



Santa Ana

Federal Credit Union

—2015—
ANNUAL REPORT

PRESIDENT & CHAIRMAN'S REPORT

We are proud to be celebrating our 65th Anniversary. In the past 65 years, SAFCU has seen many changes, but we never forget where we began. SAFCU was created by City Employees, and even with our charter expansion in 2003 to serve the underserved, the City Employees of Santa Ana remain our largest SEG. During 2015 there was growth in Assets of nearly 1.0%, ending the year at \$63M. We closed the books in 2015 as a "Well Capitalized" Credit Union and funded more than \$9.7M new loans (\$391K more than 2014). Member confidence has increased and we expect lending to be even stronger in 2016 as SAFCU is experiencing 12% increased loan growth as of August 2016.

Looking back, 2015 was a whirlwind year. SAFCU continued to focus on deepening relationships with existing Members and striving to improve the level of service we provide.

We are very proud of our efforts to support our local communities. Some highlights of 2015:

- Sponsored the SAPOA Widows and Orphans Poker Tournament
- Sponsored the Boys and Girls Club of Santa Ana Annual Leadership Breakfast
- Sponsored the SOMOS event on Main Street Santa Ana - attending and supplying water for the water station
- Sponsored the Orange County Flag event - attending and supplying water for event
- Sponsored the KidSingers Children's Choir Organization of Santa Ana
- Provided financial workshops at the Boys and Girls Club of Santa Ana
- Contributed to the Richard M. Johnson Foundation - CCUL
- Contributed to the Shapiro Advisory Group - CCUL
- Volunteered at Santa Ana College "Bite of Reality" Event with other local credit unions

SAFCU offered several new products and services in 2015:

- Implemented Mobile Banking and Remote Deposit Capture
- Replaced ATMs at City Hall and Police Department - EMV-Chip ready
- Implemented EMV-Chipped Credit Cards
- Brought back Coffee and Cookies on Fridays for Members

- Introduced SAFCU's Twitter and Instagram to the Membership
- Implemented ID Protection for all our Secured Checking Accounts

Behind the scenes we "spruced" up the branch to enhance the working environment for the Team and Volunteers:

- Replaced kitchen cabinets and flooring
- Replaced the carpeting throughout the branch
- Created some privacy for the Members and Team by adding cubicles in the back of branch
- Landscaped and painted the outside of the branch giving it a fresh look
- Enlarged our Boardroom, allowing the Board the convenience of meeting onsite
- Implemented remote meeting services for the Board/Volunteers

Looking forward to 2016/2017 we will continue to enhance the value of your Membership. We have several initiatives planned for the upcoming year:

- Centralization of our Loan operations to enhance the Member experience
- Implementation of EMV-Chipped Debit Cards
- Implementation of online Member Application
- Implementation of online "new and improved" Loan Application
- Implementation of "new and improved" Website
- Implementation of "new and improved" Home Banking (coming in early 2017)

In addition, we worked to improve efficiencies and reduce operating expenses throughout our organization. We carefully managed risks to avoid volatility that could harm financial performance and undermine future returns. Due to the hard work and dedication of our Team and Board of Directors, we ended the year with a net income of \$380,000 and a Net Worth Ratio considered well capitalized at 8.11%.

We wish to express our sincere appreciation to the entire Membership, our employees and our dedicated volunteers that serve on our Board of Directors and Supervisory/Miscellaneous committees. Your generous support of our financial cooperative truly allows us to make a real difference in the lives of those we serve.



A handwritten signature in black ink that reads "Jill C. Mahany".

Jill Mahany
President / CEO



A handwritten signature in black ink that reads "R. Steaffens".

Robert Steaffens
Chairman

STATEMENT OF FINANCIAL CONDITION

ASSETS	2015	2014
Net Loans Outstanding	\$31,671,094	\$29,747,244
Cash and Receivables	4,789,720	6,392,411
Investments	21,868,644	21,389,027
Fixed Assets	712,906	682,958
Other Assets	3,936,624	4,156,109
TOTAL ASSETS	\$62,978,988	\$62,367,749
LIABILITIES AND MEMBER EQUITY		
Member Shares and Certificates	\$57,517,023	\$57,507,918
Notes and Accounts Payable	63,336	42,212
Accrued Expenses and Other Liabilities	293,983	92,889
Regular Reserves	2,572,138	2,572,138
Undivided Earnings	2,532,508	2,152,592
TOTAL LIABILITIES AND MEMBER EQUITY	\$62,978,988	\$62,367,749

INCOME STATEMENT

INCOME	2015	2014
Interest on Loans	\$1,352,014	\$1,444,611
Interest on Investments	314,500	320,121
Other Income	904,989	730,289
TOTAL INCOME	\$2,571,503	\$2,495,021
EXPENSES		
Salaries and Benefits	\$795,067	\$868,856
Dividends	20,984	24,537
Office Occupancy	111,062	104,902
Office Operations	809,276	889,460
Loan Servicing	93,329	88,716
Conferences and Training	41,485	26,380
Education and Promotion	32,801	30,043
Operating Fees	11,403	11,270
Professional and Outside Services	175,855	118,102
Interest on Borrowed Funds	34	75
Provision for Loan Losses	4,098	70,259
Other Expenses	96,192	108,396
NCUSIF Corporate Stabilization / Assessment	0	0
TOTAL EXPENSES	\$2,191,586	\$2,340,996
NET INCOME / (LOSS)	\$379,917	\$154,025



800 W. Santa Ana Blvd., Santa Ana, CA 92701
714.834.1341 • 800.541.2546 • www.safcu.org

MISSION STATEMENT

To help Members achieve their financial dreams and goals.

BOARD OF DIRECTORS

Robert Steaffens, Chairman
Ray Comeau, Vice-Chairman
Robert Helton, Treasurer
Mark Kiss, Secretary
Barbara Peña, Director

ADDITIONAL VOLUNTEERS

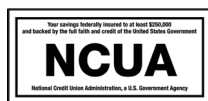
John Burk, Emeritus
Steve Chavez Lodge
Norma Castillo

SUPERVISORY COMMITTEE

Barbara Peña, Chairman
Steve Critchfield
Dr. Robert Swenson
Rose Ann Trujillo
Angi Christensen

MANAGEMENT TEAM

Jill Mahany, CEO
John Hendrix, VP of Finance / Back Office
Marisa Martinez, VP of Operations
Anthony Torres, Lending Manager



THIS CREDIT UNION IS FEDERALLY INSURED BY THE NATIONAL CREDIT UNION ADMINISTRATION.