

2018 Annual Meeting Minutes

The Annual Meeting of the Education First Credit Union, Inc. was held on March 20, 2018 at 5:30 pm at the Corporate Office, 501 W. Schrock Road, Westerville Ohio.

Attending the meeting were Chairperson Barbara Overholser, Vice Chairperson Robert Secrest (via conference call), Secretary Ezetta Murray, Treasurer Geno Moro, Henry Bland, Julie Didlick, and Irma Turner. Also present were President/CEO Mike Wettrich, Jerry Hawkins, Deb Olbrys, Jared Elsass, and Angie Freeman.

Chairperson Barbara Overholser called the business meeting to order and asked Secretary Ezetta Murray to declare a quorum, and a quorum was declared. Chairperson Barbara Overholser introduced the Education First Credit Union board members.

Chairperson Barbara Overholser requested that the members approve the agenda as printed in the 2018 Annual Meeting Agenda. Irma Turner made a motion to this effect, which was seconded by Geno Moro and was carried by a voice vote of the members present at the meeting.

Chairperson Barbara Overholser requested the minutes of the 2017 Annual Meeting be approved as printed without reading. Henry Bland made a motion to this effect, which was seconded by Irma Turner and was carried by a voice vote of the members present at the meeting.

Ezetta Murray, Chairperson of the Nominating Committee, introduced committee members Robert Secrest, and Henry Bland. Ezetta Murray reported Lillie and Company was retained to conduct secure balloting on behalf of Education First Credit Union. Education First Credit Union received certified results and Ms. Julie Didlick, Mr. Geno Moro, and Ms. Irma Turner were re-elected to 3-year terms.

Chairperson Barbara Overholser requested the reports of the Officers, CEO and the Committee reports be accepted as printed without reading. Henry Bland made a motion to this effect, which was seconded by Julie Didlick and was carried by a voice vote of the members present at the meeting.

No new business or old business was presented.

Julie Didlick announced and introduced the 2018 scholarship recipients:

- Joshua Mitchell – Worthington Christian School
- Kaleb Lee Parker – Worthington Kilbourne HS
- Tristan Rice – Granville HS
- Michael Wade – Ohio State University
- Zaire Wilson – Northland HS (Cols. City)

Chairperson Barbara Overholser recognized and awarded a certificate for milestone years of employment to:

- Kim DeRamus – 5 years
- Brianna Sharp – 5 years
- Jerry Hawkins – 15 years
- Charmaine Blue – 20 years
- Cheryl Schmitt – 20 years

Motion: A motion to adjourn at 5:55 pm was made by Ezetta Murray, seconded by Irma Turner and passed unanimously.

Recorded and Transcribed by:

Angie Freeman, Recording Secretary

A Message From Our President & Chairperson of the Board

We are pleased to report to our member-owners, a successful 2018! At our 1953 Annual Meeting, Education First Credit Union's founder, Herb Williams simply said "we connect people to their money". Today, we believe, he would be proud when we say, Education First Credit Union is your financial cooperative, and we are dedicated to delivering the products and services you deserve.

Our 83-year history is indicative of one thing, change is constant, and the past year was full of change. The highlight of the past year was the relocation of our long-time Livingston Avenue facility, and corporate offices from Westerville, to a newly renovated facility on the east edge of Downtown Columbus. This flagship represents our unrelenting commitment to provide quality financial services in a modern setting.

Financially, the past year brought continuing growth in our assets, loans, shares, and capital, as we focus on serving you, your family, and educational colleagues. With a net profit of just over \$477,000, our assets increased to over \$109 million with our loans increasing \$5 million. This success, we believe, will be maintained in the future, with our emphasis to put people over profits. As mentioned above, service to education employees and their families will always be our passion. This past year, we expanded our support of education, in addition to our five (5) annual \$1,000 scholarships, we awarded eight (8) \$250 grants to educators for projects in local classrooms. Education First Credit Union's Advisory Council of Educators was established to ensure our focus remains contemporary in nature. This support is validation of what we do for our membership.

In summation, Education First Credit Union is a strong and sound institution and well positioned to serve our member-owners for many years to come. Thank you for your continued patronage and we invite you to provide feedback on our products, services, and general operations and financials at any time. We strive to continually monitor and update our rates on loans, and deposits to provide the best possible return to our membership.

Sincerely Yours,

Barbara Overholser
Chairperson

Michael Wettrich
President/CEO

How to Contact Us!



