



# Corporate America Credit Union

Summary Balance Sheet Monthly Comparison  
as of 7/31/2019

|   | July 2019<br>Current Month | June 2019<br>Prior Month | Monthly<br>\$ Variance | Monthly<br>% Variance | July 2018<br>Prior Year | Yearly<br>\$ Variance | Yearly<br>% Variance |
|---|----------------------------|--------------------------|------------------------|-----------------------|-------------------------|-----------------------|----------------------|
| <b>ASSETS</b>                                       |                            |                          |                        |                       |                         |                       |                      |
| CASH AND CASH EQUIVALENTS                           | 465,204,187                | 742,863,123              | (277,658,936)          | (37.38%)              | 469,998,884             | (4,794,698)           | (1.02%)              |
| INVESTMENTS - PRIMARY FINANCIAL                     | 273,826                    | 273,826                  | 0                      | 0.00%                 | 264,456                 | 9,370                 | 3.54%                |
| INVESTMENTS - AVAILABLE FOR SALE                    | 2,201,356,225              | 2,250,474,138            | (49,117,912)           | (2.18%)               | 1,931,700,347           | 269,655,878           | 13.96%               |
| FHLB STOCK  | 2,145,200                  | 2,145,200                | 0                      | 0.00%                 | 2,365,800               | (220,600)             | (9.32%)              |
| LOANS TO MEMBERS                                    | 10,885,863                 | 8,713,633                | 2,172,230              | 24.93%                | 21,285,922              | (10,400,060)          | (48.86%)             |
| PROPERTY AND EQUIPMENT                              | 2,207,368                  | 2,192,795                | 14,573                 | 0.66%                 | 2,317,461               | (110,092)             | (4.75%)              |
| ACCRUED INTEREST RECEIVABLE                         | 8,830,272                  | 9,127,028                | (296,756)              | (3.25%)               | 8,178,438               | 651,834               | 7.97%                |
| PREPAID EXPENSES                                    | 677,897                    | 791,052                  | (113,155)              | (14.30%)              | 892,370                 | (214,473)             | (24.03%)             |
| OTHER ASSETS  | 918,385                    | 918,412                  | (27)                   | (0.00%)               | 930,123                 | (11,738)              | (1.26%)              |
| ACCOUNTS RECEIVABLE                                 | 19,092,726                 | 15,877,862               | 3,214,863              | 20.25%                | 19,908,280              | (815,555)             | (4.10%)              |
| <b>TOTAL ASSETS</b>                                 | <b>2,711,591,949</b>       | <b>3,033,377,069</b>     | <b>(321,785,120)</b>   | <b>(10.61%)</b>       | <b>2,457,842,082</b>    | <b>253,749,867</b>    | <b>10.32%</b>        |
| <b>BORROWINGS AND OTHER LIABILITIES</b>             |                            |                          |                        |                       |                         |                       |                      |
| ACC INT PAYABLE - FHLB ADVANCE                      | 20,082                     | 22,838                   | (2,756)                | (12.07%)              | 60,112                  | (40,030)              | (66.59%)             |
| ACCOUNTS PAYABLE                                    | 177,846                    | 268,198                  | (90,352)               | (33.69%)              | 255,985                 | (78,139)              | (30.52%)             |
| ACCRUED INTEREST PAYABLE                            | 1,335,158                  | 1,531,519                | (196,361)              | (12.82%)              | 1,632,866               | (297,708)             | (18.23%)             |
| ACCRUED EXPENSE PAYABLE                             | 3,737,209                  | 3,749,819                | (12,609)               | (0.34%)               | 1,691,965               | 2,045,244             | 120.88%              |
| <b>TOTAL LIABILITIES</b>                            | <b>5,270,295</b>           | <b>5,572,373</b>         | <b>(302,078)</b>       | <b>(5.42%)</b>        | <b>3,640,928</b>        | <b>1,629,367</b>      | <b>44.75%</b>        |
| <b>MEMBERS' SHARES</b>                              |                            |                          |                        |                       |                         |                       |                      |
| NCA - AMORTIZED                                     | 0                          | 0                        | 0                      | 0.00%                 | 0                       | 0                     | 0.00%                |
| TERM PIC - AMORTIZED                                | 249,562                    | 242,817                  | 6,745                  | 2.78%                 | 168,623                 | 80,939                | 48.00%               |
| MEMBERS SHARES                                      | 2,233,511,110              | 2,433,910,728            | (200,399,618)          | (8.23%)               | 1,751,432,931           | 482,078,179           | 27.52%               |
| MEMBER SHARE CERTIFICATES                           | 325,101,293                | 446,439,893              | (121,338,600)          | (27.18%)              | 568,029,016             | (242,927,723)         | (42.77%)             |
| <b>TOTAL SHARES, CERTIFICATES AND OTHER CAPITAL</b> | <b>2,558,861,965</b>       | <b>2,880,593,438</b>     | <b>(321,731,473)</b>   | <b>(11.17%)</b>       | <b>2,319,630,571</b>    | <b>239,231,395</b>    | <b>10.31%</b>        |
| <b>CAPITAL</b>                                      |                            |                          |                        |                       |                         |                       |                      |
| NCA - UNAMORTIZED                                   | 4,760,681                  | 4,760,681                | 0                      | 0.00%                 | 4,760,681               | 0                     | 0.00%                |



