



Upper Peninsula
CHAPTER OF CREDIT UNIONS

69th ANNUAL MEETING

UPPER PENINSULA CHAPTER/MCUL
April 7, 8, & 9, 2017

Island Resort and Casino
Harris, MI



AMERICA'S
CREDIT UNIONS™

*Where **people** are worth more than money.™*

U.P. Chapter of MCUL Person of the Year



Ron Provo - Limestone Federal Credit Union

Serving Limestone Federal Credit Union for over 30 years, Mr. Ron Provo has become an integral part of its success. He has worked diligently to increase his knowledge of the financial industry and continues to do so. In fact, during his tenure on the board, Limestone has grown from 5 million in assets to just over 46 million today!

Ron Provo demonstrates his commitment through his leadership and by example. He shows this commitment not only to Limestone, but also in service to our community. He attends all of his credit union events, making sure the board of directors has a face in whatever activity they are participating in. In addition, he also serves as the District C board member for Cloverland Electric Cooperative.

Ron Provo is a different kind of Chairperson. It's not uncommon for staff to see him climbing a ladder to change a light bulb, or assisting in building construction, and offering input and suggestions without micromanaging. He rarely misses an event or meeting, and LFCU staff will tell you, he never forgets anything! Even prior to his current position as Chairperson, he led the credit union through some very difficult times. He is undoubtedly what makes Limestone FCU strong and successful. He is known to the staff, management, and members as someone you can count on, a friend, co-worker, boss, and sometimes even a father figure.

After 30 years, Ron Provo has a virtual treasure trove of memories. A favorite memory for him to share with staff and members is about the "good ole days" when the credit union operated out of a shoe box.

A person of honor, Ron proudly served his country in the US Navy during 1960-1964, and spent most of his enlistment on the USS Franklin D. Roosevelt aircraft carrier.

And finally, behind every great man, you'll find a great woman and Ron is no exception. He and his lovely wife Judy have been married for 57 years and together they share three children, six grandchildren, and one great-grand child.

One thing is for sure, Ron Provo loves his credit union, it's staff, and membership. In 2015, Limestone Federal Credit Union was honored to receive the coveted Outstanding Credit Union of the Year award for CU's in the State of MI under 50 million in assets. To this day, Mr. Provo still becomes emotional when discussing the award. His pride and commitment to Limestone FCU is an inspiration to us all, he encourages us to challenge ourselves to achieve the highest level of success.

UP Chapter of MCUL Distinguished Service Award



George Isola - TruNorth Federal Credit Union

George Isola has been the General Manager of TruNorth Federal Credit Union (formerly Ishpeming Community Federal CU) since 1992. During that time, that credit union has grown from \$25 million to over \$140 million in total assets, and now serves more than 16,000 members.

While serving as manager of TruNorth Federal Credit Union, George has been on many committees, both for the UP Chapter of Credit Unions and the Michigan Credit Union League. He served 4 years as Alternate Director and 10 years as Director for MCUL from 1998-2012, and as a CU Corp Director from 2008-2012. George is the first person from the Upper Peninsula to serve as MCUL Board Chairman. He has been a Trustee for the MCUE program since 1998.

George received the MCUL Distinguished Person of the Year award in 2012. He served on the Executive Committee and is currently Marketing Chairperson for the Upper Peninsula Chapter of Credit Unions. He organizes joint advertising for UP Credit Unions on the "High School Bowl" program on PBS each year.

George is past president of the Ishpeming/Negaunee Chamber of Commerce and serves on the Ishpeming Police Officers' Pension Committee.

In his spare time, George has served as the Negaunee Senior Hockey League treasurer since 1992 and has coached youth hockey and baseball. He was also a past Rotary member.

George is a 1983 graduate of Michigan Technological University with a BSBA. He and his wife Ruth have two sons Matthew and Nathan and four grandchildren. All reside in Ishpeming.

CREDIT UNION PERSON OF THE YEAR

1987 Fred Terres	Negaunee Community Federal CU
1988 Patrick Ruecker	Marquette Catholic CU
1989 Robert Jensen	Great Lakes First Federal CU
1990 Neil Ahola	Gladstone Community Federal CU
1991 Helmer Mattson	Ishpeming Community Federal CU
1992 Nick Gerrish	Soo Co-op CU
1992 Robert Corey	Munising Community CU
1993 George Brunswick	Central Iron County CU
1994 Antonia Gardipee	Upper Peninsula State Employees CU
1994 Norman Marenger	Mead Associated Federal CU
1995 Verden Greenwood	Ishpeming Community Federal CU
1996 Basil Smith	Soo Co-op CU
1997 Clarence Larson	Delta County CU
1997 Forrest Ledy	Detour Drummond Community CU
1998 Diane Williams	Government & Railroad Employees FCU
2000 William (Bill) Charon	Great Lakes First Federal CU
2001 Gary Lark	Public Service Employees FCU
2002 Ann Clement	Marquette Catholic CU
2003 Emerson Kraft	Soo Co-op CU
2004 Yvonne Dorais	Marquette Catholic CU
2005 Daniel Hewitt	Soo Co-op CU
2006 Scott Jamieson	Marquette Catholic CU
2007 John Prokos	Northern United FCU
2008 Robert Devine	Norway Community CU
2009 Howard Haulotte	UP State CU
2010 David Wilson	Northern United FCU
2011 David Fry	Settlers FCU
2012 Joseph Bushey	Delta County CU
2013 Ron Nelson	Peninsula FCU
2014 Mark Canale	UP Catholic CU
2015 Tom Thoresen	Soo Co-op CU
2016 Dick Ketcik	Manistique FCU
2017 Ron Provo	Limestone FCU

CREDIT UNION DISTINGUISHED SERVICE AWARD

1989 Richard Meissner	Delta County CU
1990 June Schomaker	Menominee County Federal CU
1991 Raymond Burge	Alpha Crystal Falls Community FCU
1992 Kay DeShambo	Public Services Employees Federal CU
1993 Rose Mary Sankovitch	Upper Peninsula State Employees CU
1995 Diane Williams	Government & Railroad Employees FCU
1996 Robert Kostka	Central Iron County CU
1997 Bruce Andrews	Upper Peninsula State Employees CU
2002 Patrick Ruecker	Marquette Catholic CU
2003 Lyn Veese	Great Lakes First FCU
2004 Jerry Bartnicki	Menominee County FCU
2005 Raymond Burge	Crystal Falls Community FCU
2007 Judy Terrien	CUNA Mutual Group
2008 Marilyn Harden	Baraga County FCU
2009 Karen Dahl	Northern United FCU
2011 John Greis	Peninsula FCU
2013 Pam Bottkol	Menominee County FCU
2015 Diane Moilanen	Settlers FCU
2017 George Isola	TruNorth FCU

