# TRUPARTNER CREDIT UNION, INC. FINANCIAL STATEMENTS DECEMBER 31, 2018 AND 2017 WITH

INDEPENDENT AUDITOR'S REPORT

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### Whitmer

### & Company CPAs, LLP

One Gateway

615 Elsinore Place, Suite 625 Cincinnati, Ohio 45202-1427 Phone: (513) 381-8010 Fax: (513) 381-2601

#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors and Members of TruPartner Credit Union, Inc.

We have audited the accompanying financial statements of TruPartner Credit Union, Inc., which comprise the statements of financial condition as of December 31, 2018 and 2017, and the related statements of income, comprehensive income, changes in members' equity and cash flows for the years then ended, and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control.

To the Board of Directors and Members of TruPartner Credit Union, Inc. Page 2

Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of TruPartner Credit Union, Inc. as of December 31, 2018 and 2017, and the results of their operations and their cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

Whitmer & Company CPAs, LLP

Whitmer & Company CASALP

Cincinnati, Ohio

February 20, 2019

#### TRUPARTNER CREDIT UNION, INC. STATEMENTS OF FINANCIAL CONDITION DECEMBER 31, 2018 AND 2017

#### **ASSETS**

		<u>2018</u>		<u>2017</u>
Cash and Cash Equivalents (Note B)	\$	2,565,771	\$	3,807,415
Deposits at a Corporate Credit Union (Note C)		1,185,196		1,185,196
Time Deposits (Note D)		20,281,947		22,569,065
Securities Held-to-Maturity (Note E)		28,738,598		25,993,900
Securities Available-for-Sale (Note F)		101,865		102,820
Other Investments (Note G)		3,671,168		3,493,647
Loans to Members, Net of Allowance				
for Loan Losses (Note H)		85,651,522		82,140,528
Loans in Process of Foreclosure (Note H)		-		161,828
Loans in Process of Liquidation (Note H)		20,150		6,750
Accrued Interest Receivable		523,619		461,182
Premises and Equipment, Net (Note I)		5,044,846		5,164,562
American Share Insurance Deposit		1,721,509		1,723,877
Foreclosed Assets (Note J)		359,854		1,007,974
Core Deposit Intangible		60,090		108,163
Prepaid Expenses and Other Assets		1,188,897		1,229,377
Total Assets	\$	151,115,032	<u>\$</u>	149,156,284
LIABILITIES AND MEMBERS	' E	QUITY		
Liabilities				
Members' share and savings accounts (Note L)	\$	134,076,729	\$	132,754,757
Line of credit (Note K)		-		-
Accrued expenses and other liabilities		1,189,552		950,806
Total Liabilities	_	135,266,281	_	133,705,563
Commitments and Contingent Liabilities (Note O and P)				
Members' Equity, Substantially Restricted				
Regular reserves		3,379,315		3,379,315
Undivided earnings		5,985,404		5,586,419
Equity acquired in acquisition		6,482,924		6,482,924
Accumulated other comprehensive income		1,108	_	2,063
Total Members' Equity		15,848,751		15,450,721
Total Liabilities and Members' Equity	\$	151,115,032	<u>\$</u>	149,156,284

See accompanying notes and independent auditor's report.

#### TRUPARTNER CREDIT UNION, INC. STATEMENTS OF INCOME YEARS ENDED DECEMBER 31, 2018 AND 2017

		<u>2018</u>		<u>2017</u>
Interest Income				
Interest and fees on loans	\$	5,206,895	\$	4,801,312
Interest on investments and cash equivalents		1,147,288		988,869
Total Interest Income		6,354,183		5,790,181
Interest Expense				
Dividends on members' share and savings accounts		664,441		546,569
Interest on borrowed funds		5,322		48
Total Interest Expense		669,763		546,617
Net Interest Income		5,684,420		5,243,564
Provision for Loan Losses		261,367		488,770
Net Interest Income after Provision for Loan Losses		5,423,053		4,754,794
Non-Interest Income				
Income from fees and charges		759,614		825,316
Insurance commissions		89,170		93,760
Income on rental of foreclosed assets		11,468		13,875
Gain on sale of assets		7,980		4,799
Gain on sale of foreclosed assets		3,434		33,827
Total Non-Interest Income		871,666		971,577
Non-Interest Expense				
Compensation and benefits		2,456,340		2,383,801
Operations		2,214,312		2,138,434
Occupancy		522,552		453,773
American Share Insurance Premium		-		33,778
Education and promotion		175,986		132,121
Core deposit intangible amortization		48,072		48,072
Professional and outside services		363,130		172,435
Foreclosed assets expense		117,907		64,496
Total Non-Interest Expense		5,898,299		5,426,910
Excess of Assets Acquired Over Liabilities Assumed in the Acquisition of CACU		2,565		19,400
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Net Income	\$	398,985	\$	318,861

See accompanying notes and independent auditor's report.

#### TRUPARTNER CREDIT UNION, INC. STATEMENTS OF COMPREHENSIVE INCOME YEARS ENDED DECEMBER 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
Net Income	\$ 398,985	\$ 318,861
Changes in net unrealized gain (loss) on securities available-for-sale	 (955)	 (192)
Total Comprehensive Income	\$ 398,030	\$ 318,669

#### TRUPARTNER CREDIT UNION, INC. STATEMENTS OF CHANGES IN MEMBERS' EQUITY YEARS ENDED DECEMBER 31, 2018 AND 2017

	Regular <u>Reserves</u>	Undivided <u>Earnings</u>	Equity Acquired Acquisition	ocumulated Other mprehensive Income	Total <u>Equity</u>
Balances, December 31, 2016	\$3,379,315	\$ 5,267,558	\$ 6,482,924	\$ 2,255	\$ 15,132,052
Comprehensive Income (Loss)		318,861	 <u> </u>	 (192)	318,669
Balances, December 31, 2017	3,379,315	5,586,419	6,482,924	2,063	15,450,721
Comprehensive Income (Loss)		398,985	 	 (955)	398,030
Balances, December 31, 2018	\$3,379,315	\$ 5,985,404	\$ 6,482,924	\$ 1,108	\$15,848,751

#### TRUPARTNER CREDIT UNION, INC. STATEMENTS OF CASH FLOWS YEARS ENDED DECEMBER 31, 2018 AND 2017

	<u>2018</u>	<u>2017</u>
Cash Flows from Operating Activities		
Net income	\$ 398,985	\$ 318,861
Adjustments to reconcile net income to		
net cash provided by (used in) operating activities		
Depreciation	341,283	314,476
Amortization of premiums and discounts	6,420	(7,356)
Amortization of loan discounts	2,566	2,566
Provision for loan losses	565,171	514,122
(Gain) loss on sale of foreclosed assets	(3,434)	(33,827)
(Increase) decrease in interest receivable	(62,437)	(67,262)
(Increase) decrease core deposit	48,073	48,072
(Increase) decrease in prepaid expenses and other assets	40,480	(281,578)
Increase (decrease) in accrued expenses and other liabilities	 238,746	 (717,409)
Total adjustments	 1,176,868	 (228,196)
Net Cash Provided by (Used in) Operating Activities	 1,575,853	 90,665
Cash flows from Investing Activities		
Proceeds from maturities of time deposits	7,722,000	10,539,000
Payments for the purchase of time deposits	(5,436,000)	(6,564,000)
Proceeds from investments held-to-maturity	3,250,000	7,500,000
Payments for investments held-to-maturity	(6,000,000)	(2,561,506)
(Increase) decrease in other investments	(177,521)	(161,621)
(Increase) decrease in American Share Insurance deposit	2,368	27,046
Net (increase) decrease in consumer loans	(3,930,303)	(9,297,835)
Proceeds from sale of foreclosed assets	625,781	280,740
Net (increase) decrease in value of foreclosed assets	70,931	(159,989)
Additions to foreclosed assets	(45,158)	-
Purchase of fixed assets	 (221,567)	 (2,360,937)
Net Cash Provided by (Used in) Investing Activities	 (4,139,469)	 (2,759,102)

See accompanying notes and independent auditor's report.

#### TRUPARTNER CREDIT UNION, INC. STATEMENTS OF CASH FLOWS (CONTINUED) YEARS ENDED DECEMBER 31, 2018 AND 2017

		<u>2018</u>		<u>2017</u>
Cash Flows from Financing Activities				
Advance on line of credit	1	17,590,094		433,509
Payment on line of credit	(1	17,590,094)		(433,509)
Net increase (decrease) in members' share and savings accounts, net of acquisition		1,321,972	_	344,243
Net Cash Provided by (Used in) Financing Activities		1,321,972	_	344,243
Increase (Decrease) in Cash and Cash Equivalents	(	(1,241,644)		(2,324,194)
Cash and Cash Equivalents, Beginning of Year		3,807,415		6,131,609
Cash and Cash Equivalents, End of Year	\$	2,565,771	<u>\$</u>	3,807,415
Supplemental Cash Flow Disclosure:				
Cash paid for interest expense	\$	669,763	\$	546,617
Increase (decrease) in unrealized gain on securities				
available-for-sale	\$	(955)	\$	(192)
Loans transferred to foreclosed assets	\$	45,158	\$	93,641

#### NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Date of Management's Review of Subsequent Events

Management has evaluated subsequent events through February 20, 2019, the date which the financial statements were available to be issued.