Westerville

501 W. Schrock Rd., Suite 100
Westerville, Ohio 43081



Downtown

510 E. Mound St.
Columbus, Ohio 43215



Reynoldsburg

5990 E. Main St.
Columbus, Ohio 43213

Phone: 614-221-9376 • 1-866-628-6446

Website: www.educu.org

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2018

Annual Report



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Audit Report

To the Board of Directors
Education First Credit Union, Inc.
Columbus, Ohio

We have performed an audit of the financial statements of Education First Credit Union, Inc. as of December 31, 2018 and 2017 and for the years then ended. Our report on these financial statements reads as follows:

Report on the Financial Statements

We have audited the accompanying statements of financial condition of Education First Credit Union, Inc. as of December 31, 2018 and 2017 and the related statements of operations and comprehensive income, members' equity and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the credit union's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the credit union's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Education First Credit Union, Inc. as of December 31, 2018 and 2017 and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

The audited financial statements and report of Independent Certified Public Accountants may be viewed at the office located at 510 E. Mound Street - Columbus, Ohio 43215.

Audit Report From:
Lillie & Company: CPAs for Credit Unions

Treasurer's Report

As Treasurer of the Board of Directors of Education First Credit Union, I am proud to report that 2018 was another successful year for the credit union.

We ended 2018 with total assets of approximately \$109.2 million and net income of \$476,517.

I, along with the Board of Directors, appreciate the ongoing support and financial responsibility that the executive management team and staff have exercised this past year. Through their dedication, your credit union continues to maintain financial safety and stability.

Respectfully Submitted,

Geno Moro
Treasurer

Board Of Directors

Barbara Overholser – Chairperson

Robert Secrest – Vice-chairperson

Geno Moro – Treasurer

Ezetta Murray – Secretary

Henry Bland – Director

Julie Didlick – Director

Irma Turner - Director

Management Staff

Michael Wettrich – President / CEO

Jared Elsass – Chief Financial Officer

Deb Olbrys – Chief Sales, Service, Marketing, and Membership Development Officer

Spenser Fonner – Branch Manager Westerville

April Monterotti – Branch Manager Reynoldsburg

Joyle Tackett – Branch Manager Downtown

Statement of Financial Condition

	12/31/2018	
ASSETS		
Cash and Cash Equivalents	\$	3,216,747
Investments		10,635,160
Loans to Members and Loan Participations (less allowance for loan losses)		85,353,083
Property and Equipment, net		3,462,205
Other Assets		
Accrued interest receivable on investments		15,583
Accrued interest receivable on loans		473,427
Share insurance deposits		948,200
Prepaid expenses and other assets		5,067,147
Total Other Assets		<u>6,504,357</u>
TOTAL ASSETS	\$	<u>109,171,552</u>
LIABILITIES AND MEMBERS' EQUITY		
Members' Share Accounts	\$	93,843,125
Notes Payable		6,000,000
Accounts Payable and Accrued Liabilities		642,666
Total Liabilities		<u>100,485,791</u>
Members' Equity, substantially restricted		
Regular Reserves		1,839,147
Undivided Earnings		7,993,364
Other Comprehensive Gain (Loss)		(1,146,750)
Total Members' Equity		<u>8,685,761</u>
TOTAL LIABILITIES AND MEMBERS' EQUITY	\$	<u>109,171,552</u>

Statement of Income and Comprehensive Income

	12/31/2018	
Interest Income		
Interest on loans	\$	4,798,538
Interest on investments		343,723
Total Interest Income		<u>5,142,261</u>
Dividend and Interest Expense		
Dividends on share accounts		474,574
Interest on borrowings		69,935
Total Dividend and Interest Expense		<u>544,509</u>
Net Interest Income		4,597,752
Provision for Loan Loss		<u>558,473</u>
Net Interest Income after Provision for Loan Losses		4,039,279
Non-Interest Income		
Fees and Charges		1,715,376
Credit and Debit Card Interchange		554,515
Miscellaneous Income		323,458
Gain on the Sale of Assets		23,892
Gain on the Sale of Mortgages		-
Total Non-Interest Income		<u>2,617,241</u>
Non-Interest Expense		
Compensation and Benefits		2,518,068
Office Operations		1,185,783
Card Processing and Bank Charges		747,233
Professional Fees		691,641
Occupancy		521,721
Loan Servicing		162,225
Promotional		176,464
Member Insurances		39,470
Travel and Education		23,214
Director and Employee Training		12,743
Other		101,441
Total Non-Interest Expense		<u>6,180,003</u>
Net Income		476,517
Change in Unrealized Loss on Post-Retirement Benefit Plans		326,037
Comprehensive Income	\$	<u>802,554</u>
Statistical Information		
Number of Accounts		13,253