



DCUC
DEFENSE CREDIT UNION COUNCIL

ALERT

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Your Voice on Military Issues

DCUC Latest Accomplishments

- Made tough choice to cancel this year's DCUC Annual Conference in San Francisco
- Sent letter to Senate Armed Services Committee and Subcommittee on Personnel as they start to markup the FY2021 National Defense Authorization Bill—must protect Credit Union equities
- Responded to Bank Lobby attacks and their threat to sue the NCUA over Military Inclusion for Low Income Credit Union Designation—**military members should never be excluded** from our Nation's economic recovery efforts; banks are making a huge mistake!
- Refocused attention on prior negative effects of the Military Lending Act with emphasis on DoD's long reluctance to remove restrictions on GAP products
 - While new guidance no longer discriminates against servicemembers and removes heavy restrictions on GAP insurance, it doesn't address the harm previous MLA guidance caused over the last 2.5 years—focus on accountability
 - Seeking to learn how the DoD will make future MLA interpretations; what recourse CUs have for losses incurred due to retroactive application; and how DoD intends to fix existing negative impact on military families from earlier interpretations
- Became a prime sponsor of Filene's **Emerging Technology Center of Excellence** in concert with DCUC's Military Technology Committee
 - DCUC will address how technology trends, digital transformation, and evolution of service affect wounded warriors, long deployments, and transition, among other issues

DCUC Happening Now

- Working on New DCUC Website redesign for improved communications
- Collecting information on Credit Union Recovery Efforts to shape DCUC partnership discussions
- Preparing for 2nd Quarter DCUC Military Advocacy Committee (June 30, 2020)
 - Now is the time to submit initiatives/ideas that enable America's economic recovery
- Creating new sponsorship package for bridging vendor access in light of conference cancellation

DCUC Upcoming Activity

- Will release details on Virtual Annual Business Meeting (August 11, 2020 at 2pm EDT)
- DCUC will still hold Silent Auction to raise funds for Gold Star Mothers—details soon
- White House Ornament Sales start in August to support George E. Myers (GEM) Scholarship Program—up to \$3,500 for member credit union staff to develop professional skills

DEFENSE CREDIT UNION COUNCIL, INC.

is an association of credit unions serving Department of Defense personnel, military and civilian, worldwide.

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CEO UPDATE

The DCUC Annual Conference

Anthony Hernandez, President and CEO, DCUC

DCUC conferences are fantastic educational events and essential to our purpose of serving those who serve our country. They feature a diverse group of attendees, speakers, and sponsors who celebrate our nation's military and veteran communities. Patriotic themes and messages are evident throughout the conference, starting with the Welcome Reception and continuing to our Hall of Honor Dinner, and all of our sessions are focused on how to better serve the military within the credit union community. There are many opportunities in between to reconnect with friends and colleagues. In fact, DCUC conferences resemble large family reunions, which I look forward to each summer. Cancelling this year's DCUC Annual Conference was an especially tough choice to make.

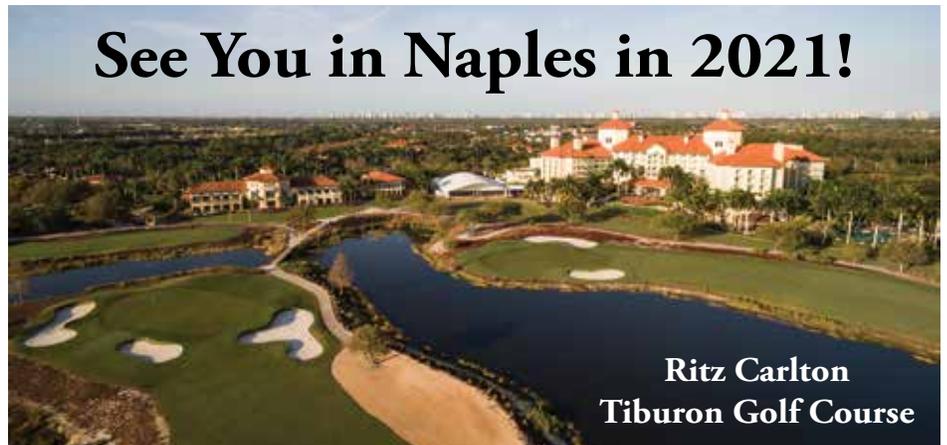
Although many are equally disappointed in the decision to cancel this year's conference, I am sure this news came as no surprise given the current circumstances. This means next year's conference in Naples, Florida, will be extra special. In fact, the DCUC staff is already working on several ideas and changes to bring you the best conference possible. The biggest change next year will be the date pattern which will shift to the right by two days. This allows us to move away from weekend events, which improves options for many of our attendees and senior DoD speakers. This means that our charity golf tournament will be held on Monday, our Welcome Reception will be Tuesday evening, and Opening Ceremony on Wednesday with the rest of the conference to follow. We made this change based on lots of member feedback and the availability of weekday travel.

