

CEFCU
September 30, 2018

ASSETS

Loans		\$4,414,145,936
Consumer	\$1,761,943,259	
First Mortgage	2,099,269,283	
Credit Card	108,473,117	
Member Business (1,832 Loans)	444,460,277	
Undisbursed Loans		(5,216,603)
Deferred Loan Fees		(4,438,184)
Reserve for Loan Losses		<u>(27,225,712)</u>
Net Loans		\$4,377,265,437
Investments and Cash		\$1,388,916,845
Investments Held to Maturity		
(Market Value \$15,415,000)	15,415,000	
Investments Available for Sale	1,099,151,434	
Mutual Funds	17,794,831	
Cash and Cash Receivable	252,117,149	
Service Organization	4,438,431	
Interest Receivable		18,861,315
Property and Property Improvements		58,962,010
DP Equipment and Software		4,075,176
Other Fixed Assets		4,121,568
Real Estate Owned		762,672
(Net of \$100,348 Valuation Reserve)		
NCUA Share Insurance Fund		48,148,048
Prepaid Insurance and Other Assets		<u>15,774,899</u>
TOTAL ASSETS		<u>\$5,916,887,970</u>

INCOME

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$15,644,399	\$16,208,511	\$139,305,191
Investment Interest	1,784,106	1,843,845	16,480,550
Overdraft Charges	726,573	766,013	6,156,014
Asset Gains (Losses)	(13,824)	(50,390)	69,819
Other	<u>2,658,837</u>	<u>2,912,369</u>	<u>25,611,928</u>
Total	\$20,800,091	\$21,680,348	\$187,623,502

EXPENSE

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Salaries	\$3,800,431	\$3,923,563	\$34,501,022
Payroll Related	1,332,256	1,413,078	14,492,333
Loan Loss Provision	1,733,447	1,405,623	12,530,454
Occupancy and Equipment	1,220,658	1,249,982	11,374,224
Communications	423,513	454,949	4,320,544
Electronic Services	679,191	666,632	5,735,857
Member Education	589,041	658,714	6,011,213
Other	<u>1,953,457</u>	<u>1,857,063</u>	<u>17,544,991</u>
Total	\$11,731,994	\$11,629,604	\$106,510,638

Net Income Before			
Dividends	\$9,068,097	\$10,050,744	\$81,112,864
Dividends	<u>3,152,461</u>	<u>3,206,913</u>	<u>25,741,210</u>

Net Income Before			
NCUSIF Equity Distribution	\$5,915,636	\$6,843,831	\$55,371,654
NCUSIF Equity Distribution	<u>0</u>	<u>0</u>	<u>3,461,861</u>

NET INCOME	<u>\$5,915,636</u>	<u>\$6,843,831</u>	<u>\$58,833,515</u>
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LIABILITIES AND EQUITY

Savings		\$5,190,021,281
Shares	\$1,824,669,854	
Term Certificates	1,332,989,694	
IMMA	1,217,722,854	
Checking	253,975,993	
IRA	554,275,274	
Public Unit Shares	1,279,488	
Christmas Club	5,108,124	
Accrued Dividends on Savings		1,451,379
Accrued Salaries and Other Liabilities		130,263,062
Reserves		595,152,248
Regular	214,584,758	
Undivided Earnings	380,567,490	
TOTAL LIABILITIES AND EQUITY		<u>\$5,916,887,970</u>

COMPARATIVE ANALYSIS

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$5,916,887,970	\$5,948,423,044	\$5,907,294,184
Dividends *	3,152,461	3,206,913	6,137,183
Loans Granted	128,080,235	160,106,334	136,519,165
Loans Repaid	110,098,607	125,849,775	117,318,542
Net Incr. in Undiv. Earn. *	5,594,883	6,103,423	2,509,389
Average Savings Balance	15,394	15,573	15,679
Average Loan Balance	30,966	30,995	30,827
Loans to Savings	84.9%	83.8%	82.4%
Reserves to Loans	14.1%	14.1%	14.0%
Number of Members	337,156	336,256	332,008
Number of Borrowers	142,549	141,872	139,296

* Includes Extraordinary Dividend

LOAN ACCOUNT SUMMARY

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	186,072	\$4,395,021,794
60 to 179 days delinquent	1,429	12,862,594
180 to 359 days delinquent	139	4,347,466
360 days and greater delinquent	28	1,914,082
	<u>187,668</u>	<u>\$4,414,145,936</u>

Mark A. Sperry
President