive script, reading "Robert A. Glen".

Robert A. Glen
State Bank Commissioner



State of Delaware
Short-Term Consumer Loan Program

Report on Delaware
Short-Term Consumer Loan Activity
For the Year Ending December 31, 2020



Prepared for the State of Delaware
Office of the State Bank Commissioner
By Veritec Solutions, LLC

Contents

Program Statistics and Highlights	3
Short-Term Consumer Loan Volume	3
Short-Term Consumer Loan Amounts and Fees	4
Borrower Usage of Short-Term Consumer Loans	6
Borrower Usage by Zip Code	7
Short-Term Consumer Loan Defaults	8
Provider Locations	8
System Availability	8

ABOUT THE INFORMATION IN THIS REPORT

THIS REPORT PROVIDES STATISTICAL INFORMATION REQUIRED UNDER 78 DEL. LAWS CH. 278 (THE "ACT").

THE INFORMATION CONTAINED IN THIS REPORT IS BASED ON SHORT-TERM CONSUMER LOANS REGISTERED TO THE SHORT-TERM CONSUMER LOAN PROGRAM DATABASE ("DATABASE") PURSUANT TO THE ACT. THE DATABASE WENT INTO EFFECT BEGINNING ON JANUARY 1, 2013. THE DATA PRESENTED IN THIS REPORT IS FOR THE PERIOD FROM JANUARY 2020 THROUGH DECEMBER 2020.

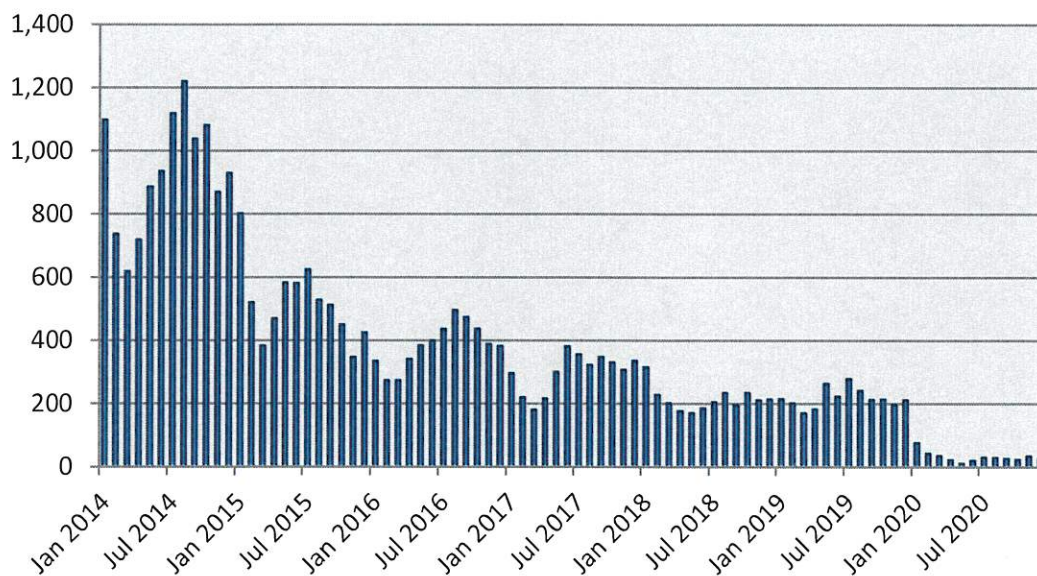
Program Statistics and Highlights

Short-Term Consumer Loan Volume

The total number of short-term consumer loans conducted from January 2020 through December 2020 was 369.¹

The average number of days short-term consumer loans were outstanding was 27.2 days.

