

CITYMARK FCU

Annual Report for 2022

AGENDA

Welcome

Richard Muessig

Business Meeting

Call to Order/Report of a Quorum

Minutes of Last Year's Meeting

Stacy Hovan

Joseph Gimble

Reports

Joseph Gimble/Stacy Hovan

Board Elections

Old Business

New Business

Adjournment

Joseph Gimble



MISSION STATEMENT

WE are a local, growing financial institution dedicated to offering a unique member experience to promote financial security.



THE EXPERTS

Joseph Gimble – CEO

Stacy Hovan – CFO

Ryan Lewis – CTO

Kim Donahue – AVP Member Solutions

Ashlee Choman – AVP Member Engagement

Kyle Traver – AVP Controller

Annette Ross – Branch Manager (CityHall/WVW)

Alexis Krashnak – Branch Manager (Plains)

Tracy Mynes – Member Support Coordinator

Patty Wolfe – Asset Protection Coordinator

Melissa Wetzel – Office Support Coordinator

Ashley Sikorsky – Member Engagement

Chris George – Member Solutions

Teri Andrews – Member Engagement

Emilie Chappell – Member Engagement

BOARD OF DIRECTORS

Richard Muessig – Chairman

Laura Brace – Vice Chairman

Chris Buchanan – Secretary/Treasurer

Directors:

Sean Chandler

Al Cibello

Kim Graham

Phil Latinski

Tom Kupetz

Associate Directors:

Mike Pevear

Anthony Dicton

CEO REPORT

It has been almost 9 years since I took over as your CEO, and I have loved every minute of it. It is quite amazing to be able to meet so many of you and to help you with your financial goals. This year we have seen a lot of changes come our way. We have spent 2022 enhancing all of our services, technology, and compliance. We worked extremely hard to get to the end of 2022.

I would be remiss if I didn't take the opportunity to say a big Thank you to our staff here at CityMark. They are all quite talented and amazing. They are the best bunch of employees that anyone could ever ask for. With their help, we have transitioned into a full service financial institution that is extremely competitive in our marketplace.

We would like to say a big thank you to all of our members that have continued to stand by us and remain loyal to our credit union. It means more than you can ever understand. We thank you for your patience as we fixed a couple of bugs here and there. We also thank you for referring your family members to join and take advantage of our great service.

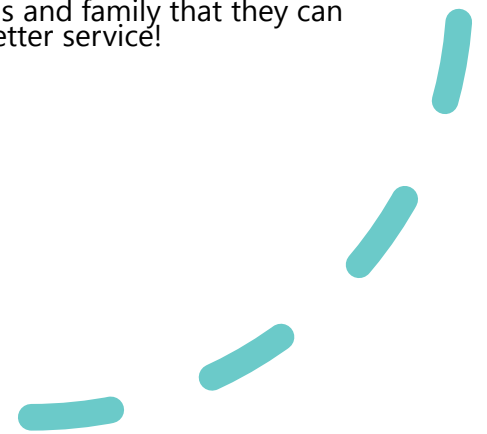
We are pleased to pass the \$100 Million mark as of the end of 2022. Assets have grown significantly through our three mergers and organic growth to mold us into the credit union we are today.

As we look into 2023, you will see some more changes coming through. The biggest being our goal to open a free standing office in Kingston by the end of 2023. We will remain open in city hall and add this full service location. It will be equipped with state of the art technology, a drive thru, ATM, coin counters, and a full service after hours Super ATM that can handle more transactions than a typical ATM.

Again, thank you for your continued membership! Remember, tell your friends and family that they can get everything that other banks offer right here with better rates and much better service!

With much adoration,

Joe



BOARD REPORT

2022 was a big year of growing and changing. We, as your board, decided that we needed to make server upgrades to remain competitive and gain the market edge for our community. We are proud of CityMark and we hope you are as well!

We would like to thank all of our volunteers on the board of directors, supervisory committee, and the credit committee, who volunteer their time unpaid to assist in making the credit union better. We also need to thank our wonderful employees. We have nothing but good things to say about the way our staff handles our members. We couldn't be happier and we hope you are too.

AGAIN, THANK YOU FOR YOUR CONTINUED SUPPORT. TO A BIGGER AND BETTER 2023.

Richard, Laura, Chris, Sean, Al, Kim, Phil, Tom, Mike and Anthony

SUPERVISORY REPORT

The Credit Union Supervisory Committee is an independent group of volunteers who oversee detailed operations of your credit union. This includes cash audits, lending review, account openings and general ledger accounts. The Committee also hires an auditor to further review transactions and procedures.

In 2022, the Committee met on a monthly basis and conducted surprise cash counts, we reviewed loans and new membership accounts on a monthly basis and commissioned an outside audit of compliance with the Bank Secrecy Act and ACH. We also commissioned a third party auditor to conduct quarterly supervisory reviews of our entire operations department.

In addition to loans and membership, we also review credit card statements, expense reports, ALLL, File Maintenance, Dormant Accounts, Delinquency, and Charge offs. 2022 is my last year as supervisory chairman and member of the committee. I have decided to move closer to family. I thank you all for the opportunity to serve you for the past 40 years.

