



In The Loop

A Newsletter for Partners of GSG
April 2010

Bellco Success in UBIT Case

In April, Bellco CU received a successful ruling in its suit against the IRS. Bellco took on this fight on behalf of all credit unions. As you can imagine, they devoted countless hours of staff and legal time to this case. GSG staff including our CEO Scott Jentz testified in the trial and produced stacks of documents in the process. Many questioned the wisdom of being so bold as to sue the IRS. But the Bellco team believed in their mission. Bellco and its Board are to be commended for their guts on behalf of our industry. The favorable ruling stated that sales of investments, credit life, credit disability, and ADD sold to members are not subject to tax. Thank you Bellco!

Scott Waite Awarded CFO of the Year

GSG wants to add its congratulations to our Board Member, Scott Waite of Patelco Credit Union for winning the CFO of the Year Trailblazer Award. This is a tremendous accomplishment and recognizes Scott for his tireless work not only in his own credit union but on behalf of the industry in his work with the Financial Accounting Standards Board. We are proud to have Scott on our Board. Way to go Scott!

New Tools on GSG Website

GSG's website will provide more tools and information. We will be using our website as the platform to deliver information and provide tools to our clients. New additions to the website include the ability to access GSG's newsletters, Press Releases, and Case Studies. We will also keep a current posting for upcoming webinars. Check us out frequently to see what is new at www.gsgllc.com.

GSG leverages New CU Information Portal

Check out CUinsight.com. We learned about CUinsight earlier this year and have found this new information portal to be a great resource and time-saver. You can sign up for a free daily email which provides a blast of new headlines, blog posts, press releases, jobs, events and news from the credit union industry. They also have a great website for all things credit union the website is www.cuinsight.com.

Discounted ticket for NACUSO Annual Meeting

NACUSO's Annual Meeting is coming up in Las Vegas April 26 through the 28. As a Gold Partner sponsor of NACUSO GSG receives a discount ticket for one of our clients. If you have would like to use GSG's discount ticket call or email Judy Sandberg. This year's conference will be a filled with excellent content and networking opportunities. judysandberg@gsgllc.com

GSG Launches Webinar Series

Starting on April 29, GSG will be launching a series of monthly webinars to provide practical, actionable information to help credit unions grow their investment programs. The first webinar will focus on key areas for focus to improve Investment Program Performance. Actual credit union cases studies will be used to illustrate the points. Check out the schedule of upcoming webinars on our website.

To learn more feel free to contact:

Bill Bushlack, CLU
Senior Vice President
billbushlack@gsgllc.com
317-823-7228

Judy Sandberg
Senior Vice President
judysandberg@gsgllc.com
703-391-9089

Scott Jentz
President/Founder
scottjentz@gsgllc.com
720-260-3167