



Serving the Financial Needs of our City's Best

ANNUAL REPORT | 2018

City & Police
FEDERAL CREDIT UNION



Agenda | 84th Annual Meeting

Tuesday, March 26, 2019 | 11:00 AM

Call To Order	Jimmy Holderfield
Invocation	Darryl R. Daniels
Determination of a Quorum	Richard L. Townsend
Roll Call of Officials	Richard L. Townsend
Reading of March 27, 2018 Minutes	Richard L. Townsend
Chairman's Report	Jimmy Holderfield
Supervisory Committee Report	Darryl R. Daniels
Treasurer's Report	A. Dan Principe
President's Message	Aaron L. Logue
Old Business	Jimmy Holderfield
New Business	Jimmy Holderfield
Election Results	Thomas J. McGivney
Organizational Meeting of New Officials	Board of Directors
Announcement of 2019 Officials	Jimmy Holderfield
Incoming Chairman	2019 BOD Chairman
Appointment of 2019 Supervisory Committee	2019 SC Chairman
Adjourn Meeting	



Minutes | 83rd Annual Meeting

Tuesday, March 27, 2018 | 11:00 AM

Social: Members were given an annual meeting packet as they entered the building. All members 18 years of age and older were given a door prize ticket for the four door prize drawings.

Call to Order: Chairman Charles Ford called the meeting to order at 11:00 a.m.

Invocation: Supervisory Committee Member Darryl Daniels gave the invocation.

Determination of a Quorum: Secretary Dan Principe stated approximately 25 members were in attendance, constituting a quorum.

Roll Call of Officials: Secretary Principe took the roll call. All Board of Directors and Supervisory Committee members were present.

Reading of March 28, 2017 Minutes: Motion by Gregory Strickland, 2nd by Jimmy Holderfield to dispense with reading of the Minutes. Motion carried.

Chairman's Report: On behalf of the Board of Directors and Supervisory Committee, Chairman Ford thanked everyone for their membership and for entrusting their financial assets with City & Police Federal Credit Union. He reviewed the report noting that the Board of Directors work to ensure that the Credit Union operates in a safe and sound manner. Chairman Ford stated the Board is proud to serve both active and retired, men and women in law enforcement and their families. It is an honor to serve and support them. Ford ended with stating that the Credit Union performed at a high level in 2017, and we look forward to keeping the momentum in 2018. Ford thanked everyone for their support and attendance.

Supervisory Committee: Supervisory Committee Chairman Lawrence Schmitt stated the Committee is honored to serve the membership of City & Police. The Committee acts on behalf of the membership by monitoring the Credit Union operations. They retained the professional services of Nearman, Maynard, Vallez, CPAs, an independent public accounting firm, to assist in meeting the Committee's annual audit requirements and with conducting a verification of member ac-

counts. The Credit Union received a clean report with no significant concerns as of September 30, 2017. Schmitt stated it is the opinion of the Committee that the financial statements published in this report fairly and accurately represent City & Police Federal Credit Union's financial condition and that the Credit Union is managed soundly and in accordance with all state and federal regulations. He encouraged the membership to reach out to any Committee member if they have any questions. Motion by Gregory Strickland, 2nd by Dan Principe. Motion carried.

Treasurer's Report: Treasurer Gregory Strickland reviewed the report, which included: Statement of Financial Condition (Assets, Liabilities, Savings & Equity) and the Statement of Income and Expense (Net Income). Treasurer Strickland stated it was a strong year and we hope to continue the positive trend. Motion by Richard Townsend, 2nd by Dan Principe to accept the report as presented. Motion carried.

President's Message: President Aaron Logue began by welcoming everyone to the meeting. He thanked the members for their steady membership, the Board of Directors and Supervisory Committee for their volunteer service, the staff for their hard work and finally the Credit Union's strategic partners, such as Doug Olson with Dual Lending Options. Logue expressed that we are very thankful for our strategic partners. He then introduced the management team. Logue stated that he had an opportunity recently to speak at the Young Professionals group and noted how encouraging it was to see the number of young professionals in attendance. His message to them was hope is not a strategy. As an institution we follow that same premise, hope is not a strategy. We are intentional. We set goals, make plans and go after them. The Credit Union's performance for 2017:

- More efficient in back office
- Survived Hurricane Irma with limited down time
- Continue to see increased growth across multiple sectors
- Partnered with Green Path Financial to offer free financial counseling services to our members
- Money Market accounts are now being offered

Logue stated that deposit rates are due to bump up

continued

Minutes | 83rd Annual Meeting

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continued

soon. We strive to offer the best rate possible. Membership growth can be tough. Logue ended with stating that we expect success to continue by being intentional in 2018 and beyond.

Old Business: Chairman Ford called for any old business. No old business to confer.

New Business: Chairman Ford called for any new business. No new business to confer.

