



Cooperative Federal

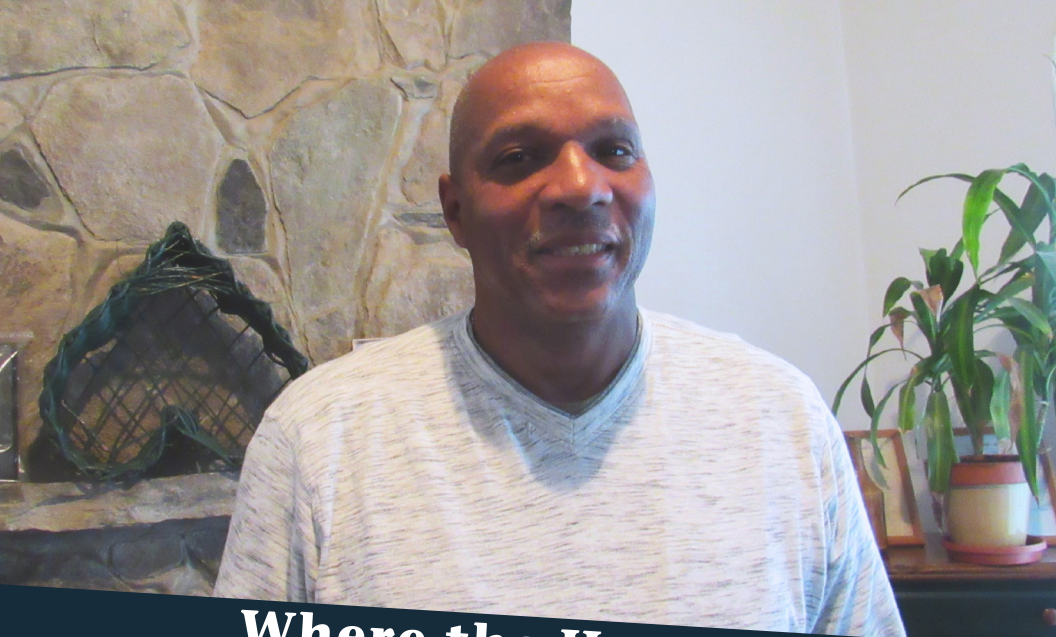
Syracuse's community development credit union



2017

ANNUAL REPORT





Where the Heart Is

Bobby's only son was getting married in Las Vegas and he feared he wouldn't be able to make it to the wedding. How could he spend money on this trip when he and his partner, Joanna, were struggling to pay back the taxes on their home? The tax bills began to pile up once Bobby lost his job and was on disability. "It was kind of a struggle," Joanna explained; "we hung on as long as we could." Circumstances did improve, but the taxes still loomed. Finally, a person from the local tax department suggested she try Cooperative Federal.

Once Bobby and Joanna began working with Coop Fed, they called it "a piece of cake." They applied for a second mortgage to cover the cost of the back taxes and were approved. Now with a more manageable monthly payment, they were able to travel to their son's wedding. They still live in their home, the windows lined with plants grown by Joanna and a large stone fireplace laid out by Bobby. The couple points to a photo in the living room and Bobby says, "That's my son." Joanna nods happily and then Bobby takes out his phone and proudly shuffles through more and more photos.



48

**HOME LOANS
OPENED IN 2017**
\$3,094,687

50% loaned to first-time homebuyers

14% loaned to prevent foreclosure



Going Places

Have you ever felt like you just can't break through a barrier, like the system is rigged against you? That's exactly how it feels for many people trying to begin careers at our region's manufacturing plants: the majority have limited access by public transit, if any. Cab rides are expensive. Car pooling isn't always reliable, and biking isn't feasible for those who live miles away. So if you don't have a vehicle, you can't take the job – no matter how hard you've worked to land it, or how badly your family needs the income. And of course, if you don't have a job yet, how can you get a loan to buy a car?

