



SOUTHERN CHAUTAUQUA FEDERAL CREDIT UNION

2022 Annual Report



8 LOCATIONS

LAKESWOOD

168 E. Fairmount Ave.

JAMESTOWN

1283 E. 2nd Street

DUNKIRK

3877 Vineyard Drive

CHERRY CREEK

6834 Main Street

CLYMER

562 Clymer-Sherman Road

SCHOOL BASED BRANCHES

(Student & Staff Only)

SWCS | FREWSBURG | JHS



2022 Annual Meeting Minutes

23rd Annual Meeting on February 8, 2022

- I. CALL TO ORDER – Melvin Feather called the 23rd Annual meeting of Southern Chautauqua FCU to order at 5:33pm. Mel thanked everyone for attending.
- II. MEETING MINUTES - Mel asked for a motion to dispense with the reading of last year's minutes. Motion was made by Tom Waag, seconded by DeAn Durnell and carried.
- III. INTRODUCTIONS
 - A. Introduction of Supervisory Committee: Tim Smeal-Chair, Roberta Schruise, Jerry Felton and Nancy Ferguson
 - B. Introduction of Board of Directors: Mel Feather (President), Bill Caldwell (Vice-President, Rod Beckerink (Treasurer), Jim Casini (Secretary), Shawn Howard, Jared Chrispell, Tim Smeal, Larry Fiorella and Adam Dolce. Associate Board member is Christine Fosberg.
- IV. President's Report – Mel stated that he has been reporting as SCFCU's Board President for 20 years. SCFCU was chartered in 1953 and things have changed a lot over time! 2021 was expected to be a nasty year with many financial concerns however with the leadership of John Felton and his staff we have done very well by keeping calm and carrying on. We have about 17,987 members and we cover a huge chunk of Chautauqua County. Just last year we celebrated \$100M in assets. 2021 we are close to \$120M. This is proof that we have a great Management team and Board of Directors. We continue to offer the VITA program. Thank you, Jennifer Johnston, for her dedication to this program. The Employees at the Credit Union donate to a scholarship program that benefits graduating high school seniors of our staff and Board. This year they were able to award 5 - \$1000 scholarships. This is the 8th year of the GPS loan program. Through this program we have been able to help those in the county obtain a loan for an automobile who might not be able to obtain one. Despite COVID we have seen growth in our deposits, assets increased by 13%, loan to share ratio is 84%, and return on assets have increase as well. Our greatest achievement this year was our expansion into the Dunkirk/Fredonia area in the north county. We've had a soft opening with a Grand Opening planned for Thursday, March 24th. Southern Chautauqua is now in Northern Chautauqua County! We believe we will be able to fill a niche to the underserved community. There's more: Mel joined the Credit Union in September 1971. In 1982 he joined the Board of Directors. At that time there were 250 active members with assets of \$225,000. We have grown! Mel wanted to "thank everyone". It is now time to pass the torch. Best wishes to all.
- V. Recognition of Staff – John introduced staff. DeAn, Deb, Dave, Jenn, Teena, Leslie, Kim, Heather, Tammy, Lindsay, and Lindsey.
- VI. CEO's report – in packet. John stated that the Credit Union had a phenomenal year with credit going to a strong Board, staff, and support from the government. We helped more families than ever. We are in a strong position going forward. John thanked Mel for



2022 Annual Meeting Minutes

being a friend, mentor, and leader. There is a celebration for Mel being planned in the spring.

VII. Vice President's report and Financials are in the packet -

VIII. Nominations Committee announce Slate of Nominees: Jared wanted to thank Mel for his many years of service. Jared presented the slate of officers - Bill Caldwell, Jim Casini, and Adam Dolce.

IX. Motion to cast the Unanimous vote for the entire Slate of Nominees. Motion made by Jared Crispell, seconded by Anne Rich and carried.

X. Announcement of the newly elected Board of Directors – Bill Caldwell, Jim Casini, and Adam Dolce for a term of 3 years.

XI. Objective – Are our members happy, is our staff happy...beyond that do all the good you can. Is there anything else for the good of the cause?

XII. Adjourn the Meeting – motion to adjourn was made by Jerry Felton, DeAn Durnell, and carried. Meeting concluded at 6:00pm

Respectfully submitted – Heather Kerr



A Message from Bill Caldwell

President

2022 State of the Credit Union - President's Report

Welcome to the 24th Annual meeting of the Southern Chautauqua Federal Credit Union. The Credit Union was initially chartered in December of 1953. I take this opportunity to report to you, our members, on the state of the Credit Union. 2022 was a great year, if you like roller coasters! The ups and downs of our economy, high inflation & falling stock markets, kept all of us on our toes. Thankfully, due to the Credit Union's wonderful leadership and hardworking staff, our members were safely secured on the 2022 economic roller coaster and arrived safely back at the end of the ride, ready to do it again in 2023, hopefully with a lot less volatility.

One of the best parts about our roller coaster ride in 2022, was that we still experienced tremendous growth. Our membership has grown to 17,941, which has helped us to increase our assets to \$128.5 Million, an increase of \$8.8M. The result of our tremendous asset growth is that has allowed us to write 3,683 new loans leading us to be 98.29% loaned out.

