



**BANKING THAT'S GOOD. FOR YOU.**



Quorum is banking that's focused on you, and how our products and services can help you live life as you choose. We're a credit union, which means that we serve you, our members.

Our mission is to do good by you and for you, by returning profits in the form of our competitive rates, low fees, simple rules, clear communication, frictionless delivery, and unbiased advice.

We call it **"Banking that's good. For you."**



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# LEADERSHIP



## BOARD OF DIRECTORS



**KEVIN HOLLY**  
Chairman  
Retired,  
Altria Group, Inc.  
Board Member  
since 1989



**MARK WERNER**  
Vice Chairperson  
Retired,  
Altria Group, Inc.  
Board Member  
since 1998



**DAN DeSIO**  
Treasurer  
Newmedical  
Technology, Inc.  
Board Member  
since 2014



**SANDRA SCHIRMANG**  
Secretary  
Retired,  
Kraft Foods Inc.  
Board Member  
since 2009



**STEVEN KLEPFER**  
Director  
Retired,  
Philips Electronics  
Board Member  
since 1997



**JONATHAN PARKER**  
Director  
APR Consulting  
Board Member  
since 2013



**JAN PRICE**  
Director  
Retired,  
Kraft Foods Inc.  
Board Member  
since 1994



**BRUCE L. FISHSTEIN**  
Director  
Hudson Group  
Board member  
since 2016



**JEFF FEUERSTEIN**  
Director  
Mastercard  
Board Member  
since 2017

### NOT PICTURED:

**JOSEPH P. VALLARO** — Associate Director | Retired, Kraft Foods Inc. | Board Member since 2011

**JAMES F. INGOLD** — Associate Director | Gas Technology Institute | Board Member since 2018

**MARK N. DAJANI** — Former Director | Carlsberg Group | Board Member 2015 - 2018

## SENIOR MANAGEMENT TEAM



**TAVIS BRIECHLE**  
Vice President  
of Finance

**DIANE SLIFSTEIN**  
Vice President  
of Operations  
& Member  
Services

**TYSON BLACKBURN**  
Vice President  
of Lending

**CARLENE ARMETTA**  
Vice President  
of Marketing

**BRUNO SEMENTILLI**  
President  
& CEO

**GEORGE CACCHIANI**  
Vice President  
of Information  
Technology

**JEFFREY PACHTER**  
COO/CFO

## SUPERVISORY COMMITTEE

(Date of Supervisory Committee initiation, in parentheses)

**Bruce L. Fishstein**, Chairperson  
Hudson Group (2016 – present)

**Joseph P. Vallaro**, Retired,  
Kraft Foods Inc. (2011 – present)

**James F. Ingold**  
Gas Technology Institute (2018 – present)

## VOFCO BOARD OF MANAGERS

**Bruno Sementilli**, Chairman

**Tavis Briechle**, Manager, Treasurer & Secretary

**Mark Werner**, Manager

**Greg Cooper**, Manager

**Graham Hunt**, Manager

## VOFCO OFFICERS

**Todd Fasanella**, CEO

**Greg Cooper**, Chief Investment Officer

**John Campbell**, General Counsel

**Graham Hunt**, Chief Credit Officer

## SERVICE CENTER LOCATIONS

**NEW YORK (HEADQUARTERS)**  
2500 WESTCHESTER AVENUE, STE. 411  
PURCHASE, NY 10577

### ILLINOIS:

**Chicago** (Chicago Aon area)\*

**Deerfield** (Mondelēz International)

### NEW JERSEY:

**East Hanover** (Mondelēz International North America  
Headquarters)

### NEW YORK:

**Manhattan** (The Ogilvy Group, Inc.)

\*Closed in 2018.





**BRUNO  
SEMENTILLI**  
President/CEO



**KEVIN HOLLY**  
Chairman of  
the Board

### **BANKING THAT'S GOOD. FOR YOU.™**

It's an exciting time to be a member of Quorum. Over the next few months and through 2019, we plan to continue to delight our members with more competitive products and services. We're also committed to further enhancing our online and mobile banking experiences to make banking faster, frictionless, and more robust than ever before—so our members can plan for their future... but also get on with the rest of their lives.

While 2018 is the third year our earnings have been impacted due to exposure to taxi medallion loan participations, we believe that the brunt of the disruption is behind us, and have seen indications that the market is close to stabilizing. Sufficient reserves have been built over these past three years, with our remaining exposure limited to 2 percent of our loan portfolio. Any further taxi medallion value deterioration would not have a significant impact on Quorum. Through this period, Quorum has enjoyed strong performance in all other loan areas, continuing to provide loans to our members, with earnings that have enabled us to remain well capitalized and poised for future growth.

We look forward to returning to our core business and expansion, and you'll see some of our advancement below.

### **WHEREVER YOU NEED US, THAT'S WHERE WE'LL BE.**

We continue to generate business in new ways—through new loan relationships, software and fintech partners—all in an effort to reach our

members where they need us most. As a result, we're welcoming lots of new faces to the Quorum family, some of whom have found their way to us due to our specialty lending programs (such as vacation ownership, medical loans, and international graduate student loans). This past year, we added University of California Los Angeles (UCLA) to our International Student Loan Program, and Travel Resorts of America to our Vacation Ownership program. We hope new members and members who have banked with us for years continue to experience tangible, sizable value from us. We have broadened our offerings to better serve their diverse interests and financial goals, and further augmented our remote capabilities, to reach them around the world.

Our members provided feedback to us throughout 2018 in the form of answering surveys, interviews, and conversations with our Member Service Team. We take their participation seriously, and invest in their services based on what they've told us they want from a financial institution. The feedback helped us to grow the following areas in 2018 (and we're not done yet!):

### **MORE VALUE.**

- We pride ourselves on the competitive rates we offer for our savings products (which were featured on numerous money blogs throughout 2018), as well as our competitive first and second mortgages and credit card products. However, our partner offerings allow our members to get even more, from Balance Financial Fitness's confidential financial counseling, to strategies

on wealth management and retirement planning from our wealth management partners.

- Our new niche Investment Property HELOC was created this past year to meet both referral partner and member needs, expanding our robust line of home equity loan solutions.
- Our mobile banking apps (highly rated on both the Google Play Store and Apple App Store) continue to be upgraded, from Biometric Usability enhancements, to “Snapshot” functionality (allowing users to check their balances without fully logging in). Our desktop message center and Transfers section also received a new look and feel, allowing for enhanced usability. Wire payments can now be made online, saving members time, and money.

**MORE EDUCATIONAL CONTENT.**

- Our Learning Hub ([learn.quorumfcu.org](http://learn.quorumfcu.org)) continues to expand, featuring unbiased advice on a variety of financial topics, from how to save for your first home, to the latest scams, to will preparation, to outlining the differences between a savings and term account.
- We’ve updated our member newsletter QNotes and changed the frequency from quarterly to monthly, so members are always receiving the latest company updates, educational articles, and webinar information.
- Speaking of webinars, our partner Balance Financial Fitness offers a FREE, interactive webinar for members monthly (held at two different times) on a variety of important financial topics. Be sure to sign up, and actively participate in the financial conversation.

**MORE GIVING.**

- Not only are we giving back to our members in the form of market-leading rates and services, we’re giving back to the community, and are

proud to have raised money throughout the year for our veterans, both at the Disabled American Veterans (DAV) and James J. Peters VA Medical Center. Our donation to The Council for Economic Education (CEE) allowed a teacher to attend the 57<sup>th</sup> Annual Financial Literacy & Economic Conference, which in turn gave students the essential tools to create financial stability and opportunity for themselves, their families and their communities. And we continued to offer assistance to members who found themselves in the aftermath of 2018’s devastating hurricanes.

We will continue to reach out more consistently over the months and years ahead to keep our members informed of all the Credit Union has to offer. Have an idea that can’t wait? Email us at [quorumfcu.org/contact-us](mailto:quorumfcu.org/contact-us).

Being on our members’ side, with products that are world class, and frictionless service, is what drives us. We’re committed to offering competitive products that we’d recommend to our own families. With terms and conditions that are clear and make sense for members and Quorum. And to tailor our service to members as much as possible, so that Quorum continues to be our own first choice, and—we hope—our members as well.

We thank our members, and look forward to serving their needs in 2019 and in years to come. Our sincere gratitude to our dedicated Board of Directors and Supervisory Committee, who guide us towards success each and every year, and ensure our members and their family interests remain our top priority.

Sincerely,



**BRUNO SEMENTILLI**  
President/CEO



**KEVIN HOLLY**  
Chairman

## INDEPENDENT AUDITORS' REPORT

Board of Directors and Supervisory Committee  
Quorum Federal Credit Union  
Purchase, New York

### Report on Consolidated Financial Statements

We have audited the accompanying consolidated financial statements of Quorum Federal Credit Union, which comprise the consolidated statements of financial condition as of December 31, 2018 and 2017, and the related consolidated statements of operations, comprehensive income (loss), members' equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### *Management's Responsibility for the Consolidated Financial Statements*

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditors' Responsibility*

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by Management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Quorum Federal Credit Union as of December 31, 2018 and 2017, and the results of their operations and their cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.



CliftonLarsonAllen LLP

Plymouth Meeting, Pennsylvania  
April 24, 2019



CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION  
 DECEMBER 31, 2018 AND 2017 (Dollars in Thousands)

	<u>2018</u>	<u>2017</u>
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 42,900	\$ 36,953
Available-for-Sale Securities	52,088	62,934
Other Investments	5,392	7,410
Loans, Net	666,877	701,659
Accrued Interest Receivable	4,202	4,049
Leasehold Improvements and Equipment, Net	4,907	5,455
Deposit in National Credit Union Share Insurance Fund	6,342	6,627
Other Assets	<u>34,827</u>	<u>35,355</u>
Total Assets	<u>\$ 817,535</u>	<u>\$ 860,442</u>
<b>LIABILITIES AND MEMBERS' EQUITY</b>		
<b>LIABILITIES</b>		
Members' Share Accounts	\$ 748,383	\$ 758,368
Borrowed Funds	-	26,000
Accrued Expenses and Other Liabilities	<u>14,371</u>	<u>12,506</u>
Total Liabilities	762,754	796,874
<b>MEMBERS' EQUITY</b>		
Retained Earnings, Substantially Restricted	59,042	67,305
Accumulated Other Comprehensive Loss	<u>(3,645)</u>	<u>(3,090)</u>
Total Members' Equity before Noncontrolling Interest	55,397	64,215
Noncontrolling Interest	<u>(616)</u>	<u>(647)</u>
Total Members' Equity	<u>54,781</u>	<u>63,568</u>
Total Liabilities and Members' Equity	<u>\$ 817,535</u>	<u>\$ 860,442</u>

	<u>2018</u>	<u>2017</u>
<b>INTEREST INCOME</b>		
Loans	\$ 41,232	\$ 39,906
Available-for-Sale Securities	993	909
Interest Bearing Deposits and Cash Equivalents	947	915
Total Interest Income	<u>43,172</u>	<u>41,730</u>
<b>INTEREST EXPENSE</b>		
Members' Share and Savings Accounts	8,357	5,561
Borrowed Funds	377	406
Total Interest Expense	<u>8,734</u>	<u>5,967</u>
Net Interest Income	34,438	35,763
<b>PROVISION FOR LOAN LOSSES</b>	<u>21,070</u>	<u>14,406</u>
Net Interest Income After Provision for Loan Losses	13,368	21,357
<b>NON-INTEREST INCOME</b>		
Checking Fees	1,156	1,277
Credit Card Fees	1,767	1,969
Check Card Fees	892	969
Late Fees	379	336
Gain on Sales of Loans	6,425	3,300
Net Gain (Loss) on Sales of Assets	(40)	9
Other Fees	1,913	2,712
Total Non-Interest Income	<u>12,492</u>	<u>10,572</u>
<b>NON-INTEREST EXPENSE</b>		
General and Administrative:		
Employee Compensation and Benefits	17,999	17,856
Office Operations	3,873	3,270
Loan Processing	6,543	3,968
Professional Fees and Other Outside Services	2,350	2,267
Office Occupancy	707	893
Marketing and Promotional	1,043	501
Travel and Conference	270	151
Other Non-Interest Expenses	1,338	1,197
Total Non-Interest Expense	<u>34,123</u>	<u>30,103</u>
<b>NET (LOSS) INCOME</b>	<u>\$ (8,263)</u>	<u>\$ 1,826</u>