#### Nature of Business

The TruPartner Credit Union, Inc.'s operations are principally related to holding deposits for and making loans to members of the Credit Union who are employees of selected groups in southwest Ohio. The Credit Union's primary source of income is interest generated from credit card, automobile and real estate loans to members.

#### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles in the United States (GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Specifically, management has made estimates based on assumptions for fair value of financial instruments and the assessment of other than temporary impairment on investments. Actual results could differ from those estimates.

#### **Investment Securities**

The Credit Union's investments in securities are classified and accounted for as follows:

Held-to-Maturity: Government and government agency bonds, notes and certificates which the Credit Union has the positive intent and ability to hold to maturity are reported at cost, adjusted for amortization of premiums and accretion of discounts which are recognized in interest income using the straight-line method over the period to maturity.

Available-for-Sale: Government and government agency bonds, notes and certificates are classified available-for-sale when the Credit Union anticipates that the securities could be sold in response to rate changes, prepayment risk, liquidity, availability of and the yield on alternative investments and other market and economic factors. These securities are reported at fair value.

Unrealized gains and losses on securities available-for-sale are recognized as direct increases or decreases in other comprehensive income. Purchase premiums and discounts are recognized in interest income using the interest method over the terms of the securities. Declines in the fair value of held-to-maturity and available-for-sale securities below their cost that are deemed to be other than temporary are reflected in earnings as realized losses. In estimating other-than-temporary impairment (OTTI) losses, management considers (1) the length of time and the extent to which the fair value has been less than cost, (2) the financial condition and near-term prospects of the issuer, and (3) the intent and ability of the Credit Union to retain its investment in the issuer for a period of time sufficient to allow for any anticipated recovery in fair value. Gains and losses on the sale of securities are recorded on the trade date and the costs of securities sold are determined using the specific identification method.

The Credit Union does not maintain a trading portfolio. Other investments are classified separately, stated at cost and subject to OTTI evaluation.

#### Loans Held for Sale

The Credit Union had no loans held for sale at December 31, 2018 and 2017.

#### Loans to Members

Loans are reported at their recorded investment, which is the outstanding principal balance plus accrued interest and net of any unearned income, such as deferred fees or costs, charge-offs and unamortized premiums or discounts on originated loans. Interest on loans is recognized over the term of the loan and is calculated using the simple-interest method on principal amounts outstanding. When principal or interest is delinquent for 61 days or more, the Credit Union evaluates the loan for nonaccrual status.

After a loan is placed on nonaccrual status, all interest previously accrued but not collected is reversed against current period interest income. Subsequent collections of interest payments on nonaccrual loans are recognized as interest income unless ultimate collectability of the loan is in doubt. Cash collections on loans where ultimate collectability remains in doubt are applied as reductions of the loan principal balance and no interest income is recognized until the principal balance has been collected.

#### Allowance for Loan Losses

The allowance for loan losses reflects management's judgment of probable loan losses inherent in the portfolio. The Credit Union uses a disciplined process and methodology to establish the allowance for loan losses each month. To determine the total allowance for loan losses, management estimates the reserves needed for each segment of the portfolio, including loans analyzed individually and loans analyzed on a pooled basis. The allowance for loan losses consists of amounts applicable to: (i) the new automobile portfolio, (ii) the used automobile portfolio, (iii) the other collateral portfolio, (iv) the first mortgage portfolio, (v) the home equity portfolio, (vi) the unsecured portfolio, (vii) the non-participation business loans, (viii) the share secured portfolio, (ix) the credit card portfolio, (x) the indirect loan portfolio, and (xi) the student loan portfolio. The allowance includes automobile loan participations that are to be segregated by new and used collateral. The allowance is based on the Credit Union's new and used loan allowance percentages as the Credit Union builds history and adjusts periodically.

To determine the balance of the allowance account, loans are pooled by portfolio segment and losses are modeled using historical experience and quantitative and other mathematical techniques over the loss emergence period. Management exercises significant judgment in determining the estimation method that fits the credit risk characteristics of each portfolio segment. The Credit Union uses internally-developed models in this process. Management must use judgment in establishing additional input metrics for the modeling processes. The models and assumptions used to determine the allowance are independently validated and reviewed to ensure that their theoretical foundation, assumptions, data integrity, computational processes, reporting practices and end-user controls are appropriate and properly documented.

The establishment of the allowance for loan losses relies on a consistent process that requires multiple layers of management review and judgment and responds to changes in economic conditions, member behavior, and collateral value, among other influences. From time to time, events or economic factors may affect the loan portfolio, causing management to provide additional amounts to or release balances from the allowance for loan losses. The Credit Union's allowance for loan losses is sensitive to risk ratings assigned to individually evaluated loans and economic assumptions and delinquency trends driving statistically modeled reserves. Individual loan risk ratings are evaluated based on each situation by experienced senior credit officers.

Management monitors differences between estimated and actual incurred loan losses. This monitoring process includes periodic assessments by senior management of loan portfolios and the models used to estimate incurred losses in those portfolios. Additions to the allowance for loan losses are made by charges to the provision for loan losses. Credit exposures deemed to be uncollectible are charged against the allowance for loan losses. Recoveries of previously charged off amounts are credited to the allowance for loan losses.

#### Loan Charge-offs

For consumer loans, the Credit Union generally fully or partially charges down to the fair value of collateral securing the asset when:

- management judges the asset to be uncollectible;
- repayment is deemed to be protracted beyond reasonable time frames;
- the asset has been classified as a loss by either the Credit Union's internal loan review process or external examiners;
- the member has filed bankruptcy and the loss becomes evident owing to a lack of assets; or
- the loan is 180 days past due unless well secured and/or in the process of collection.

The Credit Union's charge-off policies by segment of the loan portfolio are as follows:

- New Automobile Loans The Credit Union generally fully charges off when the loan is 180 days past due.
- *Used Automobile Loans* The Credit Union generally fully charges off when the loan is 180 days past due.
- *Indirect New and Used Automobile Loans -* The Credit Union generally fully charges off when the loan is 180 days past due.
- First Mortgage Loans The Credit Union generally writes down to the net realizable value when the loan is 180 days past due.
- *Home Equity Loans* The Credit Union generally writes down to the net realizable value when the loan is 180 days past due.
- *Other Mortgage* The Credit Union generally writes down to the net realizable value when the loan is 180 days past due.
- *Credit Cards* The Credit Union generally fully charges off when the loan is 180 days past due.
- Other Secured The Credit Union generally fully charges off when the loan is 180 days past due.
- Other Unsecured The Credit Union generally fully charges off when the loan is 180 days past due.
- Participation Loans The Credit Union fully charges off when the primary source determines that a loss has been incurred.
- Student Loans The student loans are no longer insured by an outside third party. The Credit Union has not experienced any losses in this segment thus far. Per policy, the Credit Union will charge off when the loan is 180 days past due.

#### <u>Troubled Debt Restructurings</u>

In situations where, for economic or legal reasons related to a member's financial difficulties, the Credit Union grants a concession for other than an insignificant period of time to the member that the Credit Union would not otherwise consider, the related loan is classified as a troubled debt restructuring (TDR). The Credit Union strives to identify members in financial difficulty early and work with them to modify to more affordable terms before their loan reaches nonaccrual status. These modified terms may include rate reductions, principal forgiveness, payment forbearance and other actions intended to minimize the economic loss and to avoid foreclosure or repossession of the collateral. In cases where the Credit Union grants the member new terms that provide for a reduction of either interest or principal, the Credit Union measures any impairment on the restructuring as previously noted for impaired loans.

In addition to the allowance for the pooled portfolios, the Credit Union develops a separate allowance for loans that are identified as impaired through a TDR.

#### Premises and Equipment

Land is carried at cost. Buildings, improvements, leasehold improvements, furniture, fixtures and equipment are carried at cost, less accumulated depreciation and amortization. The building, furniture, fixtures, and equipment are depreciated using the straight-line method over the estimated useful lives of the assets. The cost of leasehold improvements is amortized using the straight-line method over the terms of the related leases.

#### Impairment of Long-Lived Assets

Long-lived assets and certain identifiable intangible assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Management reviews all material assets annually for possible impairment. If such assets are considered to be impaired, the impairment recognized is measured as the amount by which the carrying amount of the assets exceeds the estimated fair value of the assets.

#### American Share Insurance Deposit

The deposit in American Share Insurance is in accordance with the insurance company's regulations which require a deposit by each insured Credit Union in an amount equal to 1% of its insured shares. The deposit would be refunded to the Credit Union if its insurance coverage is terminated or it converts to insurance coverage from another source.

#### **American Share Insurance Premiums**

During 2017, American Share Insurance charged a special premium assessment of \$33,778. American Share Insurance did not charge a special premium assessment during 2018.

