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Let's Get Cooking 2024 Annual Meeting

Literally and figuratively! When we're in the kitchen at the Kansas City Culinary Institute we'll be cooking dessert while one of their Executive Chef's is cooking our dinner. But, when we are back at the InterContinental, we'll still be on fire - learning, growing, networking, and celebrating!

This year's Annual Meeting is all about becoming better for each other - our teams, our members, and our communities. **Frank Warren** will talk about the power of telling, not keeping, secrets. **Ty Bennett** will share proven strategies and techniques to increase the commitment of your people. And **Mitch Holthus** will share the "secret sauce" of the 11 years of winning by the Kansas City Chiefs. And that's just for starters!

Dotty Harpool is back to help us elevate our communication game (since she enlightened us in 2023 on our Emotional Intelligence or EQ). **Chris Kuehl**, economist extraordinaire, is returning to give us the low down on the US economy. **Traci Brown** is going to show us how to save ourselves from financial ruin, defamation and even jail

Follow me to Page 4...

A Look Back

2023 Was A Good One

You may have seen our **Year-In-Review** LinkedIn post sharing financial highlights from 2023. In case you missed it, scattered throughout this issue of The Scoop you'll see squares like the ones below sharing our **Year-In-Review!**

Connect with us on **LinkedIn** to stay in-the-know!

RETAINED
EARNINGS OF
\$77.8
MILLION

INVESTED
\$2.5
MILLION INTO
THE ITEM
PROCESSING
SERVICE

ITEM
PROCESSING
REBATES
TOTALING
\$118
THOUSAND

COMPLETED THE
FULL RETURN OF
\$26
MILLION IN
EXTINGUISHED
CAPITAL

PAID YEAR-END
PCC BONUS OF

10%

\$33.5
MILLION IN
DIVIDENDS PAID
TO MEMBERS

\$1.4
BILLION IN
OUTSTANDING
LINES-OF-CREDIT
TO MEMBERS

Item Processing News

January Rebate, Modernization Initiative Progress Report & A Relocation

January Rebate

In 2023, Millennium Corporate rebated Item Processing fees of **\$118,000** to program users. In January 2024, we rebated an additional **\$52,500** - a **45%** reduction of users' December 2023 fees. That equates to IP rebates of **\$170,500 - WOW!**

Modernization Initiative Progress Report

Early in 2023, we mapped the Item Processing Modernization Initiative into 3 phases. Phase 1 was completed in Q32023 and Phase 2 was completed in January 2024!

The completion of Phase 2 unifies all credit union users onto a single deposit platform. We are currently in the development process for Phase 3 that focuses on inclearings, the final phase of our Modernization Initiative. Taking this time between phases to properly plan the next has resulted in completion of the previous two phases ahead of schedule. We anticipate Phase 3 to begin in 2Q2024.

Credit union program users have been a dream to work with and we thank you for the time and attention your teams have given ours!

A Relocation

Currently, the Item Processing staff operate out of a separate location than the Millennium Corporate headquarters...but not for much longer. Plans are underway to renovate our Frazier office to house all Wichita employees under one roof. We're super excited for the renovation that will take place later in 2024!

TIER 1 CAPITAL
RATIO OF
14.21
PERCENT

SERVING CREDIT
UNIONS IN
16
STATES

If you have questions about our Item Processing service or any of the news shared here, please email engage@millenniumcorporate.org or contact Ryan or Robert, our Member Engagement Representatives, at 800.721.2677 ext. 110/112, respectively.

STAFF DONATED
500
POUNDS OF
FOOD TO LOCAL
CHARITIES

Hit The Road, Jac(que) & Dontcha Forget Us

Internal Auditor & Friend, Jacque Cully, Retires

After 9 and a half years at Millennium Corporate, following 32 years at Central Kansas Credit Union, Jacque is ready to sleep in and embrace "boring". Her boring includes an upcoming Alaskan cruise, attending the College World Series and the USA Softball National Championship in OKC, and possibly scoring tickets to watch the Savannah Bananas (the Harlem Globetrotters of baseball). If that's boring, I'm Taylor Swift!! (I'm not, in case you hadn't guessed.)



Heather Seiler, Lyn Hollenbeck & Jacque Cully cheering on the Royals at the 2023 Annual Meeting.

