



2018

ANNUAL REPORT

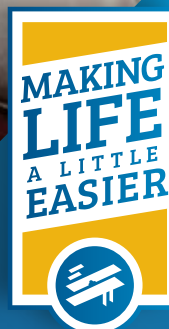




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MAKING LIFE A LITTLE EASIER



At Wright-Patt Credit Union (WPCU), we're committed to making life a little easier for our members by providing great value, extraordinary service and the right solutions to meet your needs at every stage of life. As you read through our 2018 Annual Report, you'll see examples of this commitment to our members, our partner-employees and the local communities we're proud to serve.

In 2018, WPCU continued to enhance our network of convenient Member Centers by opening a new Member Center location in Xenia, Ohio. The new location allows us to better serve our membership with newer, updated technology, while strengthening our presence in the Xenia community.

Once again, our partner-employees demonstrated the spirit of philanthropy through the Sunshine Community Fund. In 2018, partner-employees raised \$228,000 to support WPCU's 2018 Sunshine Community Champions: the Alzheimer's Association and Junior Achievement. Since the Sunshine Community Fund's inception in 2015, WPCU partner-employees have raised over \$700,000 for local charities.

We also continued our efforts to create pathways to success for our members, giving you the resources, tools, education and guidance to take positive steps toward a brighter future. In 2018, more than 13,000 members were helped through the educational seminars, workshops and online money management resources we provide. In addition, new features were integrated into our Mobile and Online Banking, allowing members to track their spending and work toward their financial goals so they can get to where they want to go in life faster.

Through the introduction of our Payday Exit Loan, WPCU helped members refinance more than \$187,000 in predatory payday loans. Tools like the Payday Exit Loan are just one of the ways WPCU is helping members keep more money in their pockets and achieve greater financial flexibility and freedom.

It was another strong year for WPCU, highlighted by several awards and accolades. We were honored to be ranked as the number three *Most Convenient Credit Union in the U.S.* by MagnifyMoney, in addition to being named the *Best Bank of Springfield, Ohio* and the *Goodwill Easter Seals Partner of the Year*. As 2018 came to a close, we celebrated our success with our largest member payout ever, returning \$8.8 million in excess earnings to our members through a Special Patronage Dividend.

As we work to provide even more value to our members, and even more opportunities to our partner-employees and the community in 2019, our mission to help people through life will remain at the forefront of our efforts. We're committed to helping people focus on the best ways to save, spend, borrow and plan so they can live more resilient, more secure and financially free lives—now and in the future.

As always, thank you for your continued membership. We look forward to making life a little easier for you in 2019 and beyond.

Sincerely,

A handwritten signature in blue ink, appearing to read "Douglas A. Fecher".

Douglas A. Fecher
President & CEO

A handwritten signature in blue ink, appearing to read "Joseph Linsenmeyer".

Joseph Linsenmeyer
Chairman, Board of Directors



WRIGHT-PATT CREDIT UNION

MOMENTS OF IMPACT

We view success through the lens of helping our members. In every single interaction with our members, we see an opportunity to help them reach their goals and live the lives they want to live. Learn more about the moments of impact our partner-employees created for our members in 2018.

SAVING MEMBERS FROM PREDATORY LOANS

PARTNER FOCUS: LARREN W. & LINDSEY B.

After only five months on the job, Lindsey B., a Member Experience Representative at our Springfield Member Center, made a monumental difference in the life of a WPCU member!

As Lindsey was helping a member pull an account statement, she learned the member was on her way to visit a payday lender at her next stop. This person was struggling financially, despite working full time, and needed money to avoid being evicted from her home. Lindsey knew immediately that WPCU could help!

Lindsey explained the circumstances to a Financial Coach, Darren W., and introduced her to the member. Darren was able to get the member set up with a \$500 personal loan to avoid the eviction!

During the process, the member was surprised to learn if she had gone to the payday lender, she would have paid \$860 for that \$500 cash advance loan. She was even more shocked to learn a \$500 personal loan with WPCU would only cost \$45 in interest!



The member was also touched that Lindsey took the time to speak with her and offer assistance in her time of need. The member stated it best by saying, "Lindsey saved my life!"

GUIDED IN THE RIGHT DIRECTION

MEMBER FOCUS: GARYN K.

Garyn is a proud member-owner of WPCU. He decided to become a member in 2017 because he was looking for guidance on the best ways to manage his money. As Garyn said, "I was just starting to become financially independent, so I wanted to join a bank that was willing to take the extra time to explain things."