#### Foreclosed Assets

Real estate properties acquired through or in lieu of loan foreclosure are initially recorded at fair value less estimated selling cost at the date of foreclosure. Any write-downs based on the asset's fair value at the date of acquisition are charged to the allowance for loan losses. After foreclosure, valuations are periodically performed by management and property held for sale is carried at lower of the new cost basis or fair value less cost to sell. Impairment losses on property to be held and used are measured as the amount by which the carrying amount of a property exceeds its fair value. Costs of significant property improvements are capitalized, whereas costs relating to holding property are expensed. Valuations are periodically performed by management, and any subsequent write-downs are recorded as a charge to operations, if necessary, to reduce the carrying value of a property to the lower of its cost or fair value less cost to sell.

#### Members' Share and Savings Accounts

Members' share and savings accounts are subordinated to all other liabilities of the Credit Union upon liquidation. Interest on members' share and savings accounts is based on available earnings at the end of an interest period and is not guaranteed by the Credit Union. Interest rates on members' share and savings accounts are set by the Board of Directors based on an evaluation of current and future market conditions.

#### Members' Equity

The Credit Union is required by regulation to maintain a statutory reserve. This reserve, which represents a regulatory restriction of members' equity, is not available for the payment of interest.

#### Comprehensive Income

Comprehensive income consists of net income and other comprehensive income that includes unrealized gains and losses on securities available-for-sale.

#### **Income Taxes**

The Credit Union is exempt, by statute, from federal and state income taxes except for certain products and services which have been deemed by the Internal Revenue Service (IRS) to be unrelated to the specific entity's exempt purpose. The net taxable income from these products and services is subject to income taxes under Unrelated Business Income Tax (UBIT) regulations.

The Credit Union adopted FASB Accounting Standards Codification 740-10, *Accounting for Uncertainty in Income Taxes* and has evaluated its tax positions taken for all open tax years. Currently 2018, 2017, 2016 and 2015 tax years are open and subject to examination by the Internal Revenue Service. However, the Credit Union is not currently under audit nor has the Organization been contacted by the Internal Revenue Service.

#### **Advertising**

The Credit Union expenses advertising costs as incurred. Advertising expense amounted to \$154,620 and \$115,482 for the years ended December 31, 2018 and 2017, respectively.

#### Off-Balance-Sheet Credit Related Financial Instruments

In the ordinary course of business, the Credit Union has entered into commitments to extend credit. Such financial instruments are recorded when they are funded.

#### Fair Value Measurements

The Credit Union follows the guidance of FASB ASC 825, *Financial Instruments*, and FASB ASC 820, *Fair Value Measurements*. This guidance permits entities to measure many financial instruments and certain other items at fair value. The objective is to improve financial reporting by providing entities with the opportunity to mitigate volatility in reported earnings caused by measuring related assets and liabilities differently without having to apply complex hedge accounting provisions. This guidance clarifies that fair value is an exit price, representing the amount that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants. Under this guidance, fair value measurements are not adjusted for transaction costs. This guidance establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to unobservable inputs (Level 3 measurements).

#### Reclassifications

Certain reclassifications have been made to the 2017 financial statement presentation to correspond to the current year's format. Total members' equity and net income are unchanged due to these reclassifications.

#### NOTE B - CASH AND CASH EQUIVALENTS

For purposes of the statements of financial condition and the statements of cash flows, the Credit Union considers all highly liquid debt instruments purchased with a maturity of three months or less and any certificates of deposit that do not contain early withdrawal penalties to be cash equivalents.

The composition of these investments at December 31 is as follows:

	<u>2018</u>	<u>2017</u>
Cash Due from Financial Institutions	\$ 134,805	\$ 134,805
Cash Due from Corporate Credit Union	520,422	1,516,777
Cash Due from Federal Reserve	887,733	1,050,804
Change Fund	1,022,811	_1,105,029
Total Cash and Cash Equivalents	<u>\$ 2,565,771</u>	\$ 3,807,415

#### NOTE C - DEPOSITS AT A CORPORATE CREDIT UNION

The Credit Union has a total of \$1,705,618 on deposit at a Corporate Credit Union at December 31, 2018 and \$2,701,973 at December 31, 2017. The Credit Union is required to maintain permanent capital with the Corporate Credit Union as uninsured membership shares.

A summary of funds reported on the accompanying financial statements at December 31 is as follows:

	<u>2018</u>	<u>2017</u>
Cash and Cash Equivalents (Note B) Perpetual Capital Contributed Total Deposits at a Corporate Credit Union	\$ 520,422 1,185,196 1,705,618	\$ 1,516,777 1,185,196 2,701,973
Less: Cash and Cash Equivalents	(520,422)	(1,516,777)
	<u>\$ 1,185,196</u>	<u>\$ 1,185,196</u>

The weighted average yield and carrying value of the deposits at a Corporate Credit Union at December 31 are as follows:

	2018		2017		
	Weighted Average <u>Yield</u>	Carrying <u>Value</u>	Weighted Average <u>Yield</u>	Carrying <u>Value</u>	
Deposits at a Corporate Credit Union	1.38%	<u>\$ 1,185,196</u>	0.64%	<u>\$ 1,185,196</u>	

The carrying value of deposits at a Corporate Credit Union shown by contractual maturity at December 31 is summarized below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without penalties.

	<u>2018</u>	<u>2017</u>
No Maturity - Perpetual Capital Contributed	<u>\$ 1,185,196</u>	<u>\$ 1,185,196</u>

#### **NOTE D - TIME DEPOSITS**

The Credit Union has certificates at December 31, 2018 that bear interest ranging from 0.20% to 3.35% and have penalties for early withdrawal. Any penalties for early withdrawal would not have a material effect on the financial statements.

The weighted average yields and carrying values of the time deposits at December 31 are as follows:

		2018		2017
	Weighted	Weighted		
	Average <u>Yield</u>	Carrying <u>Value</u>	Average Yield	Carrying <u>Value</u>
Time deposits	2.10%	<u>\$ 20,281,947</u>	1.64%	\$ 22,569,065

The carrying values of time deposits shown by contractual maturity are summarized below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without penalties.

	<u>2018</u>	<u>2017</u>
Maturity within One Year Maturity after One through Five Years	\$ 6,826,012 	\$ 7,833,932 
	<u>\$ 20,281,947</u>	\$ 22,569,065

#### **NOTE E - SECURITIES HELD-TO-MATURITY**

The weighted average yields, amortized cost and estimated fair values of securities classified as held-to-maturity at December 31 are as follows:

		De	cember 31, 20	)18	
	Weighted Average <u>Yield</u>	Amortized <u>Cost</u>	Gross Unrealized <u>Gains</u>	Gross Unrealized <u>Losses</u>	Estimated Fair <u>Value</u>
FHLB FHLMC FNMA FFCB	1.80% 1.72% 1.52% 1.72%	\$ 4,249,580 17,239,837 4,751,037 2,498,144	\$ 3,055 5,432 65	\$ (34,578) (180,731) (46,932) (37,809)	\$ 4,218,057 17,064,538 4,704,170 2,460,335
		<u>\$ 28,738,598</u>	<u>\$ 8,552</u>	<u>\$ (300,050</u> )	\$ 28,447,100
		De	cember 31, 20	)17	
	Weighted Average <u>Yield</u>	Amortized <u>Cost</u>	Gross Unrealized <u>Gains</u>	Gross Unrealized <u>Losses</u>	Estimated Fair <u>Value</u>
FHLB FHLMC FNMA FFCB	1.34% 1.39% 1.36% 1.59%	\$ 3,996,730 13,745,898 6,250,138 2,001,134	\$ 50 - 882 -	\$ (28,095) (189,423) (50,910) (33,658)	\$ 3,968,685 13,556,475 6,200,110 1,967,476
		\$ 25,993,900	<u>\$ 932</u>	<u>\$ (302,086)</u>	<u>\$ 25,692,746</u>

The amortized cost and estimated fair value of securities held-to-maturity at December 31 by contractual maturity are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

FF-3 F	20	18	2017	
		Estimated		Estimated
	Amortized	Fair	Amortized	Fair
	Cost	<u>Value</u>	<u>Cost</u>	<u>Value</u>
Maturity within One Year Maturity after One through	\$ 4,248,077	\$ 4,228,540	\$ 5,748,295	\$ 5,718,691
Five Years	24,490,521	24,218,560	20,245,605	19,974,055
	<u>\$ 28,738,598</u>	<u>\$ 28,447,100</u>	\$ 25,993,900	<u>\$ 25,692,746</u>

Information pertaining to securities with gross unrealized gains (losses) aggregated by investment category and length of time that individual securities have been in a continuous gain (loss) position follows:

