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AN ELECTRONIC REPORT FROM THE CUNA TECHNOLOGY COUNCIL

Dr. Bill Metcalf, Technomotivator™, To Open '99 Summit

Dr. Bill Metcalf, President of Technoshift, Chicago, IL, will be kicking-off the Fourth Annual CUNA Technology Council 1999 Technology Summit. Dr. Metcalf helps organizations break through their limiting beliefs that keep them stuck in 20th century thinking, as they enter the 21st century of sweeping change. Experience the enthusiasm Dr. Metcalf generates and take away real tools that will help you back at your credit union. August 18-21 will find the Summit at the Hyatt Regency Hotel in beautiful Vancouver, B.C.,

Canada, where credit union technologists from across North America will converge. In-depth technology sessions on extranets/VPNS, information integration architecture, extended markup language and more will be combined with management topics that include negotiating technical contracts, project management and process improvement. Plus a great pre-conference workshop on using data warehousing/data marts to go beyond the typical MCIF system.

Full details will hit the Web site soon at www.cuna.org, select the CUNA Technology Council. Earlybird registration deadline is July 18. Join your friends and colleagues for all the education, networking and fun at this year's Summit! ♦

Year 2000 Liquidity

*Brian G. McVeigh, Senior Vice President,
Finance/CFO, State Employees Credit Union,
Lansing, Michigan*

If your credit union is like State Employees Credit Union, you're probably starting to feel confident about your Y2K preparedness. Critical systems have been tested, remedied and retested. Newsletters have been sent to assure members. The Board of Directors is starting to share management's confidence that the credit union will make it through that dreaded weekend. What we can control is under control. But what about our member's confidence?

One of the biggest issues yet to be addressed regarding Y2K preparedness is the issue of liquidity. It is still unknown how our members will react to the uncertainties presented by the coming Y2K date change. Will our members share our confidence or will

they panic and withdraw large sums of cash? The Federal Reserve Bank is encouraging that "depository institutions should also make adequate plans to meet additional cash demands if it arises..."

At State Employees Credit Union, we recently completed a worksheet published by CUNA and Affiliates that helps estimate the potential need for currency and other sources of liquidity. This worksheet is available on the Internet at www.cuna.org. After analyzing our membership characteristics and making assumptions specific to our credit union, we know what to expect for best, worst and most likely scenarios. Only in the best case will "business as usual" provide adequate liquidity. The most likely and worst case scenarios require changes to increase currency availability and alter our balance sheet structure.

Every credit union will likely have unique circumstances, but here is the plan that we have developed.

1. A team has been assembled to address



the logistical issues of converting non-currency liquidity into currency. Issues to be addressed include vault capacity, insurance limits, distribution and shipping needs, ATM cash deliveries, security, and demand on staff.

2. We have reduced our investments in longer-term securities until we are satisfied our liquidity needs have been met. Alternative investments such as money market mutual funds will be used to preserve liquidity while earning very competitive returns.

3. We will secure guaranteed lines of credit as "insurance" against the worst case scenario. Current bids indicate that these lines will cost between 5 and 25 basis points on an annual basis. We plan to request these lines for only

three to six months, reducing the cost to what can be considered a reasonable "insurance premium." These lines will only be drawn upon in the worst scenario.

4. We must constantly monitor our assumptions in light of the economic environment, press coverage, member feedback and behavior, etc. Uncertain times demand maximum flexibility and SECU will remain flexible.

Fortunately, the Y2K "experience" is a once in a lifetime event. We certainly wouldn't want to operate in this mode on a regular basis. Nevertheless, as we have learned over the past year or two, planning and preparedness are time consuming...but well worth the effort. ♦

The Secret of Leadership

Leadership. It's a word often overused but rarely understood. What does it take to develop leadership within the credit union industry?

Moreover, in conjunction with the new emphasis on technology, is it as important as it once was?

Today, leadership is more important than ever. It doesn't matter if you're talking about staff leadership of today's changing workforce or taking the lead in directing the technology that's

overtaking your credit union operations. Leadership skills are critical and their application universal. Developing those skills will mean the difference between success and failure in the new millennium.

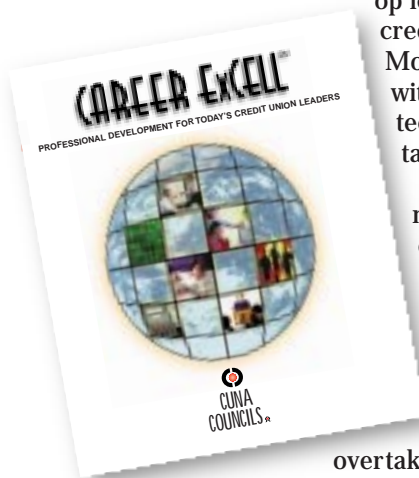
The CUNA Technology Council, in conjunction with the other five CUNA Councils, has joined with Cleveland-based consultants The Cardwell Group to create Career ExCELL. It's a new methodology by which you can help determine the core competencies critical to your professional development and career growth.

