

## Monthly Quick Report

Run: 09/10/2018  
As of: 08/31/2018

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### Kelly Community Federal Credit Union

#### INCOME STATEMENT AMOUNTS

|                    |            |                   |
|--------------------|------------|-------------------|
| Total Income       | 566,488.43 |                   |
| Total Expenses     | 359,315.67 |                   |
| Operating Expenses | 381,805.52 |                   |
| Total Dividends    | 37,783.30  |                   |
| Net Income         | 169,389.46 | (Before Reserves) |

#### BALANCE STATEMENT AMOUNTS

|                   |                |               |               |
|-------------------|----------------|---------------|---------------|
| Total Loans       | 83,972,824.64  |               |               |
| Cash Equivalents  | 9,522,461.61   | (Investments) | (Non-earning) |
| Other Investments | 5,412,037.02   | 8,479,095.94  | 1,043,365.67  |
| Total Investments | 13,891,132.96  |               |               |
| Total Assets      | 102,562,274.74 |               |               |
| Borrowed Funds    | 0.00           |               |               |
| Total Shares      | 89,121,275.56  |               |               |
| Net Worth         | 12,502,792.70  |               |               |

#### SPREAD ANALYSIS

|                               |          |
|-------------------------------|----------|
| Asset Yield                   | 4.3388%  |
| (Less) Cost of Funds          | -0.4431% |
| Gross Spread (NIM)            | 3.8956%  |
| (Less) Net Cost of Operations | -2.3802% |
| (Less) Prov Loan Loss         | 0.2600%  |
| Contribution to Capital       | 1.7754%  |

#### KEY RATIOS

|                                 |        |
|---------------------------------|--------|
| Net Worth to Assets             | 12.19% |
| Loan to Share                   | 94.22% |
| Delinquent Loans/Total Loans    | 0.28%  |
| Net Charge-Offs/Avg. Loans      | 0.48%  |
| Operating Expenses/Gross Income | 73.97% |
| Return on Assets without NCUSIF | 0.68%  |
| Return on Assets with NCUSIF    | 0.68%  |
| Market Growth                   | 3.66%  |

#### GAP ANALYSIS

|                    |                |
|--------------------|----------------|
| Dollar Gap         | -12,566,638.49 |
| GAP / Total Assets | -12.25%        |

# Report of Operations

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|                                   | Number: | Amount:        |  | Number: | Amount:        |
|-----------------------------------|---------|----------------|--|---------|----------------|
| 1. Delinquent Loans:              |         |                | 10. Share Breakdown by Maturity:         |         |                |
| A. 2 to less than 6 months        | 13      | 124,799.73     | A. Share Certificates                    |         |                |
| B. 6 to less than 12 months       | 3       | 114,056.57     | One Year or Less                         |         | 7,070,111.35   |
| C. 12 months and over             | 0       | 0.00           | More than One Year                       |         | 5,767,011.68   |
| D. Other Projected Losses         | 0       | 0.00           | Total Share Certificates                 |         | 12,837,123.03  |
| E. Subtotal of A, B & C           | 16      | 238,856.30     | B. Share Drafts                          |         |                |
| F. Delinquency Ratio              |         | 0.28%          | One Year or Less                         |         | 16,426,247.86  |
| -----                             |         |                | More than One Year                       |         | 0.00           |
| 2. Current and less than          |         |                | Total Share Drafts                       |         | 16,426,247.86  |
| 2 months delinquent               | 3911    | 83,733,968.34  | C. IRA/KEOGH & Retirement Accounts       |         |                |
| 3. Total Loans                    |         |                | One Year or Less                         |         | 6,965,269.75   |
|                                   | 3927    | 83,972,824.64  | More than One Year                       |         | 2,555,083.64   |
| -----                             |         |                | Total IRA/KEOGH & Retirements            |         | 9,520,353.39   |
| 4. A. Loans made month to date    |         |                | D. All Other Shares                      |         |                |
|                                   | 130     | 2,288,622.18   | One Year or Less                         |         | 50,337,551.28  |
| B. Loans made year to date        | 1,061   | 19,986,852.38  | More than One Year                       |         | 0.00           |
| C. Loans made last year           | 1,744   | 34,652,723.64  | Total All Other Shares                   |         | 50,337,551.28  |
| D. Loans made since organization  | 146,306 | 766,078,577.11 | E. Total Shares                          |         |                |
| E. Number of Borrowers            | 3,061   |                |  |         | 89,121,275.56  |
| -----                             |         |                | -----                                    |         |                |
| 5. A. Charge Offs this month      |         |                | 11. Key Balance Sheet Statistics:        |         |                |
|                                   |         | 10,046.42      | A. Cash                                  |         | 1,043,365.67   |
| B. Charge Offs this year          |         | 288,363.11     | B. Cash Equivalents                      |         | 8,479,095.94   |
| C. Charge Offs since organization |         | 4,488,510.19   | C. Total Investments                     |         | 13,891,132.96  |
| -----                             |         |                | D. Total Loans                           |         | 83,972,824.64  |
| 6. A. Recoveries this Month       |         |                | E. Total Assets                          |         | 102,562,274.74 |
|                                   |         | 575.00         | F. Total Shares                          |         | 89,121,275.56  |
| B. Recoveries this Year           |         | 24,038.49      | G. Total Capital                         |         | 13,104,226.78  |
| C. Recoveries since organization  |         | 358,514.53     | -----                                    |         |                |
| -----                             |         |                | 12. User-Defined Statistical Information |         |                |
| 7. Net Charge-Off/Avg Loan Ratio  |         |                | A. Primary SSN Count                     | 8,800   |                |
|                                   |         | 0.483%         | B. Primary & Joint SSN Count             | 11,352  |                |
| -----                             |         |                | -----                                    |         |                |
| 8. A. Potential Members           |         |                |  |         |                |
|                                   |         | 209,714        |  |         |                |
| B. Market Penetration             |         | 4%             |  |         |                |
| -----                             |         |                |  |         |                |
| 9. A. Number of Members           |         |                |  |         |                |
|                                   | 9,234   |                |  |         |                |
| B. Closed Members                 | 125     |                |  |         |                |
| C. New Members                    | 137     |                |  |         |                |
| D. Net Change in Membership       | 12      |                |  |         |                |

This statement and the related statements are certified as true and correct to the best knowledge and belief of the undersigned, and present fairly the financial position and the results of operations for the periods covered.

MSmall

MICHELLE SMALL

9/14/2018

DATE

# Report of Operations

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| 13. Loan Classification    | % of Total | Balance       |
|----------------------------|------------|---------------|
| 1st Mortgage Loans         | 52.93      | 44,447,826.73 |
| Unsecured Loans            | 3.24       | 2,716,988.12  |
| New Vehicle Loans          | 12.61      | 10,592,822.05 |
| Used Vehicle Loans         | 24.74      | 20,773,060.01 |
| Contra-Auto Referral Costs |            |               |
| Other Real Estate          | 1.27       | 1,070,388.70  |
| All Other Loans            | 5.21       | 4,371,739.03  |
| Mortgage Loan for Resale   |            |               |