Second, we are excited to return to Florida after a long absence. We have negotiated a great rate at the Ritz-Carlton in Naples, which is a fantastic venue. The meeting space and hotel amenities are well suited for all the things that make DCUC Conferences special. Plus, for those who need to relax and disconnect, the hotel is located on the Paradise Coast of Florida, with exclusive access to the beach and Gulf of Mexico. Additionally, our golf tournament will be held at Greg Norman's Tiburon (Spanish for "shark") Golf Club and for those bringing family members, downtown Naples is close by with plenty to explore and enjoy.

Finally, we have lined up an outstanding program. Virtually all of the high-profile speakers we planned to have this year have agreed to speak in Naples and our new date pattern will help attract additional DoD speakers and industry insiders. I am also excited to announce that DCUC has invested and partnered with several credit union industry powerhouses which will make our conferences even better. More on those details later. However, this is all part of increasing the value of DCUC membership, and I am sure these changes will positively impact our big reunion next year!

Again, I and the DCUC staff will deeply miss seeing each one of you this year. There is no other conference like a DCUC Conference. I hope you enjoy a safe summer, and as always, I thank you all for your continued support of our military and our association.

See You in Naples in 2021!



Ritz Carlton
Tiburon Golf Course

DEFENSE CREDIT UNION COUNCIL, INC.



1st Advantage Awards \$12,000 in Scholarships

Jessica Dawson, 1st Advantage

1st Advantage awarded a total of \$12,000 in scholarships to well deserving Hampton Roads high school students. The recipients of the 2020 Directors' Scholarships are: Peneeta Wojcik, Tabb High School; Ashlyn Herring, Menchville High School; Tyreece White, Woodside High School; and Tiffini Champion, Phoebus High School. Each scholarship winner received \$3,000 to help fund their continued education.

For nearly 50 years 1st Advantage has been providing scholarships to first-year college students. The program began by offering two scholarships of \$750 each memorializing two people that played a key role in the development of the Credit Union, Del Close and William Coughron. An additional scholarship was added, recognizing the superior volunteer service to 1st Advantage by Dave Hornstein and then Carlo Roma. The program added a scholarship in 2003 appropriately recognizing the achievements of Joe Cona, past Credit Union Chairman and longtime volunteer.

Hanscom FCU Awards Over \$10,000 in Scholarships

Monica Parks, Hanscom FCU

Hanscom FCU awarded seven high school students with scholarships. Five credit union members and two students from local US Air Force Junior ROTC units received \$1,500 to assist with college expenses.

"The board always looks forward to awarding the Condon Scholarships each year," said Hanscom FCU's Chairman of the Board Ray Phillips. "These student have impressive résumés, with extensive volunteering, leadership activities, athletics, and excellence in academics. They all clearly embody strong work ethic and a sense of community, and we're proud to be able to help these young leaders continue their personal and professional growth."

The year's member recipients are Henry Hammer of VA; Austen Herlihy and Connor Purcell of MA; and Elizabeth Ross and Adam Smith of NH. The top graduates of the Lowell High School and Bedford/Billerica High School Air Force JROTC programs, Cadet Lieutenant Colonel Donovan Tran and Cadet Colonel Cameron Edens, each also received scholarships.

The John F. Condon Scholarship is named after a former Hanscom FCU board member who made a significant contribution to the credit union's success during his 26 years of volunteerism. The award is based on academic record, extracurricular activities, and an essay.

Pen Air Launches #Essential Workers Campaign to Highlight Community Members

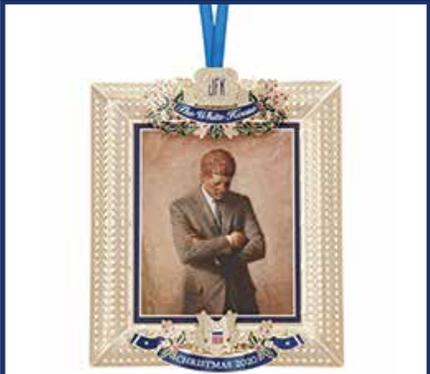
Provided by Pen Air FCU

Pen Air FCU launched the #Essential Workers Campaign to highlight and feature essential workers serving our local communities day in and day out.

The campaign features individual stories about local citizens performing their essential job functions including front line first responders, healthcare workers, military personnel, teachers, grocers, restaurateurs, and everything in between. The stories are being shared throughout the month of June on Pen Air's social media pages and website at penair.org/Essential.