Garyn appreciates WPCU's commitment to delivering caring and compassionate member service. "As a member of WPCU, I am treated more like a friend, not just another customer," he said. "Every interaction I've had has been genuine."

Because he was just starting out, Garyn was eager to learn how to manage his finances and build credit. The dedicated partner-employees at WPCU were there to help him find ways to save, spend, borrow and plan for his financial future.

"WPCU makes me feel like I'm being guided in the right direction," he said. "I went from being an 18-year-old with no credit to a 19-year-old with established credit. I'm already paying off my student loans and car loan!"



Garyn K., Member Since 2017

Garyn also enjoys the ability to manage his money on the go with WPCU's mobile app. He said, "WPCU is so far ahead of mobile banking. It's insane how smooth the interface is on the app."

Helping members like Garyn through life is what WPCU is all about! We're always looking for ways to help our members Save Better, Borrow Smarter and Learn a Lot so they can enjoy greater financial flexibility and freedom.

DEBT FREE IN 36 MONTHS

PARTNER FOCUS: COURTNEY M.

Courtney, a Financial Coach at the Gantt Member Center, met with a member who is a single mom and had been in and out of the hospital over the last few months. The member was dealing with medical issues and had missed quite a bit of work, which made it difficult for her to pay her bills.

She asked Courtney if she could get a loan for \$600 just to make her monthly payment on her credit cards. The member had seven store credit cards that were all 30 to 60 days past due. Courtney knew the member desperately needed to consolidate her credit cards with a lower interest rate, which would help her get back on her feet and improve her credit score.

Courtney walked over to WPCU's credit counseling representative from GreenPath to see if he could get the member in for a same day appointment. He was able to see the member that same day! He was then able to consolidate all of the member's credit card debt into one monthly payment she could afford.



Her interest rates also dropped from 29.99% to 12.99% and 10.99%. She will have all her cards paid off in 36 months!

The member stopped back to thank Courtney. She was so happy WPCU works with an organization like GreenPath. She went on to say she loves WPCU and couldn't imagine using any other financial institution. Thanks to Courtney's extraordinary service, the member is on her way to being debt free!



Qulonia M. & Dineen S.,
Members Since 2017

2018 HIGHLIGHTS

At Wright-Patt Credit Union, our story is about the power of people working together to help one another and become stronger as a whole. The following are some of the many ways we helped our members and the community in 2018.



**#3 MOST
CONVENIENT
CREDIT UNION**
by MagnifyMoney



**ADVERTISING
HONORS 2018
GOLD AWARD**
by American Advertising Federation



**COMMUNITY
PARTNER OF
THE YEAR**
2018 by Goodwill Easter Seals



**FINANCIAL
EDUCATION
INNOVATOR**
2018 Awarded by EVERFI



Dayton, Cincinnati, Columbus
**HEALTHIEST
EMPLOYER**
2018 by Business Journals



(1 OF 9 NATIONALLY)
**WELL DESERVED
AWARD**
2018 by UnitedHealthcare

SAVE BETTER

WPCU Focus: Help members save money and time, while gaining peace of mind now and in the future

\$386.4
MILLION

Increase in overall deposits

\$251.0
MILLION

Growth in personal Money Market accounts

\$89.6
MILLION

Growth in personal Share Certificates



BUSINESS ACCOUNTS

10K+ Business accounts

\$48.5+
MILLION Increased business deposit balances



WPCU'S MOBILE APP received an average star rating of 4.8 in the App Store and 4.7 in Google Play™. The app ranks in the top 10 among all financial institutions (*including banks*) according to MagnifyMoney™.



TOP 10 BEST BANKING APPS
2017 by MagnifyMoney



\$8.8 MILLION

Was given back to members through a Special Patronage Dividend!

