

**CEFCU**  
**June 30, 2018**

**ASSETS**

Loans		\$4,336,390,122
Consumer	\$1,721,234,719	
First Mortgage	2,073,479,207	
Credit Card	108,091,870	
Member Business (1,778 Loans)	433,584,326	
Undisbursed Loans		(3,656,885)
Deferred Loan Fees		(4,474,955)
Reserve for Loan Losses		<u>(26,035,712)</u>
Net Loans		\$4,302,222,570
Investments and Cash		\$1,522,522,175
Investments Held to Maturity		
(Market Value \$15,415,000)	15,415,000	
Investments Available for Sale	1,141,537,789	
Mutual Funds	17,851,035	
Cash and Cash Receivable	343,364,486	
Service Organization	4,353,865	
Interest Receivable		17,825,575
Property and Property Improvements		58,722,830
DP Equipment and Software		4,517,640
Other Fixed Assets		4,060,281
Real Estate Owned		1,254,841
(Net of \$121,660 Valuation Reserve)		
NCUA Share Insurance Fund		48,148,048
Prepaid Insurance and Other Assets		<u>18,194,817</u>
<b>TOTAL ASSETS</b>		<b><u>\$5,977,468,777</u></b>

**INCOME**

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$15,569,526	\$15,558,194	\$91,675,958
Investment Interest	1,897,738	2,022,569	10,962,335
Overdraft Charges	691,850	723,547	3,923,909
Asset Gains (Losses)	26,911	4,682	150,941
Other	<u>2,846,193</u>	<u>3,395,655</u>	<u>17,213,459</u>
Total	\$21,032,218	\$21,704,647	\$123,926,602

**EXPENSE**

Salaries	\$3,800,992	\$3,900,013	\$22,829,152
Payroll Related	1,746,896	1,758,433	10,063,630
Loan Loss Provision	1,540,985	1,270,489	7,953,634
Occupancy and Equipment	1,264,748	1,257,219	7,630,216
Communications	370,589	525,667	2,973,293
Electronic Services	653,253	624,542	3,744,601
Member Education	612,949	730,642	4,015,937
Other	<u>1,789,622</u>	<u>2,052,314</u>	<u>11,664,817</u>
Total	\$11,780,034	\$12,119,319	\$70,875,280

Net Income Before			
Dividends	\$9,252,184	\$9,585,328	\$53,051,322
Dividends	<u>2,753,690</u>	<u>2,856,468</u>	<u>16,396,947</u>

<b>NET INCOME</b>	<b><u>\$6,498,494</u></b>	<b><u>\$6,728,860</u></b>	<b><u>\$40,116,236</u></b>
-------------------	---------------------------	---------------------------	----------------------------

**LIABILITIES AND EQUITY**

Savings		\$5,266,855,348
Shares	\$1,882,212,589	
Term Certificates	1,309,406,113	
IMMA	1,243,250,228	
Checking	272,519,100	
IRA	552,619,487	
Public Unit Shares	1,300,994	
Christmas Club	5,546,837	
Accrued Dividends on Savings		1,188,305
Accrued Salaries and Other Liabilities		132,821,438
Reserves		576,603,686
Regular	212,841,445	
Undivided Earnings	363,762,241	
<b>TOTAL LIABILITIES AND EQUITY</b>		<b><u>\$5,977,468,777</u></b>

**COMPARATIVE ANALYSIS**

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$5,977,468,777	\$5,994,766,997	\$5,863,812,791
Dividends *	2,753,690	2,856,468	6,000,084
Loans Granted	158,166,837	150,227,151	135,501,012
Loans Repaid	122,658,340	120,115,501	117,278,164
Net Incr. in Undiv. Earn. *	5,967,102	5,829,352	2,569,673
Average Savings Balance	15,754	15,890	15,677
Average Loan Balance	31,014	30,992	30,698
Loans to Savings	82.2%	81.1%	82.0%
Reserves to Loans	13.9%	13.9%	14.1%
Number of Members	334,317	333,126	329,659
Number of Borrowers	139,819	138,818	138,178

\* Includes Extraordinary Dividend

**LOAN ACCOUNT SUMMARY**

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	183,062	\$4,319,666,611
60 to 179 days delinquent	1,231	10,564,306
180 to 359 days delinquent	135	4,667,128
360 days and greater delinquent	<u>22</u>	<u>1,492,077</u>
	<u>184,450</u>	<u>\$4,336,390,122</u>

*Mark A. Sperry*  
President