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## 59th Annual Membership Meeting Event In Review

The 59th Annual Kansas Corporate Membership Meeting was held Friday morning, April 15, 2011, at the Overland Park Marriott Hotel & Convention Center in Overland Park, KS. Credit union staff and volunteers from KS and NE, along with many special guests including representatives from the Kansas

by committee member, Mark Bezdek, Quest Credit Union. Paul Meissner, Credit Union of America, Wichita, KS, chairs the Credit Committee and Rick Blue, White Eagle Credit Union, Augusta, KS, is the final committee member. Outgoing and retiring volunteer, Mark Bezdek, was honored for his many

### 2011 KCCU Board of Director's Roster

Gary Colcher, *Chairman*, Quest Credit Union, Topeka, KS  
Bill Hauber, *Vice Chairman*, Frontier Community Credit Union, Leavenworth, KS  
Mahlon McCaleb, *Secretary/Treasurer*, Meritrust Credit Union, Wichita, KS  
Mark Kolarik, Kansas Teachers Community Credit Union, Pittsburg, KS  
Glen Scott, Envista Credit Union, Topeka, KS  
Bob Thurman, Credit Union of America, Wichita, KS  
Wayne Warfel, Wichita Federal Credit Union, Wichita, KS

Department of Credit Unions and the Kansas Credit Union Association joined KCCU staff and volunteers for a review of 2010, a look at 2011, and beyond.

Credit union delegates voted for and re-elected two members to the Kansas Corporate Board of Director's. Glen Scott, Envista Credit Union, Topeka, KS, and Wayne Warfel, Wichita Federal Credit Union, Wichita, KS, were elected to the two open 3-year term board seats.

Immediately following the Annual Membership Meeting, a re-organization meeting was held to elect Board Officers. See **Text Box** above for a complete Board Member roster.

Credit union delegates also elected Greg Winkler, Educational Credit Union, Topeka, KS, to the open 3-year term Credit Committee seat vacated

years served on the Credit Committee. Supervisory Committee appointments are made by the Board Chair and include the following individuals for 2011: Jacque Cully, *Chair*, Central Kansas Credit Union, Hutchinson, KS, Dave Collins, Mainstreet Credit Union, Lenexa, KS, and LaRae Kraemer, K-State University Federal Credit Union, Manhattan, KS.

KCCU extends a sincere and heartfelt thank you to our members, volunteers and staff as well as to KCUA for another successful event! A special congratulations to our own Board Member, Wayne Warfel, Wichita Federal Credit Union, for his recognition as Professional of the Year!

The 2010 Annual Report is available to view on the KCCU website, Financials Page. For CD copies, please email [marketing@kansascorporate.org](mailto:marketing@kansascorporate.org).

## Business Plan Update

### PCC Offering Announced

Having received plan approval from both regulatory bodies, Kansas Corporate recently distributed the formal Perpetual Contributed Capital (PCC) offering documents to our current Capitalized, Associate Members and other interested parties.

Your input has been vital to the development of our plan. You told us you value our partnership and recognize the importance of loyalty and cooperation. You told us you want a voice in the future of your financial partner. We heard you loud and clear - built a sound plan, chose a path and set forth on our new journey. Although it seems we are starting anew, we do so with 59 years of experience in our back pockets – we've survived some of the darkest times in credit union history. This we did together and together we are shaping our future.

And what does that future look like?

#### **Governance**

- A corporate owned and governed by you and your peers
- Active participation in the strategic direction of Kansas Corporate
- Ownership in a like-minded financial cooperative with shared values and philosophies

#### **Conservative Business Philosophy**

- Clean Business Sheet
- Current standing as 1 of 6 corporate credit unions that are already in compliance with the new Corporate Regulation 704
- Current standing as one of only 10 corporate credit unions that pass BOTH the required minimum NEV ratio and the maximum change requirement in the +300 rate shock scenarios

#### **Dedicated, Expert Member Service**

- Highly skilled and licensed financial analysts on staff to assist you with your investment portfolio and asset/liability management needs
- Experienced Senior Management Team that understands your needs and is ready to support your personalized initiatives
- Knowledgeable Account Specialists at the ready to support your credit union

#### **Peace of Mind**

- KCCU staff have combined experience of well over 100 years in the credit union movement. We understand the uniqueness of credit unions, on all fronts.
- We know the strict regulatory requirement to which you must comply as we are subject to very similar regulations. We work closely with the same parties you do and provide them insight to our members' needs.
- Credit unions can 'in source' Kansas Corporate instead of 'out source' pieces of your business that cause you to relinquish control over service delivery.

Kansas Corporate has been your corporate credit union, meeting your needs, working with you and more importantly, for you, during times of prosperity and not. More than likely you remember a time when Kansas Corporate came through for you when you had nowhere else to turn. We pride ourselves on our willingness to do everything we can to make your lives easier and going beyond the realm of standard service. If we can do it, we will. Plain and simple...that's how we work.