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|---|----------------------------|--------------------------|------------------------|-----------------------|-------------------------|-----------------------|----------------------|
| TERM PIC - UNAMORTIZED                                | 155,134                    | 161,879                  | (6,745)                | (4.17%)               | 236,073                 | (80,939)              | (34.29%)             |
| <b>CORE CAPITAL</b>                                   |                            |                          |                        |                       |                         |                       |                      |
| PIC/PCC   | 100,095,520                | 100,095,520              | 0                      | 0.00%                 | 100,095,520             | 0                     | 0.00%                |
| OTHER RESERVES  | 39,400,991                 | 39,400,991               | 0                      | 0.00%                 | 31,856,186              | 7,544,805             | 23.68%               |
| UNDIVIDED EARNINGS                                    | 18,814,239                 | 18,051,323               | 762,916                | 4.23%                 | 16,706,322              | 2,107,916             | 12.62%               |
| <b>TOTAL CORE CAPITAL</b>                             | <b>158,310,750</b>         | <b>157,547,834</b>       | <b>762,916</b>         | <b>0.48%</b>          | <b>148,658,028</b>      | <b>9,652,721</b>      | <b>6.49%</b>         |
| ACCUMULATED UNREALIZED<br>GAINS/LOSSES AFS SECURITIES | (11,001,702)               | (10,373,228)             | (628,475)              | (6.06%)               | (17,974,351)            | 6,972,648             | 38.79%               |
| ACCUMULATED OTHER<br>COMPREHENSIVE INCOME/PENSION     | (4,765,173)                | (4,885,908)              | 120,735                | 2.47%                 | (1,109,849)             | (3,655,325)           | (329.35%)            |
| <b>TOTAL MEMBERS EQUITY</b>                           | <b>2,706,321,654</b>       | <b>3,027,804,696</b>     | <b>(321,483,042)</b>   | <b>(10.62%)</b>       | <b>2,454,201,154</b>    | <b>252,120,500</b>    | <b>10.27%</b>        |
| <b>TOTAL LIABILITIES AND MEMBERS<br/>EQUITY</b>       | <b>2,711,591,949</b>       | <b>3,033,377,069</b>     | <b>(321,785,120)</b>   | <b>(10.61%)</b>       | <b>2,457,842,082</b>    | <b>253,749,867</b>    | <b>10.32%</b>        |



