

Credit Committee Report on Lending Activity

☆ Annual Meeting ☆ March 31, 2019 ☆ Report on Activities for 2018 ☆

Credit Committee: Ron Ehrenreich, Lanny Freshman, Kip Hargrave, Simon Morrin, Jonathan Trier

Committee Alternates: Carolina Arango-Vargas (resigned July 2018), Chelsea Colón, Tiffany Lloyd, Christina Sauve, Meagan Weatherby

Three or more members of the Credit Committee meet to review loans that loan officers do not have the authority to approve.

Lending Staff: Greg Knipe, Susan Hamilton, Chris Barkley, John Catera, Claudia Demmler, Carolyn Evans-Dean, Carlos García

1 Lending Activity: The credit union originated 511 new loans last year for a total of \$6,268,861.* The credit union denied 63 loans (this includes counteroffers that were not accepted by member), and 373 were withdrawn or cancelled (incomplete, reapplied for different amount or type, found other financing).

2 Real Estate & Business Lending:

	2018 Originated # of Loans*	2018 Originated \$ amt of Loans*	Outstanding # of Loans	Outstanding \$ amt of Loans
Homeownership	42	\$3,266,237	264	\$13,362,083
Personal	448	\$2,480,714	1,759	\$ 4,694,195
Small Business	21	\$ 521,910	136	\$ 3,624,941
NCUA Commercial Loans **	2	\$ 20,400	12	\$ 739,011

*NOTE: 2018 FIGURES DO NOT INCLUDE DRAWS IN 2018 ON LINES OF CREDIT & HOME EQUITY LINES OF CREDIT ORIGINATED IN PRIOR YEARS.

**NOTE: NCUA COMMERCIAL LOANS ARE LOANS WHICH MEET NCUA GUIDELINES FOR REPORTING: WITH A COMMERCIAL PURPOSE WHERE THE LOAN IS OVER \$50,000, OR WHERE THE AGGREGATE LOANS TO ANY ONE BORROWER IS GREATER THAN \$50,000, AND EXCLUDES EXEMPT LOANS (GUARANTEED OR SECURED BY A PERSONAL VEHICLE, 1-4 FAMILY RESIDENTIAL PROPERTY OR SHARES OF THE BORROWER).

3 Delinquent Loans:

Delinquency at Year End	Number of Loans	Amount of Loans
Loans 2 to 6 Months Delinquent	74	\$994,114
Loans 6 to 12 Months Delinquent	22	\$408,036
Loans 12 Months & Over Delinquent	17	\$322,508
Total Delinquent Loans	113	\$1,724,658

4 Charge Offs: 78 loans were charged off last year for \$255,565 and \$23,592 was recovered on charged off loans. Though charged off, collection efforts will continue unless prohibited by law.

5 Total Loans: The credit union had a total of 2,159 loans at year end for a sum of \$21,681,219.

Total Loan Key Ratios at Year End	
Loans to Member Shares	109.3 %
Loans to Shares & Nonmember Deposits	92.5 %

6 Loans to Officials: The total number of outstanding loans to credit union officials (members on the board, supervisory or credit committees) and senior executive staff is 41 for a dollar value of \$382,468.