

People in Focus

Tom Slefinger, Senior Vice President, Fixed Income Institutional Sales, Balance Sheet Solutions, LLC



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Tom is heavily involved in analyzing portfolios, developing investment portfolio strategies and identifying appropriate sectors and securities with the ultimate goal of optimizing investment portfolio performance at the credit union level. But you may be more familiar with Tom as the author of Weekly Relative Value (WRV) – a publication that tracks market and economic trends, analyzes key releases and watches ongoing political developments. Or, you may have heard Tom speak on the market, current events and portfolio strategies during one of his many speaking engagements throughout the country. We recently caught up with Tom to discuss portfolio performance, the Credit Union Executive Leadership Symposium and “The Boss.”

In your opinion, what should credit unions be doing today to bolster/strengthen their portfolio performance – and what tools are available to help credit unions strengthen their internal risk management process?

Credit unions should focus on making certain that they have sound risk management policies and systems in place. To that end, Balance Sheet Solutions offers a synergistic state of the art suite of accounting, fixed income portfolio analytics and credit analysis to assist credit unions in achieving these objectives.

You will be presenting at the Credit Union Executive Leadership Symposium on secular stagnation and its implications for the economy and markets. What do you believe will be its result on economic growth, inflation and interest rate?

Simply put, I believe the four primary reasons we are in a period of secular stagnation, which I will provide in-depth analysis and discussion on during this year’s symposium, is due to the following factors: 1) Excessive debt and deficits in the U.S.; 2) aging demographics; 3) widening income and wealth inequality; and 4) declining labor productivity.

You will also be debating economic trends during a “Dueling Market Views” session with Steven Rick, Chief Economist for CUNA Mutual at the symposium. What can attendees look forward to during this highly anticipated exchange?

If you are a regular reader of the WRV and have also had the pleasure of hearing Rick’s recent economic presentation, it should be quite apparent that Rick and I view the economy from a different lens. *(continued)*



Credit Union Executive Leadership SYMPOSIUM

September 7-9, 2016, at the Westin Chicago River North, Chicago, IL

Attending this year’s symposium presents a great value and an excellent opportunity to not only meet and learn from industry experts, but to network with peers, participate in educational sessions focused on credit union trends, economic factors, and of course, leadership.



Sue the Dinosaur at The Field Museum of Natural History.

What you can expect:

- Keynote – MOXIE Leadership, John Baldoni
- Economic Outlook & Dueling Market Views
- Regulatory Update
- Industry Trends
- Cybersecurity

“I would love to come back to this event every year – it has been one of the best credit union centric conferences that I’ve attended.”

- Katee Goodpaster, CEO, Dearborn County Hospital FCU at last year’s symposium

Take Advantage of Early Bird Savings – register by July 15 at www.alloyacorp.org/symposium2016

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People in Focus ...continued

The differing perspectives will provide the audience with a lively discussion of two very different macro-economic outlooks. It should be a lot of fun. Hopefully, no punches will be thrown.

You are a huge Bruce Springsteen fan – how many of his shows have you been to and what is it about his music that resonates with you?

I had the pleasure of seeing my first Bruce Springsteen concert in Augusta, Maine in 1979. Since then I have attended four more concerts, the last one being at Wrigley Field in Chicago in 2014. While he is a few years older, the level of energy has not diminished. If you have never been to Springsteen concert, then you have missed out on one of greatest performers of all time. You definitely get your money's worth!

And because I grew up in a small blue collar town in Maine (Baileyville), his music, stories and ballads of the working class resonates with me. Springsteen has written about some everyday American issues, like the economy or your marriage, the government, war or any number of things.

Same Day ACH

The National Automated Clearing House Association (NACHA) recently adopted new rules that govern Same Day ACH processing. The new NACHA operating rules require mandatory participation in Same Day ACH processing. Credit unions that originate ACH transactions (ODFI) can elect whether or not to participate as an originator. However, credit unions that receive ACH transactions (RDFI) must have the ability to accept additional ACH files each day and post any Same Day ACH items to their member accounts.

The new rules for Same Day ACH will impact **all** ACH participants, unlike the current FRB same day service which has optional participation. Note: the FRB same day service will be discontinued when the NACHA process is implemented later this year.

For more information, including when this rule will become effective, please visit www.alloyacorp.org/samedayach for more information.