

"I look at credit unions as little lighted candles,
all spread over our great country." —Leo H. Shapiro

\$28 Million-Asset CU Celebrates 70th Anniversary

It was a completely different world in 1937, when Compton and the surrounding communities were just beginning to develop and the area's educators had no financial institution to help them achieve success. That is, until Dr. Roy Strain, a professor at Compton College founded Mid-Cities Schools Credit Union in his living room.

Today, 70 years later, Mid-Cities Schools Credit Union is a \$28 million-in-assets credit union serving three major school districts, one state college, one medical university, and a number of private and parochial schools in the area.

There were many bumps along the way, but according to CEO Charlotte Johnson and Board Chairman Fred Easter, "we can now see the finish line." Small credit unions can survive and thrive, and Mid-Cities Schools has 70 years of history to prove it!



Credit union members enjoy 70th anniversary celebration.

Shapiro Credit Unions Attend GAC in Record Numbers

32 of the nearly 300 California and Nevada attendees at CUNA's Government Affairs Conference (GAC) in Washington, D.C. this year were Shapiro credit union employees and board members.

Neither the snow, airport closings, nor wind storms could keep the Shapiro credit union attendees from their opportunity to let their voices be heard by Congress in Washington, D.C.

Although there was some very important business to attend to at this year's GAC, the Shapiro attendees managed to find time for some good food, fun, and networking. Between the large credit union sponsors, the Shapiro Group, and CO-OP Network, the Shapiro attendees were able to attend the Kelly Purcell Memorial Dinner and the Herb Wegner Memorial Dinner, where California CEO Barry Jolette won the Herb Wegner Lifetime Achievement Award.

The "little guy's" voice was heard in D.C. this year, thanks to the League's Partnering for Advocacy Program and all of the following credit union sponsors: Safe CU, Travis CU, Orange County Teachers FCU, Star One CU, Patelco CU, Kern FCU, American First CU, Evangelical Christian CU, Arrowhead CU, Wescom CU, USA FCU, Educational Employees CU, E1 Financial CU, Farmers Insurance Group FCU, WesCorp FCU, Printing Industries CU, Technology CU, Golden 1 CU, North Island CU, SF Fire, Spectrum CU, Alta One FCU, Provident CU, and Kinecta FCU.



Shapiro credit unions attend Herb Wegner Memorial Dinner: Back row left to right: Eric Bruen, Adam Denbo, Rob Greaff; Front row left to right: Sophia Kern, Chip Halloway, and Anna Tellez



Atchison Village CU, CEO, Nancy Blackstock with her GAC sponsor Director of Star One CU, Bill Lewis

Special Shapiro Pricing for Patriot Programs

The OFAC Patriot™ and FinCEN Patriot™ programs were designed to assist credit unions to be in compliance with the regulations of the USA PATRIOT Act, OFAC, FinCEN and other related governmental regulatory requirements.

Both programs can be set up within a few minutes and used by single or multiple users and shared over a credit union' network to conduct single name and transaction searches as well as complete member batch file searches.

The programs recognize different file formats and delimiters and have full reporting capabilities that can print and save search reports both individual and cumulative for providing clear audit trails.

The programs are in Windows versions which keep all of your member data in-house, providing maximum security. The full program versions can be downloaded for trial at www.patriottechcorp.com/downloadprograms.

The California and Nevada Credit Union Leagues have obtained special 2007 pricing for its Shapiro group credit unions, whereas both programs can be purchased at an annual rate of \$350 for both the OFAC Patriot™ and FinCEN Patriot™ programs and credit unions with less than \$5 million in assets can purchase both programs at an annual rate of \$300.

This pricing is renewable at the same rate and is guaranteed not to go up and you can purchase a license to register the program you have downloaded for trial either via email at sales@patriottechcorp.com or by telephone at 310.306.4148.

More information on the programs is available at www.patriottechcorp.com and by clicking on the "Product" tab to drop down the menu of programs available.

Additionally, one requirement of the annual examiner's visits is completing your checklist for your IS Security Policy.