As a member of the Board of Directors we meet monthly to provide support to our top-notch management team and staff as they continue to provide our members with the best possible financial products and services in the area. Our goal at Southern Chautauqua continues to be to go way beyond the normal expectations of a financial institution. Here are some highlights of our services:

*The VITA program to prepare income taxes free of charge to our members. 782 members were given help in filing their federal income taxes. 16 of our staff volunteered to be IRS trained so that they can do the filings properly. The staff did their volunteer work on Credit Union time. Total refunds were \$1,516,948 and the CU saved individuals over \$245,548 in preparer's fees. We are a leader in VITA thanks to our coordinators, Jennifer Johnston, Lindsay Hubbard, Amy Belcher and Alexandra Matos. This is a great community service. SCFCU bilingual employees supported the United Way of Northern Chautauqua County's VITA preparers helping bridge the language barrier.

*The Credit Union donated over \$10,800 to over 56 charities and community projects this past year.

*The CU is now in its ninth year of a car loan program using GPS. This program is for people that cannot get a loan elsewhere because of poor credit, short employment history, and/or an inability to have a co-signer. The GPS unit serves as a replacement for any of those normal loan approval criteria. There are currently 445 loans with \$4.2 million



A Message from Bill Caldwell

Continued

in the portfolio. These loans are monitored carefully and are a viable service that no other financial institution in the area provides.

*The Credit Union opened a new branch in November 2021 and after completing a full year of serving members in the North County, we couldn't be more excited with the results.

*We have also fully reopened our school-based branches at Southwestern, Jamestown, & Frewsburg and are in discussion to add more school-based branches in Falconer, Dunkirk and other districts in the county.

*The CU has an extensive online suite including DX Mobile, where you control your debit card. Great for security reasons. You can deposit checks through our Mobile App, pay bills with Home Banking and apply for a loan on-line. We have also recently added Savvymoney, a free service which allows members using our online banking to see their most up to date credit score and track their credit usage, which will help members track any suspicious transactions across all of their credit accounts and reduce instances of fraud.

These are just a few of the community services offered by your Credit Union. We are second to none in all of Chautauqua County in the way that we support our local community and we look forward to continuing this mission. I wish you all a happy, healthy, and financially secure 2023.

Our Goals: Growth Commitment - Success - Integrity

Boost, Believe in, Build and Support Our Community! That's what we do!

Bill Caldwell, President

Board of Directors for Southern Chautauqua Federal Credit Union



Employees & Length of Service

Felton, John	36	Fancher, Sierra	6	Parks, Tammy	2
Margaglio, Kimberly	20	Gilbert, Krista	6	Popielarz, Stephanie	2
Samuelson, David	19	Overbeck, Leslie	6	Rodriguez, Emily	2
Durnell, De An	18	Parker, Edith	6	Seekings, Riley	2
Kerr, Heather	18	Sostre, Elia	6	Smith, Jessica	2
Brown, Amy	15	Rosa, Joseline	5	Casini, James	>1
Hultin, Rebecca	15	Stravato, Lindsey	5	Donnell, Kortnei	>1
Rich, Anne	15	Booth, Alisha	4	Erickson, Jennifer	>1
Weilacher, Michelle	15	Buck, Leanna	4	Farrar, Deborah	>1
Rizzo, Amber	14	Devereaux, Victoria	4	Holden, Soleil	>1
Gniewecki, Melissa	13	Jewell, Katlyn	4	Marrano, Caitlin	>1
Johnston, Jennifer	13	King, Bobbie Jo	4	Melendez Marrero, Krystal	>1
Chau, Teena	13	Reding, Melissa	4	Metzer, Madalyn	>1
Gambino, Dana	11	Rodriguez, Helen	4	Nazario, Brittney	>1
Camp, Christine	10	Davis, Kimberly	3	Overturf, Morgan	>1
Moore, Shaa	10	Garcia, Kathiria	3	Pfleuger, Amanda	>1
Belcher, Amy	9	Newman, Mary Jo	3	Rearick, Meghan	>1
Congdon, Madison	9	Sweeney, Tara	3	Ruggerio, Lauren	>1
Evans, Lacey	9	Williams, Danalee	3	Siliano, Amanda	>1
Hubbard, Lindsay	9	Davis, Bryanna	2	Smith, Amanda	>1
Matos, Alexandra	9	Erazo, Delmaris	2	Soto Vega, Shakira	>1
Olson, Steven	7	Gonzalez, Tracy	2	Torres, Angelica	>1
Schultz, Mackenzie	7	Mitchener, Caleb	2	Bankowski, Allyson	>1
Conner, Rachel	6	Nelson, Jennifer	2	Johnson, Jennifer	>1

“The greatest asset of a company is its people.” - Jorge Paulo Lemann

Board of Directors & Supervisory Committee

Board of Directors

Bill Caldwell.....*President*, 24 years

Rod Beckerink.....*Vice President*, 27 years

Shawn Howard.....*Treasurer*, 20 years

James Casini.....*Secretary*, 7 years

Christine Fosberg.....*Associate*, 5 years

Jared Chrispell, 9 years

Taras Korol, 8 years

Tim Smeal, 4 years

Larry Fiorella, 2 year

Adam Dolce, 1 year

Supervisory Committee

Tim Smeal, Chairman, 4 years

Robert Schruise, 19 years

Jerry Felton, 55 years

Nancy Ferguson, 2 year



A Message from John Felton

CEO Report

I started my report last year, largely based on Covid 19 and the effects of the pandemic on our business. While Covid 19 continues to affect the Credit Union, it's impact has lessened significantly as of the date of this report.