Work Train, CenterState CEO's workforce development program, partnered with Coop Fed to pilot a solution to that conundrum. Our Workforce Car Buyer Program helps manufacturing trainees by pairing financial education with auto loans, guiding people through the process of finding and financing a reliable car before their first day of work. Gordon, pictured above, was part of the first cohort to complete the program, landing a good job, a fair loan, and a quality car he can count on. Through collaboration and creativity, we'll keep finding ways to move the needle on poverty in Syracuse.



522

**PERSONAL LOANS
& CREDIT LINES
OPENED IN 2017**
\$2,162,745

48% loaned to members with no or low credit

1,040 members used credit lines and credit cards



A Business that Gives Back

From a young age, Jay [center] wanted the freedom that comes with owning his own company. Those early years were filled with all the restraints that come with the foster care system, dropping out of school, and eventually serving time in prison. Now, years later, his old friends from the neighborhood call him for jobs. For the last nine years, Jay has toured as a successful comedian and motivational speaker. His company, J Real Entertainment, produces concerts and events and makes an effort to give back to the community.

When he lost profits after a show didn't draw in the crowd he was expecting, he took advice from his business mentors at Up Start and reached out to Coop Fed for a business loan. "I'm from Syracuse," Jay explains, "I said let me pick [a financial institution] that's grassroots, that coincides with the community." He calls the whole experience "humbling" and has a better understanding of the resources he can access: "It feels good that there's people who will come to bat for business owners like me." What does the future hold? Jay says, "I'm going to make sure the community gets rich. Everything is recycled."



23

**SMALL & MICRO
BUSINESS LOANS
OPENED IN 2017**

\$725,440

53% loaned to minority/
woman owned
businesses

101 jobs supported



Judgement Free Guidance

One morning, a young couple stopped in at Nottingham High's student credit union. They wanted to open a savings account – jointly. “We had a real conversation with [the students] about the pros and cons, even though we clearly didn't think that it was a good idea,” recalls Wendy Ramsay of REACH CNY. “They did end up opening the joint account, but they closed it the next week – decided it was not a good idea after all.”

Teens in our community need not only financial guidance, but support dealing with reproductive health and relationships. Coop Fed is teaming up with REACH CNY to bridge those gaps through our In-School CU branches, organized around a common principle: critical thinking about personal goals is the key to savvy decisions. “If they don't ever think about their goals, if they're just living day to day trying to make it, they're less likely to think long term,” says Ramsay, explaining how they coach teens to think about where they want to go in life and then work backwards. “When we go into classes to teach sex ed, we are just there for one class period. Being in the branches allows us to have private, individual conversations. Either way, we work to engage students in a non-judgmental way, so they can be honest about their experiences and make educated choices.”



926

**EDUCATION &
COUNSELING
CLIENTS IN 2017**

Adults + Youth + Businesses

67 teens and children
opened accounts

70 matched savings
accounts opened

Message from the Board of Directors

In 2017, Cooperative Federal reached a remarkable milestone. Celebrating 35 years of service to the Syracuse community for economic and social justice, finance for the people, and community wealth building is a tremendous success and a clear indicator of the value of our institution. I offer my continuing appreciation to the current and past staff, management, and Board and committee members who have come before me, and served beside me, on this journey.

As always, the Board would like to share with our member-owners a thank you for your patronage and participation – and your continued positive outlook on operations, profitability, and community relations as we look forward to continuing to serve through our mission-oriented approach. We welcome members to stay connected with Coop Fed on Facebook, or to contact the entire Board at board@coopfed.org.

- Frank Cetera, Board President

**View the complete Board Report,
and more Governance Reports,
at www.CoopFed.org/AnnualReport2017.**

Thank You to Our Supporters!

