

Bank Notes: An Overlooked Revenue Source?

Looking for a new way to boost revenue beyond loans and fees? Investing in bank notes has become a lucrative option as yields climb higher than traditional investments. Catalyst Corporate Investment Officer John Kirby explains bank notes and their potential benefits for credit unions in a new video.

Bank notes may be outside credit unions' typical comfort zone for investments, Kirby says, but calculated risk may yield greater reward. Currently, bank note rates are outperforming taxable municipal bonds, agency CMOs, agency MBS pools and even the credit union staple investment of CDs. And, with lot sizes ranging from \$250,000 up to \$10 million, Kirby says bank notes may be a viable option for any size credit union portfolio.

Bank notes offer an often overlooked alternative for boosting return on assets. Ready to learn more? Catalyst Corporate's Brokerage Service can conduct a portfolio review to see how bank notes might fit into your investment strategy. Contact Catalyst Corporate [Brokerage Services](#) at 800.405.7067 for more information. See [the video](#) on our website under Learning Center/Financial Management Center.

The six-minute Bank Notes video explains the attributes of bank notes, how NCUA investment restrictions protect credit unions, how credit union regulations can differ by state and how Catalyst Corporate's new partnership with corporate bond research firm Gimme Credit offers exclusive third-party analytics on corporate debt.

Double Vision: New CEO, New Brand

Catalyst Corporate Federal Credit Union is in the midst of transitioning to a new CEO and... a new look.

As announced late last year, Kathy Garner, Catalyst Corporate's President and CEO since 2012 is retiring. Bruce Fox, who has served as the corporate's Executive Vice President and Chief Investment Officer, will take the reins as Catalyst Corporate's new chief executive on March 4, 2019.

At the same time, Catalyst Corporate is unveiling a new logo - one that places an emphasis on the core capabilities it provides credit unions: *collaboration, aggregation, integration and innovation*.

Now serving approximately 1,400 credit unions nationwide, Catalyst Corporate is transforming its brand to convey its commitment to remain relevant to its members. This is achieved - in part - through the use of modern technology, innovation and fintech partnerships that align with its mission.

"Catalyst Corporate is evolving to meet the ever changing needs of credit unions," said Bruce Fox. "The new logo is a symbolic gesture that recognizes this evolution."

In the early 2000s, Catalyst Corporate was an innovator in the use of electronic image exchange for paper checks. More recently, Catalyst was a visionary in the creation of a web-based, real-time deposit capture suite of enhanced services, called *TranzCapture*.

In 2018, Catalyst Corporate partnered with leading blockchain solutions provider, Ripple, to explore new efficiencies in secure international payments. Catalyst Corporate's solution, known as Currentz, will enable international funds transfers to take place in minutes, offering credit unions new opportunities to serve their members.

Looking to the future, Catalyst Corporate also recently forged a strategic partnership with Constellation Digital Partners, LLC (see related story on back).

Constellation is creating an open development platform that will provide credit unions access to a large variety of "credit union-centric" fintech services.

"Building on this momentum, it is time for a new brand that reflects our enhanced mission, while we remain steadfast in our traditional services and roles," Fox said. Those "traditional services" include payment services, liquidity services, investment services and more.



Bruce Fox



In unveiling the new brand, Catalyst Corporate noted their mission to accelerate credit union success is supported by four foundational strengths of Catalyst - collaboration, aggregation, integration and innovation - represented in the four components of the new logo. Together, they support the seamless integration of solutions that transform member credit union bottom lines.

"One of the biggest ways we can create value for our member-owners is by leveraging modern technology to provide services that help them remain relevant to their members," Fox noted. "This brand transformation projects Catalyst Corporate's role as a key source for future technology solutions."

The new logo will be formally adopted at Catalyst Corporate's annual meeting on May 7.

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Catalyst Corporate's Mobile Capture Named to Constellation's Certified Services

Catalyst Corporate's mobile remote deposit capture solution has been selected for inclusion in Constellation Digital Partners' **first round of certified services** for its cloud-based fintech marketplace for credit unions. Catalyst Corporate is one of seven development partners to get the initial nod.

Constellation is an open digital banking platform for credit unions. Developers add services to the platform through a cloud-based interface. Credit unions then choose the services they offer their members from the platform. Catalyst Corporate entered into a **strategic partnership** with Constellation in June 2018.

"Catalyst Corporate is pleased to be the first service provider to bring the much-needed mobile capture offering

to market through Constellation," said Diana Hennel, Chief Technology Officer at Catalyst Corporate. "Known as 'Catalyst Capture,' the tile available from Constellation will enable credit union members to deposit checks using the camera on their mobile device, while leveraging Catalyst Corporate's proven TranzCapture back-end processing."

Among the features of the Catalyst Capture tile are real-time detection of duplicates; real-time Early Warning® *Deposit Chek*® fraud protection; an exception item review queue to mitigate risk; and MICR correction by Catalyst Corporate staff.

"The mobile capture tile lays the groundwork for additional tiles Catalyst Corporate is looking to build in the future," Hennel said. "We expect

this platform to evolve and intend to integrate additional functionality based on credit union feedback."

Mobile capture is a hallmark of Catalyst Corporate's next-generation **TranzCapture** remote deposit suite, which also includes branch, teller, ATM/ITM and business capture applications.

"We opened our Developer Portal just six months ago and since then our innovative development partners have been using the platform to create practical, yet needed services. This is just the beginning," said Constellation Founder and CEO Kristopher Kovacs. "There are currently more than 40 additional services in the pipeline. We know our credit union investors and their members will be excited to have some of these new features available in their credit union apps soon."

Constellation plans to showcase the first-round services at their Launch 2019 conference in June.

2019 Training is Underway

Catalyst Corporate's Training Department kicked off its 2019 series of 30 educational webinars, many of which offer CPE and AAP credits.

Webinars on Catalyst Corporate products and services cover such topics as share drafts, corporate checking and Early Warning® *Deposit Chek*®, giving credit unions tools to manage them efficiently in TranZact. Training will also hold four ACH operations-oriented webinars - open to all credit unions.

"An integral part of Catalyst Corporate's mission is offering continuing education to our members," said Cindy Shipps, Director, Sales

Operations & Training at Catalyst Corporate. "Once again, we are pleased to provide all our training free to member credit unions. We don't want budget limitations to prevent staff from accessing information relevant to their job performance."

New in 2019 are "quick tips" webinars, 20-minute sessions that offer participants "focused" practical tips for maximizing Catalyst Corporate services. Detailed one-hour product training is still part of the educational line-up.

Check out the **2019 webinar schedule** under Learning Center at www.catalystcorp.org, or contact training@catalystcorp.org.

