

## *Event Schedule*

**WELCOME**

**INVOCATION**

**DINNER**

**SCHOLARSHIP PRESENTATION**

**SPECIAL GUEST – TONY GALLO OF THE LORAIN  
COUNTY CHAMBER OF COMMERCE**

## *Annual Business Meeting*

**DETERMINATION OF QUORUM**

**ROLL CALL OF DIRECTORS  
& COMMITTEE MEMBERS**

**CHAIRMAN'S REPORT**

**SUPERVISORY AUDIT COMMITTEE REPORT**

**TREASURER'S REPORT**

**RESULTS OF THE NOMINATION AND ELECTION  
OF THE BOARD OF DIRECTORS**

**UNFINISHED BUSINESS**

**NEW BUSINESS**

**MEETING ADJOURNMENT**

**AWARDING OF DOOR PRIZES  
(MUST BE PRESENT TO WIN)**



**SCHOOL EMPLOYEES**  
LORAIN COUNTY CREDIT UNION, INC.



2016 YEAR IN REVIEW

# ANNUAL REPORT



59<sup>th</sup> ANNUAL MEETING



*April 18, 2017*  
*Spitzer Conference Center*  
*Lorain County Community College*



## **BOARD OF DIRECTORS**

Andrew Lingler, Chairman  
Richard Killen, Vice Chairman  
Marilyn Tipple, Secretary  
Wanda DiVencenzo, Director  
Edward Syrowski, Director  
Henry "Hank" Harsar, Director  
Carolyn May, Director  
Paulette Paine, Director  
John Bartter, Director Emeritus

## **SUPERVISORY AUDIT COMMITTEE**

Kathy Runser, Chairperson  
Karen Sprague  
Leo Citro

## **MANAGEMENT TEAM**

Neil R. Sommers, CEO  
Karen S. Akers, CPA, CFO  
Shannon Boesel, HR Manager  
Ethel Frye, Operations Manager  
Kathy Garvey,  
Member Services Manager  
Michelle Gonzalez,  
Lorain Branch Manager  
Becky Ryan-Monschein,  
Tellers/HUB Manager

## **ACCOUNTING**

Pamela Spence

## **FINANCIAL SERVICES REPRESENTATIVES**

Brad Niece, FSR Coordinator  
Ginger Fitch  
Shannon Fridrich  
Ashley Henderson  
Tyler Johnston  
Amy Kinsley (Lorain Branch)  
Blaine Padgett  
Mindy Piskur  
Tina Rankin  
Carl Vass (Lorain Branch)

## **CALL CENTER REPRESENTATIVES**

Tosh Cabbil  
Sue Sage  
Sue Ellen Shepherd

## **OPERATIONS SPECIALISTS**

Cheryl Fleming  
Nona Jackson  
Connie Smith  
Karla Staylon

## **HUB COORDINATORS**

Veronica Johnson  
Kathy Sislowski  
Penny Thompson  
Deb Zvara

## **MARKETING**

Tiphaney Grossestreuer  
Kelsey David

## **TELLERS**

Becky Karpinski, Head Teller  
Tyler Buga, Assistant Head Teller  
Sandra Bennett  
Donna Garcia  
Carla Harris  
Kaye Kotasek  
Sarah Rambo (Seasonal)  
Morgan Stoll  
Emily Underwood (Lorain Branch)

## **VISA ADMINISTRATOR**

Jeff Kovacs

## **ATTORNEY**

Weltman, Weinberg & Reis Co. LPA

## **AUDITORS**

Lillie & Company, LLC

## **REGISTERED REPRESENTATIVES**

From LPL Financial:  
Cheryl Janik  
Renee Dietz

Paulette Paine, filling in for Marilyn Tipple, Secretary of the Board, referred to the minutes of the 58th annual meeting. A motion was made by Bob Balog and seconded by Richard Sharrock to approve the minutes as written. The motion carried.

Attention was called to the Supervisory Audit Committee Report in the program and the committee members were recognized for their work that was done in 2016.

