

**CEFCU**  
**September 30, 2020**

**ASSETS**

Loans		\$4,877,207,884
Consumer	\$1,903,107,037	
First Mortgage	2,289,737,824	
Credit Card	104,985,452	
Member Business (2,556 Loans)	579,377,571	
Undisbursed Loans		(8,554,382)
Deferred Loan Fees		(3,907,743)
Reserve for Loan Losses		<u>(32,368,212)</u>
Net Loans		\$4,832,377,547
Investments and Cash		\$1,832,448,356
Investments Held to Maturity		
(Market Value \$19,631,000)	19,631,000	
Investments Available for Sale	1,386,758,978	
Cash and Cash Receivable	420,897,070	
Service Organization	5,161,308	
Interest Receivable		19,892,431
Property and Property Improvements		64,370,813
DP Equipment and Software		7,150,676
Other Fixed Assets		6,478,939
Real Estate Owned		2,367,344
(Net of \$236,541 Valuation Reserve)		
NCUA Share Insurance Fund		51,448,400
Prepaid Insurance and Other Assets		<u>19,558,219</u>
<b>TOTAL ASSETS</b>		<b><u>\$6,836,092,725</u></b>

**INCOME**

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$16,837,529	\$17,066,140	\$155,656,015
Investment Interest	1,491,934	1,576,498	16,629,808
Overdraft Charges	692,075	606,172	5,178,697
Asset Gains (Losses)	1,525	8,640	509,051
Other	<u>3,147,824</u>	<u>3,206,197</u>	<u>27,601,075</u>
Total	<u>\$22,170,887</u>	<u>\$22,463,647</u>	<u>\$205,574,646</u>

**EXPENSE**

Salaries	\$4,134,877	\$4,286,192	\$37,632,710
Payroll Related	1,873,939	1,779,583	16,656,169
Loan Loss Provision	969,027	659,831	12,882,628
Occupancy and Equipment	1,555,643	1,428,363	12,871,618
Communications	396,542	499,325	3,883,356
Electronic Services	665,145	604,370	5,171,304
Member Education	604,783	863,347	6,343,170
Other	<u>2,460,283</u>	<u>1,764,905</u>	<u>19,107,458</u>
Total	<u>\$12,660,239</u>	<u>\$11,885,916</u>	<u>\$114,548,413</u>

Net Income Before			
Dividends	\$9,510,648	\$10,577,731	\$91,026,233
Dividends	<u>3,256,035</u>	<u>3,441,519</u>	<u>32,917,679</u>
<b>NET INCOME</b>	<b><u>\$6,254,613</u></b>	<b><u>\$7,136,212</u></b>	<b><u>\$58,108,554</u></b>

**LIABILITIES AND EQUITY**

Savings		\$6,037,802,579
Shares	\$2,319,004,765	
Term Certificates	1,423,171,639	
IMMA	1,426,384,377	
Checking	282,947,045	
IRA	579,489,295	
Public Unit Shares	1,268,496	
Christmas Club	5,536,962	
Accrued Dividends on Savings		1,511,272
Accrued Salaries and Other Liabilities		142,918,945
Reserves		653,859,929
Regular	235,741,528	
Undivided Earnings	418,118,401	
<b>TOTAL LIABILITIES AND EQUITY</b>		<b><u>\$6,836,092,725</u></b>

**COMPARATIVE ANALYSIS**

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$6,836,092,725	\$6,829,569,113	\$6,570,490,012
Dividends *	3,256,035	3,441,519	8,042,518
Loans Granted	170,625,502	188,406,381	156,714,760
Loans Repaid	142,856,850	150,177,385	132,539,167
Net Incr. in Undiv. Earn. *	5,067,024	5,550,542	1,651,019
Average Savings Balance	17,014	17,071	16,535
Average Loan Balance	33,199	33,087	32,302
Loans to Savings	80.6%	80.1%	81.7%
Reserves to Loans	14.1%	14.0%	14.1%
Number of Members	354,874	353,940	350,189
Number of Borrowers	146,907	146,571	146,599

\* Includes Extraordinary Dividend

**LOAN ACCOUNT SUMMARY**

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	191,557	\$4,857,615,314
60 to 179 days delinquent	1,182	12,788,467
180 to 359 days delinquent	256	4,278,087
360 days and greater delinquent	<u>48</u>	<u>2,526,016</u>
	<u>193,043</u>	<u>\$4,877,207,884</u>

*Mark A. Sperry*  
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President