However, what this organization has learned from operating through that unique experience will have an everlasting effect.

First ... People – Take care of your people and your people will take of you. I know that is a very simple statement to make, but it is not necessarily something simple to do. I am proud that we were able to protect all our staff's financial stability by keeping them fully employed during the entire pandemic.

Second ... People - Take care of your people and your people will take of you. The membership of the Credit Union continued to receive the excellent service that they have become accustomed to. Their loyalty to the Credit Union was outstanding.

Third ... People - Take care of your people and your people will take of you. My Board of Directors, my trusted members of my management team as well as everyone on staff stepped up, gave more and appreciated our approach to maneuvering through the pandemic. Without the Board's mentorship, my management team and staff's willingness to do whatever was asked (needed) we would not have come out of the pandemic financially stronger than ever before.

Financial Stability

Achieving financial stability during the pandemic would have been acceptable. Improving our financial stability during a pandemic and the subsequent year(s) was extraordinary. We would not have been able to continue to carry out our mission without those that entrusted me and this organization.

We are very fortunate (in credit union land) that we are able to compare our performance against our peers within New York State as well as all credit unions across the country. Based on the New York Credit Union Profile Report of the third quarter of 2022 (most current report available) Southern Chautauqua FCU is FIRST in membership growth and in the TOP FIVE in Loan to Share Ratio, Return on Assets and most importantly Capital Reserves.

Financial performance such as this, is only accomplished when the people of this organization have the vision of "People helping People", "People serving People", and "People uplifting People".

I appreciate ALL of the people in my life who have assisted me in making my dream come true.

Respectfully Submitted, John Felton, CEO



Community Impact Report

The Community Impact Department has been extremely busy for the past year (plus). First, over the past 18 months, we have secured a number of grants/secondary capital. The following is a listing of the Credit Union's awards:

RRP GRANT ... Sept./Oct. 2021 \$1,826,265.00

Inclusiv Secondary Capital 1,000,000.00

ECIP (U. S. Treasury Department)

Secondary Capital 4,900,000.00

Small Dollar Grant 271,988.00

Along with acquiring the above funding, the Community Impact department was integral in the following meetings and presentations throughout Chautauqua County.

- Jamestown Public Schools*
- Frewsburg High School/Middle School*
- Southwestern High School*
- Veterans 4 Christ*
- Invest in You*
- Chautauqua County Chamber of Commerce*
- Fredonia Schools*
- Dunkirk Schools*
- The Resource Center*
- Cassadaga Job Corps*
- Jamestown Community College*
- Falconer High School*
- Chautauqua Works*
- Collaborative Children's Solutions*
- B.O.C.E. S.*

Other Community Impact department work that has proven to be very fruitful are:

- Meetings concerning retrieving money through The CARES Act*
- I.D.E.A. Meetings (Inclusion, Diversity, Equity, Access)*
- Mock Interviews at Southwestern High School*
- The Taste of Independence*



2022 Financial Report

Statement of Financial Condition	
as of 12/31/2022	
ASSETS	
Consumer Loans	\$ 100,486,279.91
Real Estate Loans	\$ 5,868,872.11
Total Loans	\$ 106,355,152.02
(Less Allowance for Loan Losses)	\$ (2,321,764.00)
Cash	\$ 1,899,784.91
Investments	\$ 13,626,006.15
Other Assets	\$ 8,953,823.73
TOTAL ASSETS	\$ 128,513,002.81
LIABILITIES & EQUITY	
Total Liabilities	\$ 6,739,314.14
Member Deposits	\$ 104,461,478.25
Non-Member Deposits	\$ 3,745,000.00
Total Deposits	\$ 108,206,478.25
Regular Reserve	\$ 483,777.01
Undivided Earnings	\$ 13,083,433.41
Total Reserves	\$ 13,567,210.42
TOTAL LIABILITIES & EQUITY	\$ 128,513,002.81

Income Statement	
as of 12/31/2022	
OPERATING INCOME	
Income from Loans	\$ 6,419,206.82
Income from Investments	\$ 115,541.26
Income from Miscellaneous	\$ 3,279,826.56
TOTAL OPERATING INCOME	\$ 9,814,574.64
OPERATING EXPENSES	
Operating Expenses	\$ 6,717,652.73
Dividend Expenses	\$ 556,021.91
Non-Operating Expenses	\$ 1,054,093.64
TOTAL OPERATING EXPENSES	\$ 8,327,768.28
TOTAL NET INCOME	\$ 1,486,806.36