



# 2020

## Year In Review

**Headquarters**  
9077 Charlotte Highway  
Portland, MI 48875  
844-517-3611 | [www.pfcu4me.com](http://www.pfcu4me.com)

**Save | Spend | Borrow**



# 2020 Meeting Minutes

June 17, 2020

The 72nd Annual Meeting of PFCU was called to order at 4:30 by Chairman Mike Ward in Portland Michigan. Chairman Ward began by welcoming everyone. 2019 was a great year at PFCU. He would like to congratulate the staff on their ability to help all of the members in the best way possible.

The minutes of the 71st Annual Meeting were printed in the Annual Meeting brochure. Hearing no corrections or additions to the minutes, a motion was made by D. Schrauben and seconded by F. Mason to approve the minutes from the 2019 Annual Meeting. Carried.

Financial Reports were presented by CEO Harvey Hoskins. Mr. Hoskins stated that the credit union had a solid year. Would like ROA higher but it is the first full year after the merger. Delinquency and charge offs are good. Loan growth was over 17% and a 6% deposit growth. The staff continues to work hard to keep members served in the best way possible.

A motion by B. McFaul and seconded by D. Schrauben to approve the reports as presented in the Annual Meeting Brochure. Carried.

Frank Mason from the nominating committee presented its report. There were no petitions received for election. The nominating committee selected Dan Schrauben and Erin Gorman for board Seats. All were elected to 3 year terms. All nominees were elected by acclamation.

Robyn Heron presented a summary of scholarships awarded to the 2020 Senior Class.

Andrew Finsaas  
Claudia Thelen  
Hayden Germain  
Emma Johnson  
John Martin  
Celina Pohl  
Kailee Smith  
Leah Kissane  
Barbara Warner  
Ellary Pachulski

Meeting Adjourned: 4:43

# Chairman's Message

2020 was a year we all want to look back on and hope it never happens again. Unfortunately COVID still exists and we are learning how better to deal with it.

When COVID hit, the management team and the board buckled down and planned for the worst. Much to our surprise it was still a good year at PFCU (considering all of the uncertainty).

We greatly appreciate how the members have stepped up to follow the guidelines that we have to follow. The safety of the members and staff are of the utmost importance!

We are cautiously optimistic that 2021 will be another good year at PFCU. The strength and loyalty of the members and staff will support the growth of PFCU.

Remember...be kind...be safe... and we will be strong together!

Mike Ward  
Chairman of the Board

# Audit Committee

The Audit Committee is appointed by the Board of Directors and is an essential part of the credit union's management. The Audit Committee's major responsibilities include annual branch audits, review of closed accounts to determine if further member engagement is needed. Committee also has oversight of PFCU's corporate expenses, requiring a monthly review.

## Audit Committee

Jon Snellenberger, Chairperson	Bill Carlton
Rose Mosser	Jan Pohl
Kaye Bos	Cindy Ward

Our volunteer Board of Directors believes strongly in the credit union mission of "People Helping People. At PFCU, they make decisions based on the overall good of the credit union and its membership, and they understand the economic and social environment in which the credit union must operate. Board members participate in all board meetings and attend educational programs for self-improvement related to their duties for PFCU.

PFCU is proud to have a volunteer Board of Director's. We are incredibly grateful to our existing board and to all those that have volunteered over the years.

Charlie Schaufele	Rachel Haskins
Jerry Bernath	Jerry Johnson
Virgil Budd	Brad McFaul
Ray VanHecke	Ron Green

# Loan Report

PFCU, like all of our members, experienced many challenges in 2020. Due to the loyalty of our members and commitment of our employees, we continued lending and ended the year growing PFCU loans by 5.67%. Overall, we experienced lending growth in the business department, mortgages and with indirect lending which is done through partnerships with our preferred dealers.

The historic low interest rates of 2020 drove record mortgage volume resulting in over \$27 million of mortgage loan growth. Also important to highlight was PFCU's support of our business members in providing over \$4.5 million in first round PPP loans. Many other members were also supported by working with our teams in receiving assistance loans, waiving of fees and individual support with specific solutions to best organize their debt to help with budgets and provide savings.

Looking forward into 2021, there are still many unknowns. What is known is that we will continue to look for ways to best serve our members. As part of our strategic mobile first initiative, we are currently working on a new mobile loan

application that will bring ease of use along with speed and convenience for those members who wish to apply for loans on line. We look to be the lender of choice for our members knowing that our employees will be the key in continuing to establish the relationships that sets PFCU apart from our competition. We are very excited for 2021 and are confident that PFCU will have another great year of quality loan growth.

