



## 58th Annual Membership Meeting Event in Review

The 58th Annual Kansas Corporate Membership Meeting was held Friday morning, April 23, 2010, at the Hyatt Regency, Wichita, KS. Credit union staff from across the state, along with special guests from the Kansas Department of Credit Unions, the Kansas Credit Union Association and CUNA Mutual, came together for a financial review of the past year and insight to future business plans.



*Larry Eisenhauer, President/CEO, delivers the President's Report during the 2010 Annual Membership Meeting.*

Credit union delegates voted for and re-elected two members of the Kansas Corporate Board of Director's. Gary Colcher, President, Credit Unions United, Topeka, KS and Mark Kolarik, President, Kansas Teachers Community Credit Union, Pittsburg, KS, were re-elected to 3-year term board positions. Mahlon McCaleb, SVP/CFO, Meritrust Credit Union, Wichita, KS, was elected to the open 3-year term board position. Outgoing volunteer, Ted Underwood, EVP, Golden Plains Credit Union, was honored for his time serving as both board member and Supervisory Committee member.

Immediately following the Annual Membership Meeting, a re-organization meeting was held to elect Board Officers and the 2010 Board includes the following individuals and officers:

Gary Colcher, Chairman, Credit Unions United, 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

Paul Meissner, Credit Union of America, Wichita, KS, was re-elected to the Credit Committee for a 3-year term. Other Credit Committee members include Mark Bezdek,

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## 2010 National Business Services Conference

### Seize the Opportunity

Join CUBG and leading industry experts for this important educational opportunity August 23-25, 2010, once again at the Portland Marriott Downtown Waterfront Hotel, Portland, OR.

#### The 2010 Conference Features...

Dr. Lynda C. Falkenstein, aka 'The Niche Doctor', the world's foremost authority on creating powerful niches that serve as engines driving the most successful business endeavors. Learn specific tactics to target niches, focus your efforts, corner your market, and make businesses seek you out.

Marcus & Millichap, the largest national commercial real estate brokerage firm will tell us whether commercial real estate is THE NEXT BIG AREA OF MELTDOWN and give us their views on trends and forecasts in the commercial real estate arena.

#### Plus...

- Tactics to expand your business deposits products to include remote deposit capture, ACH origination, and e-banking for your business members
- Risk management techniques for your business loan portfolio
- Today's SBA opportunities and how your credit union can take advantage of them
- Troubled debt restructuring and expert advice for workout situations and participations
- And many more speakers and topics to help your credit union seize the opportunity in business services!

#### Bonus...

Larry Middleman, CEO of CU Business Group, presents credit union and banking industry performance benchmarks and best practices for all aspects of your business service program.

*(See 2010 National Business Services Conference, Page 3)*

## Welcome John Hageman

### New AIM Financial Analyst

Kansas Corporate and the Asset & Investment Management (AIM) Service recently welcomed John Hageman to our team!

John graduated from Wichita State University in the Fall of 2009 upon earning his Bachelors of Business Administration degree in Finance with a Minor in Economics. John's work experience includes positions at both Intrust and Emprise Bank, his most recent in Treasury Management and Operations.

John joins Walter and Brady in the AIM department and began work at the end of April 2010. Please join us in welcoming John to Kansas Corporate and the credit union community!

You can contact John via the information provided below:

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 Toll Free | 800.721.2677 Ext. 120  
 Local | 316.721.2600 Ext. 120  
 Email | [johnh@kansascorporate.org](mailto:johnh@kansascorporate.org)



## Complimentary CUBG Webcast May 26, 2010

CUBG and Kansas Corporate bring you this Special Complimentary Webcast Event - **Generating New Loans & Participation Loan Sourcing** - Wednesday, May 26, 2010 at Noon Central!

Join CUBG CEO, Larry Middleman, for this complimentary webcast on a new CUBG program for generating new loans and sourcing participations.

In the last 2 years, many lenders have exited the commercial lending arena presenting a significant opportunity for credit unions to step in and capture quality loan opportunities.

- Locate high quality commercial real estate loans in major markets across the U.S.
- Lend to borrowers and guarantors with solid track records
- Choose to enter into loans with conservative lending criteria that fits your credit union
- Book loans with stable collateral types -- nothing unusual or outside your area of expertise

Registration is available on the CUBG website (Education | Webinars Page) – or by emailing [marketing@kansascorporate.org](mailto:marketing@kansascorporate.org).

