

CEFCU
November 30, 2018

ASSETS

Loans		\$4,448,414,098
Consumer	\$1,765,193,998	
First Mortgage	2,100,513,112	
Credit Card	111,890,592	
Member Business (1,816 Loans)	470,816,396	
Undisbursed Loans		(5,322,480)
Deferred Loan Fees		(4,402,576)
Reserve for Loan Losses		<u>(27,700,712)</u>
Net Loans		\$4,410,988,330
Investments and Cash		\$1,390,531,877
Investments Held to Maturity		
(Market Value \$23,103,000)	23,103,000	
Investments Available for Sale	1,043,335,175	
Mutual Funds	17,794,776	
Cash and Cash Receivable	301,790,949	
Service Organization	4,507,977	
Interest Receivable		18,918,328
Property and Property Improvements		60,053,767
DP Equipment and Software		3,864,656
Other Fixed Assets		4,262,017
Real Estate Owned		510,756
(Net of \$55,231 Valuation Reserve)		
NCUA Share Insurance Fund		49,383,810
Prepaid Insurance and Other Assets		<u>17,058,662</u>
TOTAL ASSETS		<u>\$5,955,572,203</u>

INCOME

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$16,363,367	\$16,728,893	\$172,397,452
Investment Interest	1,840,286	1,812,073	20,132,909
Overdraft Charges	722,210	837,369	7,715,593
Asset Gains (Losses)	12,480	19,969	102,267
Other	<u>2,790,834</u>	<u>2,866,484</u>	<u>31,269,246</u>
Total	\$21,729,177	\$22,264,788	\$231,617,467

EXPENSE

Salaries	\$3,782,175	\$3,983,176	\$42,266,372
Payroll Related	1,530,818	1,587,932	17,611,084
Loan Loss Provision	1,613,689	1,545,900	15,690,044
Occupancy and Equipment	1,228,883	1,301,360	13,904,466
Communications	428,804	454,565	5,203,913
Electronic Services	1,263,009	657,854	7,656,720
Member Education	755,170	673,866	7,440,249
Other	<u>1,988,079</u>	<u>1,787,147</u>	<u>21,320,217</u>
Total	\$12,590,627	\$11,991,800	\$131,093,065

Net Income Before			
Dividends	\$9,138,550	\$10,272,988	\$100,524,402
Dividends	<u>3,392,469</u>	<u>3,334,266</u>	<u>32,467,945</u>
Net Income Before			
NCUSIF Equity Distribution	\$5,746,081	\$6,938,722	\$68,056,457
NCUSIF Equity Distribution	<u>0</u>	<u>0</u>	<u>3,461,861</u>
NET INCOME	<u>\$5,746,081</u>	<u>\$6,938,722</u>	<u>\$71,518,318</u>

LIABILITIES AND EQUITY

Savings		\$5,217,045,103
Shares	\$1,829,489,350	
Term Certificates	1,330,103,493	
IMMA	1,229,974,408	
Checking	269,689,814	
IRA	554,628,190	
Public Unit Shares	1,377,756	
Christmas Club	1,782,092	
Accrued Dividends on Savings		1,520,643
Accrued Salaries and Other Liabilities		127,411,989
Reserves		609,594,468
Regular	215,805,547	
Undivided Earnings	393,788,921	
TOTAL LIABILITIES AND EQUITY		<u>\$5,955,572,203</u>

COMPARATIVE ANALYSIS

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$5,955,572,203	\$5,896,614,927	\$5,935,108,954
Dividends *	3,392,469	3,334,266	6,271,607
Loans Granted	118,506,607	161,923,821	139,362,240
Loans Repaid	115,382,029	128,756,063	119,178,329
Net Incr. in Undiv. Earn. *	5,189,874	6,274,141	2,563,561
Average Savings Balance	15,493	15,367	15,681
Average Loan Balance	31,158	31,152	30,942
Loans to Savings	85.1%	85.9%	82.7%
Reserves to Loans	14.4%	14.2%	13.9%
Number of Members	336,742	336,153	333,412
Number of Borrowers	142,771	142,734	140,017

* Includes Extraordinary Dividend

LOAN ACCOUNT SUMMARY

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	186,469	\$4,428,418,050
60 to 179 days delinquent	1,458	13,240,265
180 to 359 days delinquent	143	3,047,064
360 days and greater delinquent	<u>25</u>	<u>3,708,719</u>
	<u>188,095</u>	<u>\$4,448,414,098</u>

Mark A. Sperry
President