To address this, Patriot provides an extensive series of external penetration and vulnerability testing in order to measure the exposure of the network resources and online services to attacks from the Internet and to evaluate the effectiveness of the network controls (firewalls, routers, servers, etc.), in order to prevent such attacks.

Upon testing completion credit unions are provided with an easy to read comprehensive test summary that lists vulnerabilities (if any), risk levels and necessary corrective measures to provide a higher level of security for the systems, network and data, in order to facilitate a smoother and more secure flow of operation

The League has also obtained special pricing for its Shapiro Group credit unions at the rate of \$400 per complete test series, which is typically conducted either annually or semi-annually depending on particular needs.

More information is available on these tests at www.patriottechcorp.com/network_vulnerability.asp.



Shapiro Grants

Since 1992, the Shapiro Group has been making opportunities available to smaller credit unions (those under \$35 million in assets) through a host of Shapiro Grants that support our mission of helping credit unions fulfill their needs through the coordinated mutual sharing of resources. If your credit union has not already done so, check out the Shapiro Grants section of the League's Members Only site at www.ccul.org/a_information/shapiro_grants.cfm and fill out an application for a grant to help defray the costs involved in a much needed purchase or improvement.

Please see the chart below, which shows how many grants have been approved to date and how many grants have been funded to date (please send your invoices in).

Also, please note that there are plenty of funds left for grants this year! Get your applications in. The application forms are simple to complete and the process moves quickly from approval to funding. If you need any assistance with any of the application forms or have any questions about the grant requirements, please call Cathy Arra at 800.472.1702, ext. 3486 or email her at catherinea@ccul.org.

Shapiro Group Grant Funding January–April 2007

Type of Grant	# of Grants	Total Approved	Total Funded
Technology	17	\$69,123.00	\$21,960
Policy	3	\$2,900.00	\$0
Recruitment	2	\$5,679.00	\$679
Planning	4	\$9,500.00	\$1,588
Miscellaneous	1	\$1,100.00	\$1,100
Marketing	6	\$10,000.00	\$0
ALM	2	\$2,000.00	\$2,000
Advocacy	1	\$2,000.00	\$0
Totals	36	\$102,302.00	\$27,327

Mark Your Calendars!

This year's Annual Meeting and Convention is scheduled for November 11–13, 2007 at the Manchester Grand Hyatt in San Diego, California!

This year's Chapter Leadership Forum is scheduled for November 14, 2007, immediately following the Annual Meeting and Convention. If you are a Shapiro Advocate or other Chapter Leader, please also remember to mark your calendar for the 14th!

\$27 Million-Asset Credit Union Helps Nab Suspect in Financial Elder Abuse Case

An 81-year-old Antioch, CA, man suffering from dementia who was swindled out of \$340,000 has some alert staffers at Antioch Schools FCU to thank for helping put the suspect behind bars in one of the first cases to be tried under a new state financial abuse reporting law supported by the California Credit Union League.

John Whittaker had been a member of Antioch Schools since 1954. In 2005, he had a savings account with about \$27,000 at the credit union. Antioch Schools staffers became suspicious when a strange man came in with Whittaker in June 2005 to withdraw money from the account. They began watching Whittaker's behavior in subsequent visits.

"One time he came in alone and told a staff member he didn't know why he was getting money," said Rob Greaff, president and CEO of the \$27 million-asset-size credit union. "That started the ball rolling."

By that time, the suspect had already depleted three other bank accounts of Whittaker's of about \$340,000, according to the Deputy District Attorney's office.



Antioch Schools FCU CEO Rob Greaff

He also convinced Whittaker to list him as the beneficiary for his will, trust, and various annuities.

"We were the last bit of money he had left," Greaff said.

The credit union contacted the nonprofit organization Elder Financial Protection Network for assistance, and eventually Adult Protective Services (APS). Cynthia Gough, a private professional

fiduciary and registered guardian, was assigned as conservator for Whittaker.

"The credit union meant everything to this case," Gough said. "The call from the credit union to APS was the key action that enabled us to track what happened. They took the time and got involved."