Paulette Paine, filling in for Marilyn Tipple, of the Nominating Committee, presented the slate of nominees. Carolyn May and Wanda DiVencenzo will continue as directors for a 3 year term ending in 2019. A motion was made by Sandra Lingler and seconded by Jim Paine to approve the slate as presented. The nominees were unanimously approved.

There was no unfinished business and no new business to discuss.

Andrew Lingler, Chairman, officially adjourned the 58th Annual Meeting. The board of directors awarded the traditional door prizes consisting of one grand prize drawing for \$100. The meeting adjourned at 7:30p.m.

Respectfully Submitted,

*Marilyn Tipple*

Secretary, Board of Directors

## *Supervisory Audit Committee*

### **KATHY RUNSER, CHAIRPERSON**

During 2016, members of the Supervisory Audit Committee performed random cash counts of the teller stations and the vault. The accounting firm of Lillie & Company, LLC. reviewed loan files, accounting practices and performed the members' account verification.

Based on our audits and those of Lillie & Company, LLC, it is the opinion of the Supervisory Audit Committee that the financial condition of School Employees Lorain County Credit Union, Inc. is strong and its policies and procedures are effective.

Respectfully,

*Kathy Runser-Chairperson, Supervisory Audit Committee*

## MARILYN TIPPLE, SECRETARY - BOARD OF DIRECTORS

The 58th Annual Meeting was held on the 14th day of April (Thursday), 2016 at The Spitzer Conference Center, Lorain County Community College. Neil R. Sommers welcomed the credit union members and their guests. He asked everyone to stand for the Pledge of Allegiance. Paulette Paine, Board Director, gave the invocation. Dinner was served at 6:00p.m.

The scholarship committee was introduced (Wanda DiVencenzo, Hank Harsar, and Marilyn Tipple). Wanda DiVencenzo presented the scholarship recipients with their certificates. The scholarship recipients were Moriah Garcia (Warren Wallace Education Major Scholarship), Simeon Lawrence, Hannah Sedlak and Kathryn Iwanek.

Neil R. Sommers introduced our guest speaker, Grant Thompson, Chief Naturalist of Lorain County Metro Parks.

Andrew Lingler, Chairman of the Board, called the 58th annual business meeting to order at 7:15 p.m. and referred to the 2016 Chairman's report in the program. Some of the highlights touched upon in the report were:

- Our outreach providing Financial Literacy programs to schools has continued. In 2015, we participated in over 720 financial education opportunities at more than 17 educational facilities.
- Financial Service Representatives (FSRs) have participated in programs leading to their obtaining Financial Counseling Certificates. The training which led to the certification will allow them to help members reach their financial goals by providing information concerning spending and saving habits and repaying debt which will benefit our members.
- In 2015, we saw three longtime employees retire: Mary Vaughan with 11 years of service in Membership Development, Marianne Jalowiec with 32 years of service in Member Service and Patty Baker with 29 years of service as a Financial Service Representative & IRA Consultant. We wish them the best in their retirement.

Neil R. Sommers then gave the report of the state of the credit union and referred to the Comparative Financial Report and emphasized the importance of the credit union making loans.

Andrew Lingler convened those assembled to the business portion of the 58th annual meeting. As Chairman of the Board of Directors, he determined a quorum was present. A roll call of the board of directors was conducted.

## ANDREW LINGLER, CHAIRMAN - BOARD OF DIRECTORS

School Employees Lorain County Credit Union  
Chairman's Report

Last year marked a significant change for School Employees Lorain County Credit Union. At the October 2016 Strategic Planning Meeting the Management Team outlined the benefits to SELCCU of us changing from an education based to a community based field of membership where anyone living or working in Lorain, Medina, Erie or Cuyahoga counties could apply for membership. With this change we won't lose our focus on education, we will just bring more people into the fold. Based on the Management Team's presentation and recommendation the Board approved the change to a community charter. We are currently awaiting approval of this change from the state regulatory board.

A second change which the Management Team requested was the introduction of a new checking account (the Secure Checking Account) which offers many benefits not included in previous checking accounts. Take a look at these features to see if they meet your needs. If they do be sure to sign up for the benefits you want. If you still prefer a checking account with no monthly fee consider the Basic Checking Account (don't worry, just because the word "Secure" isn't in the name, the Basic Checking Account is secure - it just doesn't include the extra features).

