

**CEFCU**  
**March 31, 2018**

**ASSETS**

Loans		\$4,260,882,545
Consumer	\$1,668,494,469	
First Mortgage	2,046,869,555	
Credit Card	106,124,282	
Member Business (1,742 Loans)	439,394,239	
Undisbursed Loans		(3,655,668)
Deferred Loan Fees		(4,481,152)
Reserve for Loan Losses		<u>(26,060,712)</u>
Net Loans		\$4,226,685,013
Investments and Cash		\$1,723,358,867
Investments Held to Maturity (Market Value \$15,415,000)	15,415,000	
Investments Available for Sale	1,169,300,690	
Mutual Funds	17,869,807	
Cash and Cash Receivable	516,466,424	
Service Organization	4,306,966	
Interest Receivable		17,378,847
Property and Property Improvements		57,897,639
DP Equipment and Software		4,341,181
Other Fixed Assets		4,105,122
Real Estate Owned		1,749,309
(Net of \$120,785 Valuation Reserve)		
NCUA Share Insurance Fund		48,146,136
Prepaid Insurance and Other Assets		<u>19,706,038</u>
<b>TOTAL ASSETS</b>		<b><u>\$6,103,368,172</u></b>

**INCOME**

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$15,764,361	\$14,446,064	\$45,458,858
Investment Interest	1,886,085	1,550,903	4,999,624
Overdraft Charges	560,904	608,674	1,929,365
Asset Gains (Losses)	40,555	(5,621)	34,585
Other	<u>2,774,443</u>	<u>2,768,522</u>	<u>8,208,611</u>
Total	<u>\$21,026,348</u>	<u>\$19,368,542</u>	<u>\$60,631,043</u>

**EXPENSE**

Salaries	\$4,070,932	\$3,460,004	\$11,327,483
Payroll Related	1,607,656	1,658,171	4,918,263
Loan Loss Provision	1,246,091	1,125,902	3,849,363
Occupancy and Equipment	1,282,613	1,212,698	3,824,399
Communications	553,543	457,351	1,591,911
Electronic Services	601,952	593,021	1,814,290
Member Education	630,768	589,327	1,942,965
Other	<u>1,856,948</u>	<u>1,898,933</u>	<u>5,597,242</u>
Total	<u>\$11,850,503</u>	<u>\$10,995,407</u>	<u>\$34,865,916</u>

Net Income Before Dividends	\$9,175,845	\$8,373,135	\$25,765,127
Dividends	<u>2,824,964</u>	<u>2,488,741</u>	<u>8,024,755</u>

Net Income Before NCUSIF Equity Distribution	\$6,350,881	\$5,884,394	\$17,740,372
NCUSIF Equity Distribution	<u>3,461,861</u>	<u>0</u>	<u>3,461,861</u>

<b>NET INCOME</b>	<b><u>\$9,812,742</u></b>	<b><u>\$5,884,394</u></b>	<b><u>\$21,202,233</u></b>
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**LIABILITIES AND EQUITY**

Savings		\$5,401,898,357
Shares	\$1,963,727,953	
Term Certificates	1,337,471,842	
IMMA	1,257,195,090	
Checking	283,461,114	
IRA	554,433,544	
Public Unit Shares	1,438,769	
Christmas Club	4,170,045	
Accrued Dividends on Savings		1,273,167
Accrued Salaries and Other Liabilities		142,039,138
Reserves		558,157,510
Regular	210,668,237	
Undivided Earnings	<u>347,489,273</u>	
<b>TOTAL LIABILITIES AND EQUITY</b>		<b><u>\$6,103,368,172</u></b>

**COMPARATIVE ANALYSIS**

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$6,103,368,172	\$5,858,900,002	\$5,814,315,187
Dividends *	2,824,964	2,488,741	5,929,752
Loans Granted	138,035,027	125,600,020	133,185,740
Loans Repaid	139,566,382	108,539,427	115,060,505
Net Incr. in Undiv. Earn. *	8,614,067	5,097,380	2,423,399
Average Savings Balance	16,303	15,682	15,650
Average Loan Balance	30,978	30,873	30,552
Loans to Savings	78.7%	82.3%	81.7%
Reserves to Loans	13.7%	13.5%	14.2%
Number of Members	331,342	330,118	327,496
Number of Borrowers	137,545	138,255	137,196

\* Includes Extraordinary Dividend

**LOAN ACCOUNT SUMMARY**

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	180,054	\$4,244,214,580
60 to 179 days delinquent	1,166	11,926,948
180 to 359 days delinquent	180	4,102,774
360 days and greater delinquent	<u>19</u>	<u>638,243</u>
	<u>181,419</u>	<u>\$4,260,882,545</u>

*Maureen J. Ferry*  
President