1st Mortgages	\$ 161,417,462.65
Used Autos	\$ 151,217,255.51
Miscellaneous Loans	\$ 52,966,094.96
New Autos	\$ 36,276,601.50
Credit Cards	\$ 11,373,562.28
Business Loans	\$ 10,720,755.76
Home Equities	\$ 10,590,110.38
Line of Credit Loans	\$ 861,803.43
	<b>\$ 435,423,646.51</b> Total Loans

**\$119,587,643.67**  
Increase in Savings

**\$23,340,874.90**  
Increase in Loans

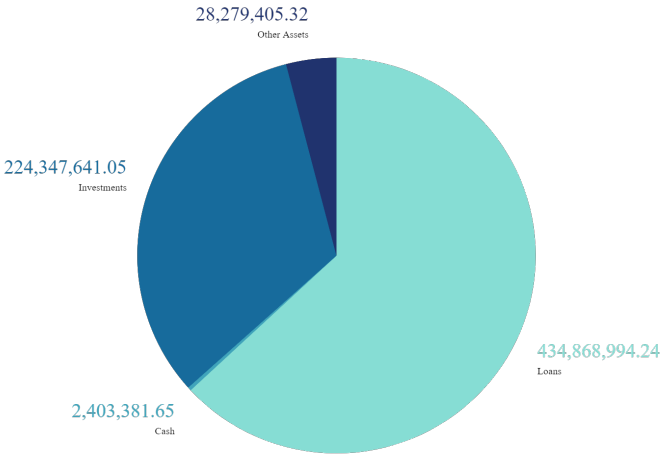
**51,698**  
Members

**544**  
Increase in Members

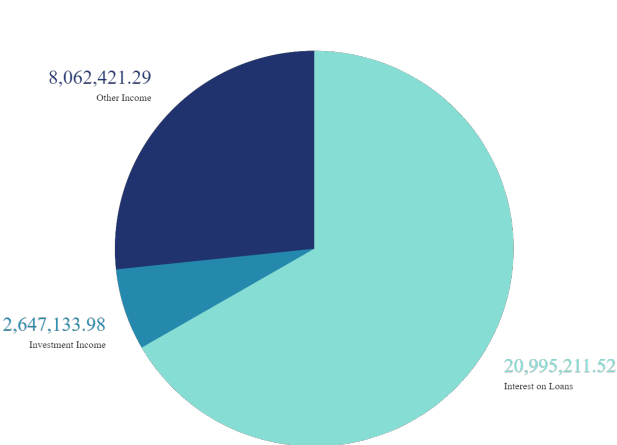
**\$112,924,575.86**  
Increase in Assets

# Financial Report

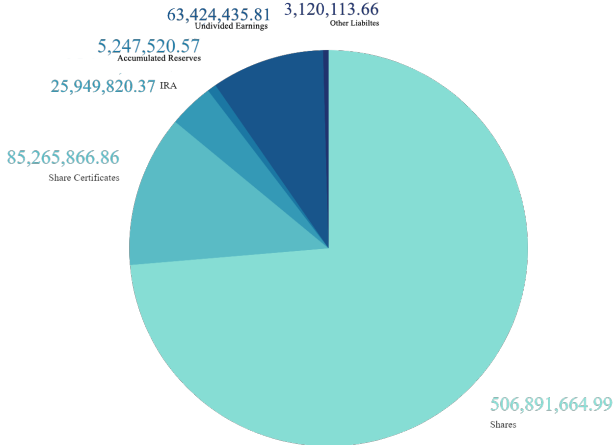
## Assets



## Income



## Liabilities



# Financial Report

Compensation & Benefits	\$13,987,420.70
Office Operations	\$5,321,902.70
Loan Service Expense	\$1,500,163.77
Office Occupancy	\$1,464,232.31
Computer Expense	\$1,361,768.49
Provision for Loan Loss	\$1,360,061.62
Education & Promotion	\$758,585.85
Other Expenses	\$243,227.37
Outside Services	\$304,403.75
Association Dues	\$71,261.81
Member Insurance	\$7,320.87
Annual Meeting	\$1,103.31
	<b>\$26,381,452.55</b>
	<b>Total</b>

42,465.86	\$0.00	\$55,001.86
Non Operating Gains (Losses)	Distribution of Earnings - Reserves	Interest on Borrowed Money
\$2,531,365.84		\$2,779,412.40
Undivided Surplus		Dividends

This report is certified correct by Tammy Bengel, CFO