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NCUA Proposes IRR Policy for Credit Unions

AIM | Your GO-TO IRR Resource

In early March 2011 the NCUA Board proposed revising NCUA's rules and regulation Part 741.3 (b) to add a written interest rate risk policy and an interest rate risk management program as a requirement for insurance for all federally insured credit unions (FICUs). The proposal provides guidance to FICUs



on how to establish an interest rate risk policy and effective program. The rule excludes FICUs below \$10 million in assets and FICUs \$10 - \$50 Million in assets with a percentage of first mortgages and investments greater than 5 years that is less than 100% of net worth but NCUA believes a written IRR policy and an effective IRR program is key to maintaining safe and sound operations for **ALL** credit unions.

The NCUA feels this is a necessary policy change based on many factors but the most important being that the inflation/interest rate outlook is unusually uncertain as a result of new Federal Reserve policy strategies, record projected federal deficits and the turmoil in the Middle East. NCUA stated that credit union exposure to interest rate risk has risen in recent years, due among other things to a growing portion of assets being tied up in mortgages.

As credit unions continue to be bogged down by increased regulatory

and compliance concerns, this new requirement, although seen by NCUA as key to a credit unions success, may simply be seen as just one more thing credit unions have to deal with when already spread so thin. But you need not feel

overwhelmed as Kansas Corporate's AIM Service, created in 1992 to help credit unions in regard to asset/liability management, is your partner to successfully meet this new regulatory requirement.

With state-of-the-art ALM software AIM analysts can forecast future income projections in multiple interest rate environments as well as track IRR through Net Economic Valuation processes. Our AIM analysts work with credit union clients in 4 states to manage not only their IRR but their entire ALM program.

Whether you need to outsource a portion of or all of your ALM business, AIM has the solution and can customize their offerings to meet your needs.

Call Brady McLeod, Senior Financial Analyst, to learn more about AIM and how they can help you manage your ALM business, specifically the new IRR component, at 800.721.2677 | Ext. 101 or email bradym@kansascorporate.org.

Business Plan Update

Two Thumbs Up

Last we reported, Kansas Corporate had developed our Strategic Business Plan and submitted it for approval to our regulatory bodies, the Kansas Department of Credit Unions (KDCU) and the National Credit Union Administration (NCUA) in December 2010, far ahead of the NCUA deadline of March 31, 2011.

The KDCU approved our plan in early January 2011 and in early March 2011, KCCU received final approval from NCUA to move forward with our business plan, following a week long visit with our NCUA lead examiner. So, as most corporate credit unions are submitting their written plans, we are already enacting ours. Staff is now working on the creation of capital documents for distribution to members as well as continuing to meet with credit unions and their volunteers to discuss plan details.

If you have questions about the plan or need additional information, please contact Circe Gleeson, Marketing Manager, at 800.721.2677 | Ext. 106 or email circeg@kansascorporate.org.

2011 KCCU Annual Meeting

Friday, April 15, 2011

The 2011 Kansas Corporate Credit Union Annual Membership Meeting will be held in conjunction with KCUA's Annual Meeting & Convention, April 15-16, 2011, at the Marriott Hotel in Overland Park, KS.

Friday, April 15, 2011

KCCU Annual Membership Meeting | 10:15 – 11:30 AM

Join with your credit union peers and volunteers as KCCU staff and board recount the 2010 corporate events as well as learn about strategic plans that will shape KCCU in the future.

There is no fee to attend this meeting and all members are encouraged to participate.

KCUA Annual Meeting Golf Classic | 11:30 AM – 6:00 PM

Lunch and Registration for the tournament start at 11:30 AM at Deer Creek Golf Club in Overland Park, KS. Register your team today by contacting Jerel Wright at 800.362.2076 Ext. 3102 or email Jerel at jerelw@kcuu.coop!

Exhibitor Showcase | 7:00 – 9:00 PM

Stop by the KCCU Booth to meet and mingle with KCCU staff in this relaxed environment!

Saturday, April 16, 2011

Exhibitor Showcase Breakfast | 7:30 – 8:45 AM

Wake up with KCCU as staff will man the booth during the conference breakfast!

Saturday also hosts several great speakers and topics for the Education Breakouts, the KCUA Business Meeting Luncheon and Credit Union Roundtables. For more information about the KCUA Annual Meeting & Convention, please visit the KCUA website at www.kcuu.coop/AnnualMeeting.

For more information about the Kansas Corporate Annual Membership Meeting, contact Circe Gleeson, Marketing Manager, at 800.721.2677 | Ext. 106 or email marketing@kansascorporate.org.

Board & Business Loan Training NEW CUBG Education Session

As regulators are expecting more education and training for Boards and Business Loan Committees, CUBG answers the call with a new course designed specifically to give key decision makers the knowledge they need to successfully oversee a credit union's business lending program.

The course, which is completely customizable based on the needs of each credit union, can be conducted on-site or via webcast, is geared toward board and business loan committee members, includes a unique credit union presentation based on the specific needs of each credit union and provides a course certificate for attendees.

Attendees will...