2016 Federal and State PAC Fundraising Results for UP Chapter Credit Unions

Credit Union Name	Candy	Casual Days	Grand Raffle	Golf Outing	Lapel Pins	Exempt Raffle	Other	CU Goal	Amount Raised	% of Goal Raised
*Upper Peninsula Chapter	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,037.00	\$150.00	\$0.00	\$3,187.00	0.00%
*Upper Peninsula Chapter	\$0.00	\$0.00	\$0.00	\$405.00	\$0.00	\$0.00	\$0.00	\$0.00	\$405.00	0.00%
Baraga County FCU	\$177.20	\$503.00	\$50.00	\$0.00	\$0.00	\$0.00	\$0.00	\$211.95	\$730.20	344.52%
Baraga County FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$105.97	\$0.00	0.00%
Chatham Eben Co-op FCU	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$48.07	\$0.00	0.00%
Chatham Eben Co-op FCU	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$24.03	\$0.00	0.00%
Chippewa County CU	\$368.80	\$0.00	\$350.00	\$0.00	\$0.00	\$0.00	\$0.00	\$187.28	\$718.80	383.81%
Chippewa County CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$555.00	\$0.00	\$0.00	\$93.64	\$555.00	592.70%
Delta County CU (Federal)	\$1,081.80	\$0.00	\$995.00	\$0.00	\$0.00	\$50.00	\$56.00	\$795.22	\$2,182.80	274.49%
Delta County CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$1,020.00	\$0.00	\$0.00	\$397.61	\$1,020.00	256.53%
DeTour Drummond	\$137.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$209.95	\$137.00	65.25%
DeTour Drummond	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$104.97	\$0.00	0.00%
Federal Employees of Chippewa County CU	\$42.50	\$0.00	\$395.00	\$0.00	\$0.00	\$0.00	\$0.00	\$67.59	\$437.50	647.29%
Federal Employees of	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$33.79	\$0.00	0.00%
Gogebic County FCU	\$659.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$109.94	\$659.00	599.42%
Gogebic County FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$54.97	\$0.00	0.00%
Great Lakes First FCU	\$793.60	\$0.00	\$3,065.00	\$0.00	\$0.00	\$0.00	\$0.00	\$425.22	\$3,858.60	907.44%
Great Lakes First FCU	\$0.00	\$59.00	\$0.00	\$0.00	\$125.00	\$0.00	\$0.00	\$212.61	\$184.00	86.54%
Integra First FCU (Federal)	\$0.00	\$0.00	\$35.00	\$0.00	\$0.00	\$0.00	\$0.00	\$632.15	\$35.00	5.54%
Integra First FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$316.08	\$0.00	0.00%
Iron Mountain Kingsford Community FCU (Federal)	\$0.00	\$0.00	\$140.00	\$0.00	\$0.00	\$0.00	\$9.00	\$572.61	\$149.00	26.02%
Iron Mountain Kingsford Community FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$286.30	\$0.00	0.00%

Credit Union Name	Candy	Casual Days	Grand Raffle	Golf Outing	Lapel Pins	Exempt Raffle	Other	CU Goal	Amount Raised	% of Goal Raised
Lake Superior CU (Federal)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$34.37	\$0.00	0.00%
Lake Superior CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$17.19	\$0.00	0.00%
Limestone FCU (Federal)	\$91.60	\$0.00	\$135.00	\$0.00	\$0.00	\$0.00	\$20.00	\$277.81	\$246.60	88.77%
Limestone FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$138.91	\$0.00	0.00%
Manistique FCU (Federal)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$161.85	\$0.00	0.00%
Manistique FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$80.92	\$0.00	0.00%
Marquette Community FCU (Federal)	\$626.10	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$441.51	\$626.10	141.81%
Marquette Community FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$220.75	\$0.00	0.00%
Menominee Area CU (Federal)	\$0.00	\$0.00	\$60.00	\$0.00	\$0.00	\$0.00	\$0.00	\$57.50	\$60.00	104.35%
Menominee Area CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$28.75	\$0.00	0.00%
Michigan Tech Employees FCU (Federal)	\$396.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$423.43	\$396.00	93.52%
Michigan Tech Employees FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$211.71	\$0.00	0.00%
Northern United FCU (Federal)	\$93.80	\$0.00	\$80.00	\$0.00	\$0.00	\$0.00	\$0.00	\$133.72	\$173.80	129.97%
Northern United FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$66.86	\$0.00	0.00%
Peninsula FCU (Federal)	\$50.00	\$0.00	\$160.00	\$0.00	\$0.00	\$0.00	\$40.00	\$818.58	\$250.00	30.54%
Peninsula FCU (State)	\$50.00	\$0.00	\$0.00	\$0.00	\$1,075.33	\$0.00	\$0.00	\$409.29	\$1,125.33	274.95%
Rock Community FCU (Federal)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$39.95	\$0.00	0.00%
Rock Community FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$19.97	\$0.00	0.00%

Credit Union Name	Candy	Casual Days	Grand Raffle	Golf Outing	Lapel Pins	Exempt Raffle	Other	CU Goal	Amount Raised	% of Goal Raised
Settlers FCU (Federal)	\$312.85	\$0.00	\$240.00	\$0.00	\$0.00	\$0.00	\$0.00	\$131.85	\$552.85	419.30%
Settlers FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$330.00	\$0.00	\$0.00	\$65.92	\$330.00	500.61%
Soo Co-op CU (Federal)	\$1,694.75	\$0.00	\$370.00	\$0.00	\$0.00	\$0.00	\$40.00	\$1,014.61	\$2,104.75	207.44%
Soo Co-op CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$1,341.06	\$0.00	\$0.00	\$507.30	\$1,341.06	264.35%
Tahquamenon Area CU (Federal)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$393.35	\$0.00	0.00%
Tahquamenon Area CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$125.00	\$0.00	\$0.00	\$196.67	\$125.00	63.56%
Torch Lake FCU (Federal)	\$0.00	\$0.00	\$55.00	\$0.00	\$0.00	\$0.00	\$0.00	\$47.16	\$55.00	116.62%
Torch Lake FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$23.58	\$0.00	0.00%
TruNorth FCU (Federal)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$20.00	\$866.55	\$20.00	2.31%
TruNorth FCU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$433.27	\$0.00	0.00%
U.P. Catholic CU (Federal)	\$0.00	\$0.00	\$1,015.00	\$0.00	\$0.00	\$0.00	\$20.00	\$982.50	\$1,035.00	105.34%
U.P. Catholic CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$880.00	\$0.00	\$0.00	\$491.25	\$880.00	179.13%
U.P. State CU (Federal)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$328.60	\$0.00	0.00%
U.P. State CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$60.00	\$0.00	\$0.00	\$164.30	\$60.00	36.52%
Upper Michigan Community CU (Federal)	\$371.20	\$0.00	\$370.00	\$0.00	\$0.00	\$0.00	\$0.00	\$213.75	\$741.20	346.76%
Upper Michigan Community CU (State)	\$0.00	\$0.00	\$0.00	\$0.00	\$30.00	\$0.00	\$0.00	\$106.87	\$30.00	28.07%
UP CHAPTER TOTALS (Federal)	\$6,896.20	\$503.00	\$7,515.00	\$0.00	\$0.00	\$3,087.00	\$355.00	\$9,627.07	\$18,356.20	190.67%
UP CHAPTER TOTALS (State)	\$50.00	\$59.00	\$0.00	\$405.00	\$5,541.39	\$0.00	\$0.00	\$4,813.48	\$6,055.39	125.80%

**Upper Peninsula Chapter MCUL
69th Annual Meeting
April 8, 2017 9:30 a.m.
Island Resort and Casino, Harris, MI**

AGENDA

I. CALL TO ORDER – SALUTE TO THE FLAG

II. ROLL CALL -

UP Chapter 2017 Voting Report

Credit Union	Votes
Baraga County FCU – L'Anse	7
Chatham Eben Co-op FCU – Chatham	4
Chippewa County CU – Sault Ste Marie	6
Delta County CU – Escanaba	9
Detour Drummond Community CU – Drummond Island	4
Federal Employee of Chippewa Co CU – Sault Ste Marie	4
Gogebic County FCU – Bessemer	6
Great Lakes First FCU – Escanaba	8
Integra First FCU – Powers	8
Iron Mountain Kingsford Community FCU - Kingsford	9
Lake Superior CU – Ontonagon	3
Limestone FCU – Manistique	6
Manistique FCU – Manistique	5
Marquette Community FCU – Marquette	8
Menominee Area CU – Menominee	3
Michigan Tech Employees FCU – Houghton	8
Northern United FCU – Escanaba	5
Peninsula FCU – Escanaba	8
Rock Community FCU – Rock	3
Settlers Federal CU – Bruce Crossing	6
Soo Co-op CU – Sault Ste Marie	10
Tahquamenon Area CU – Newberry	7
Torch Lake FCU – Larium	4
TruNorth FCU – Ishpeming	9
U.P. Catholic CU – Marquette	9
U.P. State CU – Escanaba	8
Upper Michigan Community CU – Munising	6
27 Credit Unions	Total Votes
	173