Jacque has been a great team member and we'll miss having her around - her laugh/honk (IYKYK), her fun shoes, her incredible work ethic and her daily companionship.

**You don't know boring, J!
WE WISH YOU WELL!**

NET INCOME OF
\$18.2
MILLION

#1
BEST MARKET
RATES

WORLD-CLASS
80
 NET PROMOTER
 SCORE ON 2023
 MEMBERSHIP
 SURVEY

232
 OUTSTANDING
 MEMBER
 LINES-OF-CREDIT

MEMBERSHIP
 VALUE OF
4.75
 OUT OF 5 ON 2023
 MEMBERSHIP
 SURVEY

ON/OFF
 BALANCE SHEET
 ASSETS OF
\$3.04
 BILLION

Laddering

Your Simple, Effective Investment Strategy

A **Ladder** investment strategy involves spreading out investments across a range of maturity dates, so investments mature at staggered intervals. A typical ladder for credit unions is 1 to 5 years, based on their loan-to-share ratio plus their risk tolerance.

Investing with a **Ladder** approach enhances liquidity because it allows for a consistent and staggered stream of maturing investments. As bonds/CDs mature, credit unions have access to cash in the form of maturing investments which provides liquidity without relying on selling investments or borrowing. During the pandemic, some credit unions chose to stray from their investment ladders to chase yield. Some of those same credit unions are now experiencing tight liquidity and are not able to sell investments due to current market prices. Staying true to a **Ladder** investment approach can help you manage liquidity risk and provide a more predictable income stream. A **Ladder** strategy helps mitigate the impact of market volatility and interest rate fluctuations on your overall portfolio.

While there are many benefits to adopting a **Ladder** investment strategy, it can be difficult at times to stay the course especially when the yield curve is inverted, as it currently is. An inverted yield curve occurs when short-term rates are higher than longer-term rates. This typically unusual scenario is often considered a signal to an economic downturn or recession. When the yield curve inverts, it is often challenging to continue with your **Ladder** strategy because you want to benefit from higher short-term rates or park the cash in your Millennium Corporate overnight liquidity account where you can earn 5.25-5.50%* which is higher than most current investments. Although tempting, there is still reason to continue the **Ladder** strategy - you'll benefit from locking in higher interest rates for a longer period when rates start to decline.

When it's all said and done, a **Ladder** investment strategy is a structured, versatile approach that can help balance risk and return while providing income and liquidity benefits. Simple & Effective.

If you'd like help structuring your investment **Ladder** with CDs and Marketable Securities, please contact an AIM Financial Analyst at aim@aimcusolutions.org or call 855.882.8474.

*Rates subject to change.

All securities are offered through CU Investment Solutions, LLC. The home office is located at 8500 W. 110th St, Suite 650, Overland Park KS 66210. CU Investment Solutions, LLC registered with the Securities and Exchange Commission (SEC) as a broker-dealer under the Securities Exchange Act of 1934. CU Investment Solutions, LLC is registered in the state of Kansas as an investment advisor. Member of FINRA and SIPC. All investments carry risk; please speak with your representative to gain a full understanding of said risks. Securities offered are not insured by the FDIC or NCUSIF and may lose value. All opinions, prices and yields are subject to change without notice.

LADDERING
 The Simple Yet
 Effective Approach To
INVESTING

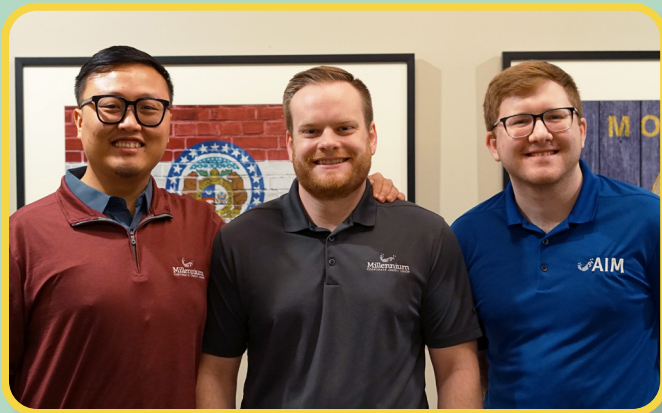
Let's Get Cooking | con't. 2024 Annual Meeting

time - that seems important! And **Dennis Spencer**, of the FRB, will provide an update on FedNowSM.

