



**FINANCIAL STATEMENTS FOR  
THE PERIOD ENDING**

**May 31, 2017**

**This credit union is federally insured by the National Credit Union Administration.**

**MARINE FEDERAL CREDIT UNION**

**FINANCIAL HIGHLIGHTS**

**May 31, 2017**

	<u>May 31, 2017</u>	<u>April 30, 2017</u>	<u>Difference</u>	<u>0.00%</u>	<u>May 31, 2016</u>	<u>Difference</u>	<u>0.00%</u>
<b>GROSS INCOME</b>	\$16,228,008	\$12,838,943	\$3,389,065	26.40%	\$15,983,130	\$244,878	1.53%
<b>OPERATING EXPENSE</b>	\$16,276,744	\$13,221,630	\$3,055,114	23.11%	\$13,747,260	\$2,529,483	18.40%
<b>BUDGET VARIANCE</b>	(\$1,434,778)	(\$1,401,337)	(\$33,442)	-2.39%	\$1,096,333	(\$2,531,111)	-230.87%
<b>NET INCOME</b>	(\$1,248,026)	(\$1,343,047)	\$95,020	7.07%	\$1,098,707	(\$2,346,733)	-213.59%
<b>ASSETS</b>	\$723,125,619	\$732,246,335	(\$9,120,716)	-1.25%	\$722,641,731	\$483,888	0.07%
<b>DEPOSITS</b>	\$657,030,092	\$663,096,148	(\$6,066,057)	-0.91%	\$648,847,865	\$8,182,227	1.26%
<b>DIVIDENDS</b>	\$1,157,231	\$917,124	\$240,107	26.18%	\$1,182,645	(\$25,414)	-2.15%
<b>LOANS</b>	\$491,711,226	\$488,555,974	\$3,155,252	0.65%	\$473,611,565	\$18,099,660	3.82%
<b>INVESTMENTS</b>	\$137,494,422	\$151,418,681	(\$13,924,259)	-9.20%	\$154,696,464	(\$17,202,042)	-11.12%
<b>DELINQUENT LOANS</b>	\$5,814,021	\$5,203,882	\$610,138	11.72%	\$5,072,690	\$741,330	14.61%
<b>% DELINQUENT</b>	1.18%	1.07%	0.12%	11.01%	1.07%	0.11%	10.40%
<b>% NET WORTH</b>	8.05%	7.94%	0.11%	1.43%	8.14%	-0.08%	-1.02%
<b>BORROWED POSITION</b>	\$0	\$0	\$0	0.00%	\$5,880,500	(\$5,880,500)	-100.00%
<b>% CAPITAL</b>	9.07%	8.90%	0.16%	1.81%	9.03%	0.03%	0.38%
<b>RETURN ON ASSETS (ROA)</b>	-0.42%	-0.56%	0.14%	25.19%	0.37%	-0.78%	-212.90%
<b>FIXED ASSET RATIO</b>	2.53%	2.53%	0.01%	0.32%	2.63%	-0.09%	-3.50%

MARINE FEDERAL CREDIT UNION

STATISTICAL REPORT FOR THE PERIOD ENDING

May 31, 2017

DELINQUENT LOANS	IN HOUSE LOANS		CREDIT CARDS		GRAND TOTALS	
	NUMBER	DOLLARS	NUMBERS	DOLLARS	NUMBERS	DOLLARS
TWO TO LESS THAN SIX MONTHS	295	\$4,283,238	144	\$779,312	439	\$5,062,550
SIX TO LESS THAN TWELVE	23	\$389,061	0	\$0	23	\$389,061
TWELVE MONTHS AND OVER	<u>3</u>	<u>\$362,409</u>	<u>0</u>	<u>\$0</u>	<u>3</u>	<u>\$362,409</u>
SUB TOTAL	321	\$5,034,709	144	\$779,312	465	\$5,814,021
<b>DLQ</b>		<b><u>1.18%</u></b>		<b><u>1.19%</u></b>		<b><u>1.18%</u></b>
<i>TOTAL LOANS</i>	22,681	\$426,143,789	20,794	\$65,567,437	43,475	\$491,711,226

ADDITIONAL LOAN STATISTICS

LOANS MADE YEAR TO DATE	2,513	\$60,816,328
LOANS MADE SINCE ORGANIZATION	589,898	\$3,997,697,895
NUMBER OF MEMBERS	92,196	
NUMBER OF POTENTIAL MEMBERS	272,000	
LOANS CHARGED OFF SINCE ORGANIZATION		\$171,381,982
RECOVERIES ON LOANS CHARGED OFF SINCE ORGANIZATION		\$22,642,438