In a letter to Greaff, Contra Costa County Deputy District Attorney Lynn Uilkema said: "I so appreciate all of your help on this case. Without the dedication of you and your staff I do not think this terrible situation would have even been uncovered, let alone successfully prosecuted."

Credit Union-To-Credit Union Cooperation

The Shapiro Advisory Committee met recently with several Summit Roundtable (SRT) credit union CEOs to explore the potential of a partnership model between differently sized credit unions. SRT is comprised of the 50 largest credit unions in California and Nevada.

The discussion participants agreed that credit union-to-credit union cooperation ultimately benefits members. As a result of the meeting, the participants were able to identify the following steps for fostering credit union partnerships:

- Showcase existing successful credit union relationships through case studies
- Draft a partnership compact for credit unions to abide by
- Foster ongoing dialogue and partnership opportunities among differently sized credit unions

The goal is to create a partnership model from existing partnerships that can be used on a larger scale by other credit unions. The Shapiro Committee and the SRT representatives are requesting the assistance of both large and small California and Nevada credit unions in any of the following ways:

- Providing examples of existing successful partnerships
- Sharing codes of conduct or partnership compacts that may have been used
- Expressing interest in credit union partnership opportunities

If you are interested in contributing to these partnership efforts, you can send a summary of your current partnership, and/or interest in a partnership relationship with another credit union (larger, similarly sized, or smaller), to League Project Manager Cathy Arra at catherinea@ccul.org or P.O. Box 3000, Rancho Cucamonga, CA 91729-3000.



L-R: League Project Manager Cathy Arra and USA FCU President and CEO Mary Cunningham listened as Desert Valleys FCU CEO Eric Bruen spoke at the meeting with SRT CEOs.

Access: Collections for Smaller CUs



Access Capital Services Inc. has achieved success in the collection of financial debt because we've built long-term quality partnerships with more than 35 small- to medium-sized credit unions since opening in 1993. Why have these institutions continued a long-term relationship with Access? It's because we realize the importance of a good return on your investment and our representatives work with this mind.

Although Access can be ranked as a medium-sized agency, this allows us to expend more time on your business. Unlike national agencies that specialize in the collection of credit union debt and offer a lower recovery rate, their size and overhead does not always allow them to dedicate as much time to smaller institutions. The demands of their larger clients, and their agreements for the retention and ongoing placement of accounts, limits the consideration your assignments may actually be receiving.

At Access, we perform as an extension of your institution. We are dedicated to servicing our credit union clients with proactive service, capacity planning, cutting-edge collections technology, pre-collections, skip tracing, litigation, and judgment executions. We have a dedicated skip tracing department experienced in locating those hard-to-trace consumers, and our team leaders are continuously auditing their team's accounts to ensure that all accounts are served according to manual protocol.

Access prides itself in every remittance forwarded to our clients. We are successful because we care. "Listen and Deliver," it's not only what we do for our clients, but it's what we do as a team. Access works with our clients to build a collection program that is designed and built specifically for your needs. Consider us! For more information, contact Shane Schaffer at 559.972.7460 or sschaeffer@acscollectors.com.

Shapiro Advisory Committee

The Shapiro Group Advisory Committee for 2007 is available to help all Shapiro-size credit unions succeed. If you have questions, frustrations, or technical advice needs, feel free to contact any of the members listed below.

Members:

Jon Hernandez, Chair, CEO
CALCOM FCU
jhernandez@calcomcu.org

Eric Bruen, CEO
Desert Valleys FCU
sfvcu@iuvvisp.com

Chris Coursen, CEO
Fairview EFCU
ccoursen@aol.com

Mary Cunningham, CEO
USA FCU
mcunningham@usafed.org

Linda White, CEO
United Health CU
linda@unitedhealthcu.org

Rick Dockery, CEO
Printing Industries CU
rick@piasc.org

Rob Greaff, CEO
Antioch Schools FCU
rob@asfcu.org

Bob Heim, CEO
Inland FCU
ifcu@pacbell.net

League Staff:

Lucy Ito
VP, Research, Communications,
and Public Affairs
800.472.1702, ext. 3421
lito@ccul.org

Cathy Arra
Project Manager
800.472.1702, ext. 3486
catherinea@ccul.org

Equipment Donations

Listed below is information on equipment donated to the Shapiro Group from credit unions and other organizations. Interested credit unions are responsible for contacting the donating party to work out any pertinent details and method of delivery.