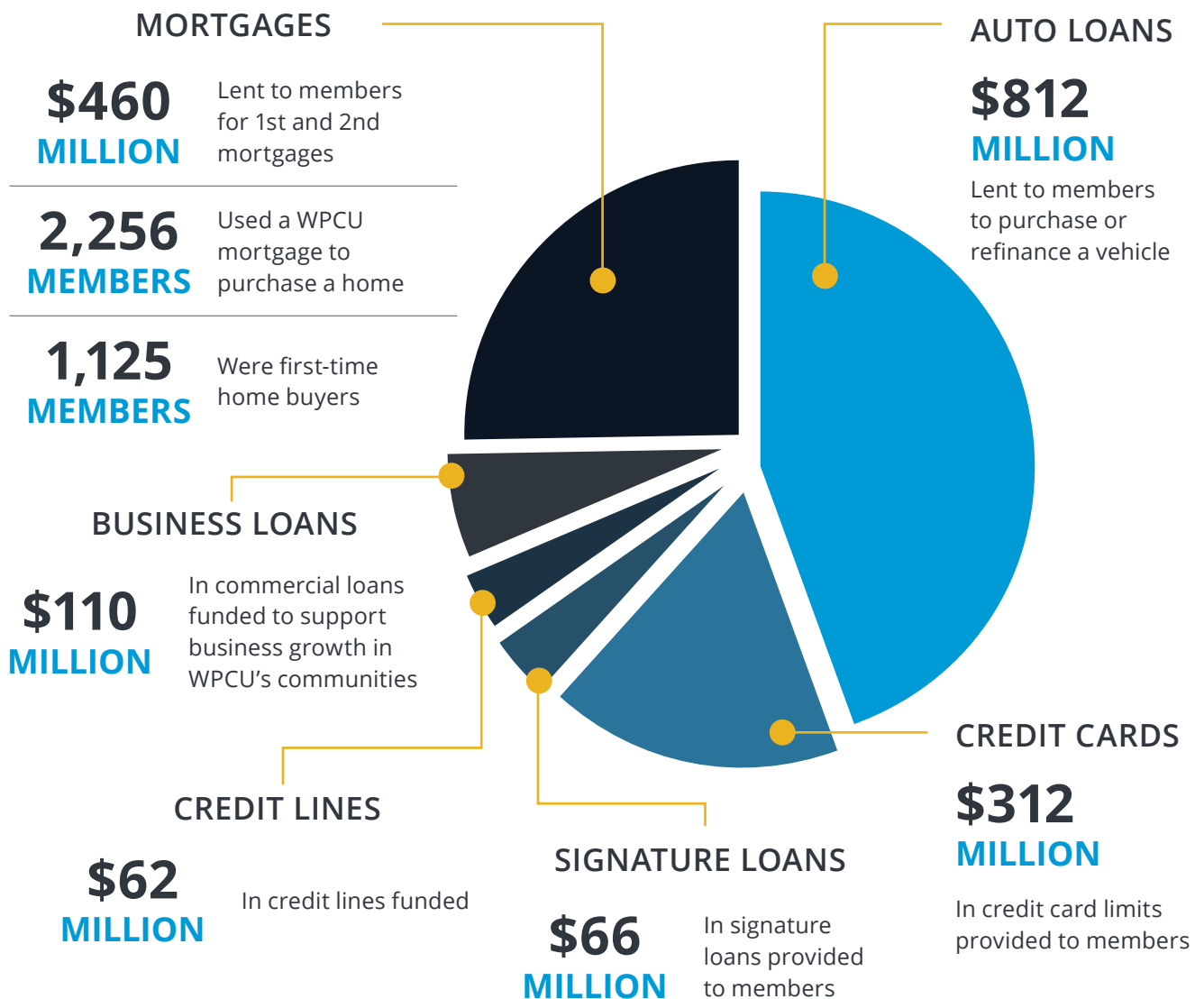
\$65 MILLION

Has been given back to members since 2008

BORROW SMARTER

WPCU Focus: Provide loan solutions that are in our members' best interest

WPCU LENT MORE THAN **\$1.8 BILLION** TO MEMBERS IN OUR COMMUNITIES



\$274,000

Received by members from buying or selling their property using a Realtor® in the CU Realty program

\$2 MILLION+

Has been returned to members in cash rebates since 2004

LEARN A LOT

WPCU Focus: Help members live financially healthier lives, today and in the future

13,118 MEMBERS

Were helped to improve financial flexibility and freedom with in-person and digital money management resources

\$2 MILLION

Was paid back by members to creditors through GreenPath's Debt Management Plans. WPCU partners with **GreenPath** to offer debt management and certified counseling resources to members

PARTNERS



Partnered with **91.3 WYSO Radio** to relaunch their radio series "Veterans' Voices" to feature stories of Miami Valley veterans who served in a variety of conflicts and branches of service, and their stories of re-entry into civilian life.