- Review MBL regulations and important regulatory issues
- Learn about the importance of cash flow, how to calculate it and other key financial ratios
- Understand the primary functions of a business loan committee
- Distinguish between the different types of business loans
- Understand key underwriting criterion
- Gain an understanding of the credit presentation
- Discuss portfolio management techniques including risk monitoring, concentrations, and problem loan monitoring
- And more!

Contact Circe Gleeson, Marketing Manager, at marketing@kansascorporate.org for more information about scheduling your personalized Board & Business Loan Committee Training session or email info@cubg.org to schedule your event.

2011 KOMA CUES Conference \$299 - Are They Out of Their Mind?

The Kansas, Oklahoma, Missouri, Arkansas (KOMA) council is hosting another knock-out conference for CUES members **AND** non-members this spring! Join with your peers from this 4-state area for *Service Leaders / Service Culture – the 2011 KOMA CUES Conference*, April 14 – 15, 2011, at the beautiful Chateau on the Lake Resort & Convention Center in Branson, MO.

Ted Thames, Senior Director for Cornerstone Advisors, Inc. starts off the conference with his presentation *7 Ways for Credit Union to Take a New Leadership Role in Post-Recession America*. Ted is a strategy development and business planning consultant that spent 17 years helping to build one of the most successful credit unions in the nation that is now putting his know-how to work for credit unions.

Chris Zervas, opens up Friday morning with *Eye-to-Eye in an Electronic Age* to help credit unions recognize how our electronic communication culture is impacting our relationship with our employees and our company's revenues. Chris holds a Master's degree in communication from Wheaton College Graduate School and has provided strategic speaking/training for a variety of US organization.

The conference is loaded with incredible educational and networking opportunities, is set in a gorgeous locale and offers registration for only **\$299!** Credit union executives won't find another conference with so much punch for so low a price!

For more information or to register for the conference, contact Circe Gleeson, KOMA CUES Council Member, at 800.721.2677 Ext. 106 or email circeg@kansascorporate.org.

MYTH BUSTERS

eCom: New Record Breaking eRate

MYTH: Electronic bill payments are always handled electronically.

Electronic bill payment providers wish it were so but even in today's advanced electronic payment processing world, many payments are still made by check.

In December 2010, eCom, one of KCCU's bill payment partners, saw their eRate reach a record breaking 80.32 percent! A high electronic payment rate (eRate) means faster payment processing and fewer payment inquiries. As your eRate goes up, the average cost per transaction goes down because most credit unions are charged a lower rate for electronic payments.

If you are interested in learning more about the services eCom can offer your credit union, please contact Circe Gleeson, Marketing Manager, at 800.721.2677 | Ext. 106 or email circeg@kansascorporate.org.

MY CU® Services Bill Payment Promotion Summer Time Special

Odds are you've read time and again in *Corpor@te Link* about our partnership with MY CU® Services so you are likely to have a great grasp of the caliber of the bill payment service they provide, but did you know they are once again offering credit unions a special incentive to sign up as a new client **AND** to help their small business members?

MY CU® Services is one of the largest credit union only providers of electronic bill payment in the market and their collaboration with iPay Technologies brings new meaning to cutting edge! The intuitiveness of the design couples convenience, security, flexibility and does so with a keen eye on meeting the e-demands of consumers. But let us not overlook your business members...MY CU® Services Biz 2.0 helps small businesses manage their business needs instead of making them adapt to a consumer driven bill payment solution. Biz 2.0 supports payroll, auditing responsibilities and multiple payment needs, all from a business perspective.

Sign up for the consumer solution before May 31, 2011, and not only will MY CU Services waive the initial program set-up fee, credit unions will receive up to 90 days FREE processing and call center support (not to exceed August 31, 2011).*

Sign up for Biz 2.0 by May 31, 2011, and implement by August 31, 2011, and MY CU Services will waive the initial program set-up fee plus the monthly minimums for up to 6 months (not to exceed December 31, 2011).*

***To qualify, credit unions must sign up for 5-year term.**

MY CU® Services is hosting two special webinars to outline their integrated consumer bill payment solution as well as their Biz 2.0 program. See schedule below.

Consumer Solution Webcast

Tuesday, April 12, 2011 at 2:00 PM ET (1:00 PM CT)

Biz 2.0 Webcast

Thursday, April 14, 2011 at 10:00 AM ET (9:00 AM CT)

To participate in either or both webcasts, please visit www.mycuservices.com and click on the registration link or contact Circe Gleeson at marketing@kansascorporate.org.

About MY CU® Services

MY CU® Services, LLC, has been in business since 1999, is a wholly-owned subsidiary of Mid-Atlantic Corporate Federal Credit Union and currently provides Electronic Bill Payment (EBP) services to over 700 credit unions.

Contact Information

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Please direct questions or comments to Circe Gleeson, Marketing Manager, at 800.721.2677 | Ext. 106 or email marketing@kansascorporate.org.

Holiday Closing

Kansas Corporate will close for Memorial Day, Monday, May 30, 2011. Regular business hours will resume Tuesday, May 31, 2011.

This closing 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.