	December 31, 2018
	<u>Less Than 12 Months</u> <u>12 Months or Greater</u> <u>Total</u>
	Gross Gross Gross
	Fair Unrealized Fair Unrealized Fair Unrealized
	<u>Value</u> <u>Gains (Losses)</u> <u>Value</u> <u>Gains (Losses)</u> <u>Value</u> <u>Gains (Losses)</u>
FHLB	\$ 1,003,055 \$ 3,055 \$ 3,215,002 \$ (34,578) \$ 4,218,057 \$ (31,523)
FHLMC	3,995,715 4,090 13,068,823 (179,389) 17,064,538 (175,299)
FNMA	999,950 (50) 3,704,220 (46,817) 4,704,170 (46,867)
FFCB	<u>496,900</u> <u>(822)</u> <u>1,963,435</u> <u>(36,987)</u> <u>2,460,335</u> <u>(37,809)</u>
	<u>\$6,495,620</u> <u>\$6,273</u> <u>\$21,951,480</u> <u>\$(297,771)</u> <u>\$28,447,100</u> <u>\$(291,498)</u>
	December 31, 2017
	Less Than 12 Months 12 Months or Greater Total
	Gross Gross Gross
	Fair Unrealized Fair Unrealized Fair Unrealized
	<u>Value</u> <u>Gains (Losses)</u> <u>Value</u> <u>Gains (Losses)</u> <u>Value</u> <u>Gains (Losses)</u>
FHLB	\$ 499,540 \$ (460) \$ 3,469,145 \$ (27,585) \$ 3,968,685 \$ (28,045)
FHLMC	995,170 (4,830) 12,561,305 (184,593) 13,556,475 (189,423)
FNMA	6,200,110 (50,028) 6,200,110 (50,028)
FFCB	<u> </u>
	<u>\$1,494,710</u> <u>\$(5,290)</u> <u>\$24,198,036</u> <u>\$(295,864)</u> <u>\$25,692,746</u> <u>\$(301,154)</u>

Management evaluates securities for other-than-temporary impairment on at least a quarterly basis and more frequently when economic or market concerns warrant such evaluation. Consideration is given to 1) the length of time and the extent to which the fair value has been less than cost, 2) the financial condition and near-term prospects of the issuer, and 3) the intent and ability of the Credit Union to retain its investment in the issuer for a period of time sufficient to allow for any anticipated recovery in fair value.

Market changes in interest rates and market changes in credit spreads will cause normal fluctuations in the market price of securities and the possibility of temporary unrealized gains and losses. These securities were purchased during 2014 through 2018 and the temporary gains and losses are due primarily to the rising and falling of market interest rates during that period. The Credit Union reviews all of its securities for impairment at least quarterly. The Credit Union has determined that there were no additional other-than-temporary impairments associated with these securities at December 31, 2018 and 2017.

#### NOTE F - SECURITIES AVAILABLE-FOR-SALE

The amortized cost and estimated fair value of securities available-for-sale are as follows:

		December	r 31, 2018	
	Weighted		Gross	Estimated
	Average	Amortized	Unrealized	Fair
	<u>Yield</u>	Cost	<u>Gain</u>	<u>Value</u>
United Government Securities				
A-Bond Fund	1.44%	<u>\$ 100,757</u>	<u>\$ 1,108</u>	<u>\$ 101,865</u>
		December	r 31, 2017	
	Weighted		Gross	Estimated
	Average	Amortized	Unrealized	Fair
	<u>Yield</u>	Cost	<u>Gain</u>	<u>Value</u>
United Government Securities				
A-Bond Fund	1.36%	<u>\$ 100,757</u>	<u>\$ 2,063</u>	<u>\$ 102,820</u>

There is no contractual maturity for this investment.

#### **NOTE G - OTHER INVESTMENTS**

The Credit Union has an investment at PSCU Financial Services which represents cumulative allocated equities at a value of \$92,570 and \$90,610 as of December 31, 2018 and 2017, respectively.

The investment in the Central Liquidity Facility at December 31, 2018 and 2017 was \$352,094 and 349,257, respectively.

The Credit Union has a whole life insurance policy issued by New York Life Insurance Company which is a funding mechanism used to offset employee benefit costs. The surrender value at December 31, 2018 and 2017 approximated \$3,226,504 and \$3,053,780, respectively.

	<u>2018</u>	<u>2017</u>
PSCU Financial Services	\$ 92,570	\$ 90,610
Central Liquidity Facility	352,094	349,257
New York Life Insurance	3,226,504	_3,053,780
Total Other Investments	\$ 3,671,168	\$ 3,493,647

#### **NOTE H - LOANS TO MEMBERS**

The composition of recorded investment in loans by segment at December 31 is as follows:

	<u>2018</u>	<u>2017</u>
New Automobiles	\$ 4,797,954	\$ 4,299,849
Used Automobiles	16,997,039	15,986,980
Indirect-New and Used Automobiles	2,224	11,616
First Mortgages	14,612,613	13,981,982
Home Equity Loans	6,520,427	6,177,677
Other Mortgages	20,616	102,558
Member Business Loans	2,365,795	2,861,726
Other Secured	1,191,029	1,079,907
Other Unsecured	3,417,026	3,062,003
Credit Cards	5,783,453	6,247,960
Automobile Loan Participations	11,640,738	10,634,588
Commercial Business Loan Participations	12,052,665	11,455,584
Student Loan Participations	3,277,588	2,141,384
Purchased Notes, Net (see following summary)	3,511,347	4,828,172
Total	86,190,514	82,871,986
Less: Allowance for Loan Losses	(518,842)	(562,880)
Loans in Process of Liquidation	(20,150)	(6,750)
Loans in Process of Foreclosure	<del></del>	(161,828)
Loans to Members, Net	\$ 85,651,522	\$ 82,140,528

Included in other unsecured loans to members are negative shares in the amount of \$51,083 and \$44,560 as of December 31, 2018 and 2017, respectively.

A summary of purchased notes acquired as of December 31 is as follows:

	<u>2018</u>	<u>2017</u>
New Automobiles	\$ 97,250	\$ 302,052
Used Automobiles	167,831	546,128
First Mortgages	2,237,859	2,959,030
Home Equity Loans	1,013,609	1,161,044
Other Secured	116,980	139,632
Other Unsecured	83,012	110,275
Total Purchased Notes	3,716,541	5,218,161
Less: Purchased Note Discounts		
Loan Credit Adjustment	(201,988)	(384,218)
Loan Discount Rate	(3,206)	(5,771)
Purchased Notes, Net	<u>\$ 3,511,347</u>	<u>\$ 4,828,172</u>

A summary of estimated loan balances by principal maturity as of December 31 is as follows:

	<u>2018</u>	<u>2017</u>
No Contractual Maturity	\$ 7,770,308	\$ 8,243,681
Maturity within One Year	12,290,288	11,183,187
Maturity from One to Five Years	36,538,477	35,646,204
Maturity over Five Years	14,673,115	15,022,942
Total Loans to Members	<u>\$ 71,272,188</u>	\$ 70,096,014

The maturities for student loan participations and auto loan participations are not available and therefore are not included in the above table.

The maximum term of a real estate loan is thirty years.

Loans in process of foreclosure were outstanding for \$161,828 at December 31, 2017 and were recorded at their net realizable value. There were no loans in process of foreclosure at December 31, 2018.

Loans in process of liquidation were outstanding for \$20,150 and \$6,750 as of December 31, 2018 and 2017, respectively, and were recorded at their net realizable value.

#### ALLOWANCE FOR LOAN LOSSES

The Credit Union has an established methodology to determine the adequacy of the allowance for loan losses that assesses the risks and losses inherent in the Credit Union's portfolio. For purposes of determining the allowance for loan losses, the Credit Union segments certain loans in its portfolio by product type. The Credit Union's loans are segmented into the following pools: new automobiles, used automobiles, indirect-new and used automobiles, first mortgages, real estate, credit card, other and student loans. The Credit Union also sub-segments one of these segments into classes based on the associated risks within that segment. Other loans are divided into the following four classes: (a) other collateral, (b) unsecured, (c) lease, and (d) share secured. Each class of loan requires significant judgment to determine the estimation method that fits the credit risk characteristics of its portfolio segment. The Credit Union uses an internally developed model in this process. Management must use judgment in establishing additional input metrics for the modeling processes. The models and assumptions the Credit Union uses to determine the allowance are independently validated and reviewed to ensure that their theoretical foundation, assumptions, data integrity, computational processes, reporting practices, and end-user controls are appropriate and properly documented.

The following are the factors the Credit Union uses to determine the balance of the allowance account for each segment or class of loans.

#### Secured by Personal Property Loans

Secured by personal property loans are pooled by portfolio class and a historical loss percentage is applied to each class. The historical loss percentage time frame used is twelve months. This time frame is based on historical loss experience modeling and other quantitative and mathematical migration techniques over the loss emergence period.

Based on credit risk assessment and the Credit Union's analysis of leading predictors of losses, the Credit Union may apply additional loss multipliers to loan balances.

#### Real Estate

Real estate loans are pooled by portfolio class and a historical loss percentage is applied to each class. The historical loss percentage time frame used is twelve months. This time frame is based on historical loss experience modeling and other quantitative and mathematical migration techniques over the loss emergence period.

