

## ANNUAL MEETING AGENDA

- Pledge of Allegiance
- Call the Meeting to Order
- Secretary Ascertains a Quorum is Present
- Chairman Entertains a Motion to:
  - Change the Order of Business
  - Dispense with the reading of the 2015 Annual Meeting minutes
  - Approve the 2015 Annual Meeting minutes
  - Destroy election ballots from 2014
- Chairman's Introductions
- President/CEO's Introductions
- Nominating Committee's Report
  - Introduction of Board Nominees
- Supervisory Committee's Report
  - Collection of Ballots
- Chairman's Report
- Treasurer's Report
- Open Forum Questions
- Raffle Rules & Drawings
  - 8 - \$25
  - 4 - \$50
- Election Results Announced
- Raffle Drawings
  - 2 - \$75
  - 1 - \$100
- Closing Remarks
- Motion to Adjourn

### Board of Directors

**Chairperson**  
Louis J. Ghosn  
**Vice Chairperson**  
William T. Ahonen  
**Secretary**  
Diane Bridges  
**Treasurer**  
Kristina A. Beletic  
**Directors**  
Pete Bonacuse  
Tim Edmunds  
Richard French  
Roseann K. Lorenz  
Robert Spada  
**Recording Secretary**  
Pat Kamholz

### Supervisory Committee

**Chairperson**  
Angel Arroyo  
**Secretary**  
Stephanie Miller  
**Committee Members**  
Timothy Edmunds  
Beverly McMahon

### Senior Internal Auditor

### Senior Leadership Team

**CEO & President**  
Sharon Churchill  
**COO & EVP**  
Ronald Hongosh  
**Director of Finance & Interim CFO**  
Tim Csuti

### Management Team

**Director of Human Resources**  
Doug Cantlay  
**Director of IT**  
Frank Chahulski  
**Director of Marketing**  
Jennifer Lynch  
**Director of Member Services**  
Santina Dawson  
**Director of Risk and Compliance**  
Jacqueline Jackson  
**Accounting Manager**  
Lindsay Mroz  
**Branch Managers**  
Johnathan Davis  
Sharon Moss  
Cara Lange  
Shane Siniscalchi  
Sonya Mitchell  
Jerry Zemlicka  
Julie Dunn  
**Collections Manager**  
Pete Romano  
**Lending Manager**  
Deedra Miles-Yarborough  
**Member Service Center Manager**  
Charlotte Bosak  
**Operations Manager**  
Barb Balog  
**Vendor/Project Manager**

### Team Members

Tiffany Abbenhaus	Colleen Groeneveld	Debra McBryer
Ricardo Ayala	Nancy Hetrick	Porsche Mercer
Connie Bacha	Kim Hickman	Harriet Monroe
Laura Baldwin	Letrice Jackson	Daniela Naslazi
Kelly Belfi	Pat Jackson	Jeanette Ozimek
Andrea Carter	Latasha Jones	LaTaosha Prince
Rhonda Carter	Meghan Kagel	Jasmine Rivers
Jim Coulter	Cheryl Keyser	Monica Rush-Dean
Phylece Craig	Jill Kiggins	Sue Sliman
Misty Cunningham	Janet Kovalak	Sue Tancak
Keith Dela Rosa	Laura Kozel	Breck Turner
Gwen Dillingham	Jeff Lanzen	Tara Vician
Rhonda Dorsey	Rhonda Lezark	Octavia Wagner
Eva Fernandez	Sally Mandic	Tina Walters
Donna Gillis	Linda Martin	John Weigand
		Tonya Williams

### CU Center West, Inc. Board of Trustees

**Chairperson**  
William T. Ahonen  
**Vice Chairperson**  
Mack Thomas  
**Secretary**  
David Cattani  
**Treasurer**  
Timothy Edmunds  
**Trustees**  
Robert Spada  
**Trustees Emeritus**  
William Crell  
Richard Danielson  
Charlotte Silver  
**Property Manager**  
Zack Hoty

Jimmy Davis  
David Hull  
Angel Arroyo  
Timothy Edmunds  
Stephanie Miller  
Beverly McMahon