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (LOSS)  
YEARS ENDED DECEMBER 31, 2018 AND 2017 *(Dollars in Thousands)*

	<u>2018</u>	<u>2017</u>
<b>NET (LOSS) INCOME</b>	\$ (8,263)	\$ 1,826
<b>OTHER COMPREHENSIVE INCOME (LOSS):</b>		
<b>Securities - Available-for-Sale</b>		
Unrealized Holding Gain (Loss) Arising During the Period	(41)	(4)
Subtotal	<u>(41)</u>	<u>(4)</u>
<b>Defined Benefit Pension and Healthcare Plans</b>		
Net Gain (Loss) Arising During the Period	(638)	(70)
Reclassification Adjustment for Amortization of Prior Service Cost and Net Gain Included in Periodic Pension Cost	124	132
Subtotal	<u>(514)</u>	<u>62</u>
<b>TOTAL OTHER COMPREHENSIVE (LOSS) INCOME</b>	<u>(555)</u>	<u>58</u>
<b>TOTAL COMPREHENSIVE (LOSS) INCOME</b>	<u>\$ (8,818)</u>	<u>\$ 1,884</u>

	Statutory Reserves	Undivided Earnings	Accumulated Other Comprehensive Loss	Noncontrolling Interest	Total
<b>BALANCES AT JANUARY 1, 2017</b>	\$ 11,453	\$ 54,026	\$ (3,148)	\$ (647)	\$ 61,684
Net Income	-	1,826	-	-	1,826
Other Comprehensive Income	-	-	58	-	58
<b>BALANCES AT DECEMBER 31, 2017</b>	11,453	55,852	(3,090)	(647)	63,568
Net Loss	-	(8,263)	-	-	(8,263)
Other Comprehensive Loss	-	-	(555)	31	(524)
<b>BALANCES AT DECEMBER 31, 2018</b>	<u>\$ 11,453</u>	<u>\$ 47,589</u>	<u>\$ (3,645)</u>	<u>\$ (616)</u>	<u>\$ 54,781</u>

CONSOLIDATED STATEMENTS OF CASH FLOWS  
YEARS ENDED DECEMBER 31, 2018 AND 2017 (Dollars in Thousands)

	<u>2018</u>	<u>2017</u>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net (Loss) Income	\$ (8,263)	\$ 1,826
Adjustments to Reconcile Net Income (Loss) to Net Cash		
Provided by Operating Activities:		
Depreciation and Amortization	782	1,111
Provision for Loan Losses	21,070	14,406
Equity Method Losses and Impairment	817	61
Amortization of Servicing Rights	684	413
Valuation for Servicing Rights	-	(69)
Capitalization of Servicing Rights	(3,233)	(1,174)
Amortization of Net Loan Origination Costs	750	574
Net Amortization of Securities Premiums and Discounts	684	886
Impairment Losses on Foreclosed Assets	(50)	(60)
Proceeds from Sale of Loans	15,240	43,627
Loans Originated for Sale	(15,388)	(43,414)
Gain (Loss) on Sale of Whole Loans, Net	148	(213)
Gain on Sale of Investments, Net	-	-
Loss (Gain) on Disposal of Assets, Net	40	(9)
Changes in:		
Accrued Interest Receivable	(153)	19
Other Assets	1,874	(4,355)
Accrued Expenses and Other Liabilities	1,351	5,767
Net Cash Provided by Operating Activities	<u>16,353</u>	<u>19,396</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of Securities:		
Available-for-Sale	(95)	(6,862)
Proceeds from Maturities and Paydowns of Securities - Available-for-Sale	10,216	9,483
Net Purchases of Other Investments	(41)	(2,231)
Loan (Originations) Net of Principal Collected on Loans to Members	(149,985)	(80,014)
Decrease in NCUSIF Deposit	285	428
Proceeds from Sales of Foreclosed Assets	1,244	160
Proceeds from Sales of Premises and Equipment	-	445
Expenditures for Premises and Equipment	(234)	(70)
Proceeds from Sale of Residential Mortgage Loan Participations	169,520	88,808
Gain on Sale of Residential Mortgage Loan Participations	(6,573)	(3,087)
Net Cash Provided by Investing Activities	<u>25,579</u>	<u>7,060</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Net Decrease in Members' Share Accounts	(9,985)	(73,198)
Proceeds from Borrowed Funds	-	24,000
Repayment of Borrowed Funds	(26,000)	-
Net Cash Used by Financing Activities	<u>(35,985)</u>	<u>(49,198)</u>
<b>Increase (Decrease) in Cash and Cash Equivalents</b>	<u>5,947</u>	<u>(22,742)</u>
<b>Cash and Cash Equivalents - Beginning of Year</b>	<u>36,953</u>	<u>59,695</u>
<b>CASH AND CASH EQUIVALENTS - END OF YEAR</b>	<u>\$ 42,900</u>	<u>\$ 36,953</u>
<b>SUPPLEMENTARY DISCLOSURE OF NONCASH AND CASH FLOW INFORMATION</b>		
Borrowed Funds Interest Paid	<u>\$ 377</u>	<u>\$ 406</u>
Members' Share and Savings Accounts Interest Paid	<u>\$ 8,357</u>	<u>\$ 5,561</u>
Transfers of Loans to Foreclosed and Repossessed Assets	<u>\$ (2,444)</u>	<u>\$ (3,320)</u>

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES****Nature of Business and Principles of Consolidation**

Quorum Federal Credit Union (the "Credit Union") is chartered under the Federal Credit Union Act and is administratively responsible to the National Credit Union Administration.

The Credit Union provides financial services through its remote services and branch locations. Its primary deposit products are checking, savings, money market and term certificate accounts, and its primary lending products are residential mortgages, credit cards, student loans, and consumer installment loans. A majority of loans are secured by specific items of collateral including consumer assets and residential real estate.

The Credit Union also participates in loan programs through established relationships including vacation ownership companies, universities, and other credit unions.

The consolidated financial statements include Quorum Federal Credit Union and its 79% owned subsidiary, Vacation Ownership Funding Company, LLC, together referred to as "the Credit Union." The Vacation Ownership Funding Company, LLC was formed during 2009 for the purposes of providing consultative services on the Credit Union's behalf to the time share industry in offering financing solutions to vacation ownership companies. Intercompany transactions and balances are eliminated in consolidation.

The Credit Union's field of membership includes not only full-time employees, retirees, immediate family members and households of Kraft Heinz, Inc., Mondelēz International, Altria Group, Inc., MasterCard, Inc., and other subsidiaries (the "Sponsor Companies"), but also other employee groups and associations. The Credit Union provides a full range of financial services to its members.

**Subsequent Events**

The Credit Union has evaluated subsequent events for recognition and disclosure through April 24, 2019 which is the date the consolidated financial statements were available to be issued.

**Basis of Financial Statement Presentation and Use of Estimates**

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in the United States of America and general practices within the credit union industry. In preparing the consolidated financial statements, Management is required to make estimates and assumptions that affect the reported amounts of assets and liabilities, and disclosures of contingent assets and liabilities, as of the date of the statement of financial condition and reported amounts of income and expenses for the reporting period. Actual results could differ from those estimates.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

**Basis of Financial Statement Presentation and Use of Estimates (Continued)**

Material estimates that are particularly susceptible to significant change in the near term include the valuation of securities and the determination of the allowance for loan losses.

**Financial Instruments with Concentrations of Risk**

The Credit Union is exposed to credit risk from a regional economic standpoint because significant concentrations of its borrowers work or reside within geographical regions.

At December 31, 2018, the Credit Union has \$49.9 million of loans collateralized by taxi medallions. Recently, market disruption has occurred in the taxi industry due to new competition. This competition has negatively impacted the taxi industry, its revenues and has caused the value of taxi medallions to decline over the past several years. Further or prolonged market disruption in the taxi industry may increase our delinquencies and nonaccrual loans collateralized by taxi medallions. It is at least reasonably possible that additional losses on these loans could be incurred in the near term due to further or prolonged market disruption impacting the value of taxi medallions.

**Cash and Cash Equivalents**

For purposes of reporting cash flows, cash and cash equivalents includes cash on hand, amounts due from banks and corporate credit unions (including cash items in process of collection), federal funds sold (which generally have a one-day maturity) and all highly liquid debt instruments with original maturities of three months or less. Cash flows from loans and members' share accounts are reported net. The Credit Union maintains amounts due from banks and share deposits in corporate credit unions, which at times may exceed insured limits. The Credit Union has not experienced any losses from such concentrations.

**Certificates of Deposit**

Certificates of deposit are carried at cost. Individual balances may exceed insured limits at times. The Credit Union has not experienced any losses from such concentrations.

**Securities**

Management determines the appropriate classification of securities at the date individual securities are acquired. Securities classified as "available-for-sale" are recorded at fair value, with unrealized gains and losses excluded from earnings and reported in other comprehensive income (loss).

Interest income includes amortization of purchase premium or discount. Premiums and discounts on securities are amortized using the interest method over the terms of the securities without anticipating prepayments, except for mortgage backed securities where prepayments are anticipated.

Realized gains and losses on securities available-for-sale are included in noninterest income and, when applicable, are reported as a reclassification adjustment in other comprehensive income (loss). Gains and losses on the sale of securities are recorded on the trade date and are determined using the specific identification method.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)****Securities (Continued)**

Management evaluates securities for other-than-temporary impairment (OTTI) on at least a quarterly basis, and more frequently when economic or market conditions warrant such an evaluation. For securities in an unrealized loss position, Management considers the extent and duration of the unrealized loss, and the financial condition and near-term prospects of the issuer. Management also assesses whether it intends to sell, or it is more likely than not that it will be required to sell, a security in an unrealized loss position before recovery of its amortized cost basis. If either of the criteria regarding intent or requirement to sell is met, the entire difference between amortized cost and fair value is recognized as impairment through earnings. For debt securities that do not meet the aforementioned criteria, the amount of impairment is split into two components as follows: 1) OTTI related to credit loss, which must be recognized in the income statement and 2) OTTI related to other factors, which is recognized in other comprehensive income. The credit loss is defined as the difference between the present value of the cash flows expected to be collected and the amortized cost basis. For equity securities, the entire amount of impairment is recognized through earnings.

**Loans Held-for-Sale**

Loans originated and intended for sale in the secondary market are carried at the lower of aggregate cost or fair value, as determined by outstanding commitments from investors or from a third party valuation. Net unrealized losses, if any, are recorded as a valuation allowance and charged to earnings. Mortgage loans held for sale are generally sold with servicing rights retained. The carrying value of mortgage loans sold is reduced by the amount allocated to the servicing right. Gains and losses on sales of loans are based on the difference between the selling price and the carrying value of the related loan sold.

The fair value of loans held for sale are estimated through discounted cash flow analyses using interest rates currently being offered for loans with similar credit quality and similar credit enhancement provisions.

**Membership Capital Stock Investment**

Membership Capital Stock Investment consists of Federal Home Loan Bank of New York (FHLB) stock and Central Liquidity Facility (CLF) stock.

