

CEFCU
October 31, 2018

ASSETS

Loans		\$4,446,427,736
Consumer	\$1,765,510,609	
First Mortgage	2,099,138,339	
Credit Card	110,561,001	
Member Business (1,835 Loans)	471,217,787	
Undisbursed Loans		(4,335,718)
Deferred Loan Fees		(4,415,695)
Reserve for Loan Losses		<u>(27,450,712)</u>
Net Loans		\$4,410,225,611
Investments and Cash		\$1,331,333,977
Investments Held to Maturity (Market Value \$23,103,000)	23,103,000	
Investments Available for Sale Mutual Funds	1,072,066,267 17,757,343	
Cash and Cash Receivable	213,965,371	
Service Organization	4,441,996	
Interest Receivable		19,460,609
Property and Property Improvements		59,676,168
DP Equipment and Software		3,941,748
Other Fixed Assets		4,142,925
Real Estate Owned (Net of \$114,348 Valuation Reserve)		838,698
NCUA Share Insurance Fund		49,383,810
Prepaid Insurance and Other Assets		<u>17,611,381</u>
TOTAL ASSETS		<u>\$5,896,614,927</u>

INCOME

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$16,728,893	\$15,644,399	\$156,034,085
Investment Interest	1,812,073	1,784,106	18,292,623
Overdraft Charges	837,369	726,573	6,993,383
Asset Gains (Losses)	19,969	(13,824)	89,787
Other	<u>2,866,484</u>	<u>2,658,837</u>	<u>28,478,412</u>
Total	\$22,264,788	\$20,800,091	\$209,888,290

EXPENSE

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Salaries	\$3,983,176	\$3,800,431	\$38,484,198
Payroll Related	1,587,932	1,332,256	16,080,265
Loan Loss Provision	1,545,900	1,733,447	14,076,354
Occupancy and Equipment	1,301,360	1,220,658	12,675,584
Communications	454,565	423,513	4,775,109
Electronic Services	657,854	679,191	6,393,711
Member Education	673,866	589,041	6,685,079
Other	<u>1,787,147</u>	<u>1,953,457</u>	<u>19,332,138</u>
Total	\$11,991,800	\$11,731,994	\$118,502,438

Net Income Before			
Dividends	\$10,272,988	\$9,068,097	\$91,385,852
Dividends	<u>3,334,266</u>	<u>3,152,461</u>	<u>29,075,476</u>

Net Income Before			
NCUSIF Equity Distribution	\$6,938,722	\$5,915,636	\$62,310,376
NCUSIF Equity Distribution	<u>0</u>	<u>0</u>	<u>3,461,861</u>

NET INCOME	<u>\$6,938,722</u>	<u>\$5,915,636</u>	<u>\$65,772,237</u>
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LIABILITIES AND EQUITY

Savings		\$5,165,823,316
Shares	\$1,807,798,760	
Term Certificates	1,333,351,279	
IMMA	1,224,376,721	
Checking	243,758,242	
IRA	554,586,709	
Public Unit Shares	1,386,174	
Christmas Club	565,431	
Accrued Dividends on Savings		1,599,458
Accrued Salaries and Other Liabilities		126,945,591
Reserves		602,246,562
Regular	215,249,339	
Undivided Earnings	<u>386,997,223</u>	
TOTAL LIABILITIES AND EQUITY		<u>\$5,896,614,927</u>

COMPARATIVE ANALYSIS

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$5,896,614,927	\$5,916,887,970	\$5,919,881,545
Dividends *	3,334,266	3,152,461	6,198,835
Loans Granted	161,923,821	128,080,235	139,587,302
Loans Repaid	128,756,063	110,098,607	118,436,259
Net Incr. in Undiv. Earn. *	6,274,141	5,594,883	2,607,521
Average Savings Balance	15,367	15,394	15,676
Average Loan Balance	31,152	30,966	30,886
Loans to Savings	85.9%	84.9%	82.6%
Reserves to Loans	14.2%	14.1%	14.0%
Number of Members	336,153	337,156	332,707
Number of Borrowers	142,734	142,549	139,663

* Includes Extraordinary Dividend

LOAN ACCOUNT SUMMARY

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	187,699	\$4,426,114,037
60 to 179 days delinquent	1,478	14,462,970
180 to 359 days delinquent	143	4,080,290
360 days and greater delinquent	<u>22</u>	<u>1,770,439</u>
	<u>189,342</u>	<u>\$4,446,427,736</u>

Mark A. Sperry

President