Wednesdays in June have been deemed #Essential Worker Wednesday. In partnership with Pensacola EggFest, Pen Air has committed to serving lunch to the essential workers in local hospitals each Wednesday, enhancing efforts to serve the community.

All Pen Air locations are actively taking part in the campaign by offering goodies to their local community partners each week in June and dawning their very own #Essential campaign t-shirts. T-shirts are given to each person featured as well as distributed to local community members and essential workers on #Essential Worker Wednesday.



Your 2020 Christmas Ornament Purchase Supports the George E. Myers Scholarship Fund. www.dcuc.org

Alaska USA FCU's Response to COVID-19

Provided by Alaska USA FCU

Alaska USA FCU puts its members, employees and the markets it serves as top priority during the COVID-19 pandemic. From implementing an informative website and support services to members, to providing flexible remote work and/or paid leave options to meet the needs of employees, Alaska USA is committed to ensuring members and employees receive the same level of service, value and convenience during these uncertain times.

Members with a consumer, real estate, Visa, extra credit loan, or certificates of deposit accounts who have been impacted by COVID-19 and have requested assistance, have been aided in the following ways:

- More than 23,000 consumer loan payment deferrals on credit card and consumer loans: affecting more than \$550,000,000 in loans.
- April and May late fees have been waived for all consumer and mortgage loans. All fees related to early withdrawals on Certificates of Deposits have been waived.
- 1,000+ mortgage payment forbearances have been granted.

"Alaska USA is and always will be committed to the financial health of the communities we serve," said Geoff Lundfelt, president and CEO of Alaska USA FCU. "That is why now, more than ever, our employees, members, and partners in business will be given whatever support we can provide as our ongoing commitment to service."

Alaska USA has also provided business members with an opportunity to apply for funding through the Small Business Administration (SBA) Paycheck Protection Program (PPP). Alaska USA Business and Commercial Services has navigated a completely new government program, setting up the application procedures, and processing the loan in a very short period of time to help as many business members as possible. The team works around the clock to make sure each application was processed appropriately through the SBA.

COMMUNITY IMPACT



Michelle Nealey, Treasurer, 1st Advantage Foundation. Photo courtesy 1st Advantage

1st Advantage Foundation Hosts Virtual Baby Shower for Local Military Families

Provided by 1st Advantage Foundation

The 1st Advantage Foundation hosted a virtual "Red, White & Blue Baby Shower" for active duty E1-E6 families. 17 mothers, representing each branch of the military, were showered with gifts and essential items for their babies. The event's focus was to not only provide needed items, but also help the military families feel more at home in their military community.

The 1st Advantage Foundation is committed to giving back to our local military community and serves as the charitable arm of 1st Advantage FCU. The Foundation was formed to honor the Credit Union's roots in Fort Eustis, Virginia, and supplements the numerous community efforts 1st Advantage takes on each year. The Foundation hosts a variety of events to carry out its mission of serving those who serve by fulfilling unmet needs in all military branches of our local military community. This event was made possible with the support and generous donations of 1st Advantage members, colleagues, and sponsors.

Kirtland FCU to Open Fifth Branch

Provided by Kirtland FCU

Kirtland FCU opened its fifth branch on Monday, June 8, 2020. The new branch is following all COVID-19 safety practices currently in place at Kirtland FCU's other branches. This location will serve the expanding Albuquerque westside member base with the full suite of banking, loan and mortgage products, as well as wealth management services. According to Tom Shoemaker, Kirtland FCU's CEO and President, the company is expanding to better serve all of Albuquerque. "Many people think that we only serve military and military families," explained Shoemaker. "We are here to serve all of Albuquerque, and we hope this new branch will be a convenient option for westsiders."



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We want to hear from you!

Submit your community impact stories and articles from your young credit union professionals.

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Left to right: AmeriCU's Gail Rizzo-Spilka delivers disposable masks to Larry Giardino, Director of Material Management for Rome Memorial Hospital, with AmeriCU's Theresa Rockwell. Photo courtesy AmeriCU

AmeriCU's Youth Month Supports Local Children's Miracle Network Hospitals During COVID-19

Provided by AmeriCU

AmeriCU is proud to continue its support of three local Children's Miracle Network Hospitals in the communities the credit union serves—Mohawk Valley Health System of Utica, Upstate Golisano Children's Hospital of Syracuse, and Samaritan Medical Center of Watertown.

As part of April's Credit Union Youth Month, AmeriCU encouraged members to build solid savings habits and for every deposit of \$50 or more in an AmeriCU Youth Savings Account, the credit union pledged to make a donation to the Children's Miracle Network. With the generosity of AmeriCU members and a Miracle Match Donation from CO-OP Financial Services, AmeriCU donated a total of \$12,000.