As we look to the future, we see credit unions prospering, and are humbled that you want us to continue to play a part in your success. We respectfully ask for your continued capitalization, simply stated, to keep the credit union vision alive.

If you have questions about the KCCU Business Model or would like more information about our Plan, please contact Circe Gleeson, Marketing Manager, at 800.721.2677 Ext. 106 or email [marketing@kansascorporate.org](mailto:marketing@kansascorporate.org).

## 2011 CUBG National Business Services Conference

### Charting the Course

It is often said that the early bird gets the worm but he also saves \$50 when he registers for the 5<sup>th</sup> Annual CUBG National Business Services Conference on or before June 15<sup>th</sup>! And so will you!

Join CU Business Group and leading industry experts in Portland, OR, at the beautiful Portland Marriott Downtown Waterfront Hotel, August 1 – 3, 2011, for this very important educational opportunity that features...

#### **Hessam Nadji, Marcus & Millichap**

Hessam Nadji is SVP and Managing Director of Research for *Marcus & Millichap Real Estate Investment Services*. Hessam was the top-rated speaker of CUBG's 2010 conference and he will keynote the 2011 Conference! A frequent speaker on CNN, CNBC, and FOX News with over 20 years experience in real estate research, marketing and technology management, his knowledge and insights on the current economic outlook for commercial real estate are must-hears!

#### **Early-Bird Educational Sessions**

*Business Development Bootcamp* – Give your business services program a boost with this in-depth course focused on qualifying and targeting prospective business member in your area.

*Cash-Flow Analysis* – This hands-on training will focus on practicing the most fundamental skill in business lending – determining whether sufficient cash flow exists to repay the proposed debt.

*Board & Business Loan Committee Training* – A course designed to give key decision makers the information and knowledge necessary to successfully oversee the business lending program at your credit union.

#### **Other Speakers include...**

*Linda Vick, NCUA Problem Case Officer for Region IV* – Linda will share NCUA's inside view on member business lending and today's regulatory environment.

*Larry Middleman, CUBG President & CEO* – Larry will present key industry statistics on both lending and deposits along with what they mean for your credit union. Larry will also reveal the results of CUBG's 2<sup>nd</sup> Business Deposits Benchmarking Survey and his view on business services in the credit union industry.

#### **What else, you ask?**

- Maximizing the SBA opportunity in your market
- Top 10 tips to prepare for your next NCUA examination
- Targeted business lending growth strategies
- Developing a strategic program and relationship pricing
- Portfolio management and troubled debt restructuring
- **AND MANY MORE BREAKOUT SESSIONS!**

For more information, pricing and registration, please visit the CU Business Group website at [www.cubusinessgroup.org](http://www.cubusinessgroup.org) or contact Circe Gleeson, KCCU Marketing Manager, at 800.721.2677 Ext. 106 or email [marketing@kansascorporate.org](mailto:marketing@kansascorporate.org).



YOUR CORPORATE CU BUSINESS PARTNER

## International Services Update

### Direct Partnership Established

In accordance with our continued migration from US Central Bridge Federal Credit Union as our primary service provider, Kansas Corporate has partnered with Travelex, directly, to support our International Service suite of offerings.

Beginning Monday, April 18, 2011, all foreign items and foreign currency orders have been processed direct with Travelex. International wires are slated for a fall 2011 conversion.

Changes for the credit union include submitting foreign items direct to Kansas Corporate and the ability to receive an immediate quote on foreign currency exchange rates, allowing for more efficient processing of both foreign items and foreign currency purchases.

If you would like more information about the suite of International Services available through Kansas Corporate or need detailed processing information for foreign items, please contact Alilia Yerxa, Account Specialist, at 800.721.2677 Ext. 111 or email [aliliay@kansascorporate.org](mailto:aliliay@kansascorporate.org).

## Financial Snapshot

### April 2011

Assets	\$408,770,548
Loans	\$3,707,197
Retained Earnings	\$843,761
Net Income   Year-to-Date	\$37,720   \$114,966
Capital Ratio	7.83%
Retained Earnings Ratio	0.24%

Figures are not audited.

Please visit the Kansas Corporate website ([www.kansascorporate.org](http://www.kansascorporate.org)) or email [aim@kansascorporate.org](mailto:aim@kansascorporate.org) for current investment rates.

## Summer Holiday Closings

Kansas Corporate will be closed Monday, July 4, 2011, for Independence Day and Monday, September 5, 2011, for Labor Day. Regular business hours will resume Tuesday, July 5, 2011, and Tuesday, September 6, 2011, respectively.

These closings may affect your regularly scheduled currency order or delivery. Please contact the Member Service Department with questions or concerns at 800.721.2677 | Option 1.

Have a Safe and Happy Summer!

## Contact Information

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### Executive Team

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