Based on credit risk assessment and the Credit Union's analysis of leading predictors of losses, the Credit Union may apply additional loss multipliers to loan balances.

#### Consumer Secured

Consumer secured loans include loans secured by shares, certificate of deposits and other investments. These loans are not assessed at an underlying class level. A historical loss percentage is applied to the segment. The historical loss period for 2018 was twelve months. The Credit Union has suffered few losses in this segment historically.

#### Consumer Unsecured and Credit Cards

Unsecured consumer loans are pooled by portfolio class and a historical loss percentage is applied to each class. The historical loss percentage time frame used is twelve months. This time frame is based on historical loss experience modeling and other quantitative and mathematical migration techniques over the loss emergence period.

Based on credit risk assessment and the Credit Union's analysis of leading predictors of losses, the Credit Union may apply additional loss multipliers to loan balances.

#### Commercial Business Portfolio

Commercial business loans include loans primarily secured by commercial real estate and business property. These loans are not assessed at an underlying class level. A historical loss percentage is applied to the segment. The historical loss period for 2018 was twelve months. The Credit Union has suffered no losses in this segment historically.

#### Commercial Loan Participations

Commercial participation offerings are reviewed and selected if the loan meets the Credit Union's criteria. These loans are risk rated under criteria established by CBS. The risk ratings are reviewed periodically and modified when necessary. The Credit Union adjusts the allowance on a monthly basis as a result of the ratings.

#### **Automobile Loan Participations**

Automobile loan participation offerings are reviewed by the loan department to ensure proper underwriting standards required by the Credit Union. These loans will be segregated by new and used autos within the portfolio. The portfolios report historical loss percentages based on the type of loan. These percentages are applied on a monthly basis and adjusted as needed.

#### **Student Loan Participations**

Student loans are no longer fully insured by an outside third party. A historical loss percentage is applied to the segment as well as other qualitative and environmental factors.

#### The Credit Union's Estimation Process

The balance of the allowance account for each loan segment is based on a twelve-month rolling average for all but commercial loan participations. The balance of the allowance account for commercial loan participations is based upon their commercial risk rating.

Reflected in the portions of the allowance previously described is an amount for imprecision or uncertainty that incorporates the range of probable outcomes inherent in estimates used for the allowance, which may change from period to period. This amount is the result of the management's judgment of risks inherent in the portfolios, economic uncertainties, historical loss experience and other subjective factors, including industry trends, calculated to better reflect the Credit Union's view of risk in each loan portfolio. No single statistic or measurement determines the adequacy of the allowance for loan loss. Changes in the allowance for loan loss and the related provision expense can materially affect net income.

#### Loans by Segment

The total allowance reflects management's estimate of loan losses inherent in the loan portfolio at the balance sheet date. The Credit Union considers the allowance for loan losses of \$518,842 adequate to cover loan losses inherent in the loan portfolio at December 31, 2018.

The following table presents the changes in the allowance for loan losses.

	<u>2018</u>	<u>2017</u>
Balance, Beginning of Year	\$ 562,880	\$ 343,161
Provision Charged to Operations		
(including negative shares)	565,171	514,122
Loans Charged Off	(755,853)	(388,525)
Recoveries	146,644	94,122
Balance, End of Year	<u>\$ 518,842</u>	<u>\$ 562,880</u>

The following table presents, by portfolio segment, the net losses and required allowance for the year ended December 31:

	2018		2017	
	12 Month	Required	12 Month	Required
	Net Losses	Allowance	Net Losses	Allowance
Allowance for Loan Losses				
Used Vehicle Loans	\$ 231,049	\$ 83,769	\$ 159,681	\$ 133,180
Home Equity Loans	995	1,051	26,451	25,992
Other Secured	6,640	7,216	11,674	11,356
Other Unsecured	152,215	84,852	37,879	35,784
Credit Cards	149,694	93,861	58,718	58,839
Automobile Loan Participations	54,334	23,281	-	21,269
Commercial Business				
Loan Participations	-	142,877	-	106,172
Student Loan Participations	14,282	32,776		
Subtotal	\$ 609,209	469,683	<u>\$ 294,403</u>	392,592
Management Adjustment		49,159		170,288
Total Required Allowance		<u>\$ 518,842</u>		\$ 562,880

#### **CREDIT QUALITY INFORMATION**

The following table represents credit exposures by creditworthiness category for the year ended December 31, 2018 and 2017. The use of creditworthiness categories to grade loans permits management's use of migration analysis to estimate a portion of credit risk. The Credit Union's internal creditworthiness grading system is based on experiences with similarly graded loans. Category ratings are reviewed each quarter, at which time management analyzes the resulting scores, as well as other external statistics and factors, to track the migration of loan performance. Loans that trend upward toward higher levels generally have a lower risk factor associated; whereas, loans that migrate toward lower ratings generally will result in a higher risk factor being applied to those related loan balances.

The Credit Union's internal risk ratings are based on Beacon Scores.

A+ 720 and above	Member pose	s little to no additional risk.
A	680 to 719	Member poses a nominal risk of loss.
В	640 to 679	Member poses more than a nominal risk but
	migration analysis of	of financial stress. The additional risk-based this part of the portfolio based on whether the folio is remaining constant or moving higher
С	600 to 639 stress. Additional risthis portfolio.	Members are experiencing some degree of k factors are based on migration analysis of
D	550 to 599 Additional risk factor	Members are showing above average risk. rs are based on migration analysis of portfolio.
E	549 and below	Members are high risk. Additional risk migration analysis of portfolio.

## Credit Quality Indicators As of December 31, 2018 Consumer Credit Exposure Credit Risk Profile by Creditworthiness Category by Class of Loan

	New <u>Automobile</u>	Used <u>Automobile</u>	Other <u>Secured</u>	Credit Cards and Other <u>Unsecured</u>
720 and above	\$ 3,457,866	\$ 7,505,033	\$ 884,078	\$ 1,386,966
680 to 719	698,047	2,669,740	166,246	796,871
640 to 679	281,042	2,797,288	247,797	736,801
600 to 639	146,852	1,954,156	85,627	602,110
550 to 599	54,542	1,089,228	133,348	310,141
549 and below	<u> </u>	413,143	13,364	98,618
Total	\$ 4,638,349	\$ 16,428,588	\$ 1,530,460	\$ 3,931,507

# Credit Quality Indicators As of December 31, 2017 Consumer Credit Exposure Credit Risk Profile by Creditworthiness Category by Class of Loan

	New <u>Automobile</u>	Used <u>Automobile</u>	Other <u>Secured</u>	Credit Cards and Other Unsecured
720 and above	\$ 3,074,516	\$ 6,675,703	\$ 1,259,964	\$ 1,267,998
680 to 719	754,973	2,671,242	242,532	651,350
640 to 679	172,909	2,833,927	255,778	607,516
600 to 639	114,151	1,816,848	146,506	533,411
550 to 599	67,307	1,022,024	168,902	317,652
549 and below		545,950	28,638	87,810
Total	<u>\$ 4,183,856</u>	<u>\$ 15,565,694</u>	\$ 2,102,320	\$ 3,465,737

The above table are not inclusive of the Credit Union's entire loan portfolio. Commercial loan participations, automobile loan participations, student loan participations and loans where the member does not have a credit score due a lack of credit history are not tracked, and therefore, not included in the above table.

The following tables present performing and nonperforming real estate loans based on payment activity for the years ended December 31, 2018 and 2017. Payment activity is reviewed by management on a quarterly basis to determine how loans are performing. Loans are considered to be nonperforming when days delinquent are greater than 60 days in the previous quarter.

Nonperforming loans also include certain loans that have been modified in TDRs where economic concessions have been granted to borrowers who have experienced or are expected to experience financial difficulties. These concessions typically result from the Credit Union's loss mitigation activities and could include reductions in the interest rate, payment extensions, forgiveness of principal, forbearance or other actions. Certain TDRs are classified as nonperforming at the time of the restructure and may only be returned to performing status after considering the borrower's sustained repayment performance for a reasonable period, generally six months.

The performing and nonperforming real estate loans as of December 31, 2018 is as follows:

	First <u>Mortgages</u>	Home <u>Equity</u>	Commercial Business	Other Mortgages
Performing Nonperforming	\$ 14,406,637 205,976	\$ 6,402,263 118,164	\$ 14,174,194 	\$ 20,616
Total	\$ 14,612,613	\$ 6,520,427	<u>\$ 14,174,194</u>	\$ 20,616

The performing and nonperforming real estate loans as of December 31, 2017 is as follows:

	First <u>Mortgages</u>	Home <u>Equity</u>	Commercial Business	Other Mortgages
Performing Nonperforming	\$ 13,739,954 242,028	\$ 6,031,899 <u>145,778</u>	\$ 13,882,990 46,660	\$ 102,558
Total	\$ 13,981,982	\$ 6,177,677	\$ 13,929,650	<u>\$ 102,558</u>

#### AGE ANALYSIS OF PAST DUE LOANS TO MEMBERS BY CLASS

Following are tables which include an aging analysis of the recorded investment of past due loans to members as of December 31, 2018 and 2017.