The Credit Union is a member of the FHLB. Members are required to own a certain amount of stock based on the level of borrowings and other factors. FHLB stock is carried at cost, classified as a restricted security, and periodically evaluated for impairment based on ultimate recovery of par value. Cash dividends are reported in income.

The Credit Union's membership in the CLF provides access to a federal liquidity source for the primary purpose of emergency liquidity and contingency funding. The facility requires a capital stock subscription equal to  $\frac{1}{2}$  of 1% of the Credit Union's average paid-in and unimpaired capital and surplus. Half of this stock subscription is paid to the facility, and the other half is available on call. Quarterly cash dividends on the facility paid portion of the stock subscription are reported in income.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

**Loans, Net**

Loans that Management has the intent and ability to hold for the foreseeable future or until maturity or payoff are reported at the principal balance outstanding, net of the allowance for loan losses, adjusted for net loan origination costs. Interest income on loans is recognized as earned using the simple interest method applied to the outstanding principal balance of the loans. Loan origination fees, net of direct origination costs, are deferred and amortized as an adjustment of loan yield over the contractual life of the loan. The recorded investment in loans includes accrued interest receivable.

Interest income on first and second mortgages and consumer loans is discontinued when the loan is 90 days past due based on contractual terms, pursuant to statutory regulation. Most consumer loans are typically charged off no later than 180 days past due, unless Management has reason to believe the loan is collectible. In all cases, loans are placed on nonaccrual status or charged off at an earlier date if collection of principal or interest is considered doubtful. Loans past 90 days still on accrual include vacation ownership loans that are collectively evaluated for impairment. Subsequent recognition of income occurs only to the extent payment is received subject to Management's assessment of the collectability of the remaining principal and interest.

All interest accrued but not received for loans placed on nonaccrual is reversed against interest income. Interest income on impaired loans is recognized only to the extent that cash payments are received and may be recorded as a reduction to the principal if collectability of all loan principal is unlikely. A nonaccrual loan is restored to accrual status when it is no longer 90 days delinquent and collectability of interest and principal is no longer in doubt.

**Allowance for Loan Losses**

The allowance for loan losses is a valuation allowance for probable incurred credit losses through a provision for loan losses charged to earnings. Loan losses are charged against the allowance when Management believes the uncollectibility of a loan balance is confirmed. Subsequent recoveries, if any, are credited to the allowance.

A loan is impaired when, based on current information and events, it is probable the Credit Union will be unable to collect all contractual principal and interest payments due in accordance with the terms of the original loan agreement. Loans for which the terms have been modified resulting in a concession, and for which the borrower is experiencing financial difficulties, are considered troubled debt restructurings and classified as impaired. Factors considered by Management in determining impairment include payment status, collateral value, and the probability of collecting scheduled principal and interest payments when due. Loans that experience insignificant payment delays and payment shortfalls generally are not classified as impaired. Management determines the significance of payment delays and payment shortfalls on a case-by-case basis, taking into consideration all of the circumstances surrounding the loan and the borrower, including the length of the delay, the reasons for the delay, the borrower's prior payment record, and the amount of shortfall in relation to the principal and interest owed.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)****Allowance for Loan Losses**

First and second mortgage real estate loans and commercial participations over \$20, that are on nonaccrual status, are individually evaluated for impairment. Consumer loans over \$20, if secured by collateral, or \$10 if not secured by collateral, that are on nonaccrual status are also individually evaluated for impairment. If a loan is impaired, a portion of the allowance is allocated so that the loan is reported, net, at the present value of expected future cash flows discounted at the loan's effective interest rate or, as a practical expedient, at the loan's observable market price or the fair value of the collateral less estimated selling costs, if the loan is collateral dependent. Large groups of smaller balance homogeneous loans, including vacation ownership, are collectively evaluated for impairment, and accordingly, they are not separately identified for impairment disclosures.

Troubled debt restructurings are separately identified for impairment disclosures and are measured at the present value of estimated future cash flows using the loan's effective rate at inception. If a troubled debt restructuring is considered to be a collateral dependent loan, the loan is reported, net, at the fair value of the collateral. For troubled debt restructurings that subsequently default, the Credit Union determines the amount of reserve in accordance with accounting policy for the allowance for loan losses.

The allowance for loan losses is evaluated on a regular basis by Management and is based upon Management's periodic review of the collectability of the loans in light of historical experience, the nature and volume of the loan portfolio, adverse situations that may affect the borrower's ability to repay, estimated value of any underlying collateral, prevailing economic conditions and other factors. This evaluation is inherently subjective as it requires estimates that are susceptible to significant revision as more information becomes available.

The general component covers nonimpaired loans and is based on historical loss experience adjusted for current factors. The historical loss experience is determined by portfolio segment and is based on the actual loss history experienced by the Credit Union over the past two to five years. This actual loss experience is supplemented with other economic factors based on the risks present for each portfolio segment. These economic factors include consideration of the following: levels of and trends in delinquencies and impaired loans; levels of and trends in charge-offs and recoveries; trends in volume and terms of loans; effects of any changes in risk selection and underwriting standards; other changes in lending policies, procedures, and practices; experience, ability, and depth in lending Management and other relevant staff; national and local economic trends and conditions; industry conditions; and effects of changes in credit concentrations. The following portfolio segments have been identified: residential real estate, consumer, vacation ownership and commercial.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

**Allowance for Loan Losses (Continued)**

The Credit Union has established credit policies applicable to each type of lending activity in which it engages. The Credit Union evaluates the creditworthiness of each member and, in most cases, extends credit of up to a specified percent of the market value of the collateral at the date of the credit extension, depending on the borrower's creditworthiness and the type of collateral. While collateral provides assurance as a secondary source of repayment, the Credit Union ordinarily requires the primary source of repayment to be based on the borrower's ability to generate continuing cash flows. The market value of collateral is monitored on an ongoing basis and additional collateral is obtained when warranted. Specific risk characteristics of the Credit Union's portfolio segments include:

**Residential Real Estate:** Real estate is the primary form of collateral for a substantial portion of the Credit Union's loans. For first mortgage real estate loans, the Credit Union's policy for collateral requires that, generally, the amount of the loan may not exceed 80% of the original appraised value of the property however in certain cases loans will be granted up to 100% of the appraised value with private mortgage insurance. For second mortgages, the Credit Union's policy for collateral requires that, generally, the amount of the loan may not exceed 95% of the original appraised value of the property.

Residential participation loans are collateralized by residential real estate property. The Credit Union owns 90% of each loan. These loans can be a combination of fixed rate and adjustable rate mortgages.

**Consumer:** Consumer loans, including credit cards, unsecured loans and student loans, are evaluated based on the borrower's ability to pay.

**Vacation Ownership:** The Credit Union, beginning in 2009, entered into financing agreements with several vacation ownership companies to provide loans for the purchase of vacation ownership intervals. The loans are purchased at a discount (80% to 90% of loan balance in 2018 and 2017). The discount amount is netted against the loan balances as a hold-back by the Credit Union and paid to the vacation ownership company over the term of the loan, as interest and principal is paid to the Credit Union. This holdback feature minimizes the credit risk on this portfolio.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)****Allowance for Loan Losses (Continued)**

**Commercial:** Commercial participation loans are collateralized by commercial real estate property or taxi medallions. The Credit Union owns 90% of each loan. Historically, the Credit Union has not experienced any losses on the commercial loan real estate portfolio.

Taxi participation loans are collateralized by taxi medallions, primarily in the cities of New York and Chicago. The Credit Union owns a percentage of each loan, primarily 90%. The introduction of application-based mobile ride services, such as Uber and Lyft, have generated increased competition in the transportation sector, resulting in a reduction in taxi utilization and, as a result, a reduction in the collateral value and credit quality of taxi medallion loans. This has increased the likelihood that loans secured by taxi medallions may default, or that the borrowers may be unable to repay these loans at maturity, potentially resulting in an increase in past due loans, TDRs, and charge-offs.

Management believes that the allowance for loan losses covers probable incurred losses. While Management uses the best information available to make its evaluation, future adjustments to the allowance for loan losses may be necessary if there are significant changes in economic conditions, particularly in the New York tri-state region and Illinois, or economic matters affecting employment at Kraft Heinz Inc., Mondelēz International and Altria Group, Inc. (See "Nature of Business" section for other information). In addition, the National Credit Union Administration (NCUA), as an integral part of its examination process, periodically reviews the Credit Union's allowance for loan losses. The NCUA has the authority to require the Credit Union to make adjustments to the allowance or charge-offs based on their judgments about information available to them at the time of their examination.

**Transfers of Financial Assets**

Transfers of financial assets are accounted for as sales, when control over the assets has been relinquished. Control over transferred assets is deemed to be surrendered when (1) the assets have been isolated from the Credit Union, (2) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets, and (3) the transferor does not maintain effective control over the transferred assets through an agreement to purchase them before their maturity.

The Credit Union has purchased loan participations originated by various other credit unions, which are secured by, commercial real estate and tax medallions, to members of other credit unions. These loan participations were purchased without recourse and the originating credit union performs all loan servicing functions on these loans. The total loan participations included in the commercial real estate and tax medallion portfolios above totaled \$54.8 million and \$73.5 million at December 31, 2018 and 2017, respectively.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

**Servicing Rights**

Servicing rights are recognized as separate assets when rights are acquired through purchase or through sale of financial assets.

For sales of mortgage loans, a portion of the cost of originating the loan is allocated to the servicing right based on the fair value of the servicing rights. Fair value is based on market prices for comparable mortgage servicing contracts, when available, or alternatively, is based on a valuation model that calculates the present value of estimated future net servicing income. The valuation model incorporates assumptions that market participants would use in estimating future net servicing income, such as the cost to service, the discount rate, the custodial earnings rate, an inflation rate, ancillary income, prepayment speeds and default rates and losses. The Credit Union compares the valuation model inputs and results to published industry data in order to validate the model results and assumptions. Capitalized servicing rights are reported in other assets and are amortized into non-interest income in proportion to, and over the period of, the estimated future net servicing income of the underlying financial assets.

Servicing assets are evaluated for impairment based upon the fair value of the rights as compared to the carrying amount. Impairment is determined by stratifying rights into tranches based on predominant risk characteristics, such as interest rate, loan type, and investor type. Impairment is recognized through a valuation allowance and charged to other expense, for an individual tranche, to the extent that fair value is less than the capitalized amount of the tranche. If the Credit Union later determines that all or a portion of the impairment no longer exists for a particular tranche, a reduction of the allowance may be recorded as an increase to non-interest income. The fair values of servicing rights are subject to significant fluctuations as a result of changes in estimated and actual prepayment speeds and default rates and losses. Servicing fee income, which is reported on the consolidated statement of operations as non-interest income, is recorded for fees earned for servicing loans. The fees are based on a contractual percentage of the outstanding principal or a fixed amount per loan and are recorded as income when earned. The amortization of mortgage servicing rights, and any related impairment charge, is netted against loan servicing fee income.

**Foreclosed and Repossessed Assets**

Assets acquired through or instead of loan foreclosure are initially recorded at fair value less cost to sell when acquired, establishing a new cost basis. If fair value declines subsequent to foreclosure, a valuation allowance is recorded through expense. Operating costs after acquisition are expensed.

**Leasehold Improvements and Equipment**

Leasehold improvements and equipment are stated at cost, less accumulated depreciation and amortization. Depreciation and amortization are computed using the straight-line method over the estimated lives of the assets, which range from 3-15 years. Leasehold improvements are amortized on the straight-line basis over the shorter of the remaining lease term or the estimated useful lives of the improvements. Gains and losses on dispositions are recognized upon realization. Maintenance and repairs are expensed as incurred and improvements are capitalized. Minimum lease payments for operating leases are charged to expense on the straight-line basis over the expected lease term.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)****Impairment of Long-lived Assets**

Long-lived assets, including leasehold improvements and equipment, are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If impairment is indicated by that review, the asset is written down to its estimated fair value through a charge to noninterest expense.

