

Together

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HEADLINE NEWS

Del-One Names Dion Williams as New President/CEO

The Board of Directors of Del-One (Delaware Federal Credit Union) is pleased to announce they have selected Dion Williams to serve as President and CEO. In this position, Mr. Williams will be responsible for leading Del-One, which currently has seven branches throughout the State of Delaware serving over 40,000 members. Del-One recently celebrated its 50th year anniversary dedicated to serving its members.

"We are extremely excited to have Dion join Del-One, and we are confident that he will continue to build upon Del-One's reputation as the premier credit union in the state" said Nancy J. Shevock, Chair of the Board of Directors. "Dion has earned a reputation as a trusted and respected leader, and we look forward to having him lead Del-One for many years to come."



Mr. Williams is a native of the Hickory, North Carolina area, where he earned a B.A. in Economics from the University of North Carolina at Chapel Hill and an M.B.A. from Wake Forest University. Mr. Williams' credit union experience spans over 18 years and includes senior management positions with the Local Government Federal Credit Union in North Carolina as Vice President of Financial Services and most recently as President and CEO of Central Sunbelt Federal Credit Union in Mississippi.

"Mr. Williams has great passion for the credit union philosophy of 'people helping people,'" said Shevock.

Additionally, Mr. Williams is a Certified Financial Planner and has served as an adjunct faculty member at Guilford College, the University of Phoenix, and the University of Southern Mississippi.

"I am so excited to join the Del-One team," said Williams. "We will work tirelessly serving our members and demonstrating that there really is a credit union difference. I look forward to working with the board, staff, and members for years to come as Del-One is poised for exceptional growth."

Get Ready for Youth Week

How do children develop a saving habit? To paraphrase Confucius: A journey to \$1,000 dollars begins with the first deposit in a credit union youth savings account.

National Credit Union Youth Week is a great way to encourage that first step. This year's event is April 17-23, 2011. The theme this year is "Money Rocks at My Credit Union." Encourage young members to save big at your credit union with fun, effective, and ready-to-use promotional items.



The Youth Week website, found at http://finlit.cuna.org/youth_week.html, includes ideas for celebrations; official Youth Week products and merchandise; handouts and educational materials to be used year round in youth programs; and information on the National Youth Saving Challenge.

The goal is to beat the amount that young people saved last year at participating credit unions nationwide — \$24.8 million total. Your saving challenge can take place through April.

[NCUA NOTES/ COMPLIANCE UPDATE](#)

NCUA Announces Operating Fee Schedule for FY 2011

For the second consecutive year, the National Credit Union Administration (NCUA) is reducing the operating fee scale for federal credit unions. For natural person federal credit unions, the 2011 operating fee assessment rate is 2.86% lower than the 2010 rate.

In the letter to federal credit unions, NCUA noted that it was able to reduce this cost by devoting an even greater percentage of agency resources toward protecting the National Credit Union Share Insurance Fund (NCUSIF). The agency is refocusing on its primary safety and soundness mission, while doing everything in its power to keep costs to federally-insured credit unions as low as possible.

Each year, the asset ranges between the dividing lines on the operating fee chart are adjusted by the same percentage as the projected federal credit union asset growth. In 2011, based on federal credit unions' rate of growth, the asset ranges are increasing by 3.4%.

In March, credit unions will receive an invoice for their 2011 operating fee and for any amounts needed to adjust the NCUSIF capitalization deposit to 1% of insured shares.

- The operating fee will be based on assets reported as of December 31, 2010.
- The capitalization deposit may adjust up or down based on the insured shares reported as of December 31, 2010.

NCUA will combine the operating fee and the capitalization deposit adjustment into a single payment that will be due by **Friday, April 15, 2011**.

NCUSIF Reserve Balance Surpasses \$1.26B

The National Credit Union Share Insurance Fund's (NCUSIF) reserve balance currently stands at over \$1.26 billion after the NCUA last month transferred \$54.8 million from the NCUSIF to its reserves as an insurance loss expense. Charges to the NCUSIF's reserves related to natural person credit union failures totaled \$7.8 million during the same month. The NCUA recognized a total of \$317.2 million in those charges during 2010.

The NCUSIF's equity ratio declined from 1.29% in November to 1.28% as of the end of December, and NCUA staff noted that the 1.28% ratio's calculation includes funds related to the NCUSIF capitalization deposit that have not yet been collected by the agency.