"We look forward to supporting our local Children's Miracle Network hospitals each year," said Julie Tramacera-Miri, Marketing & Events Coordinator for AmeriCU. "It's truly an honor to give something back to our communities, now more than ever."

In addition, AmeriCU donated disposable face masks to the Children's Miracle Network Hospitals and three additional hospitals—Rome Memorial Hospital, Auburn Community Hospital, and Carthage Area Hospita—in support of essential workers during COVID-19.

"We wanted to show our immense appreciation to those who have been working tirelessly on the front lines," said Gail Rizzo-Spilka, Assistant Vice President of Membership Development for AmeriCU. "It was our privilege to support our community and deliver PPE to the hospitals' staff."

Alaska USA FCU Opens New Branches in Phoenix Area

Provided by Alaska USA FCU

Following the acquisition of TCF National Bank's Arizona branches and depository assets, Alaska USA FCU announced the opening of seven new branch locations in the Phoenix area, helping to expand access to credit union products and services throughout Maricopa County. Along with the branches and depository assets, Alaska USA FCU was also able to retain all TCF employees, providing consistency to TCF customers who have transitioned to Alaska USA FCU members.

"As we begin to transfer the TCF Bank branches to Alaska USA Federal Credit Union branches, it further demonstrates our commitment to providing the best possible service, value and convenience to members in Maricopa County," said Todd Pearson, regional president. "These new branches will allow us to better serve the residents of these communities."



DCUC Board of Directors Seats to Be Filled

Two seats on the DCUC Board of Directors will be filled during the annual business meeting. The regular three-year terms of the two Representatives-at-Large are currently held by Jack Fallis and Frank Padak. Both will seek re-election for their positions. Any party interested in serving on the DCUC Board is invited to advise the Council so that we may publish it in the *ALERT*.

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Our Annual Conference has been cancelled

DCUC Annual Meeting Update

Due to the cancellation of this year's Annual Conference, DCUC's Annual Business Meeting will shift to a virtual format. The meeting will still be held on Tuesday, August 11, 2020, at 2 pm Eastern. Details will be shared as they are confirmed.

We ask that each member credit union identify a Voting Delegate. Please notify the DCUC office (admin@dcuc.org) who your Voting Delegate will be.

Two seats on the DCUC Board of Directors will be filled during the meeting. The regular three-year terms of the two Representatives-at-Large are currently held by Jack Fallis and Frank Padak. Both will seek re-election for their positions. Any party interested in serving on the DCUC Board is invited to advise the Council so that we may publish it in the *ALERT*.

Thank You to Our Sponsors

DCUC wishes to thank the following sponsors who had planned to attend our 2020 Annual Conference. We value their sponsorships and wish to give them the recognition they deserve for their continued support of Defense Credit Unions.

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While our annual conference has been canceled this year, DCUC will continue our tradition of supporting a local charity. This year's charity is American Gold Star Mothers of northern California. While plans are still being made, they include an online silent auction and the ever-popular raffle for a blanket generously made and donated by Eileen Ehram, Pen Air FCU.

Mission Statement

Finding strength in the fellowship of other Gold Star Mothers who strive to keep the memory of their sons and daughters alive by working to help veterans, those currently serving in the military, their families and communities.

We look forward to seeing you next year when our 2021 Annual Conference will be held in Naples, Florida from August 10–13.



Security Service FCU Noted Among Colorado's Top Workplaces

Provided by Security Service FCU

Security Service FCU has been noted as one of Colorado's Top Workplaces by *The Denver Post*. As one of the nation's largest credit unions, Security Service prioritizes corporate culture and growth opportunities for team members.

"Security Service works daily to be among the nation's best credit unions," said Jim Laffoon, President and CEO of Security Service FCU. "An essential part of this is creating a healthy corporate culture guided by our Core Values to be caring, innovative, honest, fair, and dedicated in every decision we make. Above all else, our biggest accomplishment is who we are and how we serve."

The recognition is based solely on employee feedback gathered through an anonymous third-party survey administered by Energage, LLC, an employee engagement technology firm. The survey measured 15 drivers of engaged cultures that are critical to success including alignment, execution, and connection, to name a few.

"Establishing a continuous conversation with employees so you have a deep understanding of your unique culture is proven to help achieve higher referral rates, lower employee turnover, and double the employee engagement levels," said Eric Rubino, CEO of Energage. "No longer is recognition simply a much-deserved cause for celebration, but it's fast becoming mission-critical to establish a competitive advantage for recruitment and retention."



Tom Shoemaker

Kirtland FCU Announces Retirement of President & CEO

Provided by Kirtland FCU

Kirtland FCU President and Chief Executive Officer, Tom Shoemaker, has announced his plans to retire at the end of 2020. The Board of Directors of Kirtland FCU has hired D. Hilton Associates to conduct a nationwide search to find its next President and Chief Executive Officer.