Executive Committee:

Connie Toensing, District IV Director
Jim Veneskey, Alternate District IV Director
Chris Ison, Chairperson
Rick Gatiss, Vice Chairman
Lynda Ellis, Secretary

Ray Theoret, Treasurer
Darcy McLean
Brenda Lippens
Tom Blake

Other Committees:

Ray Theoret, Budget Committee Chairperson
George Isola, Marketing Committee Chairperson
Tom Blake, Audit Committee Chairperson
Brenda Lippens, Education Committee Chairperson
Rick Gatiss, Golf Committee Chairperson
Connie Toensing, Annual Meeting Committee Co-Chairperson
Darcy McLean, Annual Meeting Committee Co-Chairperson
David Black, Nominating Committee Chairperson
Sara Cottle, Governmental Affairs Representative
Darcy McLean, Events Committee
Darl McLean, MCUL League Representative
Jennie Gylock, Website Coordinator, Chairperson

III. MINUTES

1. Board of Representatives Meeting: April 16, 2016 – (pg.10-12)

IV. ELECTIONS

V. REPORTS

1. League District Director – (pg.13-14)
2. Chapter Chairperson – (pg.15)
3. Chapter Treasurer – (pg.16-20)
4. Budget Committee – (pg.21)
5. Marketing Committee – (pg.22)
6. Audit Committee – (pg.23)
7. Education Committee – (pg.24)
8. Golf Committee – (pg.25-26)
9. Annual Meeting Committee – (pg.27)
10. Nominating Committee – (pg.28-29)
11. Governmental Affairs – (pg.30)
12. CUNA Mutual Group – (pg.31-32)

VI. OLD BUSINESS

VII. NEW BUSINESS

1. Guest Speaker
2. CU Person of the Year Award (Pg.1)
3. Distinguished Service Award (Pg.2)
4. U.P. MCUL Chapter Federal MCULLAF PAC Award (Pg.5-7)
5. U.P. MCUL Chapter State MCULLAF PAC Award (Pg.5-7)
6. Credit Union Anniversaries

VIII. MOTION TO ADJOURN



Upper Peninsula

CHAPTER OF CREDIT UNIONS

U. P. CHAPTER BOARD OF REPRESENTATIVES MEETING
April 16, 2016
Island Resort and Casino, Harris, MI

I. CALL TO ORDER:

Chapter Chairperson, Diane Moilanen, called the meeting to order at 9:30 a.m.

II. ROLL CALL:

Secretary Lynda Ellis called roll:

Connie Toensing, District IV Director
Jim Veneskey, Alternate District IV Director
Diane Moilanen, Chapter Chairperson
Rick Gatiss, Vice Chairperson
Lynda Ellis, Secretary
Ray Theoret, Treasurer
Chris Ison
Brenda Lippens
Tom Blake

Other Committees:

Sara Cottle, Government Affairs Rep
Tom Blake, Audit Committee Chairperson
Ray Theoret, Budget Committee Chairperson
David Black, Nominating Committee Chairperson – Absent
Connie Toensing, Annual Meeting Committee Co-Chairperson
Darcy McLean, Events Committee & Annual Meeting Committee Co-Chairperson
George Isola, Marketing Committee Chairperson
Brenda Lippens, Education Committee Chairperson
Rick Gatiss, Golf Committee Chairperson
Darl Mclean, MCUL League Representative
Jackie Ellisor, Website Coordinator Chairperson - Absent

Lynda Ellis called the roll and reported a quorum was present with 134 votes.

III. MINUTES OF THE PREVIOUS MEETINGS:

The minutes of the April 18, 2015 Board of Representatives meeting were presented. Motion to approve the minutes was made by Karen Dahl and the motion was supported by Wayne Johnson, motion carried.

IV. ELECTIONS:

Nominating Committee Chairman: David Black was absent. Erik Bessonon presented the following nominations:

1. Chapter Executive Committee: Nominees: Lynda Ellis, Chris Ison, Ron Lauren, Ray Theoret, and Darcy McLean. There were no nominations from the floor. There were 5 nominees and 3 to be elected therefore a ballot vote did take place. Upon completion of the counting of the ballots it was deemed Lynda Ellis, Chris Ison, and Ray Theoret were the voted candidates. A motion was made to destroy the ballots by Don Charlevoix and the motion was supported by Laura Weston, motion carried.
2. Delegate to MCUL Annual Meeting: Nominee: David Black, there was one position to be elected with one nominee and no nominations from the floor. A ballot vote did not take place.
3. Alternate Delegate to MCUL Annual Meeting Nominee: George Isola, there was one position to be elected with one nominee and no nominations from the floor. A ballot vote did not take place.
4. District IV MCUL Director: Nominee: Connie Toensing, there was one position to be elected and one nominee, and no nominations from the floor. A ballot vote did not take place.
5. A motion was made by Karen Dahl and supported by Wayne Johnson to accept all nominations, motion carried.

V. Reports

1. League District Director: Connie Toensing presented a Joint MCUL/Directors Annual Report. MCUL & Affiliates is looking at another busy year in 2016, building on our past successes and examining our operations for future reinvention to identify ways to better serve our members. Our members recognize this, demonstrated by our 99% affiliation rate in 2015, and we are on target to meet this in 2016. There were two major votes by the MCUL board this past year. One being, a permanent reduction in dues, versus giving the rebate back each year. The other was the affiliation with CUNA; giving credit union's a choice to belong to both CUNA and the MCUL, discontinuing the

requirement. Everyone in our Chapter does belong to both. The UP Chapter does make a difference and I thank you for letting me, represent you.

