

CEFCU
February 29, 2020

ASSETS

Loans		\$4,691,191,040
Consumer	\$1,885,490,592	
First Mortgage	2,190,182,489	
Credit Card	110,711,649	
Member Business (1,892 Loans)	504,806,310	
Undisbursed Loans		(4,130,673)
Deferred Loan Fees		(4,107,879)
Reserve for Loan Losses		<u>(29,355,712)</u>
Net Loans		\$4,653,596,776
Investments and Cash		\$1,616,282,951
Investments Held to Maturity		
(Market Value \$19,631,000)	19,631,000	
Investments Available for Sale	1,207,309,233	
Cash and Cash Receivable	384,383,652	
Service Organization	4,959,066	
Interest Receivable		19,849,117
Property and Property Improvements		64,363,708
DP Equipment and Software		7,059,359
Other Fixed Assets		5,360,881
Real Estate Owned		923,129
(Net of \$214,443 Valuation Reserve)		
NCUA Share Insurance Fund		51,004,732
Prepaid Insurance and Other Assets		<u>18,576,866</u>
TOTAL ASSETS		<u>\$6,437,017,519</u>

INCOME

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$17,049,614	\$17,761,668	\$34,811,281
Investment Interest	2,168,436	2,121,978	4,290,414
Overdraft Charges	722,630	800,637	1,523,268
Asset Gains (Losses)	(398)	19,299	18,901
Other	<u>2,826,165</u>	<u>2,867,982</u>	<u>5,694,147</u>
Total	<u>\$22,766,447</u>	<u>\$23,571,564</u>	<u>\$46,338,011</u>

EXPENSE

Salaries	\$3,936,263	\$4,153,818	\$8,090,081
Payroll Related	1,875,292	1,888,003	3,763,295
Loan Loss Provision	1,129,119	1,621,663	2,750,782
Occupancy and Equipment	1,475,068	1,373,525	2,848,593
Communications	496,826	441,148	937,974
Electronic Services	559,425	634,292	1,193,717
Member Education	670,825	821,510	1,492,335
Other	<u>2,066,663</u>	<u>2,407,546</u>	<u>4,474,209</u>
Total	<u>\$12,209,481</u>	<u>\$13,341,505</u>	<u>\$25,550,986</u>

Net Income Before			
Dividends	\$10,556,966	\$10,230,059	\$20,787,025
Dividends	<u>3,973,166</u>	<u>4,227,420</u>	<u>8,200,586</u>
NET INCOME	<u>\$6,583,800</u>	<u>\$6,002,639</u>	<u>\$12,586,439</u>

LIABILITIES AND EQUITY

Savings		\$5,670,060,514
Shares	\$2,045,929,640	
Term Certificates	1,442,975,176	
IMMA	1,314,127,095	
Checking	297,576,836	
IRA	564,998,631	
Public Unit Shares	1,074,632	
Christmas Club	3,378,504	
Accrued Dividends on Savings		1,623,916
Accrued Salaries and Other Liabilities		159,733,121
Reserves		605,599,968
Regular	230,110,537	
Undivided Earnings	375,489,431	
TOTAL LIABILITIES AND EQUITY		<u>\$6,437,017,519</u>

COMPARATIVE ANALYSIS

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$6,437,017,519	\$6,322,340,220	\$6,247,997,948
Dividends *	3,973,166	4,227,420	8,441,466
Loans Granted	124,450,242	146,399,977	148,078,760
Loans Repaid	130,530,111	125,751,914	127,385,723
Net Incr. in Undiv. Earn. *	5,452,734	5,342,060	2,013,905
Average Savings Balance	16,233	15,978	15,920
Average Loan Balance	31,868	31,771	31,563
Loans to Savings	82.6%	84.2%	83.3%
Reserves to Loans	13.6%	14.2%	14.5%
Number of Members	349,300	348,532	344,994
Number of Borrowers	147,209	147,882	145,116

* Includes Extraordinary Dividend

LOAN ACCOUNT SUMMARY

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	190,693	\$4,671,847,422
60 to 179 days delinquent	1,411	12,516,041
180 to 359 days delinquent	227	4,145,990
360 days and greater delinquent	<u>12</u>	<u>2,681,587</u>
	<u>192,343</u>	<u>\$4,691,191,040</u>

Mark A. Sperry

President