Shoemaker was named interim President and Chief Executive Officer of Kirtland FCU in October of 2017. In May of 2018, the Board of Directors of KFCU officially appointed Shoemaker as the credit union's President and Chief Executive Officer. Shoemaker has enjoyed over 45 years spent within the banking industry, more than 27 of which was spent at Kirtland FCU.

"The Board would like to take this opportunity to thank Tom for his years of dedicated service to Kirtland Federal Credit Union and its membership. We wish him success in all his future endeavors," said Brian McDonald, Chairperson of the Board of Directors of KFCU, when asked to comment on Shoemaker's retirement.



Global Wear Red Kickoff. Photo courtesy Global CU

Global CU: Wear Red Kickoff 2020

Provided by Global CU

Global CU partnered with the Spokane Shock, KXLY and Rock 94 and 1/2 to kick off the 2020 Global CU Wear RED campaign, designed to Remember Everyone Deployed. This is Global's eighth year participating in Wear RED Fridays. The campaign runs from May 22 until September 11, 2020.

Members of the community are encouraged to stop by any Global CU branch to pick up a red wristband to show support. Monetary donations are also accepted and distributed to three local charities: Operation Spokane Heroes, Disabled American Veterans Chapter 9 and Newby-Ginnings of North Idaho.

"Our Wear Red campaign is just one way we thank our troops for their service," said Global Credit Union President/CEO Jack Fallis. "Join us and wear red on Fridays to remember everyone deployed and the sacrifices that they and their families make."

Send your credit union news to alert@dcuc.org.



All In CU Donates to the Cystic Fibrosis Foundation

Provided by All In CU

All In CU employees recently donated funds to the Cystic Fibrosis Foundation. Employees were allowed to create their own fundraising ideas in an effort to raise funds for the Cystic Fibrosis Foundation. Credit Union employees and members were able to partake in fundraisers which assisted in raising money and awareness for the foundation.

In total, All In CU donated \$9,827.78 to help fund the fight against Cystic Fibrosis (CF). Nearly 20,000 people are diagnosed annually with CF and it is incurable, but the Cystic Fibrosis Foundation is the world's leader in the search for a cure. Additionally, The Foundation has developed several care facilities that help those with CF receive proper care and treatment. By donating to the Cystic Fibrosis Foundation, All In CU allows the Foundation to continue their hard work and research in a meaningful way.

"We are so proud of our employees and how they have showcased their generosity and creativity through the fundraising," said Kathy Scarbrough, All In CU Vice President of Marketing. "We are thankful that we have the opportunity to give back to organizations like the Cystic Fibrosis Foundation who help thousands of people every day in need."

GOT NEWS?

Send your credit union news to alert@dcuc.org.



QL+ and PenFed at PenFed Headquarters in Tysons, VA. Left to right front: Jon Monett, QL+ Founder and President; Adam Keys, QL+ beneficiary; James Schenck, PenFed President and CEO. Left to right back: Steve Bosack, PenFed Special Advisor to the President and Chief Communications Officer; Catherine Harkins, QL+ Director of Finance and Administration; and Charlie Kolb, QL+ Executive Director. Photo courtesy PenFed FCU

PenFed CU and PenFed Foundation CEO James Schenck Named to Quality of Life Plus Board of Directors

Spencer Kenyon, Penfed CU

PenFed CU announced James Schenck, President and CEO, PenFed CU, and CEO, PenFed Foundation, has been named to the Quality of Life Plus (QL+) Board of Directors. With this appointment, Schenck will bring a wealth of experience and leadership to assist Quality of Life Plus's mission to support innovations that aid and improve the quality of life for veterans who have served our country and sustained life-altering injuries.

"I've witnessed first-hand the powerful impact Quality of Life Plus makes through the inspiring story of Adam Keys, an Army veteran and triple amputee," said Schenck. "Adam still maintains a very active lifestyle as an athlete and a comedian, and he's currently working with Quality of Life Plus to design a device to assist him with his electric wheelchair as he enters his home from outside. Quality of Life Plus fulfills the critical mission of developing solutions for our nation's heroes, like Adam. I am honored to join this distinguished board."

Schenck also serves as the CEO of the PenFed Foundation, which has provided more than \$38.5 million in financial support to veterans, active duty service members, families and caregivers since its founding in 2001. Schenck was recognized by Volunteer Alexandria as the Large Business Philanthropist of the Year in 2018.

Prior to joining PenFed, Schenck served as a Special Assistant to the Secretary of the Army. He also served on the Army Staff in the Office of the Deputy Chief of Staff for Operations and Plans. Prior to his assignment to the Pentagon, Schenck taught economics and finance at the United States Military Academy and served as an aviation officer and Black Hawk helicopter pilot. Schenck received the Legion of Merit for his contribution to the Army and was selected by HillVets as one of the 100 most influential and impactful veterans in the United States.