Election Results: Nominating Committee Chairman Thomas J. McGivney reviewed the report. He informed the membership that the Committee nominated Incumbent A. Dan Principe for the available 3-year term seat. No additional requests for nomination by petition were received. Jimmy Holderfield cast the unanimous ballot re-electing A. Dan Principe on the Board of Directors. Motion by Richard Townsend, 2nd by Gregory Strickland to accept the Nominating Committee's nomination for the available Board seat term. Motion carried.

Organizational Meeting of the New Officials: Chairman Ford stated the Board of Directors discussed the 2018 Board positions.

Announcement of 2018 Officials: Chairman Ford thanked everyone for their support and guidance. He then announced the 2018 Board positions.

Board of Directors

Chairman	Jimmy A. Holderfield
Vice Chairman	Gregory H. Strickland
Treasurer	A. Dan Principe
Secretary	Richard L. Townsend
Membership	Charles H. Ford

Incoming Chairman: 2018 Chairman Jimmy Holderfield gave Ford's leadership, along with the management team and staff, credit for the Credit Union's growth this past year. He noted that our President/CEO, Aaron Logue, is constantly tweaking our goals to keep the Credit Union growing. One of the Credit Union's goals is to make sure we give back to our members. Chairman Holderfield ended by stating

growth is our greatest priority.

Appointment of 2018 Supervisory Committee: The Committee members were re-appointed for 3-year term seats with the listed positions.

Supervisory Committee

Chairman	Darryl R. Daniels
Committee Member	Lynette F. Clinch
Committee Member	Lawrence V. Schmitt

Door Prizes: Logue began the door prize drawing for three \$25 Visa gift cards and one \$50 Visa gift card. The drawing concluded with members: Pam Holderfield, Walt Knighten and Olivia Holderfield as the lucky winners.

Adjourn Meeting: Ford thanked everyone for their membership and for attending the meeting. Motion by Strickland, 2nd by Principe to adjourn the meeting. The meeting adjourned at 11:25 a.m.

Charles H. Ford, 2017 Chairman

A. Dan Principe, 2017 Secretary

as recorded by L. Hogan

Chairman's Report

Jimmy A. Holderfield
Chairman

On behalf of your Board of Directors and Supervisory Committee I want to thank you for your membership and entrusting your financial assets with City & Police Federal Credit Union. We are honored to volunteer and serve this membership. Our priority is to ensure the Credit Union operates in a safe and sound manner while providing the value you seek in a financial institution partnership. We want to help our members succeed financially.

We are proud to serve the men and women, both active and retired, working in law enforcement throughout Clay, Duval, Saint Johns and Nassau counties. We are also proud to serve the many individuals who work for the City of Jacksonville and keep this wonderful city running. It's an honor to not only serve these individuals but also the family members that support them. No other financial institution in Jacksonville is solely focused on providing financial products and services to this unique membership base.

The credit union's financial performance in 2018 was very strong. Assets, deposits, membership and capital all increased during the year. The membership has responded well to the many changes we have made over the past few years with a focus on increasing membership value. Thank you for your support of City & Police Federal Credit Union.

Supervisory Committee Report

Darryl R. Daniels
Chairman

Lynette F. Clinch
Lawrence V. Schmitt

The Supervisory Committee is honored to serve the membership of City & Police Federal Credit Union.

The Committee acts on behalf of the membership by monitoring the Credit Union's operations, ensuring that it is operating in a fiscally sound and compliant manner.

The Committee retained the professional services of Nearman, Maynard, Vallez, CPAs, an independent public accounting firm, to assist in meeting the Committee's annual audit requirements including the annual verification of member accounts. The Credit Union received a clean report reflecting no significant concerns as of September 30, 2018.

It is the opinion of the Committee that the financial statements published in this report fairly and accurately represent City & Police Federal Credit Union's financial condition and that the Credit Union is managed soundly and in accordance with all state and federal regulations.

If you have any questions or concerns, please do not hesitate to contact a Supervisory Committee member.

Treasurer's Report | 84th Annual Meeting

A. Dan Principe, Treasurer

Statement of Financial Condition

Years Ending December 31, 2017 & 2018

Assets

	2017	2018
Net Loans to Members	\$37,164,273	\$36,655,488
Cash on Hand & on Deposit	\$1,163,152	\$1,115,915
Investments	\$33,062,435	\$34,163,083
Buildings, Land, Furniture & Fixtures	\$2,689,945	\$2,643,405
Other Assets	\$832,307	\$764,346
Total Assets	\$74,912,112	\$75,342,237

Liabilities, Savings & Equity

	2017	2018
Shares / Deposits	\$68,031,423	\$68,114,947
Other Liabilities	\$506,578	\$570,099
Reserves & Undivided Earnings	\$6,374,111	\$6,657,191
Total Liabilities & Equity	\$74,912,112	\$75,342,237

Statement of Income and Expense

Years Ending December 31, 2017 & 2018

	2017	2018
Interest Income	\$2,459,302	\$2,602,340
Interest Expense	(\$96,702)	(\$111,383)
Provision for Loan & Lease Losses	(\$158,000)	(\$209,015)
Non-Interest Income	\$945,543	\$1,399,645
Non-Interest Expense	(\$2,825,386)	(\$2,965,503)
NET Income	\$324,757	\$716,084

financial
summary

State of the Credit Union

Aaron L. Logue
President/CEO

It's an honor being the President and CEO of this credit union. I enjoy serving this unique membership base. I'm thankful for the trust and confidence the Board of Directors has in me. And it's a privilege to serve with my fellow co-workers.

