



**ANNUAL
MEETING
OF
MEMBERS**

**Wednesday September 16, 2020
4:30 p.m.**

**Access Credit Union
Remote Meeting Via Zoom**

Access
Credit Union

Access Credit Union

ANNUAL MEETING OF MEMBERS

September 16, 2020

AGENDA

- 1. ASCERTAIN THAT A QUORUM IS PRESENT**
- 2. REVIEW AND APPROVAL OF THE MINUTES (Pages 3-5)**
- 3. ANNUAL REPORT**
 - a. REPORT OF THE DIRECTORS (Pages 6)**
 - b. TREASURER'S REPORT (Pages 7-8)**
 - c. ALM COMMITTEE REPORT (Page 9)**
 - d. MARKETING COMMITTEE REPORT (Page 10)**
 - e. SUPERVISORY COMMITTEE REPORT (Page 11)**
- 4. UNFINISHED BUSINESS**
- 5. NEW BUSINESS**
- 6. ELECTION OF DIRECTORS (Pages 12-13)**
- 7. ADJOURNMENT**

Access Credit Union

ANNUAL MEETING OF MEMBERS

BROADVIEW, IL

April 19, 2019

Robert Sadler, Chairman of the Board, called the meeting to order at 5:00 p.m.

ASCERTAIN THAT A QUORUM IS PRESENT

The Board Secretary, Ron Mikicich, reported that 17 members were present.

The Chairman welcomed all present to the meeting. The directors in attendance introduced themselves to the members in attendance. The Chairman then asked for questions from the membership.

APPROVAL OF THE MINUTES

MOTION: J. Parker, A. Wallace

“That the minutes to the 2018 Annual Meeting stand approved as printed and presented.”

Motion carried.

REPORT OF THE DIRECTORS

Robert Sadler presented the Director’s Report that was outlined on page 6 of the Annual Meeting packet. The increasing investment returns and the strong loan growth led to and increased net income from 2017 of \$112,617. Total net income for 2018 was \$159,520, total loans also grew by \$982,606 in 2018.

On February 7, 2018 we had a small fire in our cube area that caused extensive water and smoke damage. The management and staff were able to bring up our disaster site the next day and the following Monday the teller area at Broadview was up and running. It took a couple of months to return to full operations in Broadview.

We implemented our new website in February that has a cleaner and more modern look. In April we will launch our new internet banking site that adds bill pay, mobile check deposit and more complete account alerts.

The credit union had 2 retirements in early 2019. We wish them many happy retirement years. Our CFO Lisa Dinges replaces our retiring President/CEO and Tony Aquino moves into the retiring VP of Lending position. Tom Pierce was added as Chief Operating Officer to round out the management team.

MOTION: A. Aquino, R. Mikicich

“That the Report of the Directors stand approved as presented”.

Motion carried.

TREASURER’S REPORT

Robert Sadler presented the Treasurer’s Report. He referred to page 7 and 8 of the Annual Meeting packet. The credit union ended 2018 with assets of \$49,377,657 versus \$48,917,439 in 2017. Total net loans at year end were \$25,085,163, up from \$23,910,439. Operating expenses

were up slightly from \$1,997,665 to \$2,094,808. Net income was \$159,520 in 2018 versus \$46,903 in 2017.

MOTION: R. Mikicich, J. Parker
“That the Treasurer’s Report be approved.”

Motion carried.

ASSET/LIABILITY MANAGEMENT COMMITTEE REPORT

The ALM report appeared on page 9. Our net charge-offs in 2018 increased by \$174,487. Net charge-offs in 2017 totaled \$26,624 versus \$201,111 in 2018.

MOTION: L. Dinges, C. MacKinnon
“That the ALM Committee Report stand approved as printed and presented.”

Motion carried.

MARKETING COMMITTEE REPORT

Anthony Aquino referred to page 10 for the Marketing Report:

Highlights in Marketing for 2018:

We continue to focus our marketing resources on the promotion of loans to increase loan income while better serving our membership. These efforts have paid off with several successful auto loan promotions in 2018, including the “No Payment Until 2019” promotion. This promotion added 22 loans with balances of \$515,345. These numbers doubled the result we had in 2017.