# Corporate America Credit Union

Summary Income Statement Monthly Comparison  
as of 7/31/2019

|                                   | July 2019<br>Current Month | June 2019<br>Prior Month | Monthly<br>\$ Variance | Monthly<br>% Variance | July 2019<br>Year-to-Date | July 2018<br>Year-to-Date | Yearly<br>\$ Variance | Yearly<br>% Variance |
|-----------------------------------|----------------------------|--------------------------|------------------------|-----------------------|---------------------------|---------------------------|-----------------------|----------------------|
| INTEREST ON LOANS                 | 26,644                     | 39,556                   | (12,912)               | (32.64%)              | 372,160                   | 195,279                   | 176,881               | 90.58%               |
| INVESTMENT INCOME                 | 6,578,417                  | 6,541,712                | 36,706                 | 0.56%                 | 44,555,110                | 33,324,352                | 11,230,758            | 33.70%               |
| <b>TOTAL INTEREST INCOME</b>      | <b>6,605,062</b>           | <b>6,581,268</b>         | <b>23,794</b>          | <b>0.36%</b>          | <b>44,927,270</b>         | <b>33,519,631</b>         | <b>11,407,638</b>     | <b>34.03%</b>        |
| INTEREST ON REVERSE REPO          | 0                          | 0                        | 0                      | 0.00%                 | (110)                     | 44,516                    | (44,626)              | 100.25%              |
| INTEREST ON FHLB                  | 20,082                     | 22,835                   | 2,753                  | 12.06%                | 102,704                   | 434,217                   | 331,513               | 76.35%               |
| MEMBER SHARES DIVIDENDS           | 3,711,724                  | 3,453,759                | (257,965)              | (7.47%)               | 22,514,275                | 16,122,348                | (6,391,927)           | (39.65%)             |
| CD DIVIDEND                       | 798,888                    | 998,566                  | 199,678                | 20.00%                | 7,510,073                 | 4,692,544                 | (2,817,528)           | (60.04%)             |
| NCA DIVIDEND                      | 410                        | 397                      | (13)                   | (3.37%)               | 2,804                     | 2,931                     | 127                   | 4.34%                |
| TERM PIC DIVIDENDS                | 34                         | 33                       | (1)                    | (3.40%)               | 235                       | (374)                     | (609)                 | 162.90%              |
| <b>TOTAL INTEREST EXPENSE</b>     | <b>4,531,139</b>           | <b>4,475,591</b>         | <b>(55,548)</b>        | <b>(1.24%)</b>        | <b>30,129,980</b>         | <b>21,296,183</b>         | <b>(8,833,798)</b>    | <b>(41.48%)</b>      |
| <b>NET INTEREST INCOME</b>        | <b>2,073,923</b>           | <b>2,105,677</b>         | <b>(31,755)</b>        | <b>(1.51%)</b>        | <b>14,797,289</b>         | <b>12,223,448</b>         | <b>2,573,841</b>      | <b>21.06%</b>        |
| FEE INCOME                        | 402,300                    | 453,469                  | (51,169)               | (11.28%)              | 3,373,132                 | 3,678,820                 | (305,688)             | (8.31%)              |
| OTHER INCOME                      | 22,908                     | 24,516                   | (1,608)                | (6.56%)               | 148,362                   | 117,355                   | 31,008                | 26.42%               |
| <b>TOTAL NON-INTEREST INCOME</b>  | <b>425,208</b>             | <b>477,985</b>           | <b>(52,777)</b>        | <b>(11.04%)</b>       | <b>3,521,494</b>          | <b>3,796,175</b>          | <b>(274,681)</b>      | <b>(7.24%)</b>       |
| COMPENSATION                      | 623,451                    | 566,273                  | (57,177)               | (10.10%)              | 4,167,279                 | 3,587,252                 | (580,028)             | (16.17%)             |
| EMPLOYEE BENEFITS                 | 249,004                    | 242,402                  | (6,602)                | (2.72%)               | 1,804,599                 | 1,251,714                 | (552,885)             | (44.17%)             |
| TRAVEL AND CONFERENCE             | 49,442                     | 43,282                   | (6,159)                | (14.23%)              | 318,153                   | 272,505                   | (45,648)              | (16.75%)             |
| OFFICE OPERATION                  | 224,409                    | 210,121                  | (14,289)               | (6.80%)               | 1,467,152                 | 2,023,371                 | 556,219               | 27.49%               |
| OFFICE OCCUPANCY                  | 900                        | 1,800                    | 900                    | 50.00%                | 7,200                     | 7,200                     | 0                     | 0.00%                |
| MARKETING AND EDUCATIONAL         | 105,839                    | 86,593                   | (19,246)               | (22.23%)              | 491,384                   | 256,643                   | (234,741)             | (91.47%)             |
| PROFESSIONAL SERVICES             | 148,043                    | 109,189                  | (38,855)               | (35.58%)              | 886,468                   | 1,039,108                 | 152,641               | 14.69%               |
| MISCELLANEOUS                     | 10,305                     | 10,353                   | 48                     | 0.46%                 | 71,568                    | 101,578                   | 30,010                | 29.54%               |
| EXAM FEES                         | 15,298                     | 15,298                   | 0                      | 0.00%                 | 107,086                   | 122,047                   | 14,961                | 12.26%               |
| <b>TOTAL NON-INTEREST EXPENSE</b> | <b>1,426,690</b>           | <b>1,285,310</b>         | <b>(141,380)</b>       | <b>(11.00%)</b>       | <b>9,320,889</b>          | <b>8,661,416</b>          | <b>(659,472)</b>      | <b>(7.61%)</b>       |
| <b>NET OPERATING EXPENSE</b>      | <b>1,001,482</b>           | <b>807,325</b>           | <b>(194,157)</b>       | <b>(24.05%)</b>       | <b>5,799,395</b>          | <b>4,865,242</b>          | <b>(934,153)</b>      | <b>(19.20%)</b>      |