**Deposit in National Credit Union Share Insurance Fund**

The deposit in the National Credit Union Share Insurance Fund (NCUSIF) is in accordance with NCUA regulations, which require the maintenance of a deposit by each insured credit union in an amount equal to 1% of its insured shares. The deposit would be refunded to the Credit Union if its insurance coverage is terminated, it converts to insurance coverage from another source, or the operations of the fund are transferred from the NCUA Board. Generally, the NCUSIF deposit is noninterest-bearing. However, a special dividend may be paid on the NCUSIF deposit if the NCUSIF maintains a predetermined amount of reserves. In June 2009, the NCUA Board created the Stabilization Fund. The Stabilization Fund has the ability to borrow from the Treasury Department. The NCUSIF is prohibited from paying dividends while the Stabilization Fund has outstanding borrowings from the Treasury. The amount which would normally be paid as a dividend will be distributed to the Stabilization Fund during this period.

Legislation was passed by Congress to permit NCUA to create a temporary Corporate Credit Union Stabilization Fund (CCUSF) to absorb costs and borrowings incurred by the Fund related to the corporate credit union collapse. Effective October 1, 2017, the NCUA closed the CCUSF and incorporated the assets into the NCUSIF. At its February 15, 2018, open meeting, the NCUA Board unanimously approved a NCUSIF equity distribution to all eligible financial institutions. The distribution was reported within Non-Interest Income and totaled approximately \$497.

**Insurance Premiums**

A Credit Union is required to pay an insurance premium equal to a percent of its total insured shares, unless the payment is waived or reduced by the NCUA Board. In 2018 and 2017, the NCUA Board waived the insurance premium for insured shares outstanding during 2018 and 2017.

**Loan Commitments and Related Financial Instruments**

Financial instruments include off-balance sheet credit commitments, such as commitments to make loans, available lines of credit and outstanding loan purchase commitments. The face amount for these items represents the exposure to loss, before considering customer collateral or ability to repay. Such financial instruments are recorded when they are funded.

**Members' Share Accounts**

Members' share accounts are subordinated to all other liabilities of the Credit Union upon liquidation. Dividends on members' share accounts are based on available earnings at the end of an interest period and are not guaranteed by the Credit Union. Dividend rates on members' share accounts are set by Management, based on an evaluation of market conditions.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

**Members' Equity**

The aggregate amount of members' equity arises from the accumulated earnings of the Credit Union, after payment of dividends to members. The Credit Union is required by regulation to maintain a statutory reserve. This reserve, which represents a regulatory restriction of retained earnings, is not available for the payment of dividends. The board of directors may, from time to time, make additional appropriations from retained earnings, which would also be restricted as to the payment of dividends.

**Income Taxes**

The Credit Union is exempt, by statute, from federal, state and other income and franchise taxes.

**Pension and Post-retirement Benefits**

Pension expense is the net of service and interest cost, return on plan assets and amortization of gains and losses not immediately recognized. Employee 401(k) expense is the amount of matching contributions.

**Comprehensive Income (Loss)**

Accounting principles generally require that recognized revenue, expenses, gains, and losses be included in net income (loss). Although certain changes in assets and liabilities, such as unrealized gains and losses on available-for-sale securities and pension liability adjustments, are reported as a separate component of the members' equity section of the consolidated statements of financial condition, such items, along with net income (loss), are components of comprehensive income (loss).

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
(CONTINUED)**

The changes in accumulated other comprehensive income (loss) included in members' equity, by component, are as follows:

	Securities - Available-for- Sale	Defined Benefit Plan	Total
<b>BALANCES AT DECEMBER 31, 2016</b>	\$ (896)	\$ (2,252)	\$ (3,148)
Other Comprehensive Income (Loss) Before Reclassifications	(4)	(70)	(74)
Amounts Reclassified from Accumulated Other Comprehensive Income (Loss)	-	132	132
Net Prior-Period Other Comprehensive Income (Loss)	(4)	62	58
<b>BALANCES AT DECEMBER 31, 2017</b>	(900)	(2,190)	(3,090)
Other Comprehensive (Loss) Before Reclassifications	(41)	(638)	(679)
Amounts Reclassified from Accumulated Other Comprehensive Income	-	124	124
Net Current-Period Other Comprehensive Income (Loss)	(41)	(514)	(555)
<b>BALANCES AT DECEMBER 31, 2018</b>	<u>\$ (941)</u>	<u>\$ (2,704)</u>	<u>\$ (3,645)</u>

Reclassifications from accumulated other comprehensive income (loss) for securities – available-for-sale are posted through net gain on sale of available-for-sale securities on the consolidated statements of operations. The components of accumulated other comprehensive income (loss) for defined benefit and post-retirement benefit plans are included in the computation of net periodic pension cost and net periodic post-retirement cost. See pension and post-retirement benefit plan footnotes for additional details.

**Loss Contingencies**

Loss contingencies, including claims and legal actions arising in the ordinary course of business, are recorded as liabilities when the likelihood of loss is probable and an amount or range of loss can be reasonably estimated. Management does not believe there now are such matters that will have a material effect on the consolidated financial statements.

**Fair Value of Financial Instruments**

Fair values of financial instruments are estimated using relevant market information and other assumptions, as more fully disclosed in Note 15. Fair value estimates involve uncertainties and matters of significant judgment regarding interest rates, credit risk, prepayments, and other factors, especially in the absence of broad markets for particular items. Changes in assumptions or in market conditions could significantly affect the estimates.

**NOTE 1 NATURE OF BUSINESS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES  
 (CONTINUED)**

**Split Dollar Life Insurance**

The Credit Union has paid funds into life insurance policies and funding accounts connected to the policies on behalf of select executives. The executive owns the policy on the life and related accounts, but the Credit Union holds a first lien on the policy and account as security for repayment of the advanced funds plus compounded interest at the long-term applicable federal rate. The loans are made with recourse which allows management to seek recovery beyond the current cash surrender value of the policies.

During their life, the executives can draw from the policy cash values to supplement retirement income. Executive draws are strictly limited so that they never put the policy at risk of lapsing.

At the executive's death, the death proceeds are allocated to (i) pay the Credit Union the outstanding loan balance plus accrued interest, and (ii) all or 75% of the funds available after full payment of the executive loan provide a death benefit for the executive's beneficiaries, with any remainder paid to the Credit Union.

The total unpaid principal balance, including interest, of the loans was \$17,120 and \$16,727 at December 31, 2018 and 2017, respectively. The total collateral, consisting of the cash surrender value and assigned value of annuity contracts, was \$13,230 and \$10,198 as of December 31, 2018 and 2017, respectively.

**Noncontrolling Interests**

The Credit Union reports the noncontrolling (that is, minority) interest in its subsidiary as members' equity in the consolidated financial statements and account for transactions between the entity and all noncontrolling owners as equity transactions.

**NOTE 2 CASH AND CASH EQUIVALENTS**

Cash and cash equivalents consist of the following at December 31, 2018 and 2017:

	2018	2017
Cash on Hand	\$ 1,595	\$ 1,106
Demand Deposits at Banks	37,780	30,618
Cash at Corporate Credit Unions	3,525	5,229
Total Cash and Cash Equivalents	<u>\$ 42,900</u>	<u>\$ 36,953</u>

The Credit Union is required to maintain reserves against its respective transaction accounts and nonpersonal time deposits. The Credit Union was required to have cash and liquid assets of \$7,116 and \$6,780 to meet these requirements at December 31, 2018 and 2017, respectively.

**NOTE 3 SECURITIES AND OTHER INVESTMENTS**

A summary of the amortized cost, gross unrealized gains and losses, and fair value of available-for-sale securities at December 31, 2018 and 2017 follows:

	2018			Fair Value (Carrying Value)
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	
Mutual Fund - Investment in Deferred Compensation 457(b) Plan	\$ 215	\$ -	\$ -	\$ 215
Government Sponsored Entities - Home Equity Conversion Mortgages	7,094	-	(71)	7,023
Government Sponsored Entities - Mortgage-Backed Securities Residential	10,007	1	(92)	9,916
Government Sponsored Entities - Collateralized Mortgage Obligations	5,708	-	(34)	5,674
Government Sponsored Entities - Federal Agency Securities	22,847	-	(668)	22,179
Municipal Bonds	7,158	-	(77)	7,081
<b>Total</b>	<b>\$ 53,029</b>	<b>\$ 1</b>	<b>\$ (942)</b>	<b>\$ 52,088</b>

  

	2017			Fair Value (Carrying Value)
	Amortized Cost	Gross Unrealized Gains	Gross Unrealized Losses	
Mutual Fund - Investment in Deferred Compensation 457(b) Plan	\$ 226	\$ -	\$ -	\$ 226
Government Sponsored Entities - Home Equity Conversion Mortgages	9,364	5	(69)	9,300
Government Sponsored Entities - Mortgage-Backed Securities Residential	14,230	-	(139)	14,091
Government Sponsored Entities - Collateralized Mortgage Obligations	6,354	1	(29)	6,326
Government Sponsored Entities - Federal Agency Securities	22,999	-	(614)	22,385
Municipal Bonds	10,661	-	(55)	10,606
<b>Total</b>	<b>\$ 63,834</b>	<b>\$ 6</b>	<b>\$ (906)</b>	<b>\$ 62,934</b>

**NOTE 3 SECURITIES AND OTHER INVESTMENTS (CONTINUED)**

The following table presents the Credit Union available-for-sale securities, gross unrealized losses, and fair value, aggregated by the length of time the individual securities have been in a continuous unrealized loss position:

	2018			
	<u>Less Than Twelve Months</u>		<u>Greater Than Twelve Months</u>	
	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses	Fair Value
Government Sponsored Entities - Home Equity Conversion Mortgages	\$ -	\$ -	\$ (71)	\$ 7,023
Government Sponsored Entities - Mortgage-Backed Securities Residential	-	-	(92)	9,696
Government Sponsored Entities - Collateralized Mortgage Obligations	-	-	(34)	5,674
Government Sponsored Entities - Federal Agency Securities	-	-	(668)	22,179
Municipal Bonds	-	-	(77)	7,081
<b>Total Available-for-Sale</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (942)</b>	<b>\$ 51,653</b>

  

	2017			
	<u>Less Than Twelve Months</u>		<u>Greater Than Twelve Months</u>	
	Gross Unrealized Losses	Fair Value	Gross Unrealized Losses	Fair Value
<u>December 31, 2017</u>				
Government Sponsored Entities - Home Equity Conversion Mortgages	\$ -	\$ -	\$ (69)	\$ 7,651
Government Sponsored Entities - Mortgage-Backed Securities Residential	-	-	(139)	14,091
Government Sponsored Entities - Collateralized Mortgage Obligations	(29)	6,159	-	-
Government Sponsored Entities - Federal Agency Securities	-	-	(614)	22,385
Municipal Bonds	(55)	10,606	-	-
<b>Total Available-for-Sale</b>	<b>\$ (84)</b>	<b>\$ 16,765</b>	<b>\$ (822)</b>	<b>\$ 44,127</b>

At December 31, 2018, the 24 securities with unrealized losses have depreciated 1.78% from the Credit Union's amortized cost basis. All of these securities are either guaranteed by federal insurance, the U.S. Government, and/or secured by mortgage loans or issued by local municipalities. These unrealized losses relate principally to changes in interest rates for similar types of securities. In analyzing an issuer's financial condition, Management considers whether the securities are issued by the federal government or its agencies, whether downgrades by bond rating agencies have occurred, and the results of reviews of the issuer's financial condition. As Management has the ability to hold securities until maturity or for the foreseeable future for those classified as available-for-sale, no declines are deemed to be other-than-temporary.