Access Credit Union staff and management have worked very hard to take advantage of opportunities presented to us in 2017. As a result, the Credit Union experienced the following positive outcomes:

- We added 399 new members;
- We have worked hard to improve our technology as this is needed to attract and retain younger members. A technology we started was DocuSign for members to close their loans without visiting the credit union office, and in 2018 20% of our members used this technology.
- The credit union has launched its new website in January of 2019 and the new home banking platform in April 2019.

Looking forward to 2019, our strategy is to continue our focus on member loans and increasing membership within our SEGs. We are also increasing our capabilities to deliver more of our services and communications through mobile channels.

MOTION: C. Lundt, R. Mikicich
“That the Marketing Committee Report stand approved as printed and presented.”

Motion carried.

SUPERVISORY COMMITTEE

Alexis Wallace reported that the Supervisory Committee hired Desmond & Ahearn CPA LTD. to perform an independent audit of the books and records of Access Credit Union as of December 31, 2018. Desmond & Ahearn gave a clean audit opinion that the financial statements present fairly the financial position of Access Credit Union. She also reported that the Supervisory Committee performed various audit procedures on a quarterly basis. Alexis also thanked the staff for assisting the committee throughout the year.

MOTION: A. Wallace, C. Lundt

“That the Supervisory Committee Report stand approved as printed and presented.”

Motion carried.

UNFINISHED BUSINESS

None

NEW BUSINESS

ELECTION OF DIRECTORS

The Chairman, Robert Sadler, referred to page 13 listing the five candidates for election.

They are:

Robert Sadler
Charles MacKinnon
Stephen Bergeon
Donna Sebestyen
Craig Lundt

MOTION: L. Dinges, C. Lundt

“That the slate of candidates be approved.”

Motion carried.

ADJOURNMENT

MOTION: A. Wallace, R. Sadler

“That the meeting stands adjourned.”

Motion carried.



Thomas J. Pierce
Recording Secretary

04/19/2018

Date

ACCESS CREDIT UNION

ANNUAL MEETING SEPTEMBER 16, 2020 REPORT OF DIRECTORS

2019 NET INCOME

We had a great year in 2019 as our net income was \$264,292 or \$104,772 higher than 2018. Higher interest income on both loans and investments helped push this income higher as well as lower expenses in 2019.

In 2019 we grew our loans \$348,864 which helped our net interest income and will help our income in 2020 as well.

Improved Electronic Delivery Channels

In February we launched our new website with a cleaner more modern look. In April we launched our new internet banking site that added bill pay, mobile check, and more complete account alerts. We have 403 users enrolled in bill pay and process roughly 100 deposits via mobile deposit each month. These new channels have helped during the 2020 pandemic to give members access to us remotely.

Long Time Board Chair

In June, we saw our long time Board Chairman, Robert Sadler resign from the board. Mr. Sadler served on the Access Credit Union board for four decades and contributed a great deal of time, knowledge and energy to the success of Access Credit Union over the years. The board has decided to start a scholarship program in his name to honor his service and dedication to Access Credit Union.