Toss in an afternoon of networking fun with a field trip to one of KC's finest breweries, the Boulevard Brewing Company, and a special celebration to bid a fond farewell to our CEO, Larry Eisenhauer, as he winds down his credit union career after almost 40 years and you've got the event of the century! That's right, I said it, the century!

Registration is available online here.

Ryan III IT Department Adds Staff



Ryan Nong, Member Engagement Representative, Ryan Parsons, Systems Administrator & Ryan Younger, AIM Financial Analyst.

We are pleased to announce we have another new Ryan, bringing our count to 3! (Clearly, we have an affinity for Ryan's.)

Our newest Ryan, Mr. Parsons, joins the Information Technology department as a Systems Administrator. Ryan comes to us from Equity Bank where his IT work focused on their virtual desktop infrastructure. Ryan has been involved professionally in healthcare, aviation, and now IT - lucky for us he switched!

You better buckle up, literally, if you're planning to hang with Ryan P. - he is a motorcycle riding, Colorado off-roading, outdoors-man! He and his wife love the outdoors, camping with family and friends, and Yoshi, their Maltese.

We're super excited to have you join our team, Ryan III! Ryan can be reached at ryanp@millenniumcorporate.org (don't forget the

p) or 800.721.2677 ext. 121. If you need the OG Ryan (Nong), email ryan@millenniumcorporate.org, and if you need Ryan II (Younger) email ryany@aimcusolutions.com!

Keepers of Member Service & The Plains New Member Service Team Staff

Anna has a BBA in Accounting and 7+ years' experience working in financial services. She's worked for banks and credit unions in the past and definitely says credit unions are the way to go (we wholeheartedly agree)! Anna has 2 cats and when she's not tending to their every whim, she's reading, playing video games and watching horror movies - eek!

Melissa, on the other hand, has 2 dogs - Toby and Anya. She moved to Kansas in 2015, after growing up in Minnesota, met her future (now) husband and they enjoy going on vacation and exploring new cities - vacays rule!

They're both excited to join Millennium Corporate as Account Specialists helping our credit union members succeed - their smiles say it all!

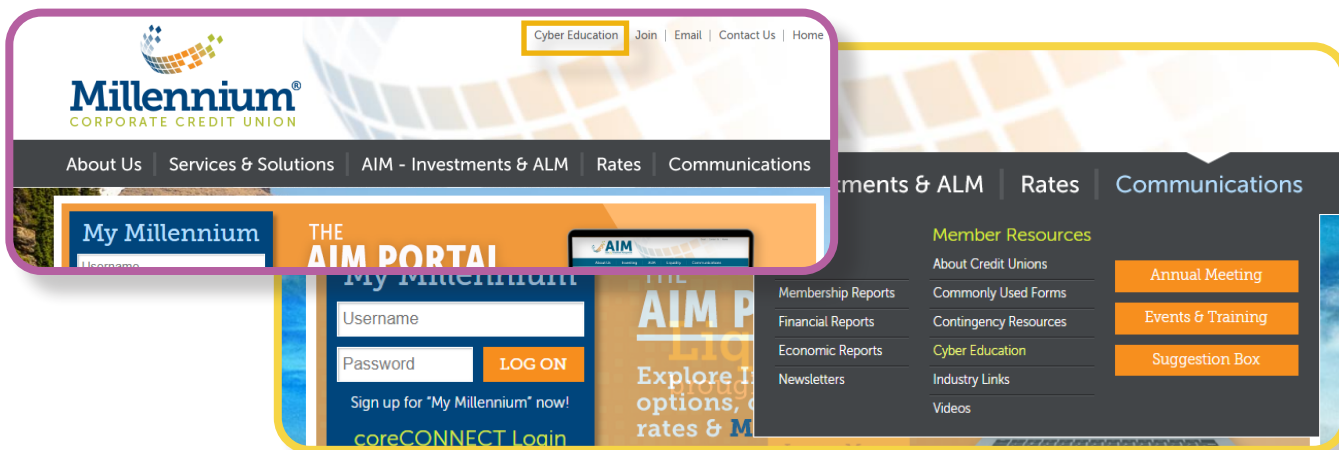
You can reach Melissa & Anna here - [melissa@](mailto:melissa@millenniumcorporate.org) and anna@millenniumcorporate.org or call toll-free 800.721.2677, option 1 or ext. 134 and ext. 137, respectively! **Welcome Aboard!**