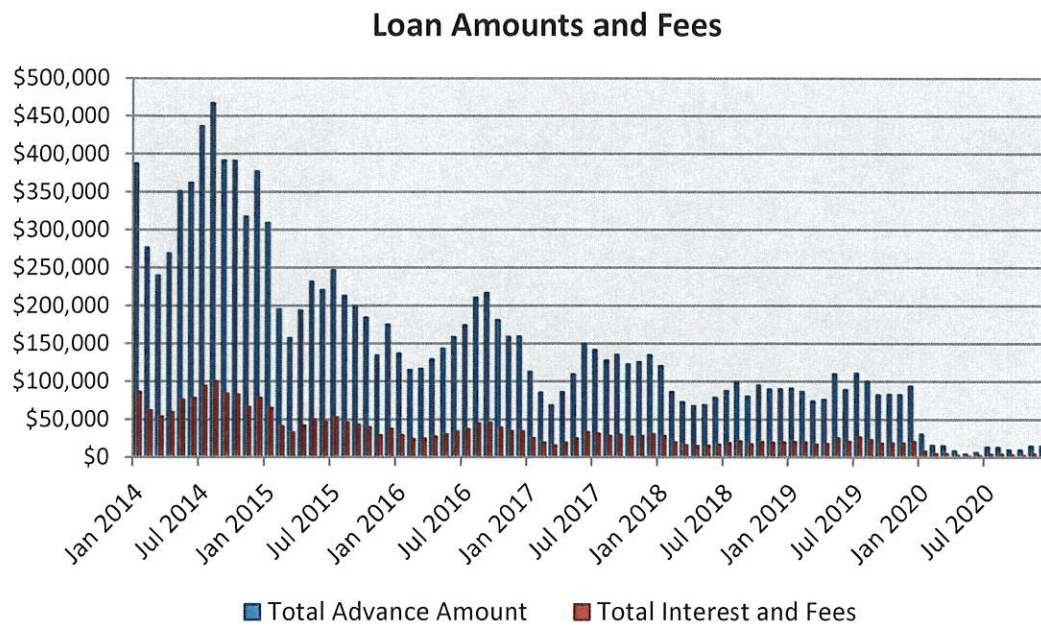
Volume of Loans per Month



¹ Loan volume is based on agreement dates and excludes loans that were cancelled or administratively closed.

Short-Term Consumer Loan Amounts and Fees

The 369 short-term consumer loans conducted during the period from January 2020 through December 2020 represent a total advance amount of approximately \$150 thousand with total interest and fees of approximately \$43 thousand.

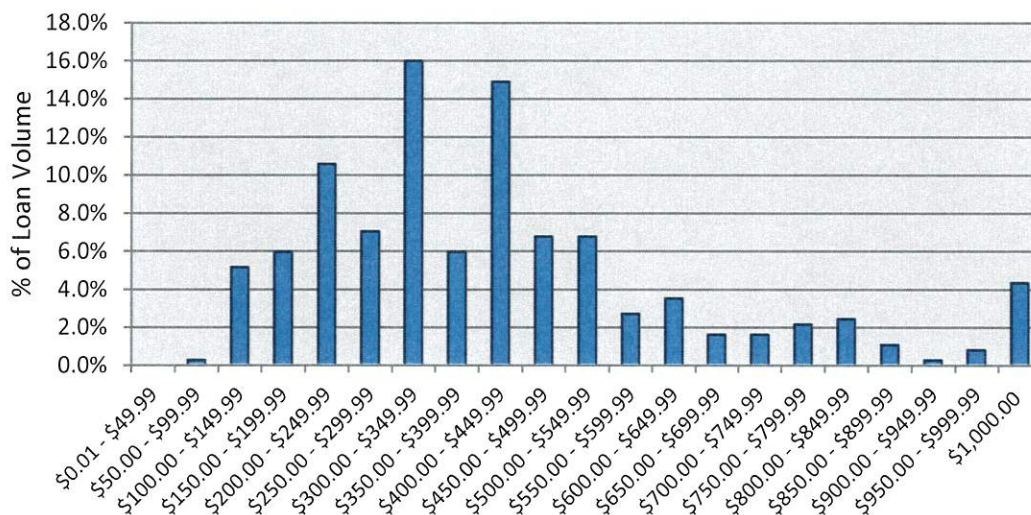


Short-Term Consumer Loan Amounts and Fees (continued)

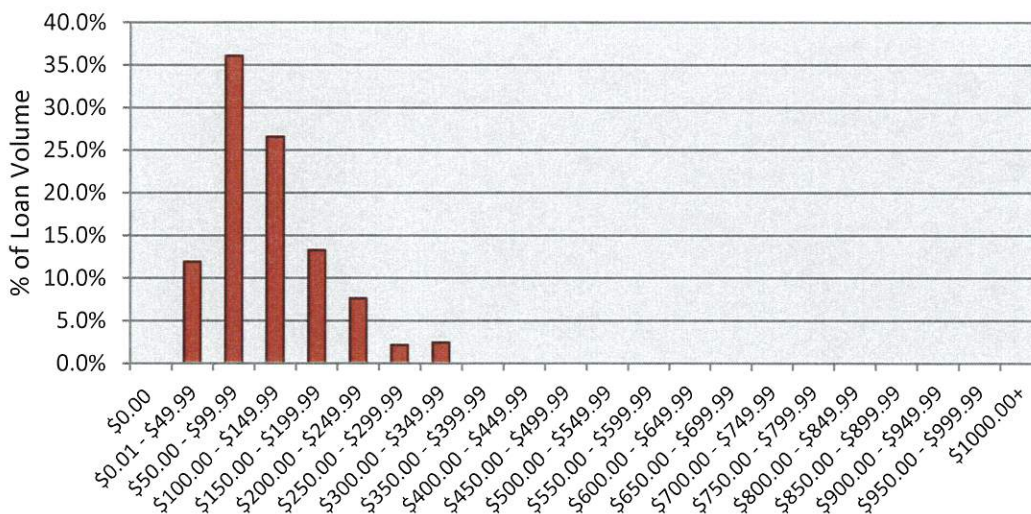
Advance amounts per transaction ranged from a minimum of \$50.00 to a maximum of \$1,000.00, with an average advance amount of \$406.21.