Sharon Churchill  
Ronald Hongosh  
Tim Csuti

Doug Cantlay  
Frank Chahulski  
Jennifer Lynch  
Santina Dawson  
Jacqueline Jackson  
Lindsay Mroz  
Johnathan Davis  
Sharon Moss  
Cara Lange  
Shane Siniscalchi  
Sonya Mitchell  
Jerry Zemlicka  
Julie Dunn  
Pete Romano  
Deedra Miles-Yarborough  
Charlotte Bosak  
Barb Balog

Debra McBryer  
Porsche Mercer  
Harriet Monroe  
Daniela Naslazi  
Jeanette Ozimek  
LaTaosha Prince  
Jasmine Rivers  
Monica Rush-Dean  
Sue Sliman  
Sue Tancak  
Breck Turner  
Tara Vician  
Octavia Wagner  
Tina Walters  
John Weigand  
Tonya Williams

## THE CENTURY FEDERAL DIFFERENCE

Century Federal Credit Union is one of the largest credit unions in Northeast Ohio. Unlike others in the financial services industry, who serve their investors, we serve our members. We are a financial cooperative because we are simply members working together as a community and sharing with other trusted members of our own choosing. Therefore, membership is exclusive and by invitation through Select Employee Groups (SEGs). In turn, our members and employees choose us because we are good at what we do. We celebrate and recognize the diverse styles and needs of our employees, Select Employee Groups (SEGs) and member's.

Century Federal is a service company. We provide and share solutions and results. As a financial cooperative, we are not-for-profit, allowing us to provide value and focus on items important to our members and employees.

Century Federal is more than just its employees and its members. It is strength in unity—it is a team. We engage and are high performers both independently and as a team. We are curious and hungry for knowledge. We embrace the future and all the changes it brings.

Century Federal Credit Union Values:

- C** = Celebrate Us
- E** = Engage
- N** = New Thinking
- T** = Take Ownership
- U** = Uncompromising Integrity
- R** = Respect Me
- Y** = You First



Century Federal Credit Union Staff  
All-Employee Day  
October 2015

## BRANCH LOCATIONS

**Downtown**  
AJC Federal Building  
1240 E. 9th Street  
Room 719  
Cleveland, OH 44199  
216-535-3290  
M-F: 8:00am - 3:30pm

**Lyndhurst**  
5465 Mayfield Road  
Lyndhurst, OH 44124  
216-535-3800  
M, T, TH: 8:30am - 4:00pm  
W: Closed  
F: 8:30am - 6:00pm  
SA: 8:30am - 2:00pm

**NASA**  
21000 Brookpark Road  
Building 15  
Cleveland, OH 44135  
216-535-3400  
M-F: 8:00am - 3:30pm

**North Olmsted**  
28251 Lorain Road  
North Olmsted, OH 44070  
216-535-3100  
M-TH: 8:30am - 4:00pm  
F: 8:30am - 6:00pm  
SA: 8:30am - 2:00pm

**Sherwin-Williams**  
101 Prospect Ave. NW  
Republic Building, #900  
Cleveland, OH 44115  
216-535-3700  
M-F: 8:30am - 4:00pm

**Strongsville**  
14244 Pearl Road  
Strongsville, OH 44136  
216-535-3260  
M: Closed  
T-F: 9:30am - 6:00pm  
SA: 9:00am - 2:00pm

**Wade Park VA Medical Center**  
10701 East Blvd., 1-E210  
Cleveland, OH 44106  
216-535-3600  
M-F: 8:00am - 3:30pm

**Member Service Center**  
216-535-3200 | 800-615-2328  
M-F: 7:30am - 6:00pm | Sat: 8:00am - 2:00pm  
MemberService@CenFedCU.org

**24/7 Account Information**  
216-535-3288  
www.CenFedCU.org

Stay Connected with Century Federal



# 2015 Annual Report



## MESSAGE FROM CHAIRMAN OF THE BOARD

As Chairman of the Board, let me thank you for your ongoing loyalty and trust in Century Federal Credit Union. We cannot continue to grow and improve without YOUR support. The growth of our credit union is evident, not just in our record breaking total assets of \$353.8 million with a total of 25,453 members in good standing, but in continued loan and deposit growth. I would like to thank all members that referred their friends, family, and co-workers to join Century Federal in 2015 and share the benefits that the credit union provides. But I encourage the rest of us to do the same, since we cannot continue to expand and improve without membership growth.