Credit Quality Information

Age Analysis of Past Due Loans to Members by Class of Loan to Member

As of December 31, 2018

	Б	30-60 Pays Past <u>Due</u>	61-180 Days Pas <u>Due</u>		Greater than 181 Days <u>Past Due</u>	<u> </u>	Total Past Due	Current	Total Loans to Members
New Automobiles	\$	-	\$ 76,064	1 5	\$ -	\$	76,064	\$ 4,721,890	\$ 4,797,954
Used Automobiles		305,886	258,06	7	123,554		687,507	16,309,532	16,997,039
Indirect-New and Used									
Automobiles		-	-		-		-	2,224	2,224
First Mortgages		251,153	127,580	)	78,396		457,129	14,155,484	14,612,613
Home Equity Loans		110,245	115,764	1	2,400		228,409	6,292,018	6,520,427
Other Mortgages		-	-		-		-	20,616	20,616
Member Business Loans		-	-		-		-	2,365,795	2,365,795
Other Secured		6,213	4,470	5	-		10,689	1,180,340	1,191,029
Other Unsecured		82,364	47,945	5	32,317		162,626	3,254,400	3,417,026
Credit Cards		29,403	69,52	7	24,464		123,394	5,660,059	5,783,453
Automobile Loan									
Participations		46,508	-		-		46,508	11,594,230	11,640,738
Commercial Business Loan									
Participations		-	-		-		-	12,052,665	12,052,665
Student Loan Participations		13,592	44,00′	7	-		57,599	3,219,989	3,277,588
Purchased Notes, Net		2,816	18,779	<u> </u>	1,221		22,816	3,488,531	3,511,347
Total	\$	848,180	\$ 762,209	9 9	\$ 262,352	\$ 1	1,872,741	\$ 84,317,773	\$ 86,190,514

### Credit Quality Information Age Analysis of Past Due Loans to Members by Class of Loan to Member As of December 31, 2017

	30-60	61-180	Greater than			Total
	Days Past	Days Past	181 Days	Total		Loans to
	<u>Due</u>	<u>Due</u>	Past Due	Past Due	<u>Current</u>	<u>Members</u>
New Automobiles	\$ 23,731	\$ -	\$ -	\$ 23,731	\$ 4,276,118	\$ 4,299,849
Used Automobiles	217,490	220,471	187,134	625,095	15,361,885	15,986,980
Indirect-New and Used						
Automobiles	-	-	-	-	11,616	11,616
First Mortgages	700,376	37,536	204,492	942,404	13,039,578	13,981,982
Home Equity Loans	126,009	105,725	40,053	271,787	5,905,890	6,177,677
Other Mortgages	-	-	-	-	102,558	102,558
Member Business Loans	-	-	-	-	2,861,726	2,861,726
Other Secured	1,807	15,795	30,170	47,772	1,032,135	1,079,907
Other Unsecured	71,753	32,912	57,902	162,567	2,899,436	3,062,003
Credit Cards	13,348	47,784	70,931	132,063	6,115,897	6,247,960
Automobile Loan						
Participations	-	-	-	-	10,634,588	10,634,588
Commercial Business Loan						
Participations	-	-	46,660	46,660	11,408,924	11,455,584
Student Loan Participations	40,404	3,889	2,911	47,204	2,094,180	2,141,384
Purchased Notes, Net	145,600	9,972	8,085	163,657	4,664,515	4,828,172
Total	\$ 1,340,518	\$ 474,084	\$ 648,338	\$ 2,462,940	\$ 80,409,046	\$ 82,871,986

#### **IMPAIRED LOANS**

The Credit Union considers a loan to be impaired when, based on current information and events, the Credit Union determines that the Credit Union will not be able to collect all amounts due according to the loan contract, including scheduled interest payments. Determination of impairment is treated the same across all classes of loans. When the Credit Union identifies a loan as impaired, the Credit Union measures the impairment based on the present value of expected future cash flows, discounted at the loan's effective interest rate, except when the sole (remaining) source of repayment for the loan is the operation or liquidation of the collateral. In these cases, the Credit Union uses the current fair value of the collateral, less estimated selling costs when foreclosure is probable, instead of discounted cash flows. If the Credit Union determines that the value of the impaired loan is less than the recorded investment in the loan (net of previous charge-offs, deferred loan fees or costs and unamortized premium or discount), the Credit Union recognizes impairment through an allowance estimate or a charge-off to the allowance. The Credit Union determines impairment based on a 61-day default period and all loans classified as TDRs.

When the ultimate collectability of the total principal of an impaired loan is in doubt and the loan is on nonaccrual status, all payments are applied to principal, under the cost recovery method. When the ultimate collectability of the total principal of an impaired loan is not in doubt and the loan is on nonaccrual status, contractual interest is credited to interest income when received, under the cash basis method.

#### **NONACCRUAL LOANS**

The Credit Union generally places loans on nonaccrual status when the full and timely collection of interest or principal becomes uncertain, part of the principal balance has been charged off and no restructuring has occurred, or the loans reach over 60 days past due.

When the Credit Union places a loan on nonaccrual status, the Credit Union reverses the accrued unpaid interest receivable against interest income and account for the loan on the cash or cost recovery method, until it qualifies for return to accrual status. Generally, the Credit Union returns a loan to accrual status when (a) all delinquent interest and principal become current under the terms of the loan agreement, or (b) the loan is both well-secured and in the process of collection and collectability is no longer doubtful.

The Credit Union has determined that the entire balance of a loan is contractually delinquent for all classes if the minimum payment is not received by the specified due date on the member's statement. Interest and fees continue to accrue on past due loans until the date the loan goes into nonaccrual status, if applicable.

Loans on which the accrual of interest has been discontinued or reduced amounted to \$1,024,561 and \$1,122,422 at December 31, 2018 and 2017, respectively. If interest on those loans had been accrued at their original rates income would have been \$44,750 and \$54,417, respectively. All loans past due 61 days or more are on non-accrual status.

The following table presents the loans to members on nonaccrual status as of December 31, 2018 and 2017. The balances are presented by the portfolio segments.

	2018	2017
New Automobiles	\$ 76,064	\$ -
Used Automobiles	381,621	407,605
First Mortgages	205,976	242,028
Home Equity Loans	118,164	145,778
Other Secured	4,476	45,965
Other Unsecured	80,262	90,814
Credit Cards	93,991	118,715
Commercial Business Loan Participations	-	46,660
Student Loans	44,007	6,800
Purchased Notes	20,000	18,057
	\$ 1,024,561	<u>\$ 1,122,422</u>

Information on troubled debt restructurings is as follows:

		December 31, 2018		
		Pre-modification	Post-modification	
		Outstanding	Outstanding	
	Number of	Recorded	Recorded	
	Contracts	<u>Investment</u>	<u>Investment</u>	
Troubled Debt Restructurings:				
Used Automobiles	11	\$ 98,611	\$ 91,186	
Credit Cards	4	5,624	6,134	
Other Unsecured	4	9,294	9,297	
	<u>19</u>	<u>\$ 113,529</u>	<u>\$ 106,617</u>	

The troubled debt restructured loans shown in the table were modified for the year ended December 31, 2018 with nineteen loans in the amount of \$113,529 where the rates or terms have been modified.

	December 31, 2017			
		Pre-modification Post-mod		
		Outstanding	Outstanding	
	Number of	Recorded	Recorded	
	Contracts	<u>Investment</u>	<u>Investment</u>	
Troubled Debt Restructurings:				
New Automobiles	1	\$ 15,265	\$ 8,442	
Used Automobiles	7	69,435	60,056	
Home Equity Loan	1	58,494	51,804	
Credit Cards	3	20,217	12,833	
Other Unsecured	2	2,670	<u>378</u>	
	<u>14</u>	<u>\$ 166,081</u>	<u>\$ 133,513</u>	

The troubled debt restructured loans shown in the table were modified during the year ended December 31, 2017 with fourteen loans in the amount of \$166,081 where the rates or terms have been modified.

There were no loans as of December 31, 2018 that had been modified as troubled debt restructurings during the year ended December 31, 2018 and then subsequently redefaulted in the year ended December 31, 2018.

The Credit Union has no commitments to loan additional funds to borrowers whose loans have been modified.

### **NOTE I - PREMISES AND EQUIPMENT**

Premises and equipment at December 31 is summarized as follows:

	<u>2018</u>	<u>2017</u>
Land and Improvements Building and Improvements Furniture, Fixtures and Equipment Total Premises and Equipment	\$ 988,992 6,306,877 1,140,658 8,436,527	\$ 988,992 6,151,538 1,074,430 8,214,960
Less: Accumulated Depreciation	(3,391,681)	(3,050,398)
Premises and Equipment, Net	<u>\$ 5,044,846</u>	\$ 5,164,562

Depreciation expense for the years ended December 31, 2018 and 2017 amounted to \$341,283 and \$314,476, respectively.