"We are indeed honored to have James join our Board," said Lt. Gen. Ray Palumbo, Chairman of the Quality of Life Plus Board of Directors. "His military pedigree, corporate experience, but mostly his passion to give back will help us expand our programs and better serve students and challengers across the country. I look forward to working with James in the years ahead."

"Quality of Life Plus is both proud and honored to have James join our Board. James is an experienced corporate leader who exemplifies leadership, wisdom, and compassion," said Quality of Life Plus Founder and Board President, Jon Monett. "I have known James for many years and continue to marvel at how he has grown the membership and reputation of PenFed. He has a passion to help our veterans, and QL+ is a good place to do that."

Together We Serve *Reprinted with permission from CUToday*

Four credit unions have joined with the Honolulu Mayor's Office in support of a new Small Business Relief and Recovery Fund. This fund will provide up to \$10,000 to help local small businesses. To qualify, businesses must have a commercial address and 30 employees or less or have an annual revenue of \$1 million or less. The mayor said if the grant is successful, the funding will be increased to \$50 million. Participating are Aloha Pacific FCU, Hawaii State FCU, HawaiiUSA FCU, and Honolulu FCU. Businesses need not be members of the credit union to apply for the funds.

"The purpose of this fund is to reimburse small businesses for costs incurred from business interruption due to Emergency Proclamations and help small businesses implement safety precautions to prevent the spread of COVID-19," the organizations said. "Funding for the program comes from the federal coronavirus relief act."

"Using the CARES Act money to help our small businesses and get our economy back on its feet is essential," said Mayor Kirk Caldwell. "Mahalo to the credit unions that have stepped up to offer their services to the mom-and-pop shops, senior homes, retail businesses, and restaurants across Oahu. Seeing these not-for-profit lending institutions come together during a time like this is a true indicator that the Aloha Spirit shines through and will be with us long after this pandemic is over."

Vince Otsuka, president/CEO of Aloha Pacific FCU, noted, "When you think of business recovery you don't always think of credit unions," said Vince Otsuka, President/CEO of Aloha Pacific FCU. "But these are unprecedented times. We are seeing a record number of our neighbors seeking relief during this crisis and we're proud to join the other major credit unions in the state at providing a helping hand. We look forward to this opportunity to help get Oahu safely back to work."



Cobalt Donates N95 Respirator Masks

Karen Guy, Cobalt CU

Like many businesses, Cobalt CU has a continuity preparedness plan. This plan includes having supplies on hand to aid in an emergency situation. After completing a thorough inventory of preparedness kits, Cobalt was pleased to be able to donate 380 of the N95 respirator masks to Nebraska Medicine to aid their medical professionals and support their valiant efforts during the pandemic.

Your Credit Union's SERP May Pay Far Less Than You Anticipated

Boards should review plan performance due to economic impact

During this time of uncertainty, credit union executives are concerned about their current financial well-being, as well as their retirement plans. In addition to impacting credit union members, the coronavirus has taken huge emotional, physical and financial tolls on credit unions and their leaders.

"We believe it is our responsibility to always advise credit unions, their boards and executives, but especially during this trying time," said Bruce Smith, Senior Executive Benefit Consultant of OM Financial Group. "One of the most important areas to review is existing SERPs to ensure they are still achieving the intended goals." As a service to the credit union industry, OM Financial Group has waived its analysis fees to stress test any credit unions' Supplemental Executive Retirement Plan (SERP).

The current environment is negatively affecting all retirement plans. The stock market is affecting 457(f) plans. Split dollar plans, both whole life and index universal life, are affected by the dividend and reduced cap rates, respectively. OM is diligently working with credit union executives and boards to provide insight on the following items:

- Aspects of credit union oversight of a SERP plan
- Risks to the credit union and the executive based on the SERP design and products utilized
- Mitigation strategies should any material weaknesses in design or product performance be uncovered

"We firmly believe in the value of split-dollar, whole life insurance-based SERPs," Smith added. "They are more conservative and experience far less volatility than other plans, while earning a great return for your highly valued executives."

Split-dollar, whole life SERPs are a win all the way around, immediately turning a 457(f) liability into a performing asset. These SERPs are based on a life insurance policy the credit union executive owns, but the credit union has a lien against it. When the credit union initiates a split dollar plan, it begins to accrue interest income from the very first premium payment. Two new income streams to the credit union for the life of its covered executives—interest income and dividends! Plus, split-dollar SERPs experience significantly less volatility and more consistent returns. In fact, these plans offer certain guarantees backed by the insurance company.

