

CEFCU
October 31, 2020

ASSETS

LIABILITIES AND EQUITY

Loans		\$4,895,118,809
Consumer	\$1,901,041,535	
First Mortgage	2,303,112,915	
Credit Card	105,760,102	
Member Business (2,535 Loans)	585,204,257	
Undisbursed Loans		(8,536,103)
Deferred Loan Fees		(3,883,577)
Reserve for Loan Losses		<u>(32,430,212)</u>
Net Loans		\$4,850,268,917
Investments and Cash		\$1,937,467,499
Investments Held to Maturity		
(Market Value \$19,631,000)	19,631,000	
Investments Available for Sale	1,403,536,893	
Cash and Cash Receivable	509,120,745	
Service Organization	5,178,861	
Interest Receivable		19,171,574
Property and Property Improvements		64,295,247
DP Equipment and Software		7,343,355
Other Fixed Assets		6,586,570
Real Estate Owned		2,399,544
(Net of \$236,541 Valuation Reserve)		
NCUA Share Insurance Fund		55,896,518
Prepaid Insurance and Other Assets		<u>18,841,946</u>
TOTAL ASSETS		<u>\$6,962,271,170</u>

Savings		\$6,151,365,576
Shares	\$2,367,082,070	
Term Certificates	1,423,917,312	
IMMA	1,451,661,165	
Checking	325,409,706	
IRA	581,490,498	
Public Unit Shares	1,141,406	
Christmas Club	663,419	
Accrued Dividends on Savings		1,505,055
Accrued Salaries and Other Liabilities		149,637,916
Reserves		659,762,623
Regular	237,427,817	
Undivided Earnings	422,334,806	
TOTAL LIABILITIES AND EQUITY		<u>\$6,962,271,170</u>

COMPARATIVE ANALYSIS

	<u>This Month</u>	<u>Last Month</u>	<u>Avg. Last 12 Months</u>
Assets	\$6,962,271,170	\$6,836,092,725	\$6,635,850,841
Dividends *	3,300,747	3,256,035	7,931,018
Loans Granted	171,842,557	170,625,502	156,405,714
Loans Repaid	154,316,483	142,856,850	134,669,765
Net Incr. in Undiv. Earn. *	5,233,990	5,067,024	1,625,440
Average Savings Balance	17,330	17,014	16,676
Average Loan Balance	33,356	33,199	32,444
Loans to Savings	79.4%	80.6%	81.2%
Reserves to Loans	14.2%	14.1%	14.1%
Number of Members	354,952	354,874	350,940
Number of Borrowers	146,754	146,907	146,604

* Includes Extraordinary Dividend

INCOME

	<u>This Month</u>	<u>Last Month</u>	<u>Year-to-Date</u>
Loan Interest	\$17,560,487	\$16,837,529	\$173,216,502
Investment Interest	1,377,903	1,491,934	18,007,710
Overdraft Charges	690,243	692,075	5,868,940
Asset Gains (Losses)	(424,600)	1,525	84,451
Other	3,560,441	3,147,824	31,161,516
Total	<u>\$22,764,474</u>	<u>\$22,170,887</u>	<u>\$228,339,119</u>

EXPENSE

Salaries	\$4,366,729	\$4,134,877	\$41,999,439
Payroll Related	1,788,452	1,873,939	18,444,621
Loan Loss Provision	632,619	969,027	13,515,247
Occupancy and Equipment	1,548,872	1,555,643	14,420,490
Communications	476,220	396,542	4,359,575
Electronic Services	902,126	665,145	6,073,430
Member Education	653,911	604,783	6,997,081
Other	2,174,520	2,460,283	21,281,979
Total	<u>\$12,543,449</u>	<u>\$12,660,239</u>	<u>\$127,091,862</u>

Net Income Before			
Dividends	\$10,221,025	\$9,510,648	\$101,247,257
Dividends	<u>3,300,747</u>	<u>3,256,035</u>	<u>36,218,425</u>
NET INCOME	<u>\$6,920,278</u>	<u>\$6,254,613</u>	<u>\$65,028,832</u>

LOAN ACCOUNT SUMMARY

	<u>Number</u>	<u>Amount</u>
Current and less than 60 days delinquent	190,288	\$4,875,112,418
60 to 179 days delinquent	1,177	13,409,411
180 to 359 days delinquent	235	3,906,657
360 days and greater delinquent	<u>55</u>	<u>2,690,323</u>
	<u>191,755</u>	<u>\$4,895,118,809</u>

Mark A. Sperry
President