**MARINE FEDERAL CREDIT UNION**

**RESULTS OF OPERATIONS**

**May 31, 2017**

**COMPARED WITH 2016**

	<i>May 31, 2017</i>	<i>2017 Y-T-D</i>	<i>2016 Y-T-D</i>
GROSS INCOME	\$3,389,065	\$16,228,008	\$15,983,130
OPERATING EXPENSES (LESS PLL)	\$2,289,114	\$11,592,744	\$11,794,260
DIVIDENDS	\$240,107	\$1,157,231	\$1,182,645
NON-OPERATING GAINS/(LOSSES)	\$1,177	(\$42,060)	\$45,482
INCOME BEFORE CHARGE-OFFS	\$861,020	\$3,435,974	\$3,051,707
LESS: NET CHARGE-OFFS	\$560,025	\$3,548,845	\$2,113,712
NET GAIN/(LOSS)	\$300,995	(\$112,871)	\$937,994

**MARINE FEDERAL CREDIT UNION**

**Tracking Provision for Loan Losses**

**As of May 31, 2017**

	Charge off \$	Monthly Recoveries	Net CHO	Monthly PLL	Monthly Bud. PLL	Monthly Net Income	Monthly Bud. Income
<b>JAN-17</b>	\$725,265.74	\$182,799.40	\$542,466.34	\$820,000.00	\$534,848.00	-\$61,844.12	\$127,211.00
<b>FEB-17</b>	\$835,604.49	\$177,148.06	\$658,456.43	\$1,100,000.00	\$534,848.00	-\$538,925.32	-\$65,148.00
<b>MAR-17</b>	\$1,174,882.03	\$242,137.09	\$932,744.94	\$908,000.00	\$534,848.00	-\$423,280.88	-\$120,655.00
<b>APR-17</b>	\$1,066,366.04	\$211,214.09	\$855,151.95	\$1,090,000.00	\$534,848.00	-\$318,996.54	\$116,882.00
<b>MAY-17</b>	\$734,790.29	\$174,765.10	\$560,025.19	\$766,000.00	\$534,848.00	\$95,020.48	\$128,462.00
<b>JUN-16</b>	\$637,322.24	\$128,844.00	\$508,478.24	\$420,000.00	\$473,811.00	\$55,206.79	-\$116,842.00
<b>JUL-16</b>	\$542,264.14	\$146,572.13	\$395,692.01	\$436,000.00	\$473,811.00	\$156,460.20	\$151,397.00
<b>AUG-16</b>	\$530,204.61	\$119,463.15	\$410,741.46	\$544,000.00	\$473,811.00	\$182,180.11	\$175,950.00
<b>SEP-16</b>	\$768,680.49	\$113,675.61	\$655,004.88	\$755,000.00	\$473,811.00	\$1,266,948.88	\$490,819.00
<b>OCT-16</b>	\$835,876.18	\$134,547.75	\$701,328.43	\$700,000.00	\$473,811.00	\$61,005.38	\$185,623.00
<b>NOV-16</b>	\$871,818.43	\$139,854.33	\$731,964.10	\$951,000.00	\$473,811.00	-\$483,626.47	\$171,966.00
<b>DEC-16</b>	\$918,734.96	\$218,747.59	\$699,987.37	\$1,121,000.00	\$473,811.00	-\$548,077.33	\$154,418.00
<b>TOTALS</b>	<b>\$9,641,809.64</b>	<b>\$1,989,768.30</b>	<b>\$7,652,041.34</b>	<b>\$9,611,000.00</b>	<b>\$5,990,917.00</b>	<b>-\$557,928.82</b>	<b>\$1,400,083.00</b>

