

# THE CORPORATE SCOOP

millennium corporate credit union newsletter

JUNE | JULY 2022

## The Time is Now...to learn about FedNow FedNow Webinar

Millennium Corporate hosted Dan Gonzalez, VP/National Account Director for the Federal Reserve Bank of Chicago, at our Annual Meeting this past April. Dan shared a wealth of knowledge and as such, we've invited him back, so to speak. Back, virtually, to share his knowledge and update the audience on what's happened regarding FedNow since he last appeared on our stage. Here are the deets...

Through broad and historic collaboration, the Federal Reserve is paving the way for ubiquitous, instant payments in the United States with the development of the **FedNow** Service. Is your organization prepared for this transformation? With support for a broad range of transaction types and instant payments use cases, the **FedNow** Service will provide a springboard for financial institutions and other service providers to offer innovative instant payment solutions to the hyper digital businesses and consumers of tomorrow. Set to launch in 2023, now is the time to identify your organization's instant payments opportunities, review your systems and processes, and talk to your service partners and members so you won't risk being late to the game.

Join us July 27th @ 10AM CT to learn how industry stakeholders are informing the **FedNow** build through industry engagements and the **FedNow** Pilot Program. Leave this session with a better understanding of the business edge instant payments can offer as well as knowledge and resources to help your organization embrace instant payments!

**REGISTRATION IS AVAILABLE HERE!**

Direct questions and registrations to [engage@millenniumcorporate.org](mailto:engage@millenniumcorporate.org).



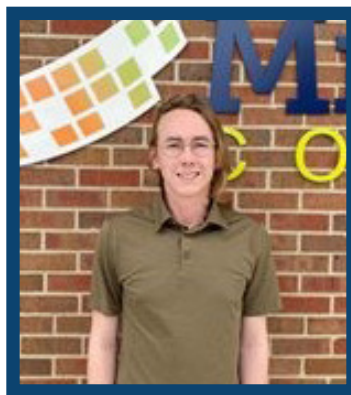
Dan Gonzalez, FRB  
VP/National Account Director

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Full Steam Ahead  
The Next Level



Tanner Goertzen  
AIM Financial Analyst

### Home Town, Tanner AIM Hires New Financial Analyst

Your friendly AIM department very recently added a new Financial Analyst to their staff, Tanner Goertzen!

Although he grew up moving all around Kansas, he calls Wichita **HOME**. He attended high school in Andover, colleged in Manhattan - graduating with his Bachelor of Science in Business Administration degree, majoring in Finance and earning Summa Cum Laude honors - and now offices in Wichita with many of our AIM employees.

Tanner fills his free time watching K-State sports (**EMAW**) and movies, Marvel movies, to be exact. He's an avid comic book reader, too!

Welcome, Tanner! Reach Tanner here - [tanner@aimcusolutions.org](mailto:tanner@aimcusolutions.org).

## Party With A Purpose

### HCUCF Black & White BASH



Heartland Credit Union  
Charitable Foundation

*Foundation Bash -*

A fun night of food, drinks,  
dancing, and more benefiting  
credit unions in KS and MO.

*Sept. 15, 6-10 p.m.*  
The Gallery @ Power & Light  
[hcucf.org/bash](http://hcucf.org/bash)

**PROUD SPONSOR**

Learn more [HERE!](#)

We're beyond excited for the **HCUCF Bash!** You should be, too!

I (Circe) might be on the planning committee (I am!) and have a wee bit of insight to the goings on - you cannot miss this night! **CANNOT!**

If you're attending the HCUA Annual Convention, make sure you buy your BASH tickets early as they will sell out (most likely) and we wanna see you on the dance floor or in the networking lounge (wherever you're happiest), supporting your local foundation that advances credit unions and their people in Kansas & Missouri!!

## Liquidity Drying Up?

### Resources & Solutions, Galore

Are you feeling a little tight on liquidity? Are you not sure how to raise funds?

Our AIM Financial Analysts are anxiously awaiting your call - **WHY?** Because they want to help you look at **ALL** your possible liquidity solutions and find your credit union's cheapest source of funding. **(YES, please.)**

What might some of those options be...

- **Overnight & Term Loans**  
Visit [www.millenniumcorporate.org/Rates](http://www.millenniumcorporate.org/Rates) for our up-to-date rates
- **SimpliCD Issuance - Currently one of the LEAST EXPENSIVE OPTIONS AVAILABLE!**  
Do you know your credit union can issue federally insured share certificates to other credit unions? And that you have the ability to aggregate investors into one share certificate for the amount and term you determine. With possible Fed Rate hikes on the horizon, you may want to think about raising deposits before the next increase! Signing up is **SUPER EASY** - Completion of a 1-page agreement gets you started!
- **Selling Investments From Your Portfolio**  
This option could be more challenging in the current market as rising rates have adversely affected market values on many investments. But, we'll price some options so you can make the best decision for your credit union.

Reaching out to an AIM Analyst may be the best  
(and easiest) call you make today - **855.882.8474!**

Call or email [aim@aimcusolutions.org](mailto:aim@aimcusolutions.org) - an AIM analyst will help you find and price the best source of funding for your credit union.