Combined, insured shares in CAMEL 3, 4, and 5 credit unions represented 23.18% of insured shares during December, NCUA staff reported. The NCUA's staff reported that there are currently 368 CAMEL 4 and 5 credit unions, representing just over 5% of the amount of total insured shares in the credit union system. The percentage of shares held in CAMEL 4 and 5 credit unions peaked at 6.2% in May.

There are currently 1,827 CAMEL 3 credit unions, representing 18.1% of total insured shares, NCUA staff said. The agency reported 1,668 CAMEL 3 credit unions in December of 2009 and 1,792 in November of 2010.

Truth-in-Savings Changes Finalized by NCUA

On January 13, 2011, the NCUA finalized a rule that requires credit unions to disclose overdraft and returned item (NSF) fees on their members' periodic statements. Under the rule, fees for both the statement period and for the year-to-date must be included on the disclosures. These and other changes to Regulation DD, the *Truth in Savings Act*, took effect on January 1, 2011. The final rule was unchanged from the NCUA's earlier proposal. NCUA staff cited a desire to remain consistent with the Federal Reserve's standards. The interim final rule also addressed disclosures for balance information and sweep accounts that are established to facilitate compliance with monthly limitations on savings accounts under Regulation D.

NCUA to Host Workshop in Philadelphia

NCUA is conducting a workshop on Thursday, March 17, at the Renaissance Philadelphia Hotel Airport from 8:00 a.m.-3:30 p.m. The training is free and topics will include:

- Issues Facing Credit Unions
- NCUA Consumer Protection Office - What It Means to You
- Duties of FCU Board of Directors - NCUA Regulations 701.4 (After completing this 2-hour session, you will receive a Certificate of Attendance.)
- Basic Financial Literacy Requirement
- Due Diligence - Evaluating Payment System Service Providers
- Examination Issues

Please register for the workshop by completing the registration form online at <http://www.ncua.gov/news/express/xfiles/2011PhiladelphiaRegistrationForm.pdf>.

If you have any questions, please contact Kathryn Baxter at 703-518-6656 or email OSCUITraining@NCUA.Gov

Analysis of NCUA's Low-income Rule

The Credit Union National Association (CUNA) has issued an analysis of a final NCUA rule that amends the federal regulator's low-income rule, located in Section 701.34 of its regulations. The CUNA final rule analysis notes that the new rule clarifies the definition of "low-income members" to say that, when determining a credit union's low-income designation, the comparison of credit union data (whether individual or family data) must use statistical data for the same category.

More specifically, individual member data should be compared to individual median income data and not compared to median family income data. Another clarification in the new rule makes the regulatory text consistent with the geo-coding software the NCUA uses to determine whether to designate a credit union as low-income.

The final rule is identical to an interim final rule adopted by the agency August 5, and its provisions are effective as of that date. The rule analysis can be found on CUNA's website at: http://www.cuna.org/reg_advocacy/member/analysis/ncua_011311.html (CUNA member log-in required).

Nationwide Mortgage Licensing System & Registry Resource Center

On July 28, 2010, five agencies including NCUA published final rules concerning implementation of federal registration requirements of the *Secure and Fair Enforcement for Mortgage Licensing Act of 2008 (SAFE Act)*.

The NMLS Resource Center has been updated with information to assist institutions in learning about the registration steps and to highlight what can be done now to prepare for the registration period. These resources include:

- Diagrams and explanations of the various processes institutions can adopt to use in the NMLS Federal Registry process;
- Sample institution and mortgage loan originator forms which include the data requirements for the registry;
- Information regarding the two-factor authentication data security requirement for certain users; and
- Additional tools and resources.

The Resource Center can be found online at <http://mortgage.nationwidelicencingsystem.org/Pages/default.aspx>.

Guidance on CU Exam Issues

CUNA has developed and posted a 64-page document titled *Supervisory Issues and Examinations: Guidance for Credit Unions during the Current Economic Times and Beyond*, which is cross-referenced with the NCUA's own examiner guide.

In the publication, CUNA lists 24 credit union "examination rights," which include such things as the right to "manage risk without being directed by examiners to eliminate it" and "appeal examiner findings, conclusions, or directives without retaliation from their regulator," among others.