Partnered with **Dayton SCORE** to deliver a spring and fall series of workshops to non-profit organizations.

SUPPORT COMMUNITY

WPCU Focus: Promote livelihood in the communities where our members and partner-employees live

\$48,561,054
GROSS WAGES PAID

886 ACTIVE
PARTNER-EMPLOYEES



Relocated Xenia Member Center to better serve our members



\$228,000 RAISED FOR CHARITY

June 2018 by Sunshine Community Fund

These funds were used to help support **Alzheimer's Association** develop a military task force to build awareness and advocacy to veterans with PTSD and aid **Junior Achievement** in building students' self-efficacy.

\$700+
THOUSAND

Has been raised by the **Sunshine Community Fund** since its inception in 2015 to support financial education, well-being of children and families, and support of military members, veterans and their families.

NUMBERS AT A GLANCE

Membership growth and increased services provided 10% asset growth in 2018, while also continuing to soundly exceed well-capitalized levels of net worth.

380,255
IN WPCU'S MEMBER BASE



7%
INCREASE

SHARES (IN MILLIONS)



11%
INCREASE

LOANS (IN MILLIONS)



17%
INCREASE

ASSET GROWTH (IN MILLIONS)



10%
INCREASE

STATEMENTS OF FINANCIAL CONDITION | December 31, 2018 and 2017

ASSETS	2018	2017
Cash and Equivalents	585,231,204	659,715,824
Investments	276,528,545	277,567,778
Loans to Members	3,364,532,853	2,882,855,275
Loans Held for Sale	41,519,062	53,533,071
Less Allowance for Loan Losses	(26,832,829)	(22,417,456)
Other Assets	187,121,845	176,858,998
TOTAL ASSETS	\$4,428,100,680	\$4,028,113,490
LIABILITIES AND MEMBERS' EQUITY	2018	2017
Members' Share Accounts	3,819,215,108	3,432,802,058
Other Liabilities	110,548,035	149,158,985
Members' Equity:		
Statutory Reserve	22,877,312	22,877,312
Specific Reserve	2,189,385	2,232,325
Retained Earnings	479,975,616	423,792,832
Net Unrealized Gain on Investments	(6,704,776)	(2,750,022)
Total Members' Equity	498,337,537	446,152,447
Total Liabilities & Members' Equity	\$4,428,100,680	\$4,028,113,490

STATEMENTS OF INCOME | Years ended December 31, 2018 and 2017

	2018	2017
Interest on Loans	146,847,853	124,391,539
Interest on Investments	19,007,324	12,639,739
Total Interest Income	165,855,177	137,031,278
Dividends	32,289,619	21,166,021
Interest Expense	3,012,820	3,581,586
Net Interest Income	130,552,738	112,283,671
Provision for Loan Losses	22,292,234	21,176,522
Non-Interest Income	85,202,423	80,575,911
Non-Interest Expenses	128,519,910	123,760,595
Patronage Dividend	8,803,173	8,086,667
Net Income	\$56,139,844	\$39,835,798



BOARD OF DIRECTORS

The Board of Directors is made up of credit union members from our local communities. We appreciate their commitment to making a difference and protecting your best interest.

Front row, left to right	Back row, left to right	Not pictured:
Adam Scheetz, Kettering <i>Assistant Secretary</i>	Charles Showell, Bellbrook <i>Director</i>	Joseph Mucci, Huber Heights <i>Treasurer</i>
Deborah Wilson-Robinson, Dayton <i>Associate Development Committee</i>	Nick Endsley, Oakwood <i>Associate Development Committee</i>	Rachel Goodspeed, Dayton <i>Associate Development Committee</i>
Carol Clark, Dublin <i>Director</i>	Robert Sweeney, Centerville <i>Assistant Treasurer</i>	
Mike McGrath, Dayton <i>Vice Chair</i>	Bonnie Smith, Trotwood <i>Associate Development Committee</i>	
Leah Hanseman, Dayton <i>Secretary</i>	Joseph Linsenmeyer, Tipp City <i>Chairman</i>	



Dustin B., Member Since 2014



Tobi W. & granddaughter, Member Since 2006



Joey & Jalonda H., Members Since 2017



Chris Q., Member Since 2014



Katie H., Member Since 1998



Alicia P., Member Since 2002



Save Better. Borrow Smarter. Learn A Lot!

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WPCU.coop

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Beavercreek, OH 45431-1706**



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