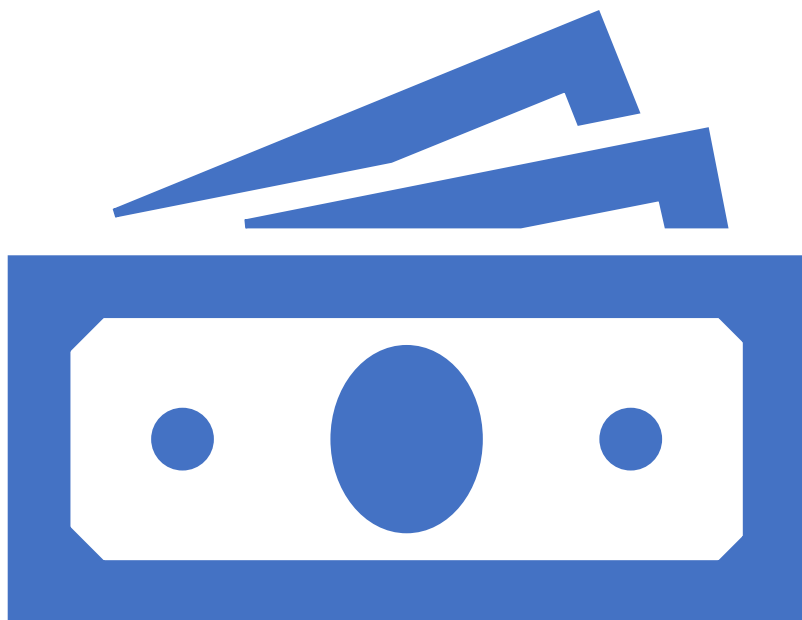
Gary Gquesto

Supervisory Committee Chair

Committee Members:

Sean Chandler

Margaret Totten



Assets		Liabilities and Equity	
Cash	\$ 1,121,097	Accts Payable	\$ 59,038
Mid-Atlantic	\$ 11,955,681	Shares	\$ 46,992,268
Investments	\$ 5,922,058	Share Drafts	\$ 13,810,492
Loans	\$ 87,262,378	IRAs	\$ 3,506,740
Land, Bldg, Equip	\$ 2,592,515	Certificates	\$ 31,071,337
Allowance	\$ (271,398)	Reserves	\$ -
Other	\$ 1,338,502	Und. Earnings	\$ 14,480,959
	\$ 109,920,834		\$ 109,920,834
Income		Distributions	
Interest on Loans	\$ 4,085,714.26	Dividends Paid	\$ 385,484.15
Investment Income	\$ 212,710.48	Operating Expenses	\$ 2,536,922.27
Misc. Income	\$ 1,014,240.71	Member Benefits	\$ 5,578.66
		Provision for Loan Loss	\$ 158,467.60
	\$ 5,312,665.45		\$ 3,086,452.68
	Net Income	\$ 2,226,212.77	

FINANCIALS

LOAN REPORT

During the year of 2022, CityMark Federal Credit Union approved and closed 1670 loans for a total of \$38,781,824!! That is a great year for us and a huge amount for a credit union our size. We ended the year with 4058 loans totalling \$87,404,669 in loans on our books.

As of December 31, 2022, here is a breakdown of our current loan portfolio:

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----- 01/01/22 thru 12/31/22 -----
NUMBER      LOAN      INTEREST
LOANS        BALANCES  RATE
*****
131    5,573,926.43    5.9866 %
525    10,951,640.11    5.8988 %
117    1,923,485.53    8.0448 %
109    2,612,145.32    6.1361 %
9      271,458.65    5.5152 %
9      62,179.71    3.1452 %
415    1,832,256.92    10.2792 %
49     5,839,848.48    4.8416 %
20     662,316.91    7.7977 %
26     1,267,626.35    5.7256 %
0      0.00    0.0000 %
2      226,631.69    8.1724 %
2      73,304.18    11.5702 %
1      125,664.53    2.5400 %
2      381,089.73    5.8731 %

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LOAN TYPE	ACCOUNT DESCRIPTION	NUMBER LOANS	LOAN BALANCES	INTEREST RATE
01	NEW AUTO	428	12,763,379.42	5.0779 %
03	USED AUTO	1,288	22,039,310.95	5.6595 %
04	DEALER AUTO	264	3,148,240.38	7.9291 %
05	RECREATIONAL VEHICLE	274	5,648,626.27	6.0707 %
06	EQUIPMENT	25	497,453.70	5.7555 %
07	SHARE SECURED	25	165,627.50	2.8567 %
09	SIGNATURE	918	4,226,364.87	9.3743 %
11	FIRST MORTGAGE	259	28,369,755.75	4.2316 %
12	HELOC	34	1,306,467.78	6.0842 %
13	HOME EQUITY LOAN	128	5,043,286.11	5.1239 %
14	CONSTRUCTION LOC	3	1,366,079.75	6.2562 %
30	COMMERCIAL NEW AUTO	7	619,566.19	6.5104 %
31	COMMERCIAL USED AUTO	10	606,363.21	6.5579 %
32	COMMERCIAL EQUIPMENT	3	349,750.07	4.1395 %
33	COMMERCIAL REAL ESTATE	3	466,311.70	5.6885 %
T O T A L S (for Active Loans Only)		3,669	86,616,583.65	5.3829 %

OPERATIONS REPORT

2022 has shown to be a year of a lot of first for a lot of people. Many of us have never worked during a time with interest rates on such a rise. As a result of the Fed moving the prime rate up so aggressively, we have had to adjust our savings rates and loan rates much higher than anyone anticipated seeing in 2022. We still had a great year and grew to \$109M in assets and \$86M in loans.

We are on the lookout for a branch location in Kingston and will be opening one in Tunkhannock in 2023. The WVW office is expected to close due to very low traffic and the availability of other offices nearby. We also have plans of expanding into the Scranton market in 2024 or 2025.

We have seen many new employees come and go since the start of the Pandemic in 2020. Right now, we have a rock star team in place to assist our members reach their goals and succeed. We will be adding a Community Development position in 2023 to really get our name out in the communities that we serve.

We continue to look for ways to improve process, products, and add beneficial services for our members.

BOARD ELECTIONS

Chris Buchanan

Tom Kupetz

Richard Muessig

2022

2023

Laura Brace

Kim Graham

Sean Chandler