



2020 Annual Report

2020 In Review

President's Message

2020 was a difficult year that adversely affected our communities due to the impact of a global pandemic. GE Credit Union and its employees ensured that our members received the same quality of service and assistance despite the strenuous circumstances.

As we take a look back, we've come to realize that once again, anything can suddenly happen and we need to remain prepared for the unknown. Quick thinking and decision making kept us afloat and we understand how important adaptation and communication is for our business.

During the State of Emergency Pandemic due to the COVID-19 virus, GE Credit Union performed the following:

- Mortgage Relief Assistance which allowed members to defer their mortgage payments for up to 3 months;
- Commercial Business Banking relief to our local businesses that were negatively impacted by disruptions related to COVID-19;
- Serviced 15 Paycheck Protection Program loans totaling \$801,178;
- Closed branch lobbies and reduced branch drive-up hours to protect our members and staff in an effort to prevent the spread of COVID-19;
- Implemented precautionary methods by:
 1. Installing acrylic shields at all teller stations
 2. Providing hand sanitizer stations at every branch
 3. Reducing the number of people permitted in a branch at one time
 4. Installing floor decals indicating where a person should stand to maintain social distance
 5. Displaying informative branch signage to remind our members of the branch guidelines
- Taking direction based on information and guidance from the Centers for Disease Control and Prevention as well as our local and state health departments;
- Adjusting our response plan to ensure continuity of service as COVID-19 progressed;
- Communicating to our members using our social media platforms, email blasts and radio advertisements;
- Keeping up to date on the Stimulus package information and most importantly, when Stimulus funds would be available to our members.

Due to the pandemic, interest rates were historically low and GE Credit Union had the ability to service 87 mortgage loans bringing in \$24.2 million. We closed out 2020 with \$50 million in growth, bringing our assets to \$253.1 million.

It is my pleasure to say thank you to our members on behalf of the Board of Directors, our Management Team and our employees. Thank you for allowing us to help you with your dreams and your money. That's our commitment as your credit union.

Christopher Moran, *President and Chief Executive Officer*



Treasurer's Report

I am pleased to report to the Board and Membership, that the Credit Union ended 2020 in another strong financial position. Thus, the Credit Union was able to pay competitive dividends, offer competitive rates on loans and credit cards, and invest in technology and operations to improve efficiency and better service our Members.

Below are several of the year's financial highlights. For more detail, please see the financial statements included on the following pages.

- Total share deposits were \$229.4 million at December 31, 2020 compared to \$200.7 million at December 31, 2019.
- Total loans were \$117.2 million in at December 31, 2020 compared to \$113.4 million at December 31, 2019.
- Total assets were \$253.1 million at December 31, 2020 compared to \$223.6 million at December 31, 2019.
- Our regulatory net worth ratio was 8.79% at December 31, 2020, and 9.68% at December 31, 2019, and our regulatory net worth classification is the highest designation at "well capitalized."
- Net Income for the years ended December 31, 2020 and 2019 was \$605,322 and \$1,162,854, respectively.

Independent audits confirmed that our Credit Union continues to be soundly managed and remains financially strong. We still believe, however, that the real strength in our numbers lies in the ability of our organization to serve its Members. We recognize our Members have a choice when selecting financial services. We will continue to help you reach your financial goals through low loan rates and convenient products and services. We look forward to working with you to achieve a prosperous 2021.

Michael LoStocco, *Treasurer*



Supervisory Committee's Report

The Supervisory Committee, appointed by the Board of Directors, is responsible to ensure the Credit Union's financial soundness, to make certain it operates within established laws and regulations, and to verify that practices and procedures are in place to adequately safeguard the institution and its members. The independent Committee is also charged with protecting Credit Union assets and reporting to the Board and the members on the Credit Union's financial condition.

Accordingly, the Supervisory Committee engaged Nearman, Maynard and Vallez, CPAs and Consultants, P.A. to perform the annual audit of the Credit Union's financial records, policies and procedures. These external auditors are primarily responsible to attest to the accuracy of the Credit Union's financial data and ensure compliance with generally accepted accounting principles.