As our name suggests we are very strongly education oriented. In 2016 School Employees Lorain County Credit Union:

- (1) donated over 300 backpacks containing school supplies to schools throughout Lorain County;
- (2) awarded four \$250 mini-grants to area teachers;
- (3) awarded four \$1,000 Scholarships to students attending college; and
- (4) worked with LCCC and LCJVS on financial literacy programs.

We have also aided community organizations. Over \$2,500 was raised in cash and non-monetary donations through bake sales, shoe vouchers and Toy & Food Drives. The organizations which we helped were: Second Harvest, The Salvation Army, The Children's Developmental Center, The Animal Protective League and Breast Cancer Research.

The Board wishes to recognize Jan Doyle who retired in 2016 after 20 years of service to our members.

As always we want to thank our outstanding employees who are anxious to help you meet your financial goals. They truly make a difference.

Andrew Lingler CCUV

*Andrew Lingler*  
Chairman of the Board

# School Employees Lorain County Credit Union, Inc.

## Comparative Financial Report

	<u>Consolidated</u> <u>12/31/2016</u>	<u>Consolidated</u> <u>12/31/2015</u>		<u>Consolidated</u> <u>12/31/2016</u>	<u>Consolidated</u> <u>12/31/2015</u>
<b>ASSETS</b>			<b>INCOME</b>		
Home Equity Loans	\$ 14,810,417	\$ 14,315,921	Income on Loans	\$ 2,026,027	\$ 2,167,128
First & Second Mortgages	11,490,813	13,553,509	Income on Investments	1,078,288	839,667
VISA	9,527,271	9,436,527	VISA Interest Income	744,072	788,059
Motor Vehicle Loans	16,195,007	16,843,807	Fee & Other Operating Income	1,134,611	1,157,370
Share Secured & Personal Loans	276,146	265,045	<b>Total Income</b>	<b>4,982,998</b>	<b>4,952,224</b>
Other Unsecured Loans	2,552,455	2,769,897			
Less Allowance for Loan Loss	(206,112)	(216,579)	<b>OPERATING EXPENSES</b>		
<b>Total Loans</b>	<b>54,645,997</b>	<b>56,968,127</b>	Administration & Operation	\$ 2,383,333	\$ 2,490,478
Cash	\$ 8,409,109	\$ 20,807,952	Occupancy	605,033	641,917
Investments	85,319,557	72,020,973	Loan Servicing	723,610	725,189
Share Insurance Deposits	1,880,819	1,931,724	Professional & Outside Services	559,097	602,159
Accrued Interest Receivable	252,628	249,926	Provision for Loan Losses	244,473	198,988
Other Assets	1,944,776	1,572,717	Dividends	263,832	228,719
Land & Buildings (Net)	1,578,575	1,657,166	<b>Total Operating Expenses</b>	<b>\$ 4,779,378</b>	<b>\$ 4,887,450</b>
Furniture & Fixtures (Net)	235,799	327,762	<b>NET INCOME</b>	<b>\$ 203,620</b>	<b>\$ 64,774</b>
<b>Total Other Assets</b>	<b>99,621,263</b>	<b>98,568,220</b>			
<b>TOTAL ASSETS</b>	<b>\$ 154,267,260</b>	<b>\$ 155,536,347</b>			
<b>LIABILITIES</b>	<u># of accounts</u>				
Shares	13,328	\$ 35,479,918			
IRAs	607	10,224,510			
Certificates	1,643	24,348,364			
MMIAs	2,115	47,612,699			
Share Drafts	5,561	17,797,823			
Other Share Accounts	1,693	2,386,308			
<b>Total Shares</b>		<b>137,849,622</b>			
Other Liabilities		586,073			
Net Worth		15,831,565			
<b>TOTAL LIABILITIES &amp; NET WORTH</b>		<b>\$ 154,267,260</b>			
		<b>\$ 155,536,347</b>			