**NOTE 3 SECURITIES AND OTHER INVESTMENTS (CONTINUED)**

U.S. Government agencies include Federal Home Loan Bank, Federal National Mortgage Association, and Federal Home Loan Mortgage Corporation bonds. Mortgage-backed securities and collateralized mortgage obligations are residential loans pools issued by the Federal National Mortgage Association, the Federal Home Loan Mortgage Corporation, and the Government National Mortgage Association. Home equity conversion mortgages are residential pools of reverse mortgages issued and guaranteed by the Government National Mortgage Association. Unrealized losses on these securities have not been recognized into income because the issues are of high credit quality, Management does not intend to sell, it is not more likely than not that Management would be required to sell the securities prior to their anticipated recovery, and the decline in fair value is largely due to change in interest rates. The fair value is expected to recover as the securities approach maturity.

In general, investments are exposed to various risks, such as interest rate, credit, and overall market volatility risk. Due to the level of risk associated with certain investments, it is reasonably possible that changes in the values of the investments will occur in the near term and that such changes could be material.

There were no sales of securities in 2018 or 2017.

**NOTE 3 AVAILABLE-FOR-SALE SECURITIES (CONTINUED)**

The amortized cost and estimated fair value of securities, at December 31, 2018, by contractual maturity, are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

	Amortized Cost	Fair Value (Carrying Value)
Government Sponsored Entities -		
Federal Agency Securities and Municipal Bonds:		
Less Than One Year	\$ 3,083	\$ 3,066
One to Five Years	<u>26,922</u>	<u>26,194</u>
	30,005	29,260
Government Sponsored Entities -		
Home Equity Conversion Mortgages	7,094	7,023
Mortgage-Backed Securities Residential and Collateralized Mortgage Obligations	15,715	15,590
Mutual Fund - Investment in Deferred Compensation 457(b) Plan	<u>215</u>	<u>215</u>
Total	<u>\$ 53,029</u>	<u>\$ 52,088</u>

**OTHER INVESTMENTS:**

Other investments are summarized as follows:

	2018	2017
Perpetual Contributed Capital Accounts	\$ 1,500	\$ 1,500
FHLB Stock	511	1,633
Central Liquidity Facility Stock	2,131	2,250
Investments in CUSOs	<u>1,251</u>	<u>2,027</u>
Total	<u>\$ 5,392</u>	<u>\$ 7,410</u>

Perpetual Contributed Capital Accounts

The Credit Union maintains perpetual contributed capital accounts with Alloya Corporate Federal Credit Union that are uninsured and contain significant withdrawal restrictions.

These uninsured deposits are part of the corporate credit union's regulatory capital and are subject to impairment or loss in the event the corporate credit union is required to merge, is placed into conservatorship, incurs significant losses, or is liquidated.

FHLB Stock

The Credit Union has an investment in Federal Home Loan Bank of New York (FHLB) stock that allows the Credit Union access to other FHLB financial services. The stock qualifies as a restricted stock and as such is not subject to investment security accounting treatment and is, therefore, reported at cost, subject to impairment.

**NOTE 3 AVAILABLE-FOR-SALE SECURITIES (CONTINUED)***Central Liquidity Facility Stock*

The Credit Union is a member of the NCUA Central Liquidity Facility (Facility), which was formed to assist member credit unions in meeting their short-term liquidity needs. Membership is obtained through investment in shares of the Facility as determined by a statutory formula. As of December 31, 2018 and 2017, the Credit Union had not borrowed from the Facility.

*Investments in CUSOs*

The Credit Union's ownership interest in Payment Systems for Credit Unions, Inc. (PSCU) is stated at cost plus undistributed allocated equities, and totals \$1,045 and \$1,004 as of December 31, 2018 and 2017, respectively. PSCU operates as a cooperative, providing transaction card services on a service-at-cost basis for the mutual benefit of its patrons (credit union owners). PSCU distributes patronage dividends to its members in the form of cash and revolving fund certificates.

The Credit Union also has minor ownership interests in other CUSOs providing services to the credit union market that are carried as cost and an ownership interest in Ongoing Operations, LLC, which is accounted for using the equity method.

**NOTE 4 LOANS RECEIVABLE**

The composition of loans receivable at December 31, 2018 and 2017 is as follows:

	2018	2017
Consumer:		
Credit Card	\$ 38,040	\$ 45,828
Automobile	558	665
Unsecured	2,004	2,216
Secured	428	245
Private Student Loans	72,568	78,450
Medical	22,960	31,361
Subtotal	136,558	158,765
Residential Real Estate:		
First Mortgage	233,285	232,980
Home Secured	613	864
RealtyLine	134,240	132,897
Subtotal	368,138	366,741
Vacation Ownership	132,801	130,488
Commercial:		
Taxi Participation	49,920	64,453
Commercial Real Estate Participation	15,175	13,873
Subtotal	65,095	78,326
Net Deferred Loan Origination Costs (Fees)	1,060	1,489
Total Loans	703,652	735,809
Allowance for Loan Losses	(36,775)	(34,150)
Loans, Net	\$ 666,877	\$ 701,659

**NOTE 4 LOANS RECEIVABLE (CONTINUED)**

The following tables present the activity in the allowance for loan losses by portfolio segment for the years ending December 31, 2018 and 2017:

	2018					Total
	Consumer	Residential Real Estate	Vacation Ownership	Commercial Real Estate	Taxi	
<b>Allowance for Loan Losses:</b>						
Balance at Beginning of Year	\$ 6,765	\$ 1,659	\$ -	\$ 26	\$ 25,700	\$ 34,150
Provision (Credit) for Loan Losses	7,309	(79)	-	(19)	13,859	21,070
Loans Charged-Off	(7,901)	(242)	-	-	(11,352)	(19,495)
Recoveries of Loans			-			-
Previously Charged-Off	800	69	-	-	181	1,050
Balance at End of Year	<u>\$ 6,973</u>	<u>\$ 1,407</u>	<u>\$ -</u>	<u>\$ 7</u>	<u>\$ 28,388</u>	<u>\$ 36,775</u>
Ending Balance: Individually Evaluated for Impairment	<u>\$ 2,105</u>	<u>\$ 1,001</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 27,446</u>	<u>\$ 30,552</u>
Ending Balance: Collectively Evaluated for Impairment	<u>\$ 4,868</u>	<u>\$ 406</u>	<u>\$ -</u>	<u>\$ 7</u>	<u>\$ 942</u>	<u>\$ 6,223</u>
<b>Total Allowance for Loan Losses</b>	<u>\$ 6,973</u>	<u>\$ 1,407</u>	<u>\$ -</u>	<u>\$ 7</u>	<u>\$ 28,388</u>	<u>\$ 36,775</u>
<b>Loans:</b>						
Ending Balance: Individually Evaluated for Impairment	<u>\$ 3,412</u>	<u>\$ 10,462</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 45,010</u>	<u>\$ 58,884</u>
Ending Balance: Collectively Evaluated for Impairment	<u>\$ 132,970</u>	<u>\$ 358,900</u>	<u>\$ 132,666</u>	<u>\$ 15,322</u>	<u>\$ 4,910</u>	<u>\$ 644,768</u>
<b>Total Loans</b>	<u>\$ 136,382</u>	<u>\$ 369,362</u>	<u>\$ 132,666</u>	<u>\$ 15,322</u>	<u>\$ 49,920</u>	<u>\$ 703,652</u>

**NOTE 4 LOANS RECEIVABLE (CONTINUED)**

	2017					Total
	Consumer	Residential Real Estate	Vacation Ownership	Commercial Real Estate	Taxi	
<b>Allowance for Loan Losses:</b>						
Balance at Beginning of Year	\$ 6,698	\$ 1,525	\$ -	\$ 9	\$ 19,588	\$ 27,820
Provision (Credit) for Loan Losses	5,839	447	-	17	8,103	14,406
Loans Charged-Off	(6,539)	(426)	-	-	(2,030)	(8,995)
Recoveries of Loans	-	-	-	-	-	-
Previously Charged-Off	767	113	-	-	39	919
Balance at End of Year	<u>\$ 6,765</u>	<u>\$ 1,659</u>	<u>\$ -</u>	<u>\$ 26</u>	<u>\$ 25,700</u>	<u>\$ 34,150</u>
Ending Balance: Individually Evaluated for Impairment	<u>\$ 1,842</u>	<u>\$ 1,249</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 25,223</u>	<u>\$ 28,314</u>
Ending Balance: Collectively Evaluated for Impairment	<u>\$ 4,923</u>	<u>\$ 410</u>	<u>\$ -</u>	<u>\$ 26</u>	<u>\$ 477</u>	<u>\$ 5,836</u>
<b>Total Allowance for Loan Losses</b>	<u>\$ 6,765</u>	<u>\$ 1,659</u>	<u>\$ -</u>	<u>\$ 26</u>	<u>\$ 25,700</u>	<u>\$ 34,150</u>
<b>Loans:</b>						
Ending Balance: Individually Evaluated for Impairment	<u>\$ 2,555</u>	<u>\$ 10,460</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 51,364</u>	<u>\$ 64,379</u>
Ending Balance: Collectively Evaluated for Impairment	<u>\$ 156,722</u>	<u>\$ 357,470</u>	<u>\$ 130,299</u>	<u>\$ 13,873</u>	<u>\$ 13,066</u>	<u>\$ 671,430</u>
<b>Total Loans</b>	<u>\$ 159,277</u>	<u>\$ 367,930</u>	<u>\$ 130,299</u>	<u>\$ 13,873</u>	<u>\$ 64,430</u>	<u>\$ 735,809</u>

To estimate the \$27,875 in taxi participation loan specific reserves at December 31, 2018, the Credit Union utilized a third-party valuation specialist to value the underlying collateral of taxi medallions. The valuation methodology employed by the specialist includes a weighted average of sales transactions, broker price quotes, discounted cash flow, and a capitalization model. Based on the third-party specialist valuation, the fair value of a taxi medallion is \$219 in New York City and \$50 in Chicago, which represent the major geographic regions within the taxi medallion loan portfolio.

Taxi medallion loans delinquent by 30 days or more totaled \$45,317 and \$42,742 as of December 31, 2018 and December 31, 2017 respectively. Scheduled maturities for the taxi medallion loan portfolio as of December 31, 2018 are as follows: 2018 - \$20,692; 2019 - \$13,435; 2020 - \$5,232; 2021 and after - \$10,561.

**NOTE 4 LOANS RECEIVABLE (CONTINUED)**

The Credit union has provided for estimated losses through December 31, 2018 in the allowance; however, further deterioration in the value of medallions may result in higher delinquencies and losses beyond that provided in the allowance for loan losses. At December 31, 2018, the allowance associated with taxi medallion loans was \$28,388 which consisted of specific reserves of \$27,875 and a general reserve of \$513. At December 31, 2017, the allowance associated with taxi medallion loans was \$25,700 which consisted of specific reserves of \$25,223 and general reserve of \$477.