The publication also includes sections on:

- the general duties of examiners;
- credit union examination concerns (based on survey responses directly from credit unions);
- handling disagreements with examiners; and
- recommendations for improving the examination process.

Credit unions can download this free publication from CUNA's website by clicking on: http://www.cuna.org/initiatives/exam_supervisory.html. (CUNA member log-in is required).

DELAWARE NOTES

UDEL FCU has moved to Room 12 of the General Services Building at 222 South Chapel Street in Newark, from its former location in the Perkins Student Center. An open house celebration is being planned from 10 a.m.-2 p.m., March 8, 10 and 11, for the members. Normal credit union hours are 10 a.m.-2 p.m., Tuesdays, Thursdays and Fridays.

DOVER FCU CEO David Clendaniel recently addressed the Dover chapter of the Military Officers Association of America (MOAA). He briefed MOAA on reverse mortgages, the impact of the financial reform act on consumers, and the Greater Dover Foundation. There were approximately 40 people in attendance.

Employment Classifieds

Business Development Manager Position. Will be responsible for executing the sales strategy associated with the recruitment, acquisition, penetration, and maintenance of SEG and commercial business partnerships, as defined in the annual business plan; and for establishing and monitoring staff performance and development goals. Based in Milford, DE with in-state travel. Reports to the Vice President of Marketing in Seaford. Interested candidates can email their resume directly to VP of Marketing Sharee Coleman at scoleman@sussexfcu.com.

Branch Manager Position Available. Chestnut Run FCU is seeking a manager for its Glasgow branch. Job responsibilities will include the day-to-day operations of the branch, interacting with staff and members, as well as handling regulatory compliance issues. Previous experience at a financial institution is required. Previous supervisory experience is preferred. Send resume and salary requirements to: Chestnut Run Federal Credit Union, HR Dept., PO Box 5037, Wilmington, DE 19808-0037, or fax to 302-999-4889.

Position Sought: Individual with experience as a market sales analyst in the banking arena seeks position in a financial institution. Call the League and ask for resume #1-20-11.

EDUCATIONAL OPPORTUNITIES

February QuickBites Teleconferences

One-hour sessions run from 11 a.m.-noon:

- 2/2 Crisis? How to Feed the Media
- 2/17 Disaster Recovery
- 2/24 Mentoring Tips

The 1 ½ hour session runs from 11 a.m.-12:30 p.m.

- 2/9 Elder Fraud

Two-hour sessions run from 11 a.m.-1 p.m.

- 2/3 Regulation CC

The fee for the one-hour sessions is \$99; the 1 ½ hour session is \$129; and the two-hour session is \$169. The deadline to register with Bernadette Hines: one week before the session.

February Webinars

The webinars are 90 minutes (3-4:30 p.m.).

- 2/2 Denied Loan Requirements
- 2/3 Replacing Lost Fee Income
- 2/8 ACH Rules Update
- 2/10 Interpreting the Four Most Misunderstood Tax Forms: D, E, 4797, 6252
- **2/15 Required Financial Literacy Training for Directors Under NCUA Guidelines**
- 2/17 Preparing for SAFE Mortgage Act Regulations
- 2/23 Advanced Issues in Dormant Accounts

The \$189 registration fee is for EITHER the “live” webinar or an archived on-demand web link and free CD-ROM of the complete session. The \$219 registration fee will now cover all three options.

Session: Woman Up! Take Control of Your Career – Tuesday, February 15, 2011. 11:30 a.m.- 4 p.m. at the League office (lunch is included). This is a leadership development training course for women. A minimum of 12 people is required to hold this session. Fee: \$99. **Regis. deadline: February 8.** Contact Jane Bailey for more info.

CU Directors Training Financial Literacy Review – Four-hour class from 4-8 p.m. will be led by Jim Higbee of Rowles & Company, LLP. A certificate will be awarded to complete NCUA’s training requirement. The session scheduled for February 16 is full (snow date 2/22). However, the same class will be repeated on Wednesday, February 23 (snow date 2/24), at Dover Federal Credit Union’s main office. The cost is \$99 per person or \$600 for all board members; scholarships are available for CUs under \$20M in assets. **Regis. deadline: February 7;** the snow date for the February 23 class is the next night (February 24).

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