**MARINE FEDERAL CREDIT UNION**  
**May 31, 2017**

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>
# MEMBERS	92,621	92,185	92,213	92,122	92,196
# ACCOUNTS	157,017	155,338	154,999	154,568	154,376
SHARES	\$521,057,939	\$531,643,143	\$538,325,007	\$537,078,292	\$531,459,656
SHARE CERTIFICATES	\$126,480,122	\$126,991,392	\$126,367,705	\$126,017,856	\$125,570,435
AVERAGE BASE SHARE BAL	\$1,907	\$1,963	\$2,005	\$2,017	\$2,021
ASSETS	\$714,188,839	\$724,993,696	\$731,518,511	\$732,246,335	\$723,125,619
LOAN BALANCE	\$493,550,340	\$490,067,574	\$488,017,944	\$488,555,974	\$491,711,226
# LOANS	42,705	42,812	43,035	43,011	43,475
AVERAGE LOAN BALANCE	11,557	11,447	11,340	11,359	11,310
AMOUNT DEL LOANS	\$6,990,106	\$5,157,404	\$4,348,303	\$5,203,882	\$5,814,021
AMOUNT OF CHARGE OFFS	\$725,266	\$835,604	\$1,174,882	\$1,066,366	\$734,790
AMOUNT OF CHO RECOVERIES	\$182,799	\$177,148	\$242,137	\$211,214	\$174,765
AMOUNT OF NET CHO	\$542,466	\$658,456	\$932,745	\$855,152	\$560,025
INTEREST ON LOANS	\$2,090,675	\$1,958,883	\$2,156,363	\$2,052,773	\$2,108,037
INVESTMENT INCOME	\$130,171	\$128,750	\$160,703	\$164,173	\$162,151
FEES	\$532,928	\$463,072	\$515,739	\$486,273	\$547,587
OTHER INCOME	<u>\$512,611</u>	<u>\$474,105</u>	<u>\$512,192</u>	<u>\$499,533</u>	<u>\$571,290</u>
TOTAL INCOME	\$3,266,385	\$3,024,809	\$3,344,997	\$3,202,752	\$3,389,065
SALARIES	\$815,444	\$732,344	\$849,705	\$782,745	\$884,214
EMPLOYEE BENEFITS	\$258,439	\$224,015	\$250,022	\$186,748	\$218,947
TRAVEL & CONFERENCE	\$10,566	\$4,043	\$8,580	\$23,397	\$9,811
ASSOCIATION DUES	\$9,393	\$7,415	\$9,354	\$8,173	\$10,272
OFFICE OCCUPANCY	\$176,733	\$171,260	\$195,836	\$166,673	\$169,725
OFFICE OPERATIONS	\$382,249	\$408,887	\$414,247	\$338,442	\$336,481
ADVERTISING & PROMOTIONS	\$44,185	\$71,458	\$47,719	\$54,887	\$28,830
LOANS SERVICE EXPENSE	\$266,862	\$311,248	\$269,519	\$288,902	\$275,048
PROFESSIONAL SERVICES	\$301,021	\$303,544	\$339,626	\$325,211	\$330,853
PROVISION FOR LOANS LOSS	\$820,000	\$1,100,000	\$908,000	\$1,090,000	\$766,000
MEMBER INSURANCE	\$0	\$0	\$0	\$0	\$0
SUP & EXAM FEE	\$11,000	\$11,000	\$11,000	\$14,587	\$14,587
CASH OVER/SHORT	\$589	(\$962)	(\$86)	(\$204)	(\$325)
INTEREST ON BORROWED MONEY	\$0	\$0	\$0	\$0	\$0
ANNUAL MEETING	\$0	\$0	\$0	\$0	\$4,924
MISC EXP/ATM EXP	<u>\$4,054</u>	<u>\$6,523</u>	<u>\$180,008</u>	<u>\$7,228</u>	<u>\$5,748</u>
TOTAL EXPENSES	\$3,100,535	\$3,350,776	\$3,483,529	\$3,286,790	\$3,055,114
<b>TREND RATIO ANALYSIS</b>	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>
% SALARY EXPENSE/INCOME	24.96%	24.21%	25.40%	24.44%	26.09%
% YTD SALARY EXP/INCOME	<b>24.96%</b>	<b>24.60%</b>	<b>24.88%</b>	<b>24.77%</b>	<b>25.05%</b>
% SALARY+BENEFITS/INCOME	32.88%	31.62%	32.88%	30.27%	32.55%
% YTD SALARY+BENEFITS/INCOME	32.88%	32.27%	32.48%	31.93%	32.06%
% EXP/INC (LESS EXTRA ITEMS)	69.82%	74.41%	77.00%	68.59%	67.54%
% YTD EXP/INC (LESS EXTRA ITEMS)	<b>69.82%</b>	<b>72.03%</b>	<b>73.75%</b>	<b>72.46%</b>	<b>71.44%</b>
% BORROWING MBR/TOTAL MBR	46.11%	46.44%	46.67%	46.69%	47.15%
% LOANS/SHARES	76.22%	74.41%	73.42%	73.68%	74.84%
% DEL LOANS /TOTAL LOANS	1.42%	1.05%	0.89%	1.07%	1.18%
% RECOVERYS/CHARGE OFFS (YTD)	25.20%	23.06%	22.01%	21.39%	21.78%
% NET WORTH	8.32%	8.12%	7.99%	7.94%	8.05%
% CAPITAL	9.18%	9.02%	8.89%	8.90%	9.07%
% FIXED ASSETS	2.53%	2.49%	2.53%	2.53%	2.53%
% NET CHO /AVE LOANS (annl)	1.32%	1.47%	1.74%	1.83%	1.73%
ROA (annualized)	-0.10%	-0.50%	-0.56%	-0.56%	-0.42%
ROA (annualized net borrowing)	-0.10%	-0.50%	-0.56%	-0.56%	-0.42%
COLLECTION EXP/YTD	8,121	21,395	41,711	63,324	72,402