2. Chapter Chairperson: Diane Moilanen presented her written report. The U.P. Chapter is one of the largest geographical. We truly live, people helping people, and credit union helping credit union. The Chapter sponsored the Crasher Program this year, choosing 8 young credit union professionals to attend this event. This group is being led this year by, Andrea Pepin from Peninsula Federal Credit Union, Lindsey Benson, and Heather Perkins, both from Soo Co-op Credit Union. Please refer to our Chapter Website, <http://up.mcul.org>, for any updates going on with our Chapter. The golf outing allowed us to donate another \$5,000.00 this year, with this money going to the Northwoods Airlifeline. We also had our Annual Mangers Conference, held again on Mackinac Island. Brenda Lippens does an excellent job on our Chapter Education.
3. Chapter Treasurer's Report: Ray Theoret presented his written report. Current Balances are as follows: Executive Committee - \$2,888.73, Education Committee - \$5,983.03, Annual Meeting Committee - \$4,968.96, Golf Committee - \$3,486.64, Legislative funds Committee - \$1,142.93, making a total balance of \$18,470.29. Ray asked if there were any questions from the floor. There were no questions.
4. Budget Committee Report: Ray Theoret presented his written proposed budget for the fiscal year ending 2016, with a total Revenues and Expenditures balancing at \$10,503.00 each. A motion to approve the budget was made by Karen Dahl and supported by Julie Pomeroy, motion carried.
6. Marketing Committee Report: George Isola: George presented his written report. In the Marquette, Menominee, and Gogebic Designated Marketing Areas (DMA), 17 credit unions contributed \$61,622.00 and additional matching funds from CU Solutions Group provided for the remainder of this media buy. The "Steps" campaign is the new marketing campaign this year. This links all the important life steps people take.
7. Audit Committee: A report by Tom Blake was reviewed. Tom stated that an audit was completed on February 12, 2016 at the UP State Credit Union in Escanaba Michigan. Each check written and each deposit made were reviewed. It is the Committee's opinion that the Chapter's financial statements and records accurately reflect the Chapter's financial activity and current position for the period audited.
8. Education Committee: Brenda Lippens provided a written report. The Educational Committee organizes educational conferences throughout the year based on the various compliance, regulatory, and recommendations of our credit unions. We work with our League and speakers from across the country to determine how we can best meet the educational needs of our credit unions. Coming events are: May 17 & 18, CU Solutions – Preventing Fraud and Embezzlement and Human Resource Basics. Beginning of June, Business Lending Training with Dutch from CBS. June, U.P. Compliance Training at the Hampton Inn, Marquette. Also remember, Maggie Anderson and Consultants at CU Solutions are there for credit unions. Reach out to them on your training needs. Brenda also requested, if anyone has any suggestions or recommendations for any educational seminars to please contact the Education Committee.
9. Golf Committee: Rick Gatiss presented his written report. The 2015 charity funds were donated to the Northwoods Airlifeline in the amount of \$5,000.00. There was \$6,216.00 raised. He recognized the sponsors for their continued support and generosity. The Golf Committee also donated \$1,000.00 to the charity Alpha One Project, which is a charity supported by Paul DeWyse, with Alloya Corporate Credit Union. He stated the 2016 golf outing will be held on August 25th at the Terrace Bluff in Gladstone. For 2016, we are looking at donating to Hospice's in the U.P. I would like to thank our sponsors and also, Karen Dahl and Erik Bessonon for their help on the committee.
10. Annual Meeting Committee: Connie Toensing presented her written report. The 2015 Annual meeting was held at the Island Resort. Overall the weekend was good, with some bumps in the weekend, some being known to the attendees and others not. The Island managers have been made aware of the major bumps, and have apologized for the errors and made adjustments for this year. This year's attendance is at 560 registered. The Executive Committee has approved the 2017 Annual Meeting to be held at the Island Resort and Casino, again. Enjoy the weekend and complete the evaluation forms, we do use your comments and concerns.
11. Nominating Committee: David Black, Chairperson was absent, his written report was included in the program
12. Governmental Affairs: Sara Cottle presented her written report. Fundraising – 2015 was another good year for UP credit unions as we surpassed our overall fundraising goals for the Federal PAC at 190% and almost reached our State PAC goals with just over 81%. Luncheons – Two legislative luncheons were scheduled this year. One in Escanaba with 30 in attendance, with credit union representatives coming together to meet with Senator Jason Casperson. Unfortunately, we had to cancel the second event in St. Ignace, due to low attendance. Please remember that we speak louder in numbers. When we have to cancel an event, we lose a conversation with our lawmakers all together and it is important to meet with law makers. Sara encouraged to continue to support luncheons and PAC fundraising. Diane encourages credit unions to have Sara come in and speak to board members about legislative affairs.
12. CUNA Mutual Group: CUNA Mutual supplied a written report for review.

VI. OLD BUSINESS

- a. None

VII. NEW BUSINESS:

a. Guest Speakers

Ken Ross: Thanked all for coming. The U.P. Chapter has the highest participation at their annual meeting than any other chapter. This is a very close knit chapter, which is very unique. The MCUL is your trade association and there is great detail in the written report. The MCUL exists to remove barriers to make credit unions successful. We promote the credit union difference, and provide excellent solutions, and compliance. We have strong advocacy in Lansing and there is strong "Grass Roots" in credit unions. Thank each and every one of you for your support at the chapter level and the credit union movement.

b. CU Person of the Year Award: Brenda Lippens recognized Dick Ketcik, as "UP Chapter Person of the Year 2016". Dick will be awarded at the dinner in the evening.

c. An award was presented by Sara Cottle to Chatham Eben Credit Union for raising 1271.15% of their fund-raising goal for the U.P. MCUL Chapter Federal PAC.

d. An award was presented by Sara Cottle to Settlers Credit Union for raising 384.08% of their fund-raising goal for the U.P. MCUL Chapter State PAC.

e. Credit Union Anniversaries were recognized and awards presented by Darl McLean to: Northern United Federal Credit Union and Peninsula Federal Credit Union. Both of which celebrated 75 year anniversaries.

f. Other awards were recognized by Diane Moilanen, Peninsula Federal Credit Union will be recognized as the Michigan Outstanding Credit Union of the year, in their asset size, at the MCUL AC&E in 2016. They were also recipients of the Desjardin's Youth and Adult Financial Education Award, which will also be presented at the MCUL AC&E.

Chairperson Diane Moilanen requested a motion to adjourn. Motion was made by Karen Dahl and supported by Connie Ettenhofer, motion carried. Meeting Adjourned at 10:30 a.m.

Respectfully submitted,

Lynda Ellis
Chapter Secretary



JOINT MCUL/DIRECTORS ANNUAL REPORT
February 2017

From Connie Toensing, MCUL Director
David Adams, President & CEO, Michigan Credit Union League & Affiliates

MCUL & Affiliates is looking forward to a busy and productive 2017. Last year, the Michigan Credit Union movement enjoyed many accomplishments as well. We continue to focus on our four pillars - Removing Barriers, Promoting the CU Difference, Providing Solutions for Service Excellence and Providing a Total Compliance Strategy. Standing by our mission and building on past success, we continue to offer a strong value proposition to Michigan credit unions. Our members recognize this, as demonstrated by our 100% affiliation rate in 2016, which we are on target to maintain in 2017. This is a testament to our Credit Unions' high level of engagement coupled with the lowest membership fees of any league in the country.

VALUE PROPOSITION

MCUL's business unit, CU Solutions Group (CUSG), continues to perform well, providing valuable products, services and tools to credit unions in Michigan and across the nation. CUSG provides core solutions designed to enhance a credit union's financial performance, as well as their ability to serve members effectively. Last year, CUSG contributed to increasing the league's capitalization from \$70 million to \$74.3 million.

CU Solution Group's strong financial performance also allowed MCULSC (the League's wholly-owned subsidiary) to:

- Provide \$1 million in matching funds to our cooperative advertising campaign, CU Link.
- Provide a contribution of \$150,000 to community sponsorships.
- Provide \$350,000 to A Stronger Financial Michigan for issue advocacy.

For the organization as a whole, 2016 was marked by a continued commitment to reinvention. In this vein, several new initiatives were launched. The Small CU Assist program was launched, a collection of growth solutions that are either free or deeply discounted for SAS credit unions. Following a successful launch in September, the second annual Love My Credit Union Campaign recently came to a close with many well-deserving charities receiving donations in the name of participating credit unions.

FOUR PILLARS OF SUCCESS

As we were in 2016, we will be focused on working to make gains in each of the following focus areas in 2017:

REMOVING BARRIERS | MCUL's partnership with CUNA on a wide variety of advocacy initiatives continues to be fruitful. At the 2016 Annual Convention & Exposition (AC&E), we were proud to see the Michigan Credit Union Act Update signed into law by Governor Snyder. At the federal level, the NCUA finally issued their updates regarding changes to Member Business Lending. Both MCUL and CUNA strongly supported the agency's proposed changes, and look forward to the reduced regulatory burden expected to be enjoyed by the industry once these changes take effect.

Additionally, our advocacy fundraising remained strong over the past year:

- Our Government Affairs staff hosted 21 legislative and chapter events, including legislative breakfasts, events such as the MCUL GAC in Lansing and the CUNA GAC in Washington.
- State and federal PACs had successful years with the state PAC raising \$163,495 and the federal PAC raising \$352,871. These funds are critical to our efforts to support candidates who support credit union principles.
- We also raised \$31,763 for A Stronger Financial Michigan, our issue advocacy fund.