**ACCESS CREDIT UNION
COMPARATIVE BALANCE SHEET
FOR THE PERIOD ENDING DEC 2019 & 2018**

ASSETS	2019	2018
Cash on Hand	\$ 485,825	\$ 383,429
Cash on Deposit	\$ 1,438,272	\$ 1,618,097
TOTAL CASH	\$ 1,924,097	\$ 2,001,526
Investments	\$ 19,123,815	\$ 19,240,025
Credit Card Loans	\$ 1,380,517	\$ 1,389,505
Unsecured Loans	\$ 1,657,742	\$ 1,654,167
Secured Consumer Loans	\$ 11,589,376	\$ 10,392,243
Real Estate Loans	\$ 11,520,709	\$ 12,540,327
TOTAL LOANS	\$ 26,148,343	\$ 25,976,242
Allowance for Loan Loss	\$ (714,316)	\$ (891,079)
NET LOANS	\$ 25,434,027	\$ 25,085,163
Land and Buildings - Net	\$ 2,423,668	\$ 2,472,742
Other Fixed Assets - Net	\$ 77,914	\$ 129,678
ASI Share Insurance	\$ 556,980	\$ 553,725
Other Assets	\$ 161,609	\$ (105,202)
TOTAL ASSETS	\$ 49,702,110	\$ 49,377,657
 LIABILITIES & EQUITY		
Payables and Other Liabilities	\$ 292,775	\$ 222,356
Regular Shares	\$ 22,790,271	\$ 22,068,392
Share Drafts	\$ 7,088,601	\$ 7,140,179
Regular & IRA Certificates	\$ 7,013,221	\$ 7,500,708
Money Markets	\$ 5,902,038	\$ 6,089,378
Other Shares	\$ 39,095	\$ 44,827
TOTAL MEMBER DEPOSITS	\$ 42,833,226	\$ 42,843,484
Regular Reserves	\$ 1,540,411	\$ 1,540,411
Undivided Earnings	\$ 5,035,698	\$ 4,771,406
Unrealized Gains/Loss-Investments	\$ -	\$ -
TOTAL EQUITY	\$ 6,576,109	\$ 6,311,817
TOTAL LIABILITES & CAPITAL	\$ 49,702,110	\$ 49,377,657

ACCESS CREDIT UNION
COMPARATIVE INCOME STATEMENT
MONTH ENDING DEC 2019 & 2018

	2019	2018
Total Interest on Loans	\$ 1,447,914	\$ 1,377,750
Total Interest On Investments	\$ 492,286	\$ 415,616
TOTAL INTEREST INCOME	\$ 1,940,200	\$ 1,793,366
Total Dividend on Shares	\$ 86,864	\$ 63,127
TOTAL INTEREST EXPENSE	\$ 86,864	\$ 63,127
NET INTEREST INCOME	\$ 1,853,336	\$ 1,730,239
Provision for Loan Loss	\$ 50,000	\$ 9,000
NET INCOME AFTER PROVISION	\$ 1,803,336	\$ 1,721,239
Fee Income/Other Operating Income	\$ 528,637	\$ 533,089
TOTAL NON-INTEREST INCOME	\$ 528,637	\$ 533,089
Employee Expense	\$ 954,084	\$ 1,005,262
Travel and Conference	\$ 16,999	\$ 17,564
Office Occupancy	\$ 171,988	\$ 188,615
Office Operations	\$ 603,375	\$ 564,753
Educational & Promotional	\$ 42,749	\$ 32,994
Loan Servicing	\$ 147,783	\$ 157,708
Professional Services	\$ 85,878	\$ 93,718
Supervision and Miscellaneous	\$ 34,825	\$ 34,194
TOTAL OPERATING EXPENSE	\$ 2,057,681	\$ 2,094,808
Non-Recurring Item	\$ (10,000)	\$ -
NET INCOME	\$ 264,292	\$ 159,520

2019 ASSET/LIABILITY COMMITTEE REPORT

2019 LENDING OPERATIONS

LENDING	<u>2019</u>	<u>2018</u>
Installment, Visa and Real Estate Applications Submitted	1,287	1,233
Applications Approved	896 70 %	821 67%
 Dollar Value Approved		
Consumer Loans	\$8,023,578 90%	\$7,045,880 86%
First Mortgages	\$ 800,000 9	\$ 1,000,000 12
Visa Lines of Credit	\$ 88,100 1	\$ 183,950 2
 TOTAL	\$8,911,678 100%	\$8,229,830 100%

COLLECTIONS

Written Off Loans (retail)	\$93,103	\$87,719
(participation)	\$153,245	\$141,037
Total	\$246,348	\$228,756
 Recovery of Written – Off Loans	 \$19,585	 \$27,645
 Net Loans Written - Off	 \$226,763	 \$201,111

2019 Marketing Committee Report

Highlights in Marketing for 2019:

- We had loan growth of .66% in 2019. Our new auto loans were up 7.64% while our used autos were up 8.93%. Lower taxi medallion loans and real estate loans offset the auto loan growth.
- We had several successful loan promotions with our spring and fall auto loan promotions. Our last loan promotion for 2019 was our holiday unsecured loan. We added 25 loans with balances of \$96,705. This last promotion ended a very successful 2019.