### **NOTE J - FORECLOSED ASSETS**

The balances of real estate acquired through foreclosure (foreclosed assets) are stated separately on the statement of financial condition. At December 31, 2018 and 2017, the Credit Union had foreclosed assets with gross balances of \$359,854 and \$1,007,974, respectively, which approximated their estimated net realizable values.

#### NOTE K - LINE OF CREDIT

The Credit Union maintains a line of credit with Corporate One Credit Union, Inc. The line of credit provides for short-term borrowings up to \$5,000,000. Interest accrues on the unpaid balance of the principal until paid. The line of credit is renewable semi-annually with interest charged at prevailing rates. The line is collateralized by substantially all of the Credit Union's assets.

There was no outstanding loan balance as of December 31, 2018 and 2017.

There was interest expense on borrowed funds as of December 31, 2018 and 2017 in the amount of \$5,322 and \$48, respectively.

### NOTE L - MEMBERS' SHARE AND SAVINGS ACCOUNTS

Members' share and savings accounts at December 31 are summarized as follows:

		Weighted Average		Weighted Average
	<u>2018</u>	<u>Rates</u>	<u>2017</u>	Rates
Share Drafts	\$ 23,494,018	.02%	\$ 24,207,896	.00%
Share Accounts	53,736,852	.16%	51,004,245	.16%
IRA and Share Certificates	23,718,070	1.25%	24,146,207	1.01%
Money Market Shares	27,768,490	.85%	27,477,634	.58%
IRA Shares	5,359,299	.71%	5,918,775	.70%
	\$ 134,076,729		\$ 132,754,757	

The aggregate amount of members' share and savings accounts over the insured limit of \$250,000 at December 31, 2018 and 2017 is \$8,431,656 and \$8,973,141, respectively.

A summary of IRA and share certificates by interest rate at December 31 is as follows:

	<u>2018</u>	<u>2017</u>
0.09% - 0.99%	\$ 3,999,140	\$ 15,035,363
1.00% - 1.49%	9,988,359	6,029,324
1.50% - 1.99%	3,073,953	1,445,280
2.00% - 2.49%	3,533,019	1,154,668
2.50% - 2.99%	2,650,873	481,572
3.00% - 3.49%	472,726	
	\$ 23,718,070	\$ 24,146,207

At December 31, 2018, scheduled maturities of IRA and share certificates are as follows:

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	2023 and thereafter
0.50% - 0.99%	\$ 3,246,555	\$ 654,690	\$ 97,895	\$ -	\$ -
1.00% - 1.49%	8,820,553	582,586	242,556	342,664	-
1.50% - 1.99%	1,281,626	1,103,459	604,293	84,575	-
2.00% - 2.49%	1,637,838	634,715	82,550	845,035	332,881
2.50% - 2.99%	51,211	2,323,429	154,665	5,687	115,881
3.00% - 3.49%		53,138			419,588
	<u>\$ 15,037,783</u>	<u>\$ 5,352,017</u>	<u>\$ 1,181,959</u>	<u>\$ 1,277,961</u>	<u>\$ 868,350</u>

At December 31, 2017, scheduled maturities of IRA and share certificates are as follows:

	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	2022 and thereafter
0.09% - 0.99%	\$ 13,255,203	\$ 992,064	\$ 690,697	\$ 97,399	\$ -
1.00% - 1.49%	2,549,077	2,482,229	390,455	234,351	373,212
1.50% - 1.99%	474,566	82,443	334,627	498,015	55,629
2.00% - 2.49%	320,276	96,109	36,183	-	702,100
2.50% - 2.99%			326,042	150,497	5,033
	\$ 16,599,122	\$ 3,652,845	\$ 1,778,004	\$ 980,262	\$ 1,135,974

Dividend expense on members' share and savings accounts at December 31 is summarized as follows:

	<u>2018</u>	<u>2017</u>
Share Certificates	\$ 195,310	\$ 171,029
IRA Shares	39,951	38,923
IRA Certificates	104,409	85,932
Money Market Shares	235,358	166,899
Share Accounts	89,413	83,786
	\$ 664,441	\$ 546,569

### **NOTE M - RELATED PARTY TRANSACTIONS**

Virtually all officers, directors and employees of the Credit Union, including their immediate families, were loan customers during 2018 and 2017. Such loans were in the ordinary course of business at normal credit terms including interest rates and collateralization and do not represent more than a normal risk of collection. The terms of transactions including these accounts (e.g. interest rates charged and paid) are comparable to other members' accounts except discounts on loan rates to employees which are immaterial to the financial statements. The aggregate loans outstanding to these persons at December 31, 2018 and 2017 amounted to \$3,285,871 and \$3,073,002, respectively. Deposits from related parties at December 31, 2018 and 2017 amounted to \$2,898,051 and \$2,893,295, respectively.

### **NOTE N - RETIREMENT PLANS**

The Credit Union adopted an IRC 401(k) profit sharing plan for substantially all eligible employees as of January 1, 1997. The Credit Union matches a percentage of the employees' deferrals under the 401(k) provision of the plan. Effective January 1, 2006, the plan was amended to allow the Board to determine the amount of the employer base contribution (if any) that will be made each year for participants employed by the Credit Union at year end. For the years ended December 31 the Credit Union contributed the following amounts:

	<u>2018</u>	<u>2017</u>
401(k) match	<u>\$ 75,625</u>	<u>\$ 70,635</u>
Discretionary profit sharing contribution	<u>\$ 37,293</u>	<u>\$ 30,469</u>

#### **NOTE O - LEGAL CONTINGENCIES**

The Credit Union is a party to various legal actions normally associated with financial institutions, the aggregate effect of which, in the opinion of management and legal counsel, would not be material to the financial condition or results of operations of the Credit Union.

The Credit Union was a party to a lawsuit regarding the termination of a Master Network Services Agreement in the United States District Court for the District of Minnesota. The Plaintiff sought to recover a termination fee of \$343,913 plus interest at 1.5% per month in addition to a \$7,500 de-conversion fee. The Plaintiff also sought to recover its attorneys' fees and costs, in addition to its breach of contract damages. On February 12, 2018, the Plaintiff offered to settle the case for \$358,412, which represents removing a \$7,500 de-conversion fee and attorneys' fees to date. Through mediation the Credit Union signed a settlement on March 9, 2018 agreeing to pay the Plaintiff the sum of \$180,000. The sum was paid in three equal payments of \$60,000.

The Credit Union was a party to a lawsuit regarding a credit reporting complaint in the United States District Court, The Eastern District of Kentucky. The Credit Union has settled the lawsuit for \$99,000 which will be paid by the Credit Union's financial institution bond.

### NOTE P - OFF-BALANCE-SHEET ACTIVITIES

### Geographical Concentration of Credit Risk

The Credit Union maintains four offices in the Greater Cincinnati area. The Credit Union is dependent upon the economy in the area.

### Financial Instruments with Off-Balance-Sheet Risk

The Credit Union is a party to conditional commitments to lend funds in the normal course of business to meet the financing needs of its members. These commitments represent financial instruments to extend credit which include lines of credit, credit cards and home equity lines that involve, to varying degrees, elements of credit and interest rate risk in excess of the amount recognized in the financial statements.

The Credit Union's exposure to credit loss is represented by the contractual notional amount of these instruments. The Credit Union uses the same credit policies in making commitments as it does for loans recorded in the financial statements.

Unless otherwise noted, the Credit Union does not require collateral or other security to support financial instruments with credit risk.

The following financial instruments were outstanding whose contract amounts represent credit risk at December 31:

	2018				
	Variable	Fixed Rate	<u>Total</u>		
Lines of Credit	\$ 2,408,730	\$ 1,398,905	\$ 3,807,635		
CBS Open-Ended Loans	-	1,363,947	1,363,947		
Credit Cards		12,774,801	12,774,801		
	\$ 2,408,730	<u>\$ 15,537,653</u>	<u>\$ 17,946,383</u>		
		2017			
	<u>Variable</u>	Fixed Rate	<u>Total</u>		
Lines of Credit	\$ 2,407,569	\$ 690,639	\$ 3,098,208		
CBS Open-Ended Loans	-	623,806	623,806		
Credit Cards		12,457,483	12,457,483		
	\$ 2,407,569	<u>\$ 13,771,928</u>	<u>\$ 16,179,497</u>		

The annual percentage rate for credit cards can change upon a thirty-day notice to the membership but is considered a fixed rate of interest.

Commitments to extend credit are agreements to lend to a member as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Credit Union evaluates each member's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Credit Union upon extension of credit, is based on management's credit evaluation of the counter party. Collateral held generally consists of certificates of deposit, share accounts, automobiles and real estate.

Unfunded commitments under lines-of-credit, revolving credit lines and overdraft protection agreements are commitments for possible future extensions of credit to existing members. These lines-of-credit are uncollateralized and usually do not contain a specified maturity date and may not be drawn upon to the total extent to which the Credit Union is committed.