PROMOTING THE CU DIFFERENCE | For the first time, we achieved 100% participation in CU Link contributions last year. In March of 2016, we rolled out our CU Link “Steps” campaign. Advertising was purchased using a broad-based, omni-channel approach. This included cable television, terrestrial and streaming radio, paid search and digital ad buys. By focusing on all of the “steps” we take in life (milestones like buying a car, getting married and starting a family) “Steps” emotionally engages consumers, increases share of wallet and highlights the benefits of membership. Millennials were specifically targeted with expanded digital media and creative ad buys such as Pandora sponsored listening hours. Supplemental credit union integration pieces were increased to boost awareness, and utilized in tandem with this campaign.

Meanwhile, the Michigan Credit Union Foundation provided \$150,785 in support to Michigan credit unions throughout the year. This Included:

- Support for Credit Union Financial Education and Community Reinvestment grants and activities in the amount of \$100,472.
- Support for 32 teen Financial Reality Fairs, helping 5,383 teens prepare for a more successful financial future.
- Support for 59 credit union professionals to participate in the Certified Credit Union Financial Counseling Training program in Michigan.

PROVIDING SOLUTIONS FOR SERVICE EXCELLENCE | CU Solutions Group is dedicated to helping credit unions serve, grow and remain strong by offering solutions in the areas of technology, marketing and performance. In 2016, we leveraged major expansions with what was already the nation’s largest prize-linked savings program, Save to Win, and we overhauled the member value proposition with Sprint and TurboTax. Additionally, Performance Solutions nearly doubled sales for Performance Pro and Compease, and Michigan Solutions generated roughly 70 percent higher-than-budgeted revenue with both FIS and CUNA Mutual Group. We also expanded our marketing reach and capability through our FocusIQ venture. Over the past year, we executed on more than 30 new media buys for credit unions, expanded social media offerings, launched turnkey marketing materials and integrated new digital technologies.

PROVIDING A TOTAL COMPLIANCE STRATEGY | The Trump administration continues to move toward deregulation, but credit unions all over the state remain overwhelmed by compliance challenges. As a result, MCUL continues to focus on providing credit unions with useful tools such as League InfoSight, PolicyPro, ComplySight, Credit Union Vendor Management Services and product-led compliance consulting. At AC&E last year, we responded to credit unions’ demand for better, more comprehensive compliance solutions by launching Destination Compliance – an aggregation of tools and resources that streamlines the process of tracking, understanding and implementing the steady stream of new regulatory requirements. With major expansions on the horizon, Destination Compliance will continue to be strengthened in 2017.

MCUL & Affiliates has always had a mission to serve Michigan credit unions, and our dedication to this cause means that we are always seeking feedback from stakeholders to help us achieve even greater results. We look forward to hearing your concerns, needs and ideas as we continue to serve member credit unions. We are grateful for your continued support.

David Adams



President & CEO
Michigan Credit Union League & Affiliates

CHAPTER CHAIR REPORT

Welcome to your Annual Meeting.

Geographically, the Upper Peninsula Chapter is the largest of the MCUL's 15 Chapters. Even though the UP covers over 16,000 square miles, we are a unique group in that we don't let physical distance stand in the way of sharing the bond of being credit union people. This is evidenced by the attendance of this Annual meeting. I have been told that our Chapter Annual Meeting turnout is larger than some state League annual meetings.

We stay in touch with each other using our website (<http://up.mcul.org>) and an MCUL UP Chapter Listserv. This Chapter Listserv provides a forum to distribute announcements about upcoming events, as well as allow for the exchange of information between credit unions on a variety of topics. If your credit union is not represented on this Listserv, I highly recommend it.

Each year our Golf Committee does a great job hosting a golf outing with the proceeds going to designated charities. For anyone who hasn't attended in the past, it is a fun event where you don't need to be a good golfer (as evidenced by my regular attendance), you only need to desire to help a worthy cause.

Our Education and Events Committees provide us with numerous opportunities to learn and interact with each other as credit union leaders. One of these events is our UP Managers Conference. This conference allows CEOs and senior managers to network and attend educational sessions in an atmosphere that is family-friendly. Once again this year, the Managers Conference will be held on Mackinac Island and we look forward to another successful, well-attended event.

I would like to thank you for giving me the opportunity to serve on the UP Executive Committee. I would also like to thank the Executive Committee for electing me as the Chapter Chair.

Lastly, I would like to take a minute to recognize Darl Mclean. Darl has been our Chapter League Representative since the fall of 1995. In addition to representing the UP Chapter, over the years Darl has taken on the Blue Ox and Paul Bunyan Chapters of MCUL. Darl recently indicated that he will be retiring in June of this year. In my time interacting with the league, and more recently with the Executive Committee, I have come to know Darl as not only a committed representative of credit unions, but also as a friend. We will all miss Darl and we wish him well as he begins the next chapter of his life.

Respectively submitted

Chris Ison, Chapter Chair

UPPER PENINSULA CHAPTER

MICHIGAN CREDIT UNION LEAGUE

ACCOUNT BALANCE

December 31, 2016

	Balance <u>Forward</u>	Net Change <u>YTD</u>	Current <u>Balance</u>
Executive Committee	\$2,888.73	-\$565.72	\$2,323.01
Education Committee	\$5,983.03	-\$1,065.90	\$4,917.13
Annual Meeting Committee	\$4,968.96	\$3,638.53	\$8,607.49
Golf Committee	\$2,336.64	\$1,384.22	\$3,720.86
Legislative Funds	\$1,142.93	-\$824.43	\$318.50
		Total	<u><u>\$19,886.99</u></u>

UPPER PENINSULA CHAPTER

MICHIGAN CREDIT UNION LEAGUE

EXECUTIVE COMMITTEE

December 31, 2016

Income	<u>Budget</u>	<u>Actual</u>
Chapter Contributions	\$9,578.00	\$10,078.00
Chapter golf outing	\$0.00	\$0.00
Proceeds Legislative Luncheon	\$0.00	\$0.00
Dividends	\$25.00	\$31.09
League Sub	\$900.00	\$880.00
Yooper Bars	\$0.00	\$0.00
Total Income	<u>\$10,503.00</u>	<u>\$10,989.09</u>
Expense		
AC&E Silent Auction	\$0.00	\$0.00
Chapter Contributions Distributed	\$0.00	\$0.00
Chapter Golf Outing	\$0.00	\$0.00
Chapter Volunteer Leaders Conf.	\$0.00	\$0.00
Credit Union Week Contest	\$1,400.00	\$1,400.00
Development Committee Expense	\$0.00	\$0.00
Development Seminars	\$0.00	\$0.00
Executive Committee Expense	\$4,203.00	\$4,477.15
Nominating/Budget/Gratuities	\$0.00	\$0.00
League Delegation Funding	\$2,400.00	\$3,186.58
Legislative Committee Expense	\$1,500.00	\$1,491.08
Legislative Luncheon Expense	\$0.00	\$0.00
Scholarships	\$1,000.00	\$1,000.00
Total Expenses	<u>\$10,503.00</u>	<u>\$11,554.81</u>
Net Change	<u>\$0.00</u>	<u>-\$565.72</u>
	Balance Forward	\$2,888.73
	Net Change YTD	-\$565.72
	Balance	\$2,323.01

UPPER PENINSULA CHAPTER

MICHIGAN CREDIT UNION LEAGUE

ANNUAL MEETING COMMITTEE

December 31, 2016

Income	<u>YTD</u>
Reservations For Annual Meeting	\$36,955.00
Sponsors	\$6,000.00
Vendors Night Proceeds	\$14,400.00
	\$0.00
Total Income	<u><u>\$57,355.00</u></u>
Expense	
Convention Center Billing	\$47,364.29
Vendor Show Island Billing	\$0.00
Committee Expense	\$697.71
Vendor Show Expense	\$126.11
Other	\$0.00
Best Dressed to Charity	\$400.00
Evaluation sheet winner	\$50.00
Supplies and Decorations	\$1,817.19
Printing Packets	\$631.62
Speaker	\$1,500.00
Taylor weddings (photos)	\$250.00
Speaker Expenses	\$504.55
Taylor weddings down pay	\$375.00
	\$0.00
Total Expense	<u><u>\$53,716.47</u></u>
Net Change	<u><u>\$3,638.53</u></u>
Balance Forward	\$4,968.96
Net Change YTD	\$3,638.53
Balance	\$8,607.49

