

CEFCU
February 28, 2018

ASSETS

Loans		\$4,268,291,943
Consumer	\$1,670,108,258	
First Mortgage	2,048,814,907	
Credit Card	109,047,034	
Member Business (1,727 Loans)	440,321,744	
Undisbursed Loans		(3,456,996)
Deferred Loan Fees		(4,522,339)
Reserve for Loan Losses		<u>(26,060,712)</u>
Net Loans		\$4,234,251,896
Investments and Cash		\$1,474,526,678
Investments Held to Maturity		
(Market Value \$15,415,000)	15,415,000	
Investments Available for Sale	1,154,162,156	
Mutual Funds	17,851,035	
Cash and Cash Receivable	282,794,941	
Service Organization	4,303,546	
Interest Receivable		17,078,453
Property and Property Improvements		57,375,437
DP Equipment and Software		4,465,021
Other Fixed Assets		3,846,161
Real Estate Owned		1,717,346
(Net of \$147,319 Valuation Reserve)		
NCUA Share Insurance Fund		48,146,136
Prepaid Insurance and Other Assets		<u>17,492,874</u>
TOTAL ASSETS		<u>\$5,858,900,002</u>

INCOME

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$14,446,064	\$15,248,433	\$29,694,497
Investment Interest	1,550,903	1,562,637	3,113,540
Overdraft Charges	608,674	759,786	1,368,460
Asset Gains (Losses)	(5,621)	(349)	(5,970)
Other	<u>2,768,522</u>	<u>2,665,647</u>	<u>5,434,169</u>
Total	\$19,368,542	\$20,236,154	\$39,604,696

EXPENSE

Salaries	\$3,460,004	\$3,796,547	\$7,256,551
Payroll Related	1,658,171	1,652,437	3,310,608
Loan Loss Provision	1,125,902	1,477,370	2,603,272
Occupancy and Equipment	1,212,698	1,329,088	2,541,786
Communications	457,351	581,017	1,038,367
Electronic Services	593,021	619,317	1,212,338
Member Education	589,327	722,869	1,312,197
Other	<u>1,898,933</u>	<u>1,841,361</u>	<u>3,740,294</u>
Total	\$10,995,407	\$12,020,006	\$23,015,413

Net Income Before			
Dividends	\$8,373,135	\$8,216,148	\$16,589,283
Dividends	<u>2,488,741</u>	<u>2,711,051</u>	<u>5,199,792</u>
NET INCOME	<u>\$5,884,394</u>	<u>\$5,505,097</u>	<u>\$11,389,491</u>

LIABILITIES AND EQUITY

Savings		\$5,176,905,165
Shares	\$1,810,585,448	
Term Certificates	1,338,348,147	
IMMA	1,218,677,359	
Checking	252,738,278	
IRA	551,804,840	
Public Unit Shares	1,441,104	
Christmas Club	3,309,989	
Accrued Dividends on Savings		1,069,225
Accrued Salaries and Other Liabilities		133,448,617
Reserves		547,476,995
Regular	209,469,563	
Undivided Earnings	338,007,432	
TOTAL LIABILITIES AND EQUITY		<u>\$5,858,900,002</u>

COMPARATIVE ANALYSIS

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$5,858,900,002	\$5,766,114,393	\$5,791,918,936
Dividends *	2,488,741	2,711,051	5,905,229
Loans Granted	125,600,020	134,242,701	132,811,325
Loans Repaid	108,539,427	108,424,843	113,942,795
Net Incr. in Undiv. Earn. *	5,097,380	4,973,717	2,113,058
Average Savings Balance	15,682	15,431	15,622
Average Loan Balance	30,873	30,656	30,497
Loans to Savings	82.3%	83.5%	81.7%
Reserves to Loans	13.5%	13.8%	14.2%
Number of Members	330,118	329,458	326,810
Number of Borrowers	138,255	138,700	136,892

* Includes Extraordinary Dividend

LOAN ACCOUNT SUMMARY

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	180,966	\$4,249,708,792
60 to 179 days delinquent	1,393	13,677,112
180 to 359 days delinquent	196	4,135,027
360 days and greater delinquent	<u>20</u>	<u>771,012</u>
	<u>182,575</u>	<u>\$4,268,291,943</u>

Mark A. Sperry
President