Access Credit Union staff and management have worked very hard to take advantage of opportunities presented to us in 2019. As a result, the Credit Union experienced the following positive outcomes:

- We added 343 new members;
We have worked hard to improve our technology as this is needed to attract and retain younger members. We upgraded Internet Banking site to include transaction alerts, quicker external transfers, bill payment, and mobile check deposit.
- So far in 2020, we have added 153 new members. Our spring auto loan promotion was very successful, we did 48 new loans with balances totaling \$1,066,146. Finally our summer shred day event in June was a huge success.

Submitted by:

Charles MacKinnon
Chairman, Marketing Committee

Marketing Committee Report
Annual Meeting
September 16, 2020

2019 SUPERVISORY COMMITTEE REPORT

The Supervisory Committee engaged the independent Public Accounting firm of Desmond & Ahern, Ltd. CPA, to perform the annual audit of the books and records of Access Credit Union, as of December 31, 2019.

The Audit was completed, and in their Independent Auditor's Report dated February 11, 2020, the auditors gave a clean opinion, stating that the financial statements as referred to above present fairly, in all material respects, the financial position of Access Credit Union as of December 31, 2019 and 2018, and the results of its operations and its cash flows for the years ended in accordance with accounting principles generally accepted in the United States of America.

Throughout the year, periodic internal audit reviews and tests were performed to ensure compliance to standard accounting practices and sound internal operational controls.

Presented by:

Alexis Wallace
Chairperson, Supervisory Committee.

Supervisory Committee Report
Annual Meeting
September 16, 2020

CANDIDATES FOR ELECTION TO THE BOARD

Yogi Patel	Yogi Patel has been an Access Credit Union director since 2007 and is currently the Treasurer of the Credit Union. He worked for Zenith Electronics Corporation for 18 years. Yogi retired from Industrial Motion Control where he was a financial analyst. Presently, Yogi is working in Resa Construction Inc. as Finance Manager. Yogi has a Bachelor's degree in Electrical Engineering from Bombay University and an MBA degree in Finance and Accounting from Roosevelt University, Chicago.
Alexis Wallace	Alexis Wallace has been an Access Credit Union director since 2011 and is currently the chairperson of the Supervisory committee. Alexis worked for Proviso Township High Schools for 31 years as a teacher, dean, assistant principal and principal. She has worked extensively in the Proviso Township community with civic, social, and religious organizations. She has a Bachelors of Arts from Olivet Nazarene University, a Masters of Arts from Bradley University, and an administrative certificate from Lewis University.
James Parker	James Parker has been a Credit Union member since 1979 and is retired from 17 years at Zenith where he was an Engineer / Product Mgr. and 13 years at Motorola. James was an Alderman for the City of Elmhurst, and its Finance Committee Vice Chairman, for 12 years from 1993 to 2005. He also serves on the Woodhaven Finance Committee. He holds dual Bachelor degrees in Electrical Engineering and Business, as well as an MBA in Marketing and Strategic Planning.
Pamela Harrison	Ms. Harrison has been a Member of Access Credit Union for over 5 years, and has served on the Board since 2019. She has worked in the Broadview, IL School District 92 for four years and has held various positions including District Secretary, Board Secretary, Assistant to the Superintendent, and Substitute Teacher. Ms. Harrison holds a Bachelor's degree in Criminal Justice, and in 2011, she completed her MBA from University of Phoenix. Ms. Harrison is currently pursuing a second Master's degree in Special Education that will be complete in Spring of 2021.

OFFICIAL BALLOT

- YOGI PATEL**
- ALEXIS WALLACE**
- JAMES PARKER**
- PAMELA HARRISON**
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