The following table's present information related to loans individually evaluated for impairment by class of loans as of December 31, 2018 and 2017:

	2018				
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Recorded Investment	Interest Income Recognized
With No Related Allowance:					
Credit Card	\$ -	\$ -	\$ -	\$ -	\$ -
Private Student Loans	-	-	-	145	-
Medical	-	-	-	-	-
First Mortgage	1,459	1,459	-	1,724	19
Home Secured	-	-	-	-	-
RealtyLine	2,091	2,091	-	1,794	4
Taxi	-	-	-	1,111	-
Subtotal	3,550	3,550	-	4,774	23
With An Allowance Recorded:					
Credit Card	847	847	807	1,033	60
Automobile	48	48	48	28	-
Unsecured	137	137	59	138	-
Private Student Loans	2,040	2,040	879	1,355	58
Medical	340	340	312	284	4
First Mortgage	5,376	5,376	577	6,011	21
Home Secured	-	-	-	-	-
RealtyLine	1,536	1,536	424	932	66
Taxi	45,010	45,010	27,446	47,076	307
Subtotal	55,334	55,334	30,552	56,856	515
Total Impaired Loans:					
Consumer	\$ 3,412	\$ 3,412	\$ 2,105	\$ 2,983	\$ 122
Residential Real Estate	\$ 10,462	\$ 10,462	\$ 1,001	\$ 10,460	\$ 110
Commercial	\$ 45,010	\$ 45,010	\$ 27,446	\$ 48,187	\$ 307

**NOTE 4 LOANS RECEIVABLE (CONTINUED)**

	2017				
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Recorded Investment	Interest Income Recognized
With No Related Allowance:					
Credit Card	\$ -	\$ -	\$ -	\$ 2,836	\$ 26
Private Student Loans	290	290	-	233	21
Medical	-	-	-	8	-
First Mortgage	1,989	1,989	-	-	-
Home Secured	-	-	-	91	-
RealtyLine	1,497	1,497	-	1,015	3
Taxi	2,222	2,222	-	3,346	17
Subtotal	5,998	5,998	-	7,529	67
With An Allowance Recorded:					
Credit Card	1,221	1,221	1,163	1,206	86
Automobile	7	7	5	71	-
Unsecured	139	139	65	110	-
Private Student Loans	670	670	429	781	19
Medical	228	228	180	160	3
First Mortgage	6,645	6,645	1,117	5,860	26
Home Secured	-	-	-	29	-
RealtyLine	329	329	132	207	14
Taxi	49,142	49,142	25,223	45,069	335
Subtotal	58,381	58,381	28,314	53,493	483
Total Impaired Loans:					
Consumer	\$ 2,555	\$ 2,555	\$ 1,842	\$ 5,405	\$ 155
Residential Real Estate	\$ 10,460	\$ 10,460	\$ 1,249	\$ 7,202	\$ 43
Commercial	\$ 51,364	\$ 51,364	\$ 25,223	\$ 48,415	\$ 352

The cash basis income on impaired loans was not materially different for 2018 and 2017. The recorded investment includes loan origination fees and excludes accrued interest receivable.

**NOTE 4 LOANS RECEIVABLE (CONTINUED)**

The following tables present the aging of the recorded investment in past due loans by class of loans as of December 31, 2018 and 2017:

	2018				
	Accruing Interest			Nonaccrual 90 Days or More Past Due	Total Loans
	Current	30-89 Days Past Due	90 Days or More Past Due		
Consumer:					
Credit Card	\$ 36,645	\$ 859	\$ -	\$ 772	\$ 38,276
Automobile	504	54	-	-	558
Unsecured	1,828	47	-	1	1,876
Secured	428	-	-	-	428
Private Student Loans	70,808	1,176	-	585	72,569
Medical	21,696	641	-	337	22,674
Residential Real Estate:					
First Mortgage	231,436	434	-	2,086	233,956
Home Secured	390	4	-	219	613
RealtyLine	130,506	3,075	-	1,213	134,794
Vacation Ownership	126,298	3,937	2,431	-	132,666
Commercial:					
Taxi	22,474	-	-	27,446	49,920
Commercial	15,322	-	-	-	15,322
<b>Total</b>	<b>\$ 658,335</b>	<b>\$ 10,227</b>	<b>\$ 2,431</b>	<b>\$ 32,659</b>	<b>\$ 703,652</b>

  

	2017				
	Accruing Interest			Nonaccrual 90 Days or More Past Due	Total Loans
	Current	30-89 Days Past Due	90 Days or More Past Due		
Consumer:					
Credit Card	\$ 43,657	\$ 1,169	\$ -	\$ 1,192	\$ 46,018
Automobile	641	24	-	-	665
Unsecured	2,182	31	-	3	2,216
Secured	245	-	-	-	245
Private Student Loans	76,446	2,160	-	328	78,934
Medical	30,153	848	-	198	31,199
Residential Real Estate:					
First Mortgage	227,078	2,626	-	3,799	233,503
Home Secured	607	10	-	247	864
RealtyLine	130,207	2,780	-	575	133,562
Vacation Ownership	122,891	4,427	2,982	-	130,300
Commercial:					
Taxi	21,688	3,571	-	39,171	64,430
Commercial	13,873	-	-	-	13,873
<b>Total</b>	<b>\$ 669,668</b>	<b>\$ 17,646</b>	<b>\$ 2,982</b>	<b>\$ 45,513</b>	<b>\$ 735,809</b>

Interest income foregone on nonaccrual loans was immaterial for the years ended December 31, 2018 and 2017.

**NOTE 4 LOANS RECEIVABLE (CONTINUED)**

The following tables present loans by class modified as troubled debt restructurings that occurred during the years ended December 31, 2018 and 2017:

	2018			
	Troubled Debt Restructurings		Troubled Debt Restructurings That Subsequently Defaulted	
	Number of Loans	Post-modification Outstanding Balance	Number of Loans	Post-modification Outstanding Balance
First Mortgage	-	\$ -	-	\$ -
Private Student Loans	7	747	2	286
Taxi	10	8,920	-	-
<b>Total</b>	<b>17</b>	<b>\$ 9,667</b>	<b>2</b>	<b>\$ 286</b>

  

	2017			
	Troubled Debt Restructurings		Troubled Debt Restructurings That Subsequently Defaulted	
	Number of Loans	Post-modification Outstanding Balance	Number of Loans	Post-modification Outstanding Balance
First Mortgage	2	\$ 1,440	1	\$ 615
Private Student Loans	1	67	-	-
Taxi	3	409	-	-
<b>Total</b>	<b>6</b>	<b>\$ 1,916</b>	<b>1</b>	<b>\$ 615</b>

The following tables show the types of modifications made during the years ended December 31, 2018 and 2017:

	2018						
	Interest Rate Adjustment	Extended Maturities	Maturity and		Bankruptcy	Other	Total
			Interest Rate Adjustment	Principal Forgiveness			
First Mortgage	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Private Student Loans	-	-	747	-	-	-	747
Taxi	-	-	8,920	-	-	-	8,920
<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 9,667</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 9,667</b>

  

	2017						
	Interest Rate Adjustment	Extended Maturities	Maturity and		Bankruptcy	Other	Total
			Interest Rate Adjustment	Principal Forgiveness			
First Mortgage	\$ -	\$ -	1,440	\$ -	\$ -	\$ -	\$ 1,440
Private Student Loans	-	-	67	-	-	-	67
Taxi	-	-	409	-	-	-	409
<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,916</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,916</b>

The Credit Union has no commitments to lend additional amounts to members with outstanding loans that are classified as troubled debt restructurings. A loan is considered to be in payment default once it is 30 days past due under the modified terms.

**NOTE 4 LOANS RECEIVABLE (CONTINUED)**

In order to determine whether a borrower is experiencing financial difficulty, an evaluation is performed of the probability that the borrower will be in payment default on any of its debt in the foreseeable future without the modification. This evaluation is performed under the Credit Union's internal underwriting policy.

The Credit Union considers the performance of the loan portfolio and its impact on the allowance for loan losses. For all loan classes, the Credit Union also evaluates credit quality based on the aging status of the loan, which was previously presented, and by payment activity. The following tables present the recorded investment (inclusive of deferred costs) in all loan classes based on payment activity:

	2018		
	Payment Activity		
	Performing	Non-Performing	Total
Consumer:			
Credit Card	\$ 37,504	\$ 772	\$ 38,276
Automobile	558	-	558
Unsecured	1,875	1	1,876
Secured	428	-	428
Private Student Loans	71,984	585	72,569
Medical	22,337	337	22,674
Residential Real Estate:			
First Mortgage	231,870	2,086	233,956
Home Secured	394	219	613
RealtyLine	133,581	1,213	134,794
Vacation Ownership	132,666	-	132,666
Commercial:			
Taxi	22,474	27,446	49,920
Commercial Participation	15,322	-	15,322
Total	<u>\$ 670,993</u>	<u>\$ 32,659</u>	<u>\$ 703,652</u>

**NOTE 4 LOANS RECEIVABLE (CONTINUED)**

	2017		
	Performing	Non-Performing	Total
Consumer:			
Credit Card	\$ 44,826	\$ 1,192	\$ 46,018
Automobile	665	-	665
Unsecured	2,213	3	2,216
Secured	245	-	245
Private Student Loans	78,606	328	78,934
Medical	31,001	198	31,199
Residential Real Estate:			
First Mortgage	229,704	3,799	233,503
Home Secured	617	247	864
RealtyLine	132,987	575	133,562
Vacation Ownership	130,300	-	130,300
Commercial:			
Taxi	25,259	39,171	64,430
Commercial Participation	13,873	-	13,873
Total	<u>\$ 690,296</u>	<u>\$ 45,513</u>	<u>\$ 735,809</u>

The delinquent vacation ownership loans are considered performing due to the credit enhancement feature. At December 31, 2018 and 2017, there were \$132,801 and \$130,300 respectively, in vacation ownership loans.

In addition to loans that are on nonaccrual, the Credit Union considers loans less than 90 days delinquent for which there is reasonable doubt of collecting the scheduled principal and interest payments as nonperforming loans.

There were \$1,622 (net of \$2,432 valuation allowance) and \$3,380 (net of \$103 valuation allowance) in repossessed assets at December 31, 2018 and 2017. At December 31, 2018 and 2017, there were \$974 (net of \$0 valuation allowance) and \$435 (net of \$42 valuation allowance), respectively, in other real estate owned, which are reported in other assets.

**NOTE 5 LOAN SERVICING**

Loans serviced for others are not included in the accompanying consolidated statements of financial condition.

The unpaid principal balance of these loans serviced for others was \$471,312 and \$369,262 at December 31, 2018 and 2017, respectively.

Servicing fees totaled \$1,288 and \$476 for the years ended December 31, 2018 and 2017, respectively.

**NOTE 5 LOAN SERVICING (CONTINUED)**

The following summarizes the activity pertaining to mortgage servicing rights and the related valuation allowance:

	2018	2017
Servicing Rights:		
Balance at Beginning of Year	\$ 3,182	\$ 2,352
Additions	3,233	1,174
Change in Valuation Allowance	-	69
Amortization of Mortgage Servicing Rights	(684)	(413)
Balance at End of Year	<u>\$ 5,731</u>	<u>\$ 3,182</u>
Valuation Allowances:		
Balance at Beginning of Year	\$ -	\$ 69
Additions	-	-
Reductions	-	(69)
Balance at End of Year	<u>\$ -</u>	<u>\$ -</u>

The balance of capitalized servicing rights, net of valuation allowances, is included in Other Assets and totaled \$5,731 and \$3,182 at December 31, 2018 and 2017, respectively. The fair values of these rights were \$6.49 million and \$3.72 million at December 31, 2018 and 2017, respectively. The fair value of servicing rights at December 31, 2018 was determined using discount rates of 10.17% and 12.50% and prepayment speeds of 7.28% and 13.57% for the rights to service first mortgages and second mortgages (HELOC's), respectively.

**NOTE 6 LEASEHOLD IMPROVEMENTS AND EQUIPMENT**

Leasehold improvements and equipment as of December 31, 2018 and 2017 are summarized as followings:

	2018	2017
Computer Equipment and Software	\$ 3,867	\$ 3,835
Furniture and Equipment	2,092	2,092
Leasehold Improvements	3,090	2,888
	<u>9,049</u>	<u>8,815</u>
Less: Accumulated Depreciation and Amortization	4,142	3,360
Total	<u>\$ 4,907</u>	<u>\$ 5,455</u>

Depreciation and amortization expense was \$782 and \$1,111 for the years ended December 31, 2018 and 2017, respectively.

