

CEFCU
September 30, 2019

ASSETS

Loans			\$4,595,800,202
Consumer	\$1,845,657,183		
First Mortgage	2,155,663,747		
Credit Card	108,585,651		
Member Business (1,858 Loans)	485,893,621		
Undisbursed Loans		(6,782,380)	
Deferred Loan Fees		(4,224,267)	
Reserve for Loan Losses		(28,875,712)	
Net Loans			\$4,555,917,843
Investments and Cash			\$1,444,149,966
Investments Held to Maturity			
(Market Value \$22,211,000)	22,211,000		
Investments Available for Sale	1,093,622,928		
Cash and Cash Receivable	323,542,095		
Service Organization	4,773,943		
Interest Receivable		20,592,229	
Property and Property Improvements		63,015,705	
DP Equipment and Software		5,104,433	
Other Fixed Assets		4,587,318	
Real Estate Owned		903,386	
(Net of \$164,230 Valuation Reserve)			
NCUA Share Insurance Fund		49,220,819	
Prepaid Insurance and Other Assets		18,248,314	
TOTAL ASSETS			<u>\$6,161,740,013</u>

INCOME

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$17,241,159	\$17,750,712	\$153,554,802
Investment Interest	2,283,244	2,312,587	21,362,133
Overdraft Charges	807,373	825,239	6,488,263
Asset Gains (Losses)	21,695	56,205	(95,462)
Other	2,866,572	3,031,105	27,023,736
Total	<u>\$23,220,043</u>	<u>\$23,975,848</u>	<u>\$208,333,472</u>

EXPENSE

Salaries	\$3,975,368	\$4,102,807	\$36,039,288
Payroll Related	1,709,926	1,647,399	14,478,025
Loan Loss Provision	1,595,070	1,605,484	11,969,158
Occupancy and Equipment	1,284,923	1,428,978	12,529,071
Communications	404,527	381,728	3,908,727
Electronic Services	591,055	591,162	5,500,373
Member Education	657,132	623,015	6,498,607
Other	2,076,219	2,069,925	17,311,034
Total	<u>\$12,294,220</u>	<u>\$12,450,498</u>	<u>\$108,234,283</u>
Net Income Before			
Dividends	\$10,925,823	\$11,525,350	\$100,099,189
Dividends	4,427,255	4,626,620	36,546,614
Net Income Before			
NCUSIF Equity Distribution	\$6,498,568	\$6,898,730	\$63,552,575
NCUSIF Equity Distribution	0	0	749,799
NET INCOME	<u>\$6,498,568</u>	<u>\$6,898,730</u>	<u>\$64,302,374</u>

LIABILITIES AND EQUITY

Savings		\$5,401,082,549
Shares	\$1,925,680,925	
Term Certificates	1,423,770,831	
IMMA	1,225,989,407	
Checking	254,300,359	
IRA	565,457,337	
Public Unit Shares	923,630	
Christmas Club	4,960,060	
Accrued Dividends on Savings		1,900,645
Accrued Salaries and Other Liabilities		105,601,199
Reserves		653,155,620
Regular	225,676,228	
Undivided Earnings	427,479,392	
TOTAL LIABILITIES AND EQUITY		<u>\$6,161,740,013</u>

COMPARATIVE ANALYSIS

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$6,161,740,013	\$6,204,137,899	\$6,109,554,764
Dividends *	4,427,255	4,626,620	8,072,176
Loans Granted	148,659,894	173,629,443	137,379,452
Loans Repaid	122,024,479	130,291,779	121,209,198
Net Incr. in Undiv. Earn. *	5,824,465	6,112,249	2,064,228
Average Savings Balance	15,615	15,793	15,758
Average Loan Balance	31,497	31,530	31,339
Loans to Savings	84.9%	83.7%	83.4%
Reserves to Loans	14.9%	14.8%	14.3%
Number of Members	345,894	344,965	340,806
Number of Borrowers	145,911	144,961	143,188

* Includes Extraordinary Dividend

LOAN ACCOUNT SUMMARY

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	190,984	\$4,575,316,215
60 to 179 days delinquent	1,514	14,512,149
180 to 359 days delinquent	130	2,359,937
360 days and greater delinquent	20	3,611,901
	<u>192,648</u>	<u>\$4,595,800,202</u>

Mark A. Sperry
President