Our focus over the last few years has been to improve and increase membership value. We understand that when our members succeed financially, our credit union will succeed as well. Beyond the financial success that we achieved in 2018, which included asset growth, membership growth and deposit growth, we also improved our member experience and services. In 2018, we renovated our Beach Boulevard and Downtown branches and look forward to doing the same with our remaining three branches in the future. We launched our partnership with GreenPath Financial to offer free financial counseling to our members. And, we added two new positions to our staff. We promoted Yolanda Davis, with over thirty years of service to the credit union, as our new training manager. Yolanda's focus is to help our employees reach their full potential. We also hired Katy Williams as our new business development manager to focus solely on promoting the City & Police difference to our existing and potential members.

I'll close by revisiting a financial success. A common measure of a credit union's financial strength is their capital ratio. A credit union is considered to be well capitalized when this ratio is 7% or higher. Over the last seven years, our capital ratio has improved from 7.99% to 9.95% as of December 31, 2018 while the credit union's assets have grown from \$65 million to \$75 million during this same time. This one ratio is a strong indicator of the success City & Police has experienced over the years. We thank our members for that success.

Election Results

Thomas J. McGivney
Chairman

Patrick L. Miles
Clinton W. Clifton

In compliance with the Credit Union Bylaws, the Board of Directors notified the membership of the upcoming Annual Meeting and Elections. The Nominating Committee notified the membership of their nomination of Incumbents Gregory Strickland and Charles Ford for the available 3-year terms. They further requested other members interested in becoming candidates to complete an Elections Biographical Information form and a Petition form to be submitted within 30 days.

Annual Meeting and Election notifications were posted in each office lobby for a period of not less than 30 days.

The Committee received no additional requests for nomination by petition. Therefore, the nominations were closed and no mail-out ballot was required.



Downtown Branch

501 E. Bay Street, Suite 205 | Jacksonville, FL 32202
Mon - Thu 7:30 AM - 2:30 PM, Fri 7:30 AM-3:30 PM

Mandarin Branch (Operations Center)

4675 Sunbeam Road | Jacksonville, FL 32257
Mon - Thu 8:00 AM - 4:00 PM, Fri 8:00 AM-5:00 PM

Northside Branch

2409 Dunn Avenue | Jacksonville, FL 32218
Mon - Thu 8:00 AM - 4:00 PM, Fri 8:00 AM-5:00 PM
Sat 9:00 AM - 12:00 PM

Southside Branch

5546 Beach Boulevard | Jacksonville, FL 32207
Mon - Thu 8:00 AM - 4:00 PM, Fri 8:00 AM-5:00 PM
Sat 9:00 AM - 12:00 PM

Westside Branch

4830 Waller Street | Jacksonville, FL 32254
Mon - Thu 8:00 AM - 4:00 PM, Fri 8:00 AM-5:00 PM
Sat 9:00 AM - 12:00 PM



CityFCU.com | (904) 353.2240



Board of Directors

Jimmy A. Holderfield | *Chairman*
Gregory H. Strickland | *Vice Chairman*
A. Dan Principe | *Treasurer*
Richard L. Townsend | *Secretary*
Charles H. Ford | *Membership*

Director Emeritus

Thomas J. McGivney

Supervisory Committee

Darryl R. Daniels | *Chairman*
Lynette F. Clinch
Lawrence V. Schmitt

Management

Aaron Logue | *President, CEO*
Julia O'Bryan | *Accounting Manager*
Leisa Hogan | *Administrative/HR Manager*
Katy Williams | *Business Development Manager*
Deborah Graham | *Card Services/ Credit Manager*
Nicholas Tsoutsos | *Collections Manager*
Kristin Madole | *Marketing Manager*
Terri Thomas | *Operations Manager*
Yolanda Davis | *Training Manager*

Staff

Brandie Archer | *Branch Leader/Loan Officer/Card Svcs Asst*
Sequoia Carr | *Member Service Representative II*
Tristan Dancer | *Member Service Representative III*
Dena Flood | *Branch Manager/Senior Loan Officer*
Destiny Futch | *Member Service Representative I*
Kimable George | *Member Service Representative II*
Lee Harrelson | *Accounting Assistant/Records*
Rebeca Jones | *Member Service Representative I*
Mindy Laird | *Collections Assistant*
Dale Moitt | *Branch Manager/Loan Officer*
Marissa M. Mungo | *Member Service Representative I*
Alisha O'Keefe | *Member Service Representative II*
Maria Piccione | *Branch Manager/Senior Loan Officer*
Austin Price | *Intern*
Stacey Rodriguez | *Member Service Representative II*
Rashell Sheffield | *Member Service Representative II*
Makayla L. Shutt | *Member Service Representative I*