**NOTE 7 MEMBERS' SHARE ACCOUNTS AND DIVIDENDS**

Members' share accounts as of December 31, 2018 and 2017 are summarized as follows:

	<u>2018</u>	<u>2017</u>
Share Drafts	\$ 104,101	\$ 110,472
Regular Shares	294,715	299,668
Money Management Accounts	77,781	88,841
IRA Share Accounts	4,373	5,533
Share and IRA Certificates	254,130	234,827
Brokered Share Certificates	13,282	19,027
Total	<u>\$ 748,383</u>	<u>\$ 758,368</u>

The aggregate amounts of members' share and share certificate accounts over \$250 were \$77,903 and \$86,143 at December 31, 2018 and 2017, respectively.

Scheduled maturities of share, IRA, and brokered certificates at December 31, 2018 are as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2019	\$ 208,707
2020	32,257
2021	18,591
2022	2,561
2023	5,296
Total	<u>\$ 267,412</u>

Dividend expense on members' share accounts for the years ended December 31, 2018 and 2017 is summarized as follows:

	<u>2018</u>	<u>2017</u>
Share Drafts	\$ 133	\$ 163
Regular Shares	3,488	2,283
Money Management Accounts	526	358
IRA Share Accounts	14	15
Share and IRA Certificates	3,924	2,566
Brokered Share Certificates	272	176
Total	<u>\$ 8,357</u>	<u>\$ 5,561</u>

**NOTE 8 LINES OF CREDIT**

The Credit Union has a line of credit agreement with Alloya Corporate Federal Credit Union, which provides for maximum borrowings of \$75,000 for the years 2018 and 2017. The line of credit agreement has no scheduled maturity date and has a variable interest rate, which was 2.31% at December 31, 2018. Borrowings under the line of credit are secured by all unpledged assets at the time of borrowing. There was no balance outstanding at year-end 2018 and 2017. The Credit Union also has a line of credit with a correspondent bank which provides for maximum borrowings of \$10,000 in 2018 and 2017. This line of credit has no scheduled maturity date and has a variable interest rate. Borrowings under the line are secured by investments pledged at time of borrowing. There was no balance outstanding at year-end 2018 and 2017, respectively.

**NOTE 9 FEDERAL HOME LOAN BANK OF NEW YORK BORROWINGS AND STOCK**

The Credit Union is a member of the FHLB. At December 31, 2018, the Credit Union has the capacity to borrow up to a certain percentage of the value of its qualified collateral, as defined in the FHLB Statement of Credit Policy. In accordance with an agreement with the FHLB, the qualified collateral must be free and clear of liens, pledges, and encumbrances.

At December 31, 2017, outstanding advances from the FHLB aggregated \$26,000 at fixed interest rates ranging from 1.53% to 4.89%, averaging 3.21%. Each advance is payable at its maturity date, with a prepayment penalty for fixed rate advances. There were no outstanding borrowings as of December 31, 2018.

Borrowed funds consisted of the following:

	<u>2018</u>	<u>2017</u>
Term Note from FHLB at interest rate of 4.890%, maturing April 23, 2018	\$ -	\$ 1,000
Term Note from FHLB at interest rate of 4.790%, maturing April 23, 2018	-	1,000
Term Note from FHLB at interest rate of 1.530%, maturing January 5, 2018	-	24,000
Total	<u>\$ -</u>	<u>\$ 26,000</u>

**NOTE 9 FEDERAL HOME LOAN BANK OF NEW YORK BORROWINGS AND STOCK  
 (CONTINUED)**

The Credit Union is required to maintain an investment in capital stock of the FHLB in an amount equal to a fixed amount, plus a percentage, of its outstanding mortgage related assets. The Credit Union is also required to maintain an investment in capital stock of Alloya Corporate Federal Credit Union also based on the borrowing base.

**NOTE 10 RELATED PARTY TRANSACTIONS**

The Credit Union entered into lease agreements with Kraft Heinz Inc. for office space for certain service center locations. Rent expense included in office operations related to these leases was \$4 and \$12 for the years ended December 31, 2018 and 2017, respectively.

Loans to directors, committee members, and executive officers amounted to approximately \$19,486 and \$19,375 as of December 31, 2018 and 2017, respectively. Share accounts of directors, committee members, and executive officers totaled approximately \$1,981 and \$1,682 as of December 31, 2018 and 2017, respectively.

The Credit Union has an investment in a CUSO named Ongoing Operations that provides information technology services to other credit unions. The Credit Union entered into a contract with the CUSO to provide managed outsourced information technology services in the amount of \$1,800 covering an 18-Month period.

**NOTE 11 COMMITMENTS AND CONTINGENCIES**

**Lease Commitments**

The Credit Union is obligated under operating leases on property used for its administrative office, service centers, and certain office equipment. The total minimum rental commitments for noncancelable operating leases as of December 31, 2018 are as follows:

<u>Year Ending December 31,</u>	<u>Amount</u>
2019	\$ 564
2020	551
2021	516
2022	525
2023	535
Thereafter	3,442
Total	<u>\$ 6,133</u>

Rental expense included in office occupancy costs was \$625 and \$663 for the years ended December 31, 2018 and 2017, respectively.

Rental expense included in office operations was \$36 and \$44 for the years ended December 31, 2018 and 2017, respectively.

**NOTE 12 FINANCIAL INSTRUMENTS WITH OFF-STATEMENT OF FINANCIAL CONDITION RISK AND CONCENTRATIONS OF CREDIT RISK**

The Credit Union is party to financial instruments with off-statement of financial condition risk in the normal course of business to meet the financing needs of its members. These financial instruments include commitments to extend credit, home equity and overdraft lines of credit, and credit card. They involve, to varying degrees, elements of credit risk in excess of the amount recognized in the statement of financial condition. The Credit Union's exposure to credit loss in the event of nonperformance by the other party to the financial instrument for commitments to extend credit, home equity and overdraft lines of credit, and credit card commitments is represented by the contractual amount of those instruments, should the contract be fully drawn upon, the member default, and the value of any existing collateral become worthless. The Credit Union uses the same credit policies in making commitments and conditional obligations as it does for on-balance sheet instruments. Management believes that the Credit Union controls the credit risk of these financial instruments through credit approvals, credit limits, monitoring procedures and the receipt of collateral as deemed necessary.

Commitments to extend credit and lines of credit are agreements to lend to a member as long as there is no violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses. Since some of the commitments may expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements. The Credit Union evaluates each member's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Credit Union upon extension of credit, is based on Management's credit evaluation of the party. Collateral held is generally residential real estate and automobiles. Credit card commitments and personal and overdraft protection lines of credit are generally unsecured.

A summary the Credit Union's credit commitments at December 31, 2018 and 2017 is as follows:

	2018	2017
<b>Commitments to Grant Collateralized Loans</b>		
First Mortgages	\$ 337	\$ 1,678
Home Equity Lines of Credit	-	15,295
<b>Unfunded Commitments Under Lines of Credit</b>		
Home Equity Lines of Credit	\$ 105,928	\$ 103,496
Commercial Real Estate	21	151
Overdraft Protection	-	11,728
Lines of Credit	20,089	8,685
Credit Card Commitments	159,233	183,746
Other Commitments	20,562	15,604
Total	<u>\$ 306,170</u>	<u>\$ 340,383</u>

**NOTE 12 FINANCIAL INSTRUMENTS WITH OFF-STATEMENT OF FINANCIAL CONDITION RISK AND CONCENTRATIONS OF CREDIT RISK (CONTINUED)**

**Vacation Ownership Interests**

The Credit Union finances vacation ownership interests through its relationship with several vacation ownership companies. The concentration of the vacation ownership interests with each vacation ownership company are as follows at December 31, 2018: 29% with Bluegreen, 25% with Tradewinds, 15% with Hyatt, 14% with Green Destinations, 6% with Diamond, and the remaining 11% among smaller vacation ownership companies.

**NOTE 13 PENSION PLANS**

**Defined Contribution Plan**

The Credit Union sponsors a 401(k) savings plan that covers substantially all employees who have completed one month of service. Under the terms of the plan, participants can contribute a percentage of their compensation, subject to federal limitations. In 2018 the Credit Union made matching contributions of 100% up to 6% of participant compensation after one year of employee service. In 2017 the Credit Union made matching contributions of 50% up to 6% of participant compensation. Participants are immediately vested in their contributions and the earnings thereon, and become fully vested in Credit Union contributions and the earnings thereon after completing three years of service. The Credit Union contributed \$543 and \$278 for the years ended December 31, 2018 and 2017, respectively.

**Deferred Compensation Plan**

The Credit Union maintains a noncontributory deferred compensation 457(b) plan to cover all executive officers. Under the plan, participants may voluntarily defer a portion of their salary. The Credit Union pays each participant, or their beneficiary, the amount of salary deferred plus earnings, beginning with the individual's termination of service. A liability is accrued for the obligation under this plan. At December 31, 2018 and 2017, deferrals and the associated liability under the plan was \$215 and \$226.

**Deferred Bonus Plan**

The Credit Union maintains a noncash deferred compensation 457(f). Under the plan, a portion of an executive officers compensation is deferred each year and vests in three years. The amount will be forfeited if the officer leaves the Credit Union prior to the vesting date. A liability is accrued for the obligation under this plan. The balance as of December 31, 2018 was \$749 and the balance as of December 31, 2017 was \$920. The expense for 2018 and 2017 was \$359 and \$384, respectively.

**NOTE 13 PENSION PLANS (CONTINUED)**

**Defined Benefit Pension Plan**

Prior to June 15, 2016, the Credit Union sponsored a noncontributory defined benefit pension plan covering certain full-time employees. Effective June 15, 2016, the Credit Union froze the plan's benefit accruals and participants. Participants became eligible for the plan after completing one-half year of service. Participants became 100% vested after three years of service. Benefits were based upon years of service and level of compensation during specified years of employment.

The following table sets forth the plan's funded status and amounts recognized in the Credit Union's statement of financial condition as of December 31, 2018 and 2017 using a measurement date of December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Projected Benefit Obligation	\$ (5,924)	\$ (6,250)
Fair Value of Plan Assets	6,635	7,287
Funded Status of Plan at Year End	<u>\$ 711</u>	<u>\$ 1,037</u>
Accumulated Benefit Obligation	<u>\$ (5,924)</u>	<u>\$ (6,250)</u>

The amount recognized in accumulated other comprehensive loss consisted of the following components at December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Net Unrecognized Loss	\$ 2,704	\$ 2,190
Prior Service Cost	-	-
Total	<u>\$ 2,704</u>	<u>\$ 2,190</u>

The estimated net loss that will be amortized from accumulated other comprehensive loss into net periodic benefit cost over the next fiscal year is \$173.

Other information for the Credit Union's defined benefit pension plan is as follows for the years ended December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Employer Contributions	\$ -	\$ -
Benefits Paid	224	584
Net Pension (Cost) Benefit	188	123

Weighted-average assumptions used by the Credit Union to determine the pension benefit obligations consisted of the following as of December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Weighted Average Discount Rate	4.25%	3.75%
Rate of Future Compensation Increase	N/A	N/A

**NOTE 13 PENSION PLANS (CONTINUED)**

Weighted-average assumptions used by the Credit Union to determine the net benefit cost consisted of the following as of December 31, 2018 and 2017:

	<u>2018</u>	<u>2017</u>
Weighted Average Discount Rate	4.25%	3.75%
Expected Long-Term Return on Plan Assets	7.50%	7.50%
Rate of Compensation Increase	N/A	N/A

**Future Benefit Payments and Contributions**

The following benefit payments, which reflect expected future service, as appropriate, are expected to be paid:

<u>Year Ending December 31,</u>	<u>Amount</u>
2019	\$ 222
2020	298
2021	194
2022	183
2023	288
2024-2028	2,130

**Asset Allocation and Investment Goals**

The Credit Union's pension plan weighted average asset allocations at December 31, 2018 and 2017, by asset category, are as follows:

	<u>2018</u>	<u>2017</u>
Collective Investment Fund	100 %	100 %

As of December 31, 2018 and 2017, plan assets are 100% invested in a collective investment trust fund managed by CUNA Mutual Group. The appropriate strategic asset allocation is governed by the Trustee Plan Portfolio Investment Policy Statement.