ACMG FCU • Allyn Foundation • Alloya Corp. CU • AmeriCU • Alternatives FCU • Assets for Independence • Avalon Document Services • BALANCE / US HUD • CA\$H Coalition CNY • CenterState CEO Economic Inclusion • CDFI Fund • CNY Community Foundation • Countryside FCU • CUNA Mutual • Empire State Development • Empower FCU • Enterprise Car Sales • Federal Home Loan Bank NY • Focal Point FCU • Genesee Co-op FCU • Gifford Foundation • Harmony Architectural Assoc. • Home HeadQuarters • Housing Visions • Hueber Breuer • Immediate Mailing Services • LeMoyne College • McKenzie Hughes • National Federation of CDCUs • NCUA Office of Small CU Initiatives • NeighborWorks • NY Credit Union Assn. • Onondaga County Development Corp. • Onondaga Community College • Onondaga SBDC • Owners Choice • Plymouth Congregational Church • REACH CNY • Refugee and Immigrant Self Empowerment / US ORR • ROC USA • Satter Law Firm • ShareNet ATM • Summit FCU • Syracuse City School District • Syracuse Dept. of Neighborhood & Bus. Dev. / US CDBG • Syracuse Economic Development Corp. • Syracuse Housing Authority • Syracuse Community Connections • Syracuse Peace Council • Three Dog Consulting • University Hill • The Wladis Co. • Upstate Minority Economic Alliance • Westcott Community Center • **GALA SILENT AUCTION:** AE Originals • Alto Cinco • Better Brittle • Dutch Hill Maple Farm • Harland Clarke • Image Solutions Salon • J Luxe Salon • Laci's Tapas Bar • Marie Summerwood • Mary Giehl • Maziuk & Co. • Mello Velo • Middle Ages Brewery • Open Hand Theater • Pure Salon • Rosamond Gifford Zoo • Salt City Coffee • Spa at 500 • Syracuse Cooperative Market • Syracuse Cultural Workers • University Chiropractic & Natural Healing

Message from the Treasurer

When Coop Fed first opened its doors, we were a volunteer-run shop straining under the weight of lofty ambitions. Thirty five years later, it's astounding how far we've come. We have 4 offices, 3 in-school branches, 24 employees, and 4,545 member households, businesses and organizations. We have continually raised the bar for community finance, deploying \$143 million in loans and ranking in the 97th percentile for community impact.*

Doing this heavy lifting in a city struggling against extreme poverty comes with a hearty share of challenges. In 2017 Coop Fed successfully focused on remaining Well Capitalized, ensuring that we can withstand difficult times and pursue opportunities. At the same time, we spent the year investing in our internal capacity and boldly advancing our mission. Those investments took a toll on our bottom line, leading to our fourth-ever annual net loss.

As always, we are resilient. The new year is brimming with opportunity, and Coop Fed is leaning in to plans for generating more revenue, growing more sustainably, and bringing more friendly, equitable, and transformative financial services to the people of Syracuse. Please join us.

- Ron Ehrenreich, Treasurer & CEO

Income Statement	12/31/2017	12/31/2016
Interest Income	\$ 1,197,494	\$ 1,111,162
Provision for Loan Loss	\$ (161,269)	\$ (16,611)
Grants & Contracts	\$ 229,241	\$ 184,937
Other Income	\$ 525,923	\$ 491,890
TOTAL REVENUES	\$ 1,791,389	\$ 1,771,378
Interest Expense	\$ 93,492	\$ 73,203
Operating Expense	\$ 1,788,845	\$ 1,664,656
TOTAL EXPENSES	\$ 1,882,337	\$ 1,737,859
Net Income	\$ (90,948)	\$ 33,519
Balance Sheet	12/31/2017	12/31/2016
Loans	\$ 21,768,343	\$ 20,701,976
Investments & NCUSIF	\$ 508,958	\$ 492,253
Cash	\$ 2,686,723	\$ 1,689,396
Other Assets	\$ 1,534,806	\$ 1,525,944
TOTAL ASSETS	\$ 26,498,830	\$ 24,409,569
Liabilities	\$ 974,705	\$ 1,012,679
Member Shares	\$ 18,447,815	\$ 16,684,717
Nonmember Deposits	\$ 5,136,644	\$ 5,087,967
Total Liabilities & Shares	\$ 24,559,164	\$ 22,785,363
Secondary Capital	\$ 976,575	\$ 570,222
Equity	\$ 963,091	\$ 1,053,984
Total Net Worth	\$ 1,939,666	\$ 1,624,206
TOTAL LIAB, SHARES & EQUITY	\$ 26,498,830	\$ 24,409,569