About OM Financial Group—OM Financial Group specializes in providing sound advice on expense-efficient benefit programs for key executives based on decades of experience working with credit unions and nonprofit organizations. Our goal is to educate executives and their boards to make informed decisions that are in the best interest of their organization. Learn more at www.OM-Financial.com.



OM Financial Group

DC Deck Reshuffled. What's Next?

*John McKechnie, Senior Partner,
Total Spectrum*

To say that the COVID-19 pandemic, and the nearly two-month shutdown of large swaths of the US economy, has had a profound impact on America would be an understatement. Add to that the ramifications from the George Floyd tragedy, ramifications that physically and emotionally look to change the way the Body Politic functions, and we have a changed landscape in Washington. What should credit unions, and Defense Credit Unions in particular, look for in the coming months?

Here are some of the items we're keeping our eye on:

CARES 2.0? Congress is taking tentative steps toward another bill aimed at addressing the economic effects of coronavirus.

In March, the Coronavirus Aid, Relief, and Economic Security (CARES) Act became law. This \$2 trillion bill created a new Small Business Administration lending effort (the Paycheck Protection Program, or PPP) and placed a slew of restrictions on mortgage lending and mandatory forbearance for borrowers. It also temporarily granted unlimited NCUSIF coverage on non-interest-bearing business accounts and expanded the lending capacity for NCUA's Central Liquidity Facility (CLF) through December 31. This important backstop has served credit unions well in past financial crises, and Congress wisely decided to increase its ability to lend to credit unions, just in case liquidity strains show up in the credit union system.

The question now is: how much will the Republican Senate want to increase spending in the next round of legislation. Already, the Democratic House passed its next iteration of coronavirus response in late May, a massive \$4 trillion aid package. In a disappointment for credit unions, despite a broad-based effort the House Democrats left credit union member business lending relief out of that legislation.

Relatively positive economic news has tempered the Senate's appetite for

more expensive programs. Expect the two chambers to agree on tweaks and reforms to CARES 1.0, but nothing as expansive, or expensive, as what the House approved.

Credit unions can expect an NCUA effort on extending CLF borrowing beyond year-end; the Senate Banking Committee, chaired by Republican Mike Crapo of Idaho, will be a key decider. Hill sources point to July as the time when this bill may be drafted, passed and sent to President Trump for signature.

New focus on affordable housing, poverty programs. Based on conversations with House Democratic congressional staff, it appears that affordable housing issues are going to come to the fore in the aftermath of the George Floyd/civil unrest situation.

Specifically, the House is planning to intensify its efforts to expand CRA to include more participants and require more financial commitments. Credit unions will need to be on the lookout for credit unions in that conversation, and be prepared with data showing what they are already doing without regulatory mandate.

House Democrats have also begun discussions about reforming or eliminating credit scoring, which are unfair metrics that exacerbate poverty in minority and low-income communities.

NDAA Lease Issue. In what has become a perennial battle, the bank lobby was once again able to persuade the Senate Armed Services Committee to insert language that would give banks free space on military installations. DCUC enlisted its fellow credit union trade associations, NAFCU and CUNA, in an effort to stop this troubling provision from becoming law. The three credit union groups wrote a strongly-worded letter pushing back against the banker grab, citing the large differences between not-for-profit credit unions and for-profit banks.

DCUC President Tony Hernandez sounded a firm tone in response, saying "DCUC is disappointed that Senate Armed Services has chosen to go down a path that has both ill-considered and unnecessary. The military community has benefited from current policy, and we



will do everything we can to remind the House, as well as other Senators, that this language should be dropped. Period."

Banker attacks. Same old same old. In the midst of the changes brought by COVID-19 and the turmoil in the streets, one thing has remained constant: banker attacks on credit unions and their ability to serve consumers.

The latest banker broadside came in response to NCUA's effort to enhance the ability of credit unions to serve low and moderate-income consumers. In May, NCUA updated its policies to allow military families to be counted in calculations to determine low-income credit union designation. One bank trade association took great offense to this more realistic approach, and circulated an editorial decrying NCUA's "expansionist agenda to benefit the largest credit unions." The bankers called upon Congress to stand in the way of broader consumer access, saying NCUA "won't stand up to the largest and riskiest financial institutions it is charged with overseeing" (a misunderstanding or distortion—the new NCUA policy does not address a credit union's size, only consumer eligibility).

It is unclear whether this latest manifestation of the banker "divide and conquer" approach will gain traction in the media or on Capitol Hill.

No matter what's going on in the world, the banker lobby never changes its tune.

GOT NEWS?