## A Three Hour Tour

### Trade Association Annual Meeting Shenanigans

It was a buuuusssssy spring as we showed up to support our credit union trade association partners and credit unions at the spring Annual Meetings! We showed up as the Millennium Corporate Curling Team, **Going for the Gold**, in Montana, and the cast of Gilligan's Island in Nebraska, as we **Set Sail** - with a few of the cast - Gilligan, Mary Ann, the Professor, Lovey, and the Skipper!

We were the Crasher sponsor at the DAKCU Annual Meeting - supporting future credit union leaders, and we co-sponsored the MCUCD FUNdraiser Golf Classic in Billings. **(We're having a blast, if you can't tell!)**

The HCUA meeting is on deck this September, where we'll exhibit **AND** party party party at the HCUCF BASH! (The Party With A Purpose, remember? Flip back to Page 2 to refresh your memory and learn more.)



## CECLution In July

### CECLution Is Your CECL Solution

That's right - you have approximately 180 shopping days left to choose your CECL (current expected credit losses) solution...and **CECLution** is at the top of everyone's Christmas (in July) list!



**CECLution** is a credit union developed solution that fits your CECL needs and budget. It's online, on-demand, comprehensive yet simplified, and it's ready when you are. The biggest and bestest feature - **CECLution** captures and maintains your credit union historical data through an NCUA data upload process!

No need to rush to grab the last **CECLution** on the shelf - simply email [engage@millenniumcorporate.org](mailto:engage@millenniumcorporate.org) to see a demo, learn more, and check this last item off your list!

**No peeking doesn't apply here -  
trial access is available!**

**CALL TODAY | 800.721.2677**

## Summer Stretch

### Labor Day Closing

We've made it halfway through 2022 - time for our Summer Stretch! No peanuts, no cracker jacks, but plenty of time for summer fun. With Independence Day in the rear view, we've got a whopping 45 days (or so) to our next holiday - Labor Day! **WE GOT THIS!**

Offices will close Monday, September 5th, and reopen regular hours Tuesday, September 6th.

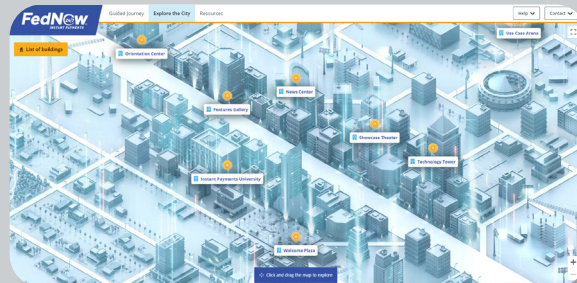
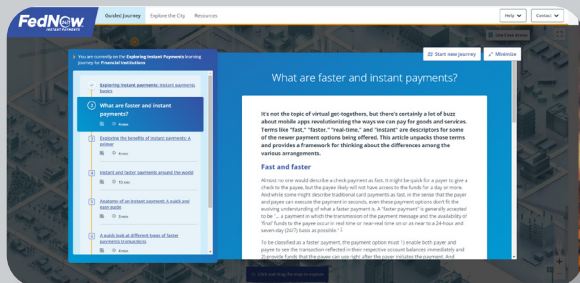
Although there's plenty of time to prepare, please be aware that the holiday closing may impact your regularly scheduled currency and coin ordering or delivery schedule. Account Specialists are available to chat if you have questions or needs.

**Happy Early Labor Day!**

**Let's all celebrate by staying home - YAY!**

## Come on, Vamanos! FedNow Explorer

If you want to get a better understanding of Instant Payments before joining us for the FedNow Webinar, July 27th, go to FedNow Explorer. You can take a guided tour or venture off on your own - you won't get lost!



Visit it **HERE!**

## Full Steam Ahead Item Purchasing Purchase

In late April we announced we had entered into a strategic partnership to acquire Shared Financial Solutions' (SFS) Item Processing Service. We've made great headway these past few months-

- The initiative has been approved by both parties.
- An Agreement has been reached and we meet weekly to stay on track.
- The official purchase date is July 31, 2022!

"We're pleased with the progress we've made to date on the ownership transfer of the Item Processing Service. While the service won't look or feel different August 1st, know we will work to integrate and update our systems as part of our strategic commitment to providing the best-in-class products and service," says COO/EVP, Kent Gleason.

**We're delighted to welcome all the Item Processing staff to the Millennium team!**

For more information or questions, please reach out to our President/CEO, Larry Eisenhauer.

## The Next Level CUBG National Business Services Conference

Join CU Business Group August 8-10 in Portland or wait until September 12-14 and go to Memphis for quality commercial services education that will help you take your credit union's program to the next level. Learn about-

- The SERVE Method: Creating Success with Extraordinary Customer Service
- Strategies for Success in SBA Lending
- Building a Commercial Lending Legacy at Any Size
- Competing & Winning in Commercial Banking Through Digital

See the Full Agenda & Register **HERE!**

**That's The Scoop...** Questions or Suggestions?

Email [marketing@millenniumcorporate.org](mailto:marketing@millenniumcorporate.org) | 800.721.2677