The investment objective is to provide a moderate return over a full market cycle with commensurate risk. The fund invests primarily in professional managed mutual funds and collective investment trusts, which in turn invest in equity and fixed income securities.

The investment goal is to achieve investment results that minimize contributions as a percentage of payroll by providing a total return over a five-year period equal to the actuarially assumed target, which was 7.50%. This is to be achieved at the lowest possible portfolio risk level.

The long-term rate of return on assets assumption was determined by applying historical average investment returns from published indexes relating to the current allocation of assets in the portfolio. When these overall return expectations are applied to the plan's target allocation, the expected rate of return is determined to be 7.50%.

**NOTE 13 PENSION PLANS (CONTINUED)**

**Asset Allocation and Investment Goals (Continued)**

The plan is prohibited from investing in the following investments: precious metals, venture capital, short sales, purchases of letter, stock, private placements, or direct payments, leveraged transactions, commodities transactions, puts, calls, straddles, or other option strategies or purchases or real estate, with the exception of REITS.

**Fair Value of Plan Assets**

Fair value is the exchange price that would be received for an asset in the principal or most advantageous market for the asset in an orderly transaction between market participants on the measurement date. A fair value hierarchy requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value.

The Credit Union used the following valuation methods and assumptions to estimate the fair value of assets held by the plan:

*Collective trusts:* Fair values of units of participation in collective trusts are based upon the net asset values of the funds reported by the fund managers as of the plan’s financial statement dates and recent transaction prices. Each collective trust provides for daily redemptions by the plan with no advance notice requirements.

The fair value of plan assets at December 31, 2018 and 2017 by asset class is as follows:

	2018			
	Level 1	Level 2	Level 3	Total
Defined Benefit Plan Assets:				
Collective Investment Fund	\$ -	\$ 6,635	\$ -	\$ 6,635
Total Assets	\$ -	\$ 6,635	\$ -	\$ 6,635

  

	2017			
	Level 1	Level 2	Level 3	Total
Defined Benefit Plan Assets:				
Collective Investment Fund	\$ -	\$ 7,287	\$ -	\$ 7,287
Total Assets	\$ -	\$ 7,287	\$ -	\$ 7,287

**Split-Dollar Life Insurance**

Quorum and members of Quorum’s executive team entered into a Split-Dollar Insurance Agreement and Promissory Note. The loans to the executives are full recourse loans. The loan balance is \$17,120 and \$16,727 as of December 31, 2018 and 2017, respectively.

**NOTE 14 CAPITAL REQUIREMENTS**

The Credit Union is subject to various regulatory capital requirements administered by the National Credit Union Administration (NCUA). Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary, actions by regulators that, if undertaken, could have a direct material effect on the Credit Union's financial statements. Under capital adequacy regulations and the regulatory framework for prompt corrective action, the Credit Union must meet specific capital regulations that involve quantitative measures of the Credit Union's assets, liabilities, and certain off-balance sheet items as calculated under generally accepted accounting practices. The Credit Union's capital amounts and net worth classification are also subject to qualitative judgments by the regulators about components, risk weightings, and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Credit Union to maintain minimum amounts and ratios (set forth in the following table) of net worth (as defined) to total assets (as defined). Credit Unions are also required to calculate a risk-based net worth requirement (RBNWR) that establishes whether the Credit Union will not be considered "complex" under the regulatory framework. The Credit Union's RBNWR ratio as December 31, 2018 was 4.62%. The minimum ratio to be considered complex under the regulatory framework is 6.00%, therefore the Credit Union is not considered complex at December 31, 2018. Management believes, as of December 31, 2018, that the Credit Union meets all capital adequacy requirements to which it is subject.

As of December 31, 2018 and 2017, the most recent notification from the NCUA categorized the Credit Union as "well capitalized" under the regulatory framework for prompt corrective action. To be categorized as "well capitalized" the Credit Union must maintain a minimum net worth ratio of 7% of assets or the Credit Union's RBNWR ratio, if greater. There are no conditions or events since that notification that Management believes have changed the institution's category.

The Credit Union's actual capital amounts and ratios are also presented in the table.

	2018					
	Actual		To be Adequately Capitalized Under Prompt Corrective Action Provision		To be Well Capitalized Under Prompt Corrective Action Provision	
	Amount	Ratio	Amount	Ratio	Amount	Ratio
Net Worth	\$ 59,042	7.22%	\$ 49,052	6.00%	\$ 57,227	7.00%
Risk-Based Net Worth Requirement	\$ 37,770	4.62%	N/A	N/A	N/A	N/A
	2017					
	Amount	Ratio	Amount	Ratio	Amount	Ratio
	Amount	Ratio	Amount	Ratio	Amount	Ratio
Net Worth	\$ 67,305	7.82%	\$ 51,627	6.00%	\$ 60,231	7.00%
Risk-Based Net Worth Requirement	\$ 42,162	4.90%	N/A	N/A	N/A	N/A

In performing its calculation of total assets, the Credit Union used the quarter-end balances option, as permitted by regulation.

**NOTE 15 FAIR VALUE**

Fair value is the exchange price that would be recorded for an asset or paid to transfer a liability (exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. There are three levels of inputs that may be used to measure fair value:

*Level 1:* Quoted prices (unadjusted) for identical assets or liabilities in active markets that the entity has the ability to access as of the measurement date.

*Level 2:* Significant other observable inputs other than Level 1 prices such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data.

*Level 3:* Significant unobservable inputs that reflect a reporting entity's own assumptions about the assumptions that market participants would use in pricing an asset or liability.

The Credit Union used the following methods and significant assumptions to estimate fair value:

*Available-for-Sale Securities:* The fair values for available for sale securities are determined by obtaining quoted prices on nationally recognized securities exchanges (Level 1 inputs) or matrix pricing, which is a mathematical technique widely used in the industry to value debt securities without relying exclusively on quoted prices for the specific securities but rather by relying on the securities' relationship to other benchmark quoted securities (Level 2 inputs).

*Impaired Loans:* The fair value of impaired loans with specific allocations of the allowance for loan losses is generally based on recent real estate appraisals. These appraisals may utilize a single valuation approach or a combination of approaches including comparable sales and the income approach. Adjustments are routinely made in the appraisal process by the appraisers to adjust for differences between the comparable sales and income data available. Such adjustments are typically significant and result in a Level 3 classification of the inputs for determining fair value. Non real estate and commercial collateral may be valued using an appraisal, adjusted or discounted based on Management's historical knowledge and changes in market conditions from the time of the valuation, resulting in a Level 3 fair value classification. Impaired loans are evaluated on a monthly basis for additional impairment and adjusted accordingly.

**NOTE 15 FAIR VALUE (CONTINUED)**

*Impaired Loans (Continued):* Appraisals for collateral-dependent loans are performed by certified residential appraisers whose qualifications and licenses have been reviewed and verified by the Credit Union. On an annual basis, the Credit Union compares the actual selling price of the collateral that has been sold to the most recent appraised value to determine what additional adjustments should be made to the appraised value to arrive at the fair value. The most recent analysis performed indicate that a discount of 20% should be applied to properties.

*Foreclosed and Repossessed Assets:* Assets acquired through or instead of loan foreclosure are initially recorded at fair value less costs to sell when acquired, establishing a new cost basis. These assets are subsequently accounted for at lower of cost or fair value less estimated costs to sell. Fair value is commonly based on recent real estate appraisals which are updated no less frequently than annually. These appraisals may utilize a single valuation approach or a combination of approaches including comparable sales and the income approach. Adjustments are routinely made in the appraisal process by the independent appraisers to adjust for differences between the comparable sales and income data available. Such adjustments are usually significant and typically result in a Level 3 classification of the inputs for determining fair value. Real estate owned properties are evaluated on a quarterly basis for additional impairment and adjusted accordingly. For taxi medallions acquired through foreclosure the Credit Union utilizes a third-party valuation specialist to value the underlying collateral. The valuation methodology employed by the specialist includes a weighted average of sales transactions, broker price quotes, discounted cash flow, and a capitalization model.

**Assets and Liabilities Measured on a Recurring Basis**

Assets and liabilities measured at fair value on a recurring basis are summarized below:

	2018			
	Level 1	Level 2	Level 3	Total
Assets:				
Mutual Fund - Investment in Deferred Compensation 457(b) Plan	\$ 215	\$ -	\$ -	\$ 215
Government Sponsored Entities - Home Equity Conversion Mortgages	-	7,023	-	7,023
Government Sponsored Entities - Mortgage-Backed Securities Residential	-	9,916	-	9,916
Government Sponsored Entities - Collateralized Mortgage Obligations	-	5,674	-	5,674
Government Sponsored Entities - Federal Agency Securities	-	22,179	-	22,179
Municipal Bonds	-	7,081	-	7,081
Total	<u>\$ 215</u>	<u>\$ 51,873</u>	<u>\$ -</u>	<u>\$ 52,088</u>

**NOTE 15 FAIR VALUE (CONTINUED)**

	2017			
	Level 1	Level 2	Level 3	Total
Assets:				
Mutual Fund - Investment in Deferred Compensation 457(b) Plan	\$ 226	\$ -	\$ -	\$ 226
Government Sponsored Entities - Home Equity Conversion Mortgages	-	9,300	-	9,300
Government Sponsored Entities - Mortgage-Backed Securities Residential	-	14,091	-	14,091
Government Sponsored Entities - Collateralized Mortgage Obligations	-	6,326	-	6,326
Government Sponsored Entities - Federal Agency Securities	-	22,385	-	22,385
Municipal Bonds	-	10,606	-	10,606
<b>Total</b>	<b>\$ 226</b>	<b>\$ 62,708</b>	<b>\$ -</b>	<b>\$ 62,934</b>

Assets and liabilities measured at fair value on a nonrecurring basis are summarized below:

	2018			
	Level 1	Level 2	Level 3	Impairment Losses
Impaired Loans	\$ -	\$ -	\$ 24,782	\$ 30,552
Foreclosed and Repossessed Assets	-	-	2,596	2,432

	2017			
	Level 1	Level 2	Level 3	Impairment Losses
Impaired Loans	\$ -	\$ -	\$ 30,067	\$ 28,314
Foreclosed and Repossessed Assets	-	-	3,815	145

**NOTE 15 FAIR VALUE (CONTINUED)**

The following table presents quantitative information about level 3 fair value measurements for financial instruments measured at fair value on a nonrecurring basis at December 31, 2018 and 2017:

	2018			
	Fair Value	Valuation Technique	Unobservable Input	Range (Average)
Impaired Loans	\$ 24,782	Sales Comparison Approach	Adjustment for differences between comparable sales	0% - 25%
Foreclosed and Repossessed Assets	2,596	Sales Comparison Approach	Adjustment for differences between comparable sales	0% - 45%
2017				
	Fair Value	Valuation Technique	Unobservable Input	Range (Average)
Impaired Loans	\$ 30,067	Sales Comparison Approach	Adjustment for differences between comparable sales	0% - 25%
Foreclosed and Repossessed Assets	3,815	Sales Comparison Approach	Adjustment for differences between comparable sales	0% - 45%