Send your
credit union news
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DEFENSE CREDIT UNION PEOPLE IN THE NEWS

RADCLIFF, KY—Abound CU (formerly Fort Knox FCU) announced **Mark Philpott** as a new Retirement & Investment Advisor through its partnership with CUNA Brokerage Services, Inc. Mark will have his home office in Bardstown and will work with our current Financial Professional, **Jeff Schriener**, to assist members throughout our service area with their retirement and investment planning needs... ALBUQUERQUE, NM—**April Bitler** has joined Kirtland FCU as Base & Community Relations Officer and will serve as a bridge between Kirtland FCU and Kirtland Air Force Base.

Travis CU Pledges Donations to Local Non-Profits to Address Racial Injustice

Provided by Travis CU

In recognition of all those working towards justice in honor of George Floyd, Travis CU is committing \$40K to two local non-profits whose efforts are focused on ending racial injustice and lifting Black voices.

“At this time of great unrest, what we need is a call for unity and understanding,” said Barry Nelson, president and CEO of Travis CU. “Racism and brutality have no place in America. We stand with our local leaders to take thoughtful action to prevent future tragedies and to help our communities heal.”

The Culture C.O.-O.P. (Caring, Optimistic, Open-Minded People) in Davis promotes understanding and respect for diversity/equity, cultural competency, literacy and a quality education for all. They accomplish their mission through a comprehensive approach, engaging key partners who interface regularly with youth. Their approach is holistic, culturally relevant and intergenerational, using approaches that are research-based and incorporate the arts.

The RYSE Center in Richmond creates safe spaces grounded in social justice for young people to learn, educate, heal, and transform lives and communities. RYSE Center programs are anchored in the belief that young people have the lived knowledge and expertise to identify, prioritize, and direct the activities and services necessary to thrive. They envision a movement led by young people that ensures dignity for themselves, their families, and their communities.

“Especially at times like these, it’s important to reaffirm that Travis Credit Union is a place of belonging and inclusion,” said Nelson. “I am hopeful that all individuals will come to understand that valuing everyone equally means we should listen and learn from each other.”

“What more can each of us do?” added Nelson. “Please join us by finding organizations in your own communities to engage in conversations that will help open hearts to meaningful change, and lead towards healing our country.”

Tinker FCU Helps Members Save Money

Destiny Darby, Tinker FCU

Tinker FCU members have saved more than \$350,000 in fees as part of the credit union’s response to hardships caused by COVID-19. More than 113,000 members have taken advantage of TFCU’s no-fee skip-a-payment option on eligible loans and saved over \$300,000 in skip-a-payment fees. Additionally, TFCU has approved over 900 interest-only payments and refunded or waived over \$17,000 in other fees. TFCU has also made more than \$140,000 in special low-interest rate hardship loans.

“We are honored to be able to offer special hardship options to our impacted members during this very uncertain time,” said Connie Wall, TFCU senior vice president of lending. “Our members need to know TFCU is their trusted friend and that we will always be here every step of the way.” Tinker FCU is the largest credit union in Oklahoma, with \$4.2 billion in assets and over 400,000 members.



Mark Pfisterer. Photo courtesy AmeriCU

AmeriCU’s Pfisterer Named NYCUA’s 2020 Outstanding Professional

Provided by AmeriCU

Mark Pfisterer, former President/CEO of AmeriCU, has been selected as the New York Credit Union Association’s 2020 Outstanding Professional.

Each year, the Association’s Recognition Awards honor credit unions and individuals for their exceptional contributions to the credit union movement and the members they serve. To be recognized, an individual must demonstrate their passion for credit unions through hard work, dedication, and success.

“Mark has done an incredible job leading this organization through the years. His vision, foresight, and managerial skill have allowed AmeriCU to grow from a relatively small organization to the nearly \$2 Billion credit union we are today,” said John Stevenson, Chairman of AmeriCU’s Board of Directors.

Pfisterer has served on multiple boards and has been active in the Association for many years, including serving as Chair, Vice-Chair, Treasurer, and member of its Board of Directors, among other roles. He has also served as Chair of the Association’s Governmental Affairs Committee and as a member of the Association’s board and a trustee of the New York Credit Union Foundation.

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Tower FCU Supports First Responders

Carla Burger, Tower FCU

Tower FCU donated over a thousand N95 masks to their local hospital and fire department in Laurel, MD, to help support and protect local first responders working on the frontline.

The credit union also donated 600 N95 masks to the Laurel, MD. Fire Department and 410 masks to the Laurel Regional Hospital.

Accepting the donation on behalf of the fire department is Jim Codespote, Chief of the Laurel Fire Department (far right), along with Tower FCU's (left to right) Marsha Bradshaw, VP Real Estate Lending; Denise Pope, VP Branch Administration; Al Smith, SVP Member Services; and Barry Stricklin, SVP, Chief Lending Officer. Photo Courtesy Tower FCU