### Financial Instruments with Concentrations of Credit Risk

The Credit Union has approximately 550 sponsor groups. Most of the Credit Union's business activity is with its members and their immediate families. Membership is open to all residents of Hamilton, Butler, Clermont, and Warren Counties in Ohio. The total loans outstanding to those members at December 31, 2018 and 2017 are listed on the statement of financial condition. The Credit Union's policy for requiring collateral is dependent upon the type of loan requested. Adequate collateral is required for all vehicles, share secured, home equity, first mortgage or other collateralized loan requests.

### Cash and Investments in Excess of Insured Limits

At December 31, 2018 and 2017, deposits at a Corporate Credit Union totaled \$1,278,184 and \$2,609,690, respectively, per the Corporate Credit Union's records. Funds are insured up to \$250,000 except the capital accounts which are uninsured. At December 31, 2018 and 2017, the Credit Union had funds on deposit at a Corporate Credit Union in excess of insured limits in the amount of \$1,185,196 and \$2,359,690, respectively, which includes the Perpetual Capital Contributed in the amount of \$1,185,196.

At December 31, 2018 and 2017, deposits in a financial institution exceeding the insured limit totaled \$134,815 and \$134,806, respectively, per the financial institution's records.

### **NOTE Q - REGULATORY CAPITAL**

The Credit Union is subject to various regulatory capital requirements. Failure to meet minimum capital requirements can initiate certain mandatory and possibly additional discretionary actions by regulators that, if undertaken, could have a direct material effect on the Credit Union's financial statements. Under capital adequacy regulations and the regulatory framework for prompt corrective action, the Credit Union must meet specific capital regulations that involve quantitative measures of the Credit Union's assets, liabilities and certain off-balance-sheet items as calculated under generally accepted accounting principles. The Credit Union's capital amounts and net worth classification are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Credit Union to maintain minimum amounts and ratios (set forth in the table below) of net worth (as defined in the regulations) to total assets (as defined). Credit unions are also required to calculate a Risk-Based Net Worth (RBNW) Requirement which establishes whether or not the Credit Union will be considered "complex" under the regulatory framework. The minimum ratio to be considered complex under the regulatory framework is 6%. Management believes, as of December 31, 2018 and 2017, that the Credit Union meets all capital adequacy requirements to which it is subjected.

As of December 31, 2018, the Credit Union is categorized as "well capitalized" under the regulatory framework for prompt corrective action. To be categorized as "well capitalized", the Credit Union must maintain a minimum net worth ratio of 7% of assets and meet any applicable RBNW Requirement. There are no conditions or events since the calculation date that management believes have changed the Credit Union's category.

The Credit Union's actual capital amounts and ratios at December 31, 2018 and 2017 are also presented in the table below:

		To be Adeq Capitalized un	. •	To be Well Ca under the Pr	-
		Prompt Corr	rective	Corrective A	Action
	Actual	Action Prov	isions	Provisio	ns
	Amount Ratio	<u>Amount</u>	<u>Ratio</u>	<u>Amount</u>	<u>Ratio</u>
December 31, 2018	\$15,848,751 10.49%	≥\$9,066,902	≥6.0%	≥\$10,578,052	≥7.0%
December 31, 2017	\$15,450,721 10.36%	≥\$8,949,377	≥6.0%	≥\$10,440,940	≥7.0%

#### **NOTE R - FAIR VALUE MEASUREMENTS**

FASB ASC 820, *Fair Value Measurements*, provides framework for measuring fair value that requires an entity to determine fair value based on exit price in the principal market for the asset or liability being measured. Fair value is defined as the exchange price that would be received on the measurement date to sell an asset or the price paid to transfer a liability in the principal or most advantageous market available to the entity in an orderly transaction between market participants. The guidance also establishes a three-level fair value hierarchy that describes the inputs that are used to measure assets and liabilities.

- Level 1 asset and liability fair values are based on quoted prices in active markets for identical assets and liabilities.
- Level 2 asset and liability fair values are based on observable inputs that include: quoted market prices for similar assets or liabilities; quoted market prices that are not in an active market; or other inputs that are observable in the market and can be corroborated by observable market data for substantially the full term of the assets and or liabilities.
- Level 3 assets and liabilities are financial instruments whose value is calculated by the use of pricing models and/or discounted cash flow methodologies, as well as financial instruments for which the determination of fair value requires significant management judgment or estimation.

Fair values of assets and liabilities measured on a recurring basis are as follows:

	Fair V	Fair Value Measurements at December 31, 2018:				
	Fair <u>Value</u>	Level 1	Level 2	Level 3		
Time deposits	\$ 20,281,947	\$ -	\$ 20,281,947	\$ -		
Securities held-to- maturity	28,447,100	28,447,100	-	-		
Securities available- for-sale	101,865	101,865	-	-		
Other investments	3,671,168	-	3,226,504	444,664		

	Fair V	Fair Value Measurements at December 31, 2017:				
	Fair <u>Value</u>	Level 1	Level 2	Level 3		
Time deposits	\$ 22,569,065	\$ -	\$ 22,569,065	\$ -		
Securities held-to- maturity	25,692,746	25,692,746	-	-		
Securities available- for-sale	102,820	102,820	-	-		
Other investments	3,493,647	-	3,053,780	439,867		
Fair value measurements using significant unobservable inputs (Level 3):						
December 31, 2016 Reinvested interest inco Equity Payment receive	\$ 380,691 61,505 (2,329)					
December 31, 2017 Reinvested interest inco Equity issued	ome included in ea	arnings		439,867 2,837 1,960		
December 31, 2018				<u>\$ 444,664</u>		

### NOTE S - FAIR VALUE OF FINANCIAL INSTRUMENTS

In accordance with the disclosure requirements of FASB ASC 825, *Financial Instruments*, the estimated fair values of the Credit Union's financial instruments, none of which are held for trading purposes, are as follows:

	2018		2017	
	Carrying	Fair	Carrying	Fair
	<u>Amount</u>	<u>Value</u>	<u>Amount</u>	<u>Value</u>
Financial Assets Cash and cash equivalents	\$ 2,565,771	\$ 2,565,771	\$ 3,807,415	\$ 3,807,415
Deposits at a corporate	4.07.406	4 40 - 40 6	4.07.406	1 10 7 10 6
credit union	1,185,196	1,185,196	1,185,196	1,185,196
Time deposits	20,281,947	20,281,947	22,569,065	22,569,065
Securities held-to-maturity	28,738,598	28,447,100	25,993,900	25,692,746
Securities available-for-sale	101,865	101,865	102,820	102,820
Other investments	3,671,168	3,671,168	3,493,647	3,493,647
Loans to members net,				
of allowance for loan losses	85,671,672	85,671,672	82,309,106	82,309,106
Accrued interest receivable	523,619	523,619	461,182	461,182
Foreclosed assets	359,854	359,854	1,007,974	1,007,974
Financial Liabilities Members' share and savings accounts	\$134,076,729	\$134,076,729	\$132,754,757	\$132,754,757
Unrecognized Financial Instrume Commitments to extend credit	nts \$ -	\$ 17,946,383	\$ -	\$ 16,179,497

The carrying amounts in the preceding table are included in the statement of financial condition under the applicable captions. The contract or notional amounts of the Credit Union's financial instruments with off-balance-sheet risk are disclosed in Note P.

The following methods and assumptions were used to estimate the fair value of each class of financial instruments:

- Cash and Cash Equivalents: The carrying amounts reported in the statement of financial condition for cash and cash equivalents approximate those assets' fair values.
- Deposits at a Corporate Credit Union: The carrying amounts reported in the statement of financial condition for deposits at a corporate credit union approximate those assets' fair values.
- *Time Deposits:* The carrying amounts reported in the statement of financial condition for time deposits approximate those assets' fair values.
- Securities Held-to-Maturity: Fair values of securities are usually based on quoted market prices. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities.
- Securities Available-for-Sale: Fair values of securities are usually based on quoted market prices. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities.
- Other Investments: The carrying amounts reported in the statement of financial condition for other investments approximate those assets' fair values.
- Loans to Members: Fair value has not been discounted for future cash flows expected to be received for a loan or group of loans using current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining maturities. This method considers interest rate changes and credit risk changes within the discount rate chosen.
- *Impaired Loans*: The carrying amounts of impaired loans is the lower of the recorded investment in the loan or fair value.
- Accrued Interest Receivable: The carrying amounts reported in the statement of financial condition for accrued interest receivable approximate those assets' fair values.
- Foreclosed Assets: The carrying amounts of foreclosed assets is recorded at the net realizable value.

- Members' Share and Savings Deposits: The fair value of share drafts, regular savings and money market accounts is the amount payable on demand at the reporting date. The fair value of individual retirement accounts and certificates of deposit has not been discounted for future cash flows using the market rates offered as of December 31 for similar deposits with the same remaining maturities.
- Commitments to Extend Credit: The estimated fair value of the commitments to extend credit represents the potential unfunded commitments under such lines-of-credit.

The Credit Union has no financial instruments that are held or issued for trading purposes.