



Minutes of the Meeting held on
Thursday, April 26, 2018

Chapter Board Attendees:

Leo Dan Perez, Chapter President - CEO of SFCU
Isabel Garcia, Chapter Vice President - Collections Manager of Valley Federal CU
Rosa Hill, Chapter Treasurer - VP of Lending of RGVCU
Monica Mendoza, Chapter Secretary - CHRO of SFCU

Chapter Liaison Attendees:

Grace Mann, COO of SFCU
Rene De La Garza, CLO of SFCU

Meeting Sponsors:

Lee Benjamin
Area Sales Manager
Security Center

David Uberig
Regional Sales Manager
Banking and Retail Solutions – Verint Systems Inc.

Guest Speaker/Presenter:

Deborah L. Rightmire
Vice President
Asset/Liability Management
Cornerstone CU League
drightmire@cornerstoneleague.coop

Attendees:

Meeting Sign-In Sheets Attached – 6 pages

Meeting Location:

Arturo's Bar & Grill
2303 W Expressway 83
Weslaco, TX 78596

This meeting was called to order at 6:30 p.m.

Mr. Leo Perez led group in Pledge of Allegiance.

Ms. Monica Mendoza greeted the attendees and announced that meeting minutes from the March 22, 2018 meeting were posted on the Magic Valley Website. Ms. Mendoza reminded everyone to visit the website for the schedule of meetings and to register.

Ms. Rosa Hill presented the Treasurer's Report. The opening balance as of March 20, 2018 was \$8,181.65. \$500 collected from sponsors. \$625 collected from credit union attendees for the March 22nd meeting. \$760.24 cost of dinner and drinks from Taco Palenque Comida Rapida Tecnologica, LLC. \$250 raised for the CAT PAC - \$100 from the live auction of a wine bottles donated by Leo Dan Perez of Security First Credit Union and \$150 from the 50/50 prize drawing. The highest bidder for the wine basket was Gerardo Rivera from Laredo FCU. \$100 donated by Rio Grande Valley Credit Union for 2 (two) \$25 gift cards to raffle to meeting attendees. The closing balance as of March 31, 2018 was \$9,042.38.

Mr. Dan Perez introduced Lee Benjamin, Area Sales Manager for Security Center, and thanked his company for sponsoring the meeting. Mr. Benjamin explained the services offered by Security Center and discussed the Alarm Proposal (attached) left for everyone attending the meeting. Mr. Benjamin encouraged attendees to contact him directly if they were interested in setting up a free labor service call with Security Center.

A short presentation was given by Mr. David Uberig, Regional Sales Manager with Verint Systems Inc. Mr. Uberig discussed Verint's ability to help companies modernize, secure and manage technology systems.

Ms. Mendoza introduced Ms. Deborah L. Rightmire, Vice President of Asset/Liability Management from the Cornerstone CU League. Ms. Rightmire passed out copies of each credit union's Financial Performance Report (FPR) to follow during her presentation. Ms. Rightmire announced that a Certificate of Completion for attending the required Director Literacy Training would be sent to each attendee.

Ms. Rightmire's training covered the components of a basic financial statement and key ratios every credit union Board Member should know. She covered the "important and not-so-important" amounts, the constant balances and annual amounts, and market-driven and non-market driven income and expense sources. CAMEL codes were reviewed and examples of those key ratios explained in detail. At the conclusion of the financial presentation Ms. Rightmire encouraged credit unions to attend Cornerstone's financial workshops scheduled around the state.

Door prizes announcement, and 50/50 drawing for the CAT PAC took place. Mr. Dan Perez won \$52.50 from the 50/50 CAT PAC drawing.

With no further business to be addressed, this meeting adjourned at 8:20 p.m. by Mrs. Grace Mann.

Alarm Proposal

Scope of Work:

1. Install DMP XR150 alarm panel, keypad and cell backup.
2. Connect and program existing alarm devices.
3. Program schedules, user codes, and profiles.
4. Test signals on both communication paths with monitoring center. (Southwest Dispatch)
5. Program panel for connectivity to the My Virtual Keypad app.

Pricing:

1. 3-year agreement, Activation Fee \$50.00. \$48.50 per month monitoring includes, network monitoring with cell backup, daily communication test. Access to the My Virtual Keypad, app provides connectivity to add/delete users, adjust schedules, arm/disarm, notifications and reporting.
2. 2-year agreement, Activation Fee \$200.00. \$48.50 per month monitoring includes, network monitoring with cell backup, daily communication test. Access to the My Virtual Keypad, app provides connectivity to add/delete users, adjust schedules, arm/disarm, notifications and reporting.
3. 1-year agreement, Activation Fee \$400.00. \$48.50 per month monitoring includes, network monitoring with cell backup, daily communication test. Access to the My Virtual Keypad, app provides connectivity to add/delete users, adjust schedules, arm/disarm, notifications and reporting.

Warranty:

1. Alarm panel, keypad and cell backup have 1 year parts and labor warranty.
2. Existing devices have no warranty. The Security Center will provide replacement devices at an agreed pricing.