## 2010 National Business Services Conference *(continued from Page 2)*

**Early Registration (Before June 15<sup>th</sup>)**  
\$545 for CUBG Member Credit Unions  
\$645 for all other Conference attendees

**General Conference Registration**  
\$595 for CUBG Member Credit Unions  
\$695 for all other Conference attendees

**Monday Early Bird Sessions**  
\$129 for all Conference attendees

For more information, please contact Circe Gleeson, Marketing Manager, at 800.721.2677 Ext. 106 or email [marketing@kansascorporate.org](mailto:marketing@kansascorporate.org).

Online Registration will soon be available on the CUBG Website - [www.cubusinessgroup.org](http://www.cubusinessgroup.org)!

## Tick Tock Time Running Out on MY CU<sup>®</sup> Services Promo

In our January newsletter, we introduced you to MY CU<sup>®</sup> Services and PLUS, their recently renovated EBP solution. Credit unions benefit from customized solutions with NO requirements to purchase expensive package deals, a very high electronic remittance percentage (85%), email and text alerts for credit union members, the capability to schedule multiple payments from the same screen, send rush payments, make donations, send personalized gift checks...PLUS so much more! There's even an online bill payment solution designed specifically for small business owners, Biz 2.0!

Webinars were held in March to demonstrate the products features and functionality. But don't worry... if you weren't able to attend, the webinar was archived and is still available to view! Simply email [marketing@kansascorporate.org](mailto:marketing@kansascorporate.org) for connectivity information!

But don't delay – you need to take action by May 28, 2010, to benefit from the SPECIAL OFFER – any credit union that executes a contract for the PLUS program by May 28, 2010, MY CU<sup>®</sup> Services will waive their initial program set-up fee!

## 2009 KCCU Annual Report Now Available

The Kansas Corporate 2009 Annual Report and accompanying Financial Statement Audit is now available!

CDs were distributed to Annual Meeting participants Friday morning, April 24, 2010, during the 58th Annual Kansas Corporate Membership Meeting. If you did not receive a copy or would like to request additional CDs, please call Circe Gleeson, Marketing Manager at 800.721.2677 Ext. 106 or email [marketing@kansascorporate.org](mailto:marketing@kansascorporate.org).

The 2009 Annual Report and Financial Statement Audit are also housed on the Kansas Corporate website - on the Communications/FinancialsPage - [www.kansascorporate.org](http://www.kansascorporate.org).

## 58th Annual Membership Meeting *(continued from page 1)*

Credit Union 1 of Kansas, Topeka, KS, and Rick Blue, White Eagle Credit Union, Augusta, KS.

Supervisory Committee appointments should be forthcoming at the May 2010 Board Meeting.



*Kansas Corporate Staff at Exhibitor's Showcase Friday evening (l to r) Larry Eisenhauer, Tonya Johnston, Walter Thompson, Wendy Joy, Brady McLeod, Circe Gleeson, Kip Poe*

Kansas Corporate's Annual Meeting is held in conjunction with the Kansas Credit Union Association's Annual Meeting & Convention and this year, Kansas Corporate facilitated a portion of the CEO Roundtable Meetings held Saturday afternoon, April 24th, to discuss the Corporate Stabilization Efforts and potential Business Models for Kansas Corporate going forward. Kansas Corporate again this year participated in the Exhibitor's Showcase Friday evening affording credit union staff and corporate employees time to socialize and discuss credit union product/service needs.

A sincere and heartfelt thank you to our members, volunteers and staff for a successful event. A special thank you to KCUA for their meeting planning efforts and a big congratulations to all the award winners!

## Holiday Closing Reminder

Kansas Corporate will be closed in observance of the following holidays:

- Memorial Day - Monday, May 31st
- Independence Day - Monday, July 5th

Regular business hours will resume the Tuesday following each holiday. Please note that currency ordering schedules will need to be adjusted.

## Contact Information

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### Executive Team

Larry Eisenhauer, President/CEO  
(Ext. 108)

Kent Gleason, Executive Vice President  
(Ext. 107)

Alan Weikal, Controller  
(Ext. 110)

Kip Poe, VP – Information & Technology  
(Ext. 104)

Please direct questions or comments to Circe Gleeson, Marketing Manager, at 800.721.2677 | Ext. 106 or email [marketing@kansascorporate.org](mailto:marketing@kansascorporate.org).