As members of your volunteer board, we have the responsibility of ensuring that your credit union is safely and soundly operating. We are charged with ensuring the institution has a solid financial foundation. Steady interest income and controlled expense along with a reduction in loan loss provisions helped us realize a net income of \$1.244 million in 2015. This translates into a strong capital ratio of 9.29%, which classifies Century Federal among the strongest financial institutions.

Here are just a few of the things we achieved in 2015:

- We finally rebuilt and moved our VA branch to the new location on the first floor of the main hospital building at Wade Park.
- Purchased and installed two new ATMs at our Lyndhurst and North Olmsted branches.
- Rolled out our Wealth Management program in partnership with Money Concepts.
- Upgraded our credit cards with the EMV chips for additional member protection and reduced fraud.
- Provided over 19,000 new loans and lent out more than \$57 million.

Lastly, I would like to thank my fellow Board of Directors, Supervisory Committee members, and our CUSO volunteers for another year of service. These individuals are all volunteers and donate countless hours of their valuable time in guiding the success of our cooperative. Century Federal volunteers, along with our staff and our members, made 2015 the success it was—and together we will create even more success in 2016.

Again, thank YOU for all that you do to make Century Federal great!

Respectfully submitted,

Louis J. Ghosn  
Chairman of the Board



## TREASURER'S REPORT

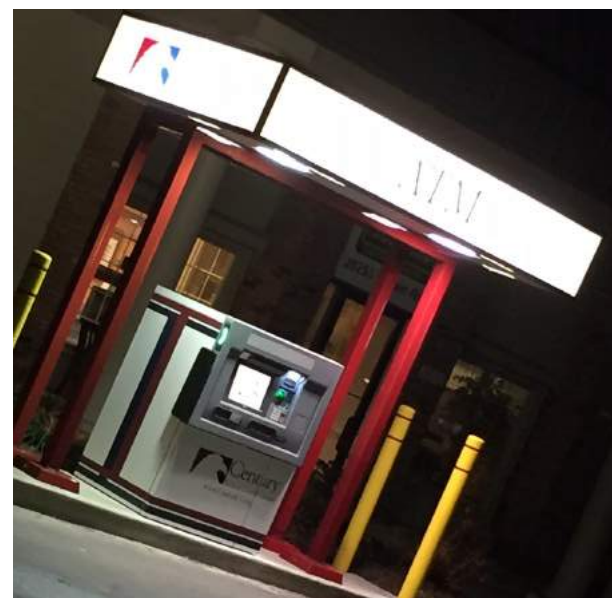
On Behalf of the Board of Directors, I am pleased to summarize the 2015 financial results of Century Federal Credit Union. Total assets increased to \$354 million at December 31, 2015, up 1.7% from the \$348 million in assets reported at the end of 2014, while Century Federal's YTD Net Worth grew by 2.45%. The credit union's net worth-to-total assets ratio continued to increase and reported at 9.29% at year-end compared to 9.0% for year-end 2014. This ratio classifies our credit union as being well capitalized as outlined by National Credit Union Administration. In addition, operations remain profitable with a year-to-date net income of \$1.244 million with return on average assets of .36 percent. Year-to-date net income increased by \$45,000 or 3.7% from 2014 and some favorable contributions include a \$66,000 decrease in provision for loan losses, as well as a \$350,000 increase in gain on investments sales. Total operating expenses increased by \$431,000 compared to prior year, resulting in \$8.9 million of total operating expenses. Cash and cash equivalents totaled \$13.7 million representing 3.9% of total assets.

Due to large payroll deposits at year-end, total membership deposits increased \$6.6 million from December 2014, mainly in the share and share draft accounts. Our credit union continues to grow despite an operating environment of challenging economic conditions and an increased demand for disposable income. Our members received \$1.2 million in dividends for the year or a 6% decrease from 2014, while total service and fee charge income collected from member's decreased \$243,000 or 21% from prior year. The Federal Reserve announced on December 16, 2015 that it would raise interest rates by 0.25% for the first time since 2006. Century Federal lent a total of \$66 million in gross loans for the year which contributed to a year-over-year total loan growth of \$11.8 million. Total loan interest and investment income for the year totaled \$9.9 million with a yield on average loans of 3.90%, compared to 2014's total of \$9.8 million with a yield on average loans of 4.04%. After interest expenses were paid, the net interest margin reported for 2015 totaled 2.6%, a slight increase from 2014. Total loan charge-offs for 2015 were just slightly over \$1.03 million, a 33% decrease from prior year. Current charge-offs for the year corresponds to approximately .45% of net total loans.