Escondido CU

Contact: Amber Dodman
760.839.6225
a.dodman@escondido.org
4SI HP printer, three Compaq towers, Cannon electric typewriter

Oakland Municipal CU

Contact: Larry A. Schaffer, CEO of Chabot FCU
925.828.1320, ext. 108
925.828.8750 (fax)
lschaffer@chabotfcu.com
Pitney Bowes electronic letter opener (model no. 1225, serial no. 20886)

California and Nevada Credit Union Leagues

Contact: Richard Silva or Patricia Neumaier
800.472.1702, ext. 3233 or
800.472.1702, ext. 1367
Richards@ccul.org or pattin@ccul.org
Autopen: model no. 80 by International Auto Pen Company, Inc.

Community First CU

Contact: Terry McNeill
707.543.2663
tmcneill@comfirstcu.org
Large conference room table: 60 in. diameter (round), oak veneer

Sacramento District Postal ECU

Contact: Valerie Snyder
916.921.5050
valorie@sacpostalcu.org
Blue teller station chair with arms

IBEW Plus CU

Contact: Andrea McDonald or Desire Lovelace
702.871.4746, ext. 5936 or
702.257.5993
amcdonald@IBEW.org or
dlovelace@ibewpluscu.org
Three four-foot, seven-drawer filing bins, two sets of lobby/reception area chairs, one set cherry wood with black cushions, one set sage green

Chevron FCU

Chevron Federal Credit Union
Contact: Cindy L. Foster
510.627.5185
510.627.5385 (fax)
cfoster@chevronfcu.org
Seven dark wood tops with charcoal drawers L-shaped, with returns
Two dark wood with charcoal drawers no returns
Seven lighter with cream drawers, L-shaped with returns
Note: The desks will not be ready for pick up for approximately four weeks; please contact to coordinate pick-up.

West Covina FCU

Contact: Roberta Wile, CEO
626.916.1193, ext. 5
westcovinafcu@earthlink.net
Reception Workstation: HON Concensys Grade III Fabric, U-Shaped, 6'9" x 8'11" x 6'9", with Upper Storage Cabinet with Door, Task Light under cabinet, pencil drawer, 3 drawer file cabinet, 2 drawer file cabinet, has 15"D counter along with desk workstation
Desk: HON Concensys Grade III Fabric, L-Shaped desk with attached privacy panel 61 1/2"H with pass-through window, upper storage cabinet with door, pencil drawer, keyboard drawer, three-drawer file cabinet, two-drawer file cabinet
Workstation: HON Concensys Grade III Fabric, U-Shaped, 6' x 9" x 6', two upper storage cabinet with doors, task light under cabinet, keyboard drawer, three-drawer file cabinet, two-drawer file cabinet
Notes: Each station has multiple outlets for wire/cable management, and each has fabric and paint/laminates as follows: lavender neutral panel fabric color, light gray paint, blush laminate, and an overall light mauve-gray effect. It is all in good shape with no tears in the fabric and no cracks in the laminate. The cutoff date to take the furniture would be no later than May 29, 2007 (no exceptions). The earliest date to take the furniture would be May 4, 2007 (possibly sooner could be worked out).

California Bear CU

Contact: Claudia Shah, VP of Human Resources and Corporate Administration
213.830.4140
213.621.2700 (fax)
c.shah@calbearcu.org
Visit the League's website at www.ccul.org/a_information, scroll to the Shapiro section and click on "Donated Equipment List" for six pages of pictures of office furniture donated by California Bear Credit Union.

Thanks to all of you for the support you give to the Shapiro Group and Shapiro credit unions! For questions or more information, contact Cathy Arra in the League's Credit Union Development department at 800.472.1702, ext. 3486.