UPPER PENINSULA CHAPTER

MCUL

PROPOSED BUDGET

FISCAL YEAR ENDING DECEMBER 31, 2017

Revenues:			
Chapter Dues (See Schedule #1)			\$9,681
Dividends			\$30
League Subsidy			\$880
			\$0
		Total Revenues	<u>\$10,591</u>
Expenditures:			
General Fund:			
	Delegate Funding	\$2,400	
	Executive Committee	\$4,291	
	Legislative Action	\$1,500	
	Scholarship Committee	\$1,000	
	Chapter Leaders Institute	\$0	
	Nominating, Budget & Gratuity	\$0	
	Credit Union Week Contest	\$1,400	
	Transfer to Contingency Fund	\$0	
	Subtotal		\$10,591
		Total Expenditures	<u>\$10,591</u>

Schedule #1 (Chapter Dues)			
	Credit Unions' Gross Income for 2016	\$69,069,374	
	Dues Factor	<u>0.00028</u>	
	Gross Dues		\$19,339
	Less Dues Over Cap		<u>\$9,658</u>
	Chapter Dues		<u>\$9,681</u>

Respectfully Submitted By:
Ray Theoret

Marketing Committee, 2016 Report

Committee Members:

Chairperson/George Isola, Karen Dahl, Rick Gattis, Steve Smith, Ray Theoret.

Cooperative advertising continues to be supported at a high level by Michigan Credit Unions. In 2016 99% of Michigan credit unions contributed to the CU Link Campaign. This includes 88 credit unions making a “Full Share” contribution. Matching funds from the MCUL and additional funding from CU Solutions Group provided for a \$2 million dollar media buy.

The CU Link media buy ran April – December with the following strategy:

Television	Targeting adults 25-54 who are “bank only”. Increased allocation to TV.
Radio	Pandora age 18-44. Local radio in all markets statewide.
Paid Search	Google/Yahoo, Bing, etc with link to culinkmichigan.com .
Social Media	Facebook and Twitter targeting younger demographic.
Marketing Kits	Online creative through MCUL.org for individual credit union use.
Marketing Incentives	Participating credit unions receive marketing money back if they support the campaign in their local advertising efforts.

Like any effective legislative advocacy program, successful branding requires a strong, sustained effort. To accomplish this, credit union leaders must continue to recognize brand campaign investments as voluntary supplemental dues assessments, rather than a marketing expenditure. It’s about protecting the credit union difference – today, tomorrow and well into the future.

The Marketing Committee thanks you for your support of cooperative advertising.

George Isola
Marketing Committee Chair

UP Credit Union Chapter Audit Committee Report

On February 17, 2017, the UP Credit Union Chapter Audit Committee performed their annual audit of the Chapter's financial records for the 2016 calendar year at the UP State Credit Union location in Escanaba.

This audit involved a review of the following:

- Chapter's financial statements
- Chapter's credit union account statements
- Periodic account reconciliations
- Disbursements and supporting documentation
- Receipts and supporting documentation

It is the Committee's opinion that the Chapter's financial statements and records accurately reflect the Chapter's financial activity and current position for the period audited.

The financial records are very well organized. The Audit Committee would like to commend our Chapter Treasurer, Ray Theoret for his work and thank him for the assistance he provided during the audit.

Respectfully Submitted,

Tom Blake, U.P. Catholic Credit Union

Educational Committee Report

The Educational Committee organizes educational conferences throughout the year based on the various compliance, regulatory and recommendations of our credit unions. We work with our League and speakers from across the country to determine how we can best meet the educational needs of our credit unions.

It is our goal to have a minimum of three educational events each year. In 2016, the committee helped to organize the following educational events:

- Preventing Fraud and Embezzlement/HR Basics – May 17 & 18th in Escanaba.
- CBS “Commercial Business Solutions” Training – May 31-June 3rd at Island Resort & Casino
- Compliance “Lunch & Learn” Training – June 1, 2 and 28th.
- UP Compliance Conference – June 23rd in Marquette
- Your Professional Image/Lessening the Stress of Service – September 21st in Escanaba
- Mortgage Loan Officer Training – September 22nd in Ishpeming

The 2016 Manager’s Conference was held August 3-5 on Mackinac Island. Jim Kasch was our speaker and focused on finding ways to keep credit unions relevant and how to serve millennials.

We already have training lined up for 2017 by partnering with the Michigan Credit Union League & CU Solutions Group for sessions this spring/summer.

The 2017 Manager’s Conference will be August 2-4th and will be back on Mackinac Island.

If anyone has any suggestions or recommendations for any educational seminar, please contact the Education Committee.

Brenda Lippens, Educational Committee Chair
Darl McLean

Golf Committee Report

Committee members: Rick Gatiss, Karen Dahl, Erik Bessonon and Debbie Edwardson

Event: 2016 U.P. Chapter of Credit Unions – Annual Charity Golf Scramble
Date Held: Thursday, August 25, 2016
Where: Terrace Bluff Golf and Country Club

The golf outing was well attended with 116 representatives from Upper Peninsula area credit unions and sponsors.

On Friday, October 28th, 2016, I presented \$1,500 checks to Pat Bray, Executive Director of the Trillim House in Marquette and Erik Barnhart, Medical Social Worker, OSF Bay De Noc Hospice in Escanaba.

We want to thank Lynda Ellis, Soo CO-OP Credit Union for conducting the \$1,500 check presentation to Tracey Holt, Executive Director of the EUP Hospice. Assisting her was Connie Toensing, Chippewa County Credit Union and Sabrina Oshelski, Federal Employees of Chippewa County Credit Union.

Likewise, we want to thank Duane Aho, Michigan Tech Employees Federal Credit Union for conducting the \$1,500 check presentation to Michael Lutz, Executive Director, Omega House.

After deducting the \$6,000 donation we retained \$1,384.22 to add to the chapter golf account. Our start out balance for the 2017 event will be \$3,720.86. Since we are somewhat over accrued on funds, we could consider an additional donation to our 2017 named charity.

We also want to thank Andrea Pepin, and 906 Hype for their support.

Last, but not least, the golf committee would like to recognize the following sponsors for their continued support and generosity:

Diamond Sponsors

Associated Bank	Dan Miller/Luke Engle
CU Companies	Joe Chadkiewicz/Brian Mielke
CUNA Mutual Group	Kevin Long/Josh Koepp
FISERV	Emily Byrne/Robert Doucette
MCUL	Cara Kurtz/Darl McLean

Ruby Sponsors

Alloya Corporate FCU	Melinda Spada
Bank A Count Corp	Ron Lobner
CO-OP FS	Tarri Rubio
Data Financial	Tom Larson/Andy Gable
Harland Clarke	Andy Hanson
Heber Fuger Wendin Investment Advisors	David Barnes
Lasco	Lois Ellis
Mortgage Center	Keri Marentette
Sage Direct	Steve DeNolf
Weltman, Weinberg & Reis	David Wolfe

Beverage Carts

The Form House
RedRock Information Security LLC

Bruce Rosen
Joe Couture/Randy Brinks

Opal Sponsors

Burkhart, Lewandowski & Miller PC
Commercial Alliance
Delta Abstract and Title
WYKX & WDBC Radio

Jeremy Nastoff
Dutch Dutcher
Gina Davidson
Kim Rabitoy

Some of the above named sponsors will be available during our Vendor's Night. Please take the time to thank them for their continued support of our Chapter events.