KEY RATIOS

Net Worth
7.31%

Net Charge
Offs
0.55%

Return on
Assets
-0.36%

Loans to Assets
82.15%

Loan
Delinquency
6.66%

Loans to
Member Shares
118%

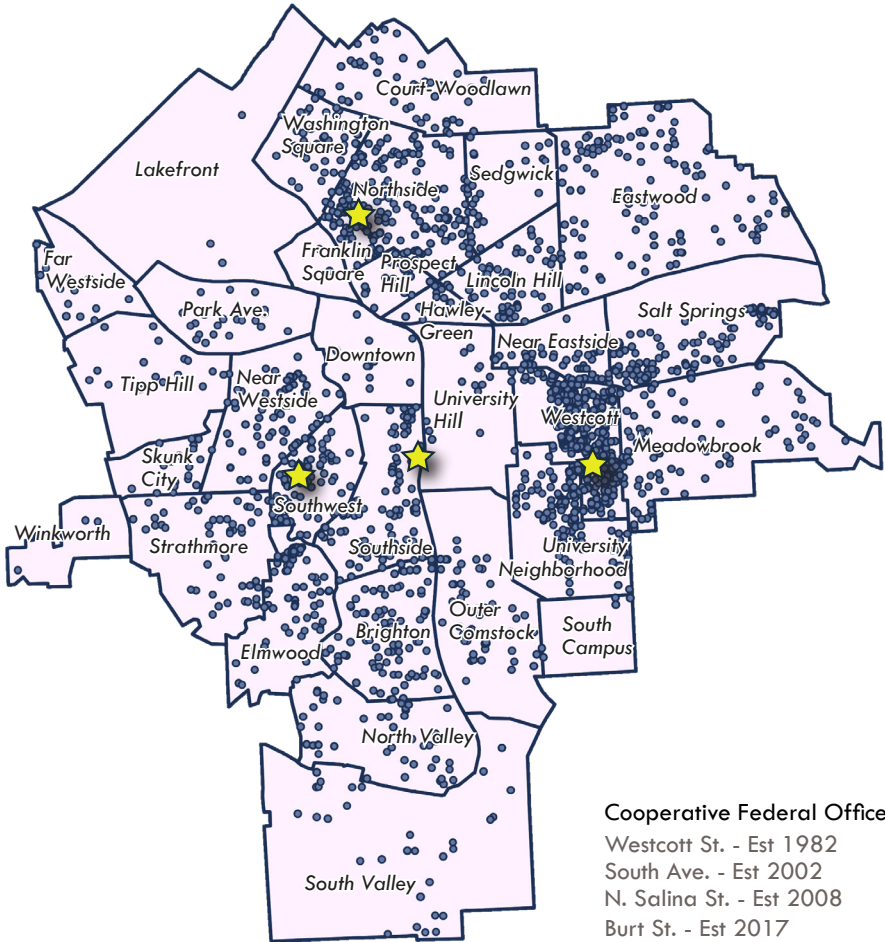
New Members **558**

*Among certified Community Development Financial Institutions in our CU peer group, according to the National Federation of Community Development Credit Unions (2017).

Everyone's Credit Union

Everyone deserves to feel in control of their money. You need more than just a bank – you need a partner you can trust. That's why Cooperative Federal offers personalized guidance and banking services to help our members thrive.

Cooperative Federal was founded on the east side, but today our members come from every neighborhood and all walks of life. Our membership is more economically, racially, and ethnically diverse than the city overall – and we know that together we are stronger.



Federally
insured by
NCUA



Cooperative Federal
Syracuse's community development credit union