The Supervisory Committee contracted with CliftonLarsonAllen LLP, an independent auditing firm, to conduct the annual audit for the year. The report indicates the financial statements present fairly the results of the operations and financial position for the period, and no material weaknesses in internal control were reported. The comprehensive independent auditors report is available to members to review upon request by calling (216) 535-3137.

Respectfully submitted,

Kristina A. Beletic, CPA  
Treasurer



New ATMs at Lyndhurst & North Olmsted Branches

## 2015 Financial Statements for Century Federal Credit Union and Subsidiaries

	2015	2014
<b>ASSETS</b>		
Cash and Cash Equivalents	\$ 13,656,954	\$ 12,261,630
Deposits in Other Financial Institutions	7,571,000	8,955,628
Securities Available-for-sale	94,108,200	100,078,176
Other Investments	1,342,386	1,315,385
Loans, Net	229,910,657	218,441,724
Accrued Interest Receivable	761,105	732,709
Premises and Equipment, Net	2,036,466	1,819,694
National Credit Union Share Insurance Fund (NCUSIF) Deposit	3,038,570	3,045,076
Other assets	1,373,823	1,207,236
<b>Total Assets</b>	<b>\$ 353,799,232</b>	<b>\$ 347,857,258</b>

### LIABILITIES AND MEMBERS' EQUITY

	2015	2014
<b>LIABILITIES</b>		
Members' Share and Savings Accounts	\$ 312,213,606	\$ 305,625,101
Borrowed Funds	6,550,723	7,640,843
Accrued Expenses and Other Liabilities	2,553,017	2,886,844
<b>Total Liabilities</b>	<b>321,317,346</b>	<b>316,152,788</b>
<b>Members' Equity</b>		
Regular Reserves	3,597,645	3,597,645
Undivided Earnings	29,280,077	28,035,452
Accumulated Other Comprehensive Income (Gain/Loss)	(395,894)	71,373
<b>Total Members' Equity</b>	<b>32,481,828</b>	<b>31,704,407</b>
<b>Total Liabilities and Members' Equity</b>	<b>\$ 353,799,232</b>	<b>\$ 347,857,258</b>

### CONSOLIDATED INCOME STATEMENT

	2015	2014
<b>INTEREST INCOME</b>		
Loans	\$ 8,854,501	\$ 8,788,176
Securities, Interest Bearing Deposits and Cash Equivalents	1,039,245	978,087
<b>Total Interest Income</b>	<b>9,893,746</b>	<b>9,766,263</b>
<b>INTEREST EXPENSE</b>		
Members' Share and Savings Accounts	1,237,310	1,314,823
Borrowed Funds	125,000	55,536
<b>Total Interest Expense</b>	<b>1,362,310</b>	<b>1,370,359</b>
<b>Net Interest Income</b>	<b>8,531,436</b>	<b>8,395,904</b>
<b>PROVISION FOR LOAN LOSSES</b>	<b>1,136,955</b>	<b>1,202,971</b>
<b>Net Interest Income After Provision for Loan Losses</b>	<b>7,394,481</b>	<b>7,192,933</b>
<b>NON-INTEREST INCOME</b>		
Service Charges and Fees	928,921	1,172,190
Other Non-Interest Income	1,513,222	1,354,102
Net Gain/Loss on Sale of Investment Securities	297,628	(51,600)
Net Gain/Loss on Sale of Assets	(6,875)	(15,569)
<b>Total Non-Interest Income</b>	<b>2,732,896</b>	<b>2,526,292</b>
<b>NON-INTEREST EXPENSE</b>		
General and Administrative	4,356,242	4,098,980
Employee Compensation and Benefits	1,907,414	1,877,947
Office Occupancy and Operations	2,619,096	2,475,276
Other Operating Expenses	8,882,752	8,452,203
<b>Total Non-Interest Expense</b>	<b>\$ 1,244,625</b>	<b>\$ 1,199,853</b>
<b>NET INCOME</b>		