Finally, I would like to send a big "THANK YOU" to all the golf participants. We could not have hosted this important event and financially supported our named charities without your continued support! And,

Remember to Mark Your Calendar

The 2017 9th Annual Charity Golf Scramble will be held Thursday, August 24th, 2017 at the Terrace Bluff Golf & Country Club, Gladstone, MI.

Our 2017 charity will be the local chapter of the Honor Flight. Honor Flight Network is a non-profit organization created solely to honor America's veterans for all their sacrifices. They transport our heroes to Washington, D.C. to visit and reflect at their memorials. Top priority is given to the senior veterans – World War II survivors, along with those other veterans who may be terminally ill. According to the Department of Veterans Affairs, an estimated 640 WWII veterans die each day. Our time to express our thanks to these brave men and women is running out.

Please feel free to contact me should you have any questions. I can be reached at 906-387-3839 or via email at rgatiss@umccu.org.

Respectfully Submitted,

Rick Gatiss

Annual Meeting Committee

2016-2017

UP Chapter Annual Meeting

The annual meeting was held at the Island Resort and Casino on April 15, 16, 17, 2016.

Overall the weekend was great. The weekend kicked off with twenty-eight different vendors displaying their products and services. Saturday morning started out with a buffet breakfast, followed by the business meeting for some, others attended the education session, "Account Documentation, Power of Attorneys, Trusts, Deceased Members and More".

The afternoon sessions were "Bank Secrecy Act & Financial Literacy" for Board members and "Extraordinary Everyday" for Staff. Crystal Jonas was the keynote speaker, presenting "Turning Inspiration & Ideas into Results". There were 562 credit union participants registered for the evening's banquet.

The Island Convention staff are wonderful to work with and we continually heard throughout the weekend "what do you need?" "I'll take care of it".

This year we are planning on 545 credit union participants and 30 vendors for our 2017 Annual Meeting weekend of events.

Next year, 2018, we are back at the Island Resort and Convention Center. The dates are earlier than usual, March 23, 24, 25, 2018.

Submitted by: Co-Chair Connie Toensing

**UPPER PENINSULA CHAPTER/DISTRICT IV
ANNUAL MEETING AND NOMINATIONS NOTICE**

January 20, 2017

In accordance with bylaws of the Michigan Credit Union League, notice is hereby given that the Upper Peninsula Chapter/District IV Annual Business Meeting will be held at 9:30 a.m. at the Island Resort and Casino Convention Center on April 8, 2017.

Nominations are being accepted for the following positions:

- Four (4) members of the Chapter Executive Committee
- One (1) Delegate to the Michigan Credit Union League (MCUL) Annual Meeting
- One (1) Alternate Delegate to the Michigan Credit Union League (MCUL) Annual Meeting
- One (1) MCUL District IV Alternate League Director

A nominating committee has been appointed to consider and present nominations.

Chris Ison, Chapter Chairperson

NOMINATING COMMITTEE CHAIRPERSON

David Black, Chairperson
U.P. Catholic Credit Union
1001 W Baraga Ave
Marquette, MI 49855

Email: dblack@upccu.com
Phone: (906) 228-6188
Fax: (906) 228-5090

Deadline for submission of nominations to be included in the Nominating Committee Report is **March 3, 2017**. Please submit your nomination in writing on the enclosed form along with a brief bio (optional) for each person nominated. Nominations from the floor will also be in order.

ELIGIBILITY REQUIREMENTS:

All members of the Executive Committee (MCUL Bylaws, Article IX, Section 8(B)) must each hold a position with a chapter member credit union of director, credit or supervisory committee member (or a member of a committee consisting of members of the credit union that performs basically the same services as those performed by a credit or supervisory committee), or employee.

The Chapter Delegates and Alternate Delegate (MCUL Bylaws, Article VI, Section 4) must be members of the Chapter Board of Representatives, on which corporate representatives and League individual members must serve.

To be eligible to serve as League Director or Alternate Director, an individual must be (1) a member of and (2) a director, credit committee or supervisory committee member, manager or senior management employee who reports directly to the manager of a credit union that is a League member in good standing and that is affiliated with a chapter in the district that such person seeks to represent.

2017 NOMINATION REPORT

DISTRICT IV/UPPER PENINSULA CHAPTER OF CREDIT UNIONS

Report of Nominating Committee

The persons nominated to be on the Chapter Executive Committee, the Delegate and Alternate Delegate to the MCUL Annual Meeting, and the District IV Alternate League Director are as follows:

For **CHAPTER EXECUTIVE COMMITTEE** - Two Year Term - Four to be elected. **Vote for Four (4).**

- | | | |
|--|-----|-----------------------------|
| 1) Brenda Lippens (<i>Incumbent</i>) | CEO | Delta County CU |
| 2) Darcy McLean (<i>Incumbent</i>) | COO | U.P. State CU |
| 3) Tom Blake (<i>Incumbent</i>) | CEO | U.P. Catholic CU |
| 4) Richard Gatiss (<i>Incumbent</i>) | CEO | Upper Michigan Community CU |

For **DELEGATE TO THE MCUL ANNUAL MEETING** - One Year Term - One to be elected. **Vote for one (1).**

- | | | |
|-----------------|-----|---------------------|
| 1) George Isola | CEO | TruNorth Federal CU |
|-----------------|-----|---------------------|

For **ALTERNATE DELEGATE TO THE MCUL ANNUAL MEETING** - One Year Term - One to be elected. **Vote for one (1).**

- | | | |
|-------------------|-----|-----------------|
| 1) Brenda Lippens | CEO | Delta County CU |
|-------------------|-----|-----------------|

For **MCUL DISTRICT IV ALTERNATE LEAGUE DIRECTOR** – Two Year Term – One to be elected. **Vote for one (1).**

- | | | |
|--------------------------------------|-----|----------------------|
| 1) Jim Veneskey (<i>Incumbent</i>) | CEO | Peninsula Federal CU |
|--------------------------------------|-----|----------------------|

ELIGIBILITY REQUIREMENTS:

All members of the Executive Committee (MCUL Bylaws, Article IX, Section 8(B)) must each hold a position with a chapter member credit union of director, credit or supervisory committee member (or a member of a committee consisting of members of the credit union that performs basically the same services as those performed by a credit or supervisory committee), or employee. The above sentence notwithstanding, however, an employee of a credit union in a particular chapter, that actually works in a branch facility of that credit union that is located within another chapter, may be eligible for election to the position of an additional member of the executive committee of the chapter within which the branch facility is located, provided that the affected employee may not hold the position of chairperson, vice-chairperson(s), secretary, treasurer, or AC&E delegate (or alternate delegate)

The Chapter Delegates and Alternate Delegate (MCUL Bylaws, Article VI, Section 4) must be members of the Chapter Board of Representatives, on which corporate representatives and League individual members must serve.

To be eligible to serve as League Director or Alternate Director, an individual must be (1) a member of and (2) a director, credit committee or supervisory committee member, manager or senior management employee who reports directly to the manager of a credit union that is a League member in good standing and that is affiliated with a chapter in the district that such person seeks to represent.

Respectfully Submitted, David Black, Nominating Committee Chairperson

2016 Legislative Report – UP Chapter
Respectfully Submitted By: Sara Cottle

2016 was a slow year for collaborative legislative participation in the Upper Peninsula. With the presidential and congressional elections, credit union leaders and normal participants of breakfasts and luncheons seemed to be reluctant to participate.

- No legislative luncheons or breakfasts were held in the UP in the 2016 calendar year.

Many credit unions reported meeting with their State Representatives and Congressional candidates throughout the year. Many candidates and reps visited credit union offices or visited in social settings.