The auditors reviewed the appropriate documentation to support the financial statement balances and evaluate the overall financial condition and disclosures. Based on the results of the audit as of September 30, 2020, the Supervisory Committee is pleased to report that in its judgment, GE Credit Union continues to be financially sound, operates in compliance with its governing laws and regulations, and performs in the best interests of the membership.

The Committee credits the Board, management and staff for their success in providing attractive financial solutions to meet members' financial needs while maintaining the strong financial standing of the organization. We compliment them on the quality of their work and commitment to the Credit Union and its membership.

Respectfully submitted,

Louis Fantarella, *Chairman, Supervisory Committee*



GE Credit Union Statements of Income

Years Ended December 31, 2020 and 2019

	2020	2019
Interest Income		
Member Loans	\$ 5,440,139	\$ 5,848,806
Investments	1,598,009	1,881,466
Total Interest Income	7,038,148	7,730,272
Interest Expense on Members' Shares	483,751	778,051
Net Interest Income	6,554,397	6,952,221
Provision for Loan Losses	350,000	149,376
Net interest Income After Provision for Loan Losses	6,204,397	6,802,845
Other Income		
Fees & Other Income	3,281,183	3,323,706
Gains on Sales of Mortgage Loans	230,362	124,747
Total Other Income	3,511,545	3,448,453
Total Income	9,715,942	10,251,298
Operating Expenses		
Compensation & Employee Benefits	4,062,252	4,135,603
Professional & Outside Services	1,969,942	1,814,088
Occupancy	550,951	544,572
Operations	2,256,478	2,217,468
Marketing/Promotion	270,997	376,713
Total Operating Expenses	9,110,620	9,088,444
Net Income	\$605,322	\$ 1,162,854

GE Credit Union Statements of Financial Condition

December 31, 2020 and 2019

	2020	2019
ASSETS		
Loans		
Loans To Members	\$117,228,850	\$113,351,215
Allowance for Loan Losses	(548,336)	(586,040)
Net Loans	116,680,514	112,765,175
Cash & Cash Equivalents	9,273,547	7,362,738
Investments	112,432,747	88,531,218
Property and Equipment, Net	3,521,466	3,551,389
Other Assets		
Accrued Income	640,646	661,892
Prepaid Expenses	386,158	474,867
Other Assets	8,117,470	8,348,341
NCUA Insurance Deposit	2,076,492	1,886,423
Total Other Assets	11,220,766	11,371,523
TOTAL ASSETS	\$253,129,040	\$223,582,043

Board of Directors

William Ryan	Chairman
Michael Valentino	Vice Chairman
Michael LoStocco	Treasurer
Steven Pepe	Secretary
Louis Fantarella	Director
Eugene Torrenti	Director
Christopher Moran	Director

Senior Management

Christopher Moran	President and Chief Executive Officer
Allan Abelson	Chief Financial Officer
Lou Papageorge	Vice President, Compliance & Regulation
Tom Gerrity	Vice President, Lending
Al Salee	Vice President, Information Technology
Griselle White	Vice President, Branch Operations
Agnes M. Prete	Manager, Member Services/Plastics Coordinator
Shawna White	Director of Marketing

	2020	2019
LIABILITIES & MEMBERS' EQUITY		
Other Liabilities		
Accrued Dividends Payable	\$342,693	\$388,860
Accrued Expense & Other Liabilities	729,634	1,424,191
Total Other Liabilities	1,072,327	1,813,051
Members' Shares		
Regular Shares	106,743,498	90,033,064
Holiday/Vacation Clubs	723,534	695,991
Money Market Accounts	50,242,526	45,444,585
IRA Savings	1,907,438	1,875,012
Certificates	14,112,143	15,615,112
IRA Certificates	2,880,263	3,129,018
Checking	52,828,163	43,889,188
Total Members' Shares	229,437,565	200,681,970
Total Liabilities	230,509,892	202,495,021
Members' Equity		
Regular Reserves	2,756,268	2,756,268
Undivided Earnings	14,983,904	14,378,582
Unrealized Gain on Securities	1,091,862	165,058
Merged Equity	3,787,114	3,787,114
Total Members' Equity	22,619,148	21,087,022
TOTAL LIABILITIES & MEMBERS' EQUITY	\$253,129,040	\$223,582,043



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