

# Credit Committee Report on Lending Activity

☆ Annual Meeting ☆ March 25, 2018 ☆ Report on Activities for 2017 ☆

**Credit Committee:** Ron Ehrenreich, Sam Eschenbrenner, Lanny Freshman, Kip Hargrave, Simon Morrin

**Committee Alternates:** Carolina Arango-Vargas, Tiffany Lloyd, Homer T-Davis, Christina Sauve, Meagan Weatherby  
 Three or more members of the Credit Committee meet weekly to review loans that loan officers do not have the authority to approve.

**Lending Staff:** Susan Hamilton, Greg Knipe, Chris Barkley, Carlos García, Carolyn Evans-Dean

**1 Lending Activity:** The credit union originated 593 new loans last year for a total of \$5,982,872.\* The credit union denied 16 loans (this includes counteroffers that were not accepted by member), and 73 were withdrawn or cancelled (incomplete, reapplied for different amount or type, found other financing).

## 2 Real Estate & Business Lending:

	2017 Originated # of Loans*	2017 Originated \$ amt of Loans*	Outstanding # of Loans	Outstanding \$ amt of Loans
Homeownership	48	\$3,094,687	300	\$13,789,668
Personal	522	\$2,162,745	1,709	\$ 4,265,392
Small Business	23	\$ 725,440	158	\$ 3,713,283
NCUA Commercial Loans **	1	\$ 58,000	6	\$ 536,348

\*NOTE: 2017 FIGURES DO NOT INCLUDE DRAWS IN 2017 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	77	\$620,301
Loans 6 to 12 Months Delinquent	32	\$292,231
Loans 12 Months & Over Delinquent	18	\$537,949
<b>Total Delinquent Loans</b>	<b>127</b>	<b>\$1,450,481</b>

**4 Charge Offs:** 50 loans were charged off last year for \$140,908 and \$24,456 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 2,167 loans at year end for a sum of \$21,768,343.

Total Loan Key Ratios at Year End	
Loans to Member Shares	118.0 %
Loans to Shares & Nonmember Deposits	92.3 %

**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 48 for a dollar value of \$462,917.