Short-term consumer loan annual percentage rate ranged from a minimum of 208.6 to a maximum of 1,460.0, with an average annual percentage rate of 660.5.

Range of Advance Amounts



Range of Total Fee Amounts

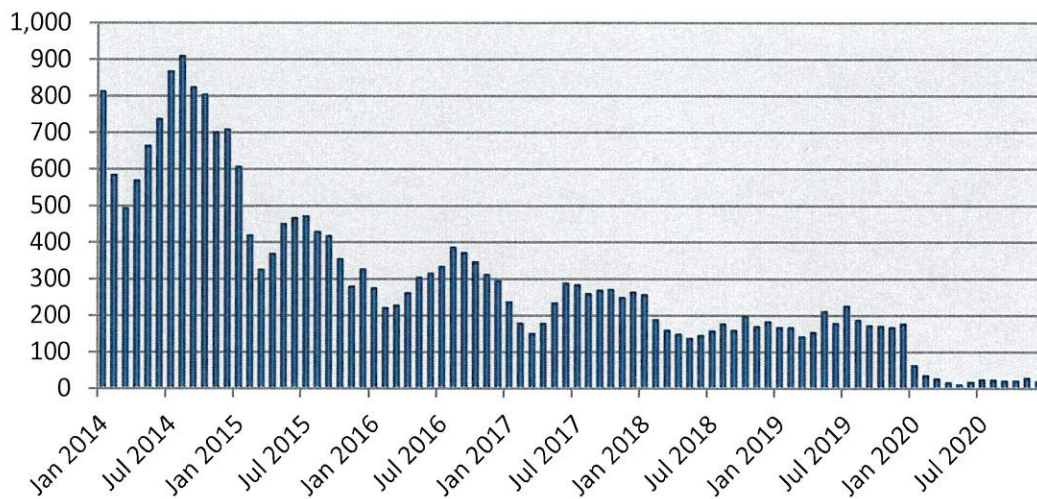


Borrower Usage of Short-Term Consumer Loans

There were 147 borrowers who opened at least one loan during the period from January 2020 through December 2020.

The average gross monthly income of borrowers from January 2020 through December 2020 was \$3,783.56.²

Borrowers per Month



During the period from January 2020 through December 2020 approximately 62% of borrowers opened 2 or fewer loans.

Number of Loans	Number of Borrowers	% of Total Borrowers	Number of Loans	% of Total Loans
1	53	36.1%	53	14.4%
2	38	25.9%	76	20.6%
3	13	8.8%	39	10.6%
4	14	9.5%	56	15.2%
5	29	19.7%	145	39.3%
6	0	0.0%	0	0.0%
Totals	147	100.0%	369	100.0%

² The income used in this calculation represents the income entered for each loan by the licensee at the time the loan was added to the database.

Borrower Usage by Zip Code

Below are details of the Delaware zip codes with the highest number of borrowers for the period from January 2020 through December 2020.³

Zip Code	# Borrowers	# Transactions	Primary City	County
19720	11	27	New Castle	New Castle County
19904	9	22	Dover	Kent County
19713	8	17	Newark	New Castle County
19805	8	16	Wilmington	New Castle County
19702	7	22	Newark	New Castle County
19701	6	20	Bear	New Castle County
19709	6	16	Middletown	New Castle County
19901	6	15	Dover	Kent County
19711	5	16	Newark	New Castle County
19804	5	12	Wilmington	New Castle County
19966	5	11	Millsboro	Sussex County
19947	4	15	Georgetown	Sussex County
19802	4	12	Wilmington	New Castle County
19810	4	11	Wilmington	New Castle County
19933	3	11	Bridgeville	Sussex County
19977	3	7	Smyrna	Kent County
19801	3	6	Wilmington	New Castle County
19808	2	8	Wilmington	New Castle County
19934	2	7	Camden Wyoming	Kent County
19938	2	7	Clayton	Kent County
19734	2	6	Townsend	New Castle County
19968	2	6	Milton	Sussex County
19973	2	6	Seaford	Sussex County
19956	2	4	Laurel	Sussex County
19703	2	3	Claymont	New Castle County
19941	2	3	Ellendale	Sussex County

³ Zip codes used in this analysis are based on borrower residence addresses. Borrowers with more than one residence zip code during the reporting period may be counted multiple times.

Short-Term Consumer Loan Defaults

Of the 369 short-term consumer loans opened during the period from January 2020 through December 2020, borrowers have defaulted on 36 loans, representing a default rate of 9.8%.

The 36 defaults represent a total outstanding advance amount of approximately \$16 thousand, or approximately 41.2% of the \$43 thousand total interest and fees earned during the analysis period.

Provider Locations

There were 143 active licensee store locations as of December 31, 2020.

System Availability

Overall system availability averaged 99.99% from January 2020 through December 2020 including scheduled maintenance.