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|-------------------------------|----------------------------|--------------------------|------------------------|-----------------------|---------------------------|---------------------------|-----------------------|----------------------|
| GAIN SALE OF INVESTMENT       | 0                          | 10,487                   | 10,487                 | (100.00%)             | 22,856                    | 673,872                   | (651,017)             | (96.61%)             |
| GAIN SALE OF ASSETS           | 0                          | 0                        | 0                      | 0.00%                 | 34,200                    | 5,200                     | 29,000                | 557.69%              |
| <b>TOTAL GAINS ON ASSETS</b>  | <b>0</b>                   | <b>10,487</b>            | <b>10,487</b>          | <b>(100.00%)</b>      | <b>57,056</b>             | <b>679,072</b>            | <b>(622,017)</b>      | <b>(91.60%)</b>      |
| LOSS SALE OF INVESTMENT       | 0                          | 0                        | 0                      | 0.00%                 | 144,720                   | 902,501                   | 757,781               | 83.96%               |
| LOSS SALE OF ASSETS           | 0                          | 0                        | 0                      | 0.00%                 | 0                         | 6,500                     | 6,500                 | 100.00%              |
| <b>TOTAL LOSSES ON ASSETS</b> | <b>0</b>                   | <b>0</b>                 | <b>0</b>               | <b>0.00%</b>          | <b>144,720</b>            | <b>909,001</b>            | <b>764,281</b>        | <b>84.08%</b>        |
| <b>RETURN ON ASSETS</b>       | <b>1,072,440</b>           | <b>1,308,839</b>         | <b>(236,399)</b>       | <b>(18.06%)</b>       | <b>8,910,230</b>          | <b>7,128,278</b>          | <b>1,781,952</b>      | <b>25.00%</b>        |
| TAXES                         | 15,179                     | 15,179                   | 0                      | 0.00%                 | 106,251                   | 14,000                    | (92,251)              | (658.93%)            |
| <b>NET INCOME AFTER TAXES</b> | <b>1,057,261</b>           | <b>1,293,661</b>         | <b>(236,399)</b>       | <b>(18.27%)</b>       | <b>8,803,979</b>          | <b>7,114,278</b>          | <b>1,689,701</b>      | <b>23.75%</b>        |