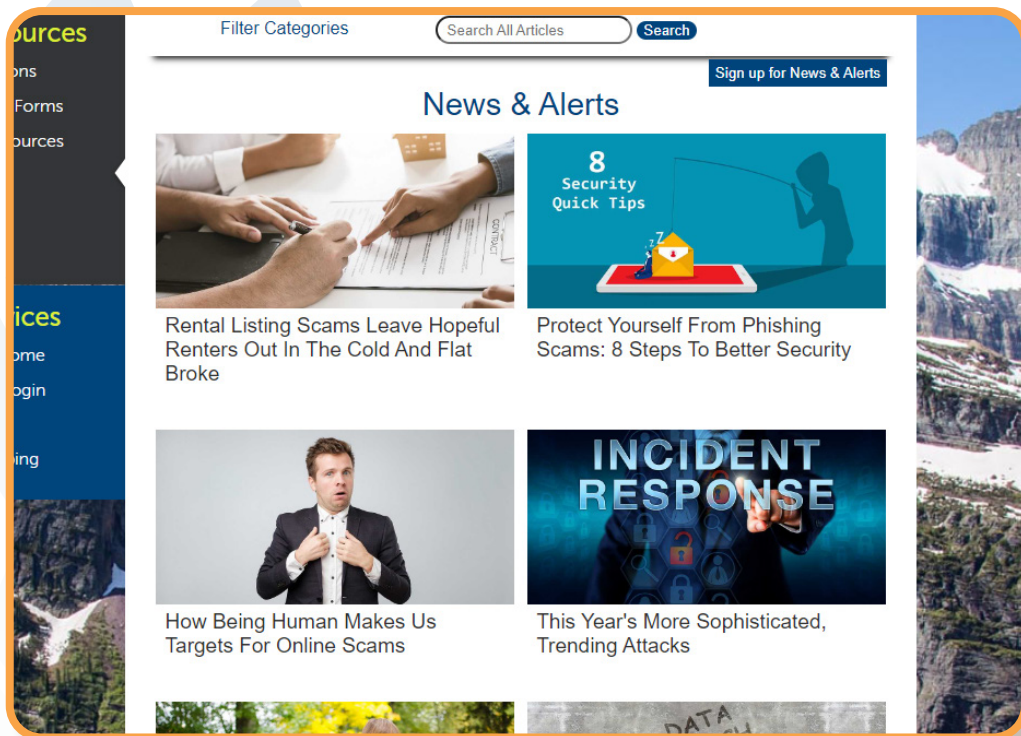
Melissa Secret & Anna Webster - New Account Specialists and the Keeper of the Plains!

Cyber Enlightenment Sign Up Today!

In December 2023, Millennium Corporate added a new resource to our website - **FREE Cyber Education**. You'll find this page by using the horizontal menu on the top of each page or visiting the Communications drop down menu and selecting Cyber Education in the Member Resources listing. Through our partnership with Stickley on Security, you and your staff can now access **News & Alerts** to help you obtain cyber enlightenment!



And better yet, you can **Sign up for News & Alerts** on the Cyber Education page and receive weekly Fraud News & Alerts via email. During sign up, you create a verification phrase and provide your email address. The newsletter will arrive from news@stickleyonsecurity.com and it will contain your verification phrase so you're sure it's legit.



Follow this path to **CYBER ENLIGHTENMENT** - millenniumcorporate.org > **Communications** > **Member Resources** > **Cyber Education** - and don't forget to Sign up for News & Alerts!

While you're signing up, check out the recent News & Alerts on the cyber education page that could help you better serve your membership and communities - *Rental Listing Scams, Financial Aid Fraud Tests Your Scam Radar, and How to Protect Yourself From Phishing Scams: 8 Steps to Better Security.*

Sign Up TODAY & Invite Your Colleagues to do the same!

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

Email engage@millenniumcorporate.org | 800.721.2677