

September 13, 2013

RE: NCBA CLUSA Board of Directors Election

I respectfully submit my name for consideration for the NCBA CLUSA Board of Directors. As you will see from my attached biographical sketch, I am CEO of a cooperative, founded in 1970, which also happens to be a Credit Union Service Organization.

As a data processing cooperative, our passion for today's networked world led to a renewed passion for the cooperative business design. Cooperatives are more relevant today than ever, as business people and consumers merge with the growth of internet business models. The idea of the customer-owner comes alive as today's consumer can connect so easily with businesses for the products and services they need.

At its core, the CU\*Answers CUSO grew out of the same ideas that caused credit unions to take up the challenge of serving consumers who needed a financial cooperative to enhance their lives, hopes and dreams. We believe that today's credit union industry will be best served by a renewed sense that all credit unions are cooperatives, that they should band together to improve the regulatory and marketplace conditions that allow credit unions to prosper in our economic system. The Cooperative Score initiative is one way we are working to move credit unions toward that vision.

CU\*Answers is actively engaged in the CUSO marketplace as well. It's ironic that credit unions are not as aggressive as they could be in chartering their CUSOs as cooperatives. Our national efforts are intended to encourage more credit unions to value their charters as financial cooperatives, and to get involved with the NCBA to expand the power of both credit unions and CUSOs. I would like to add our voice to the NCBA and our firm's technical capabilities to spreading the word. I believe I can bring a new perspective and new audience to the NCBA as a board member.

Thank you for your consideration.

Regards,

A handwritten signature in black ink, appearing to read 'Randy D. Karnes', with a stylized flourish at the end.

Randy D. Karnes, CEO  
CU\*Answers