Career ExCELL, a selection of traits for each of the council disciplines bound into its own notebook, can be used in conjunction with the Lominger Career Architect series, produced by Minneapolis-based Lominger Ltd., to measure credit union professionals' core competencies and leadership skills. Both products,

taken together, will tell you what you need to know about your job and specifically where you stand.

Career ExCELL will be available shortly. It's a professional development product you won't want to pass up. In a world where increased leadership skills will be crucial to your professional development, Career ExCELL is the most critical credit union resource available.

Watch for it and get ready to make your own credit union career excel. ♦



CTC and Michigan League Team Up

The CTC and the Michigan Credit Union League are taking steps to share information. The CTC will be represented at the upcoming MCUL annual conference and educational meeting set for early June in Grand Rapids, MI. CTC will have a table of information about the CTC and will field questions from interested attendees. This conference draws a large number of credit union decision-makers from around the state and the CTC will be well-represented. We are also working with the MCUL to share resources and provide a benefit to both the league and the CTC by way of educational type sessions. The CTC wishes to thank Todd Mason, CTC member and Vice President of IT and Education at the League for his eagerness and continued support of the Council. ♦

Advanced, Two-Day Institutes

CUNA's Center for Professional Development has teamed up with Purdue University Professor Alok Chaturvedi to offer two two-day programs specifically geared for experienced information technology professionals. Utilizing state-of-the-art simulation software, this expert will give you a hands-on

opportunity to determine what the right mix of electronic services, equipment, software and people are for your credit union; and see what safeguards you need to have in place against all types of emergencies. Offered June 7-8, and 9-10 at Indiana University-Purdue University in Indianapolis, Indiana.

For more information, contact Tricia Tooman at 800.356.9655 x4130. ♦

CTC Chat is Here!

If you haven't been to CTC's Web site lately, you'll want to go there right away! We've added a threaded discussion so that you can network with fellow technologists in yet another way. Hit www.cuna.org; select the CUNA Technology Council, then Technology Council Net Forum.

It's easy to use: to post a new question/topic, select the NEW button and key in your verbiage. If you wish to respond to an existing posting, select the posting, then REPLY, then key in your message.

This chat area will be moved to the members-only portion of the site when ready.

We hope you use and enjoy CTC's latest networking tool! ♦

WELCOME NEW MEMBERS

The CTC Executive Committee would like to thank and welcome our 1999 new members signing up in December of 1998 and January of 1999! February to current members will appear in the next issue.

ANNE SHIVERS, CEO
CAROLINA COLLEGIATE FCU
COLUMBIA, SC

COLIN R NAYLOR, TECHNOLOGY ADMINISTRATOR
WHATCOM EDUCATIONAL CU
BELLINGHAM, WA

JOSEPH MAITNER, MARKETING SPECIALIST
AMWAY ECU
ADA, MI

THOMAS OKIMOTO, VP/CONTROLLER
HAWAIIAN TEL EFCU
HONOLULU, HI

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DOUG BENZINE, DIRECTOR OF ELECTRONIC COMMERCE
CUNA SERVICE GROUP
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GARY PECK, REGIONAL MANAGER
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ORANGE COUNTY TEACHERS FCU
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LYNCHBURG, VA

JOHN W HUGHES, VP - INFO TECHNOLOGY
ENERGY ONE FCU
TULSA, OK

KEVIN D JOHNSON, DATA PROCESSING MANAGER
SUNCOAST SCHOOLS FCU
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US FCU
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CHACO CU
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NORTH JERSEY FCU
TOTOWA, NJ

SHERI RIEMENSCHNEIDER, IS MANAGER
HIWAY FCU
ST PAUL, MN

SUSAN M LANGEN, CFO
RIO GRANDE CU
ALBUQUERQUE, NM

Thank you for your memberships!

If a current member recruits 2 new CTC members, they will earn a white denim CTC-logoed, button-down shirt. Make sure the new members include your name as a referral.



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CUNA Technology Council Connected is a web-based newsletter published four times per year. Send news and CTC information to: Mike Pytlík, manager of technology, Communications Family CU, Saginaw, MI, e-mail: mikep@commfamily.org, phone: 517-249-8221, fax: 517-791-0281. For Council membership and administrative information, contact Dan Hoover, manager - council administration, e-mail: dhoover@cuna.com, phone: 800-356-9655, ext. 4141, fax: 608-231-4061.



CUNA & Affiliates