MCUL PAC Board of Trustees decided not to financially support either of the final congressional candidates that ran for the 1st District seat. Neither of the candidates had shown favorable or unfavorable opinions of credit unions. It was predicted to be a potentially close race and we wanted to be able to make certain we had a blank slate to work with when our new representative took his seat in DC.

Throughout the year, UP Chapter credit unions hold a variety of fundraisers for the PAC funds.. MCUL set our goal at \$14,440.55 for the entire year we beat our goal by almost 60% by raising a total of \$24,411.59.

\$3,592.00 was raised at events like our annual golf scramble in August, UP Manager's meeting in August, and the other exempt raffles we hold during our annual meeting.

MCUL PAC Trustees approved the design and sale of a specific UP Chapter lapel pin in 2016. For a minimal \$30.00 personal contribution, you can help support our state credit union PAC fund.

If the trustees didn't support a candidate in our district, what do my PAC funds get used for? How does it benefit us?

There's a bigger picture. Don't lose sight of the forest for the trees! MCUL Board of Trustees reviews each funding request from candidates that are running for public office. It's important to remember that aside from our personal political affiliations, the purpose of the Board of Trustees is to help support candidates that have historically shown their passion and support of our Michigan credit unions.

Regardless of where a candidate resides in Michigan, be assured that PAC dollars are being used to help support lawmakers that get up and speak for credit unions in the legislative and regulatory spaces.

CUNA MUTUAL GROUP REPORT

Spring/Summer 2017

Delivering Faster & Smarter Than Ever Before



Bob Trunzo
President & CEO

As I reflect on the past year, I'm invigorated by the progress we made to help Americans achieve financial security. We focused on strengthening our relationships with credit unions and creating a more attractive customer experience for members.

It was also a year where we made strategic investments in technology enhancements, building new partnerships and consumer insights to enrich the credit union industry, fueled by record revenues and income.

Although we made significant progress on our long-term strategy, and we're delivering insurance and investment

solutions faster than ever before, we have only just begun. With consumer needs at the forefront of our decisions, we will continue to develop solutions that meet credit union and consumer needs for generations to come.

We are excited to continue working with credit unions, leagues and other groups to build the future of the credit union movement. Credit unions offer tremendous value for consumers and we are proud to work hand-in-hand to serve members. Together, we will make a real difference in the lives of millions of Americans.

Thank you for all that you do to serve credit union members and the credit union movement. We look forward to working closely with you in the years ahead.

CMFG | VENTURES

Investing in Next-Gen Startups

CUNA Mutual Group's venture capital entity – CMFG Ventures – launched in 2016 with a focus on finding the next generation of entrepreneurs to deliver advancements to the credit union industry.

CMFG Ventures builds strong partnerships with startup companies that are motivated to bring new technology and innovation to credit unions and their members. The core investment themes include financial technology, data analytics, financial education and protection, and digital channels.

"Ultimately, we invest in ideas that will help tomorrows' generations plan, protect and invest in their future," – Brian Kaas, CMFG Ventures, Managing Director

LEARN MORE ABOUT OUR PORTFOLIO OF INVESTMENTS AT CMFGVENTURES.COM

smartasset™

forevercar

Align
Income Share Funding

rippleshot

CUnexus
SOLUTIONS

SPRINGBOARDAUTO
.com

2016 by the Numbers



95%

of credit unions are
our customers



\$1.2B
benefits paid



148,998
Claims Submitted

Protecting More Members with New Simplified-Issue Term Life Product

Today, many Americans are underinsured and many – 43% – have no life insurance coverage all.¹ According to the Life Insurance and Market Research Association’s (LIMRA) Life Insurance Barometer Study, the top barrier is price – with 65% reporting they haven’t purchased life insurance because it’s too expensive.¹ In addition, approximately 22% of consumers prefer to buy life insurance online and only one in four people who attempt to purchase life insurance can complete the entire application process online.¹

So how can we break down the barriers of life insurance?

That’s the question we set out to answer when we developed our new [TruStage®](#) simplified-issue term life insurance product.

TruStage is one of the first-to-market in the industry with a term life insurance product that consumers can purchase completely online. Rates start as low as \$3.65/month, and consumers can purchase face amounts between \$5,000 and \$100,000 to provide protection for home mortgages, children’s education, income replacement or final expenses.

The simplified-issue term life product was created to meet the growing need to protect the things that matter most in a simple, online digital way.

It helps credit unions build deeper relationships and protect their business. Additionally, each time a member of a TruStage-endorsing credit union purchases the simplified-issue term life product, their credit union earns non-interest income.

1 - [LIMRA, 2015 Insurance Barometer Study](#)

A.M. Best Affirms Financial Strength

A
(Excellent)

A.M. Best Company has affirmed the Financial Strength Ratings and the Long-Term Issuer Credit Ratings of CMFG Life Insurance Company (CMFG Life), MEMBERS Life Insurance Company, CUMIS Insurance Society, Inc. and CUMIS Specialty Insurance Company, Inc. at “A” (Excellent).³

A.M. Best cited the company’s, “favorable growth in its new product offerings, particularly its annuities issued through Members Life,” and CMFG Life’s capital position that, “has been consistently increasing in recent periods and is more than adequate to support its insurance, investment and business risks.”

3 – A .M. Best Company, Feb. 28, 2017

Integrating with Lending Technology to Drive Member Value

It’s no secret that credit unions offer better lending rates and a customer experience that’s focused on members first. This may be why credit union loan growth is approaching its fastest pace in almost two decades.²

Today, this reality benefits millions of credit union members and drives loan officers to technology that can simplify and streamline lending events.

That’s why we have integrated our Protection Advisor® solution with the following loan origination systems: CU Direct’s Lending 360, Velocity™ from Fiserv, Loancierge for Credit Unions from Fiserv, DataSafe® from Fiserv, Symitar’s Episys®, Symitar’s Enhanced Loan Application™, MeridianLink’s LoansPQ®, Temenos LOS, CRIF SAIL and CRIF ACTions.

This means loan officers who use these platforms can connect seamlessly with our Guaranteed Asset Protection (GAP) and Mechanical Repair Coverage (MRC) point-of-sale system, among others. This saves them valuable time and boosts loan growth. In fact, connected credit unions’ year-over-year growth in sales is 10% higher for GAP and 6% higher for MRC than credit unions not using connectivity.

“Overall, connectivity with Protection Advisor saves us at least 5-10 minutes per loan,” said Michelle Hunter, lending systems project manager, Vantage Credit Union.

The integration supports loan officers in two key ways. First, they can show members their cost and coverage options more clearly, and, second, they can illustrate the full value of protecting a loan for the member.

2 – [CUNA Mutual Group, Credit Union Trends Report, March 2016](#)

2016 Financial Performance Highlights

\$18.5B
Assets

\$3.3B
Revenue

\$2.9B
Total Surplus

\$223M
Net Income

SEE THE 2016 [ANNUAL REPORT](#) FOR MORE

Numbers are based on U.S. Generally Accepted Accounting Principles

2017 Vendors

Grand Cayman Sponsor

CUNA Mutual Group
MCUL

Jamaica Sponsor

Key Largo Sponsor

Alloya Corporate FCU
Co-op Financial Services
MMS, Member Mortgage Services
Salus Group
Weltman, Weinberg, & Reis Co., LPA

Allied Solutions
Associated Bank
Checks for Less
Cherry Creek Financial
Colortech of WI, Inc.
Commercial Alliance
Corporate Central Credit Union
CU Direct
CU*Answers
CU24
Data Financial Inc.
DSTECH
Finance of America Mortgage
FSC Corp.
Garceau Insurance Agency
GreenPath Financial Wellness
Harland Clarke
Intelligent Document Solutions
Member Driven Technologies
Mortgage Center
MSHDA
Neighborhood Mortgage Solutions
Sage Direct
U.P. Engineers & Architects, Inc.