

September 30, 2019  
**347,466 SEFCU Members**  
**Assets \$3,974,905,346**

**SEFCU  
BALANCE SHEET**  
AS OF 9/30/19

**SEFCU INCOME  
STATEMENT**  
AS OF 9/30/19

ASSETS	
UNSECURED LOANS	\$347,600,433
VEHICLE LOANS	923,227,072
REAL ESTATE LOANS	1,043,090,544
ALL OTHER LOANS	244,024,989
LESS: ALLOWANCE FOR LOAN LOSS	<u>(30,590,522)</u>
TOTAL NET LOANS	2,527,352,516
 CASH ON HAND AND IN BANKS	 45,258,309
 INVESTMENTS: (AT FAIR MARKET VALUE OF \$1,305,006,084)	
US GOVT AGENCY DEBENTURE / MORTGAGE-RELATED SECURITIES	935,223,342
LIQUID FUNDS IN CORP CU	2,908,016
LIQUID FUNDS IN	
OTHER FINANCIAL INSTITUTIONS	153,529,878
OTHER INVESTMENTS	<u>215,239,556</u>
TOTAL INVESTMENTS	1,306,900,792
 ACCRUED INTEREST RECEIVABLE	 10,465,569
FIXED ASSETS	42,396,284
OTHER ASSETS	<u>42,531,876</u>
 TOTAL ASSETS	 <u>\$3,974,905,346</u>
 LIABILITIES & EQUITY	
ACCRUED EXPENSES	\$17,577,442
OTHER LIABILITIES	<u>40,563,657</u>
 TOTAL LIABILITIES	 <u>\$58,141,099</u>
 MEMBER'S EQUITY	
REGULAR SHARES	811,965,621
SHARE DRAFTS	728,296,729
PREFERRED SAVINGS	1,685,077,265
SHARE CERTIFICATES	311,204,397
OTHER SHARES	<u>66,312,720</u>
TOTAL SHARES & CERTIFICATES	3,602,856,732
 RESERVES / UNDIVIDED EARNINGS	 <u>313,907,515</u>
 TOTAL MEMBER'S EQUITY	 <u>\$3,916,764,247</u>
 TOTAL LIABILITIES & MEMBER'S EQUITY	 <u>\$3,974,905,346</u>

OPERATING INCOME:	YTD
INTEREST ON LOANS	\$83,555,103
INCOME FROM INVESTMENTS	22,407,597
FEES AND CHARGES	32,960,292
OTHER NON INTEREST INCOME	<u>6,781,539</u>
 TOTAL OPERATING INCOME	 145,704,531
 OPERATING EXPENSES:	
COMPENSATION	\$45,973,116
EMPLOYEE BENEFITS	13,952,460
TRAVEL AND CONFERENCE	1,125,378
ASSOCIATION DUES	229,364
OFFICE OCCUPANCY EXPENSE	5,029,723
DEPRECIATION EXPENSE	4,798,727
OFFICE OPERATIONS EXPENSE	15,602,869
PROVISION FOR LOAN LOSSES	11,746,000
SUPERVISION / EXAM EXPENSES	437,960
PROFESSIONAL & OUTSIDE SERVICE	11,406,183
EDUCATIONAL & PROMOTIONAL	2,545,335
LOAN SERVICING	7,398,021
MISC. OPERATING EXPENSES	<u>5,119,312</u>
 TOTAL OPERATING EXPENSES	 <u>125,364,448</u>
 INCOME / (LOSS) FROM OPERATIONS	 20,340,083
 GAIN / (LOSS) ON SALE OF ASSETS	 <u>11,893,743</u>
 INCOME / (LOSS) BEFORE DIVIDENDS	 32,233,826
 DIVIDENDS	 <u>18,496,814</u>
 NET INCOME / (LOSS)	 <u>\$13,737,012</u>



CHAIRMAN OF THE BOARD - RON ROCK



PRESIDENT & CEO - MICHAEL J. CASTELLANA



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