



Santa Ana

Federal Credit Union

— 2018 —

ANNUAL REPORT

PRESIDENT & CHAIRMAN'S REPORT

We are proud to be celebrating our 68th Anniversary. The past 68 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 2018 there was growth in Assets of 2.7% ending the year at \$70.3M. We closed the books in 2018 being a "Well Capitalized" Credit Union and funded more than \$15.6M new loans (\$217K more than 2017). Member confidence continues to increase, and we expect lending to be as strong in 2019 as SAFCU is experiencing 8.9% increased loan growth as of August 2019.

Looking back over 2018, it was a whirlwind year. Santa Ana FCU 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 2018:

- Sponsored Lowell Elementary 5 th grade transportation to local museum.
- Sponsored the annual Widows and Orphans Poker Tournament for the SAPOA
- Contributed to the Richard M. Johnson Foundation - CCUL
- Contributed to the Shapiro Advisory Group - CCUL
- Attended the Delhi Center Zocalo Fiesta. Santa Ana FCU offered several new products and services in 2018.
- Increased our SAFCU volunteers with three new members
- Continued our annual survey and our daily branch/lending surveys - receiving over 95% on our Member service scores.

- Hired a new Operations/Lending Manager
- Upgraded our website to be ADA compliant

Looking forward to 2019 we will continue to enhance the value of your Membership. We have several initiatives planned for the upcoming year:

- Partnering with Catalyst with a new Student Loan Program
- Researching core processors
- Researching P2P providers
- Implement card controls for Member debit and credit cards.

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 \$731,843 and a Net Worth Ratio considered well capitalized at 9.75%.

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 "Robert Steaffens".

Robert Steaffens
Chairman

STATEMENT OF FINANCIAL CONDITION

ASSETS	2018	2017
Net Loans Outstanding	\$45,207,306	\$41,120,469
Cash and Receivables	4,722,814	4,284,576
Investments	15,601,121	18,328,776
Fixed Assets	599,263	707,536
Other Assets	4,140,845	3,994,961
TOTAL ASSETS	\$70,271,349	\$68,436,318
LIABILITIES AND MEMBER EQUITY		
Member Shares and Certificates	\$61,066,171	\$61,966,607
Notes and Accounts Payable	1,967,352	118,352
Accrued Expenses and Other Liabilities	384,472	229,849
Regular Reserves	2,572,138	2,572,138
Undivided Earnings	4,281,216	3,549,372
TOTAL LIABILITIES AND MEMBER EQUITY	\$70,271,349	\$68,436,318

INCOME STATEMENT

INCOME	2018	2017
Interest on Loans	\$1,762,788	\$1,560,727
Interest on Investments	347,743	354,705
Other Income	921,563	900,002
TOTAL INCOME	3,032,094	2,815,434
EXPENSES		
Salaries and Benefits	899,324	877,419
Dividends	53,781	23,894
Office Occupancy	110,564	111,860
Office Operations	811,308	791,745
Loan Servicing	96,132	106,233
Conferences and Training	50,308	43,233
Education and Promotion	24,769	21,384
Operating Fees	18,075	14,763
Professional and Outside Services	191,563	192,565
Interest on Borrowed Funds	13,017	899
Provision for Loan Losses	(14,666)	(41,178)
Other Expenses	95,850	143,456
NCUSIF Corporate Stabilization / Assessment	(49,774)	0
TOTAL EXPENSES	2,300,251	2,286,273
NET INCOME / (LOSS)	\$731,843	\$529,161



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
Mark Kiss, Treasurer
Barbara Peña, Secretary
Steve Salcido, Director

ADDITIONAL VOLUNTEERS

Robert Helton, Emeritus
John Burk, Emeritus
Vanessa Alonso-Gonzalez
Danny Rodriguez

SUPERVISORY COMMITTEE

Barbara Peña, Chairman
Dr. Robert Swenson
Angi Christensen
Sunny Pham
Alvaro Nuñez

MANAGEMENT TEAM

Jill Mahany, CEO
Marisa Lopez, COO
John Hendrix, VP of Finance / Real Estate

Federally Insured by

NCUA



California
CREDIT UNION LEAGUE

NEVADA
CREDIT UNION LEAGUE

This credit union is federally insured by the National Credit Union Administration.