Service Agreement:

1. Time and Materials Agreement, agreed upon hourly rate and trip charge.
2. Full Service Agreement (TBD).

Security Center



Lee Benjamin
Area Sales Manager/South Texas

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O 214.349.0480
T 888.451.4646

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www.iris-dvs.com

Sign-In Sheet

Magic Valley



Meeting Date: Thursday, April 28, 2018

Place: Arturos Bar & Grill Meeting Room 1&2 Chapter of Credit Unions

Name:	Mike & Melinda Grub	2 people
Credit Union:	Wary Army Credit Uni	
Position:	Advising Director	
Contact #:	210-246-9993	
Paid (cash/credit card, invoice):	Invoice	

Name:	Francisco Bernal	
Credit Union:	South Texas FCU	
Position:	Accounting Mgr.	
Contact #:	956 618 7534	
Paid (cash/credit card, invoice):	CHECK #504649	

Name:	IMERDA P. HERNANDEZ	
Credit Union:	Rio Grande Valley Credit Union	
Position:	Board member	
Contact #:	956 - 234-9712	
Paid (cash/credit card, invoice):	pd CR #83348	

Name:	Leoberto O. Castillo	
Credit Union:	South Texas FCU	
Position:	CEO	
Contact #:	956 379 7696	
Paid (cash/credit card, invoice):	pd. cash	

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Place: Arturos Bar & Grill Meeting Room 1&2 Chapter of Credit Unions

Name:	Rosie Campos
Credit Union:	Security First Fed. Cr. Un.
Position:	DIRECTOR
Contact #:	rosiecampos@sbcglobal.net
Paid (cash/credit card, invoice):	Inv. Pd

Name:	Sandra Gonzales
Credit Union:	RGV CU
Position:	Asst. Branch Mgr
Contact #:	sandrag@rgvcu.coop
Paid (cash/credit card, invoice):	paid ck# 83348

Name:	Joe Montemayor
Credit Union:	RGV CU
Position:	Board Member
Contact #:	956 423-5712
Paid (cash/credit card, invoice):	Pd. ck# 83348

Name:	MARCEI MORALES
Credit Union:	Valley Federal CU
Position:	Accounting Clerk
Contact #:	956 742-9397
Paid (cash/credit card, invoice):	check ck# 423695

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Name:	Isabel Garcia
Credit Union:	VFCU
Position:	Collection Manager
Contact #:	956 621-3644
Paid (cash/credit card, invoice):	Pd ck # 423095

Name:	Veronica Avila
Credit Union:	VFCU
Position:	Accounting Dept. Head
Contact #:	(956) 546-3108-5230
Paid (cash/credit card, invoice):	Pd ck # 423695

Name:	Raul Rodriguez
Credit Union:	Brownsville City Employee FCU
Position:	Board President
Contact #:	956-548-7119
Paid (cash/credit card, invoice):	Pd. ck # 130081

Name:	Luis F Elizondo
Credit Union:	Security First
Position:	Sup Community
Contact #:	346 4559
Paid (cash/credit card, invoice):	Inv. Pd.

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Name:	Alfonso Z Garcia
Credit Union:	San Francisco Credit Union
Position:	Chairman
Contact #:	912 459-2189
<i>Paid (cash/credit card, invoice):</i>	Inv. PD

Name:	Chad Bender
Credit Union:	RGVCU
Position:	Board Member
Contact #:	956-245-9181
<i>Paid (cash/credit card, invoice):</i>	PD. CM # 83348

Name:	Edgar Gallegos
Credit Union:	Security First
Position:	
Contact #:	832-730-8227
<i>Paid (cash/credit card, invoice):</i>	Inv. No charge - Did not eat.

Name:	
Credit Union:	
Position:	
Contact #:	
<i>Paid (cash/credit card, invoice):</i>	

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Name:	ROSE DE LA GARZA
Credit Union:	Security First
Position:	CLO
Contact #:	956-219-3940
<i>Paid (cash/credit card, invoice):</i>	JW. Pd

Name:	LEO DAN PEREZ
Credit Union:	SFCU
Position:	CEO
Contact #:	956-975-6967
<i>Paid (cash/credit card, invoice):</i>	JW Pd

Name:	Rosa Hill
Credit Union:	RENCU
Position:	VP Lending
Contact #:	956-423-5792
<i>Paid (cash/credit card, invoice):</i>	Pd. 83348

Name:	Urdnica Urendo
Credit Union:	SFCU
Position:	HRD
Contact #:	956 2791771
<i>Paid (cash/credit card, invoice):</i>	JW. Pd

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Name:	Grace Mann
Credit Union:	SFCU
Position:	COO
Contact #:	956-661-4072
<i>Paid (cash/credit card, invoice):</i>	INVOICE Pd.

Name:	Rebecca Morrison
Credit Union:	SFCU
Position:	Board Member
Contact #:	956-457-2084
<i>Paid (cash/credit card, invoice):</i>	INVOICE Pd

Name:	Joyce A. BEATTLE
Credit Union:	RGUCU
Position:	BOARD MEMBER
Contact #:	
<i>Paid (cash/credit card, invoice):</i>	CU # 83348

Name:	David Santos
Credit Union:	RGUCU
Position:	Board
Contact #:	956-248-5259
<i>Paid (cash/credit card, invoice):</i>	CU# 83348