## 1st NORTHERN CALIFORNIA CREDIT UNION

## Income and Expense for Month

|                                  | 08/31/2016 | % Income<br>08/31/2016 | 08/2016 QTD | 08/2016 YTD |
|----------------------------------|------------|------------------------|-------------|-------------|
| INCOME                           |            |                        |             |             |
| INCOME FROM LOANS                | 633,719    | 51.69%                 | 1,267,418   | 4,958,168   |
| INVESTMENT INCOME                | 423,675    | 34.56%                 | 847,816     | 3,249,083   |
| FEE INCOME                       | 48,279     | 3.94%                  | 94,213      | 361,107     |
| OTHER OPERATING INCOME           | 120,220    | 9.81%                  | 229,899     | 929,827     |
| TOTAL INCOME                     | 1,225,892  | 100.00%                | 2,439,346   | 9,498,185   |
| EXPENSE                          |            |                        |             |             |
| EMPLOYEE COMPENSATION            | 308,673    | 25.18%                 | 612,410     | 2,397,741   |
| EMPLOYEE BENEFITS                | 102,885    | 8.39%                  | 201,321     | 820,709     |
| TRAVEL & CONFERENCE              | 1,000      | 0.08%                  | 3,000       | 18,000      |
| ASSOCIATION DUES                 | 5,838      | 0.48%                  | 11,677      | 46,807      |
| OFFICE OCCUPANCY                 | 44,641     | 3.64%                  | 89,620      | 346,847     |
| OFFICE OPERATIONS                | 238,131    | 19.43%                 | 470,611     | 1,878,095   |
| <b>EDUCATION &amp; PROMOTION</b> | 14,130     | 1.15%                  | 29,643      | 115,103     |
| LOAN SERVICING                   | 53,929     | 4.40%                  | 111,918     | 388,667     |
| PROFESSIONAL & OUTSIDE SERVICE   | 52,291     | 4.27%                  | 104,464     | 417,499     |
| PROVISION FOR LOAN LOSSES        | 68,292     | 5.57%                  | 133,385     | 189,027     |
| NCUA - ASSESSMENTS               | 0          | 0.00%                  | 0           | 0           |
| MEMBERS INSURANCE                | 250        | 0.02%                  | 500         | 2,000       |
| FED SUPERV & EXAM FEES           | 6,000      | 0.49%                  | 12,000      | 66,000      |
| CASH OVER & SHORT                | (4)        | (0.00%)                | (144)       | (62)        |
| ANNUAL MEETING                   | 250        | 0.02%                  | 500         | 2,000       |
| OTHER OPERATING EXPENSES         | 564        | 0.05%                  | 1,161       | 5,339       |
| TOTAL EXPENSE                    | 896,871    | 73.16%                 | 1,782,067   | 6,693,772   |
| NET BEFORE DIVIDENDS             | 329,020    | 26.84%                 | 657,279     | 2,804,414   |
| <u>DIVIDENDS</u>                 |            |                        |             |             |
| DIVIDENDS - REGULAR SHARES       | 28,000     | 2.28%                  | 56,500      | 212,720     |
| DIVIDENDS - SHARE DRAFTS         | 5,882      | 0.48%                  | 11,871      | 45,719      |
| DIVIDENDS - MONEY MARKET SHARES  | 46,481     | 3.79%                  | 92,763      | 361,142     |
| DIVIDENDS - CERTIFICATES         | 67,546     | 5.51%                  | 132,763     | 465,618     |
| DIVIDENDS - IRA SHARES           | 13,402     | 1.09%                  | 26,963      | 101,267     |
| DIVIDENDS - CLUB SHARES          | 74         | 0.01%                  | 127         | 429         |
| TOTAL DIVIDENDS                  | 161,384    | 13.16%                 | 320,987     | 1,186,895   |
| NET AFTER DIVIDENDS              | 167,636    | 13.67%                 | 336,293     | 1,617,518   |
| TOTAL NON-OP INC/EXP             | 0          | 0.00%                  | 0           | 0           |
| NET INCOME                       | 167,636    | 13.67%                 | 336,293     | 1,617,518   |

Certified Correct By:

David M. Green, President/CEO

Paul Christensen, Senior Vice President/CFO

## 1st NORTHERN CALIFORNIA CREDIT UNION

Statement of Condition

|                                 |             | % Assets   |             | % Assets   |
|---------------------------------|-------------|------------|-------------|------------|
|                                 | 08/31/2016  | 08/31/2016 | 07/31/2016  | 07/31/2016 |
| <u>ASSETS</u>                   |             |            |             |            |
| LOANS TO MEMBERS                | 189,874,493 | 27.94%     | 185,112,682 | 27.23%     |
| LINES OF CREDIT                 | 6,919,799   | 1.02%      | 6,900,622   | 1.02%      |
| TOTAL LOANS                     | 196,794,293 | 28.96%     | 192,013,304 | 28.25%     |
| ALLOWANCE FOR LOAN LOSSES       | (1,330,329) | (0.20%)    | (1,282,477) | (0.19%)    |
| DIRECT DEPOSIT RECEIVABLE       | 12,154,329  | 1.79%      | 11,466,141  | 1.69%      |
| OTHER RECEIVABLES               | 156,471     | 0.02%      | 148,983     | 0.02%      |
| OTHER RECEIVABLES               | 12,310,800  | 1.81%      | 11,615,124  | 1.71%      |
| CASH IN BANK                    | 6,650,639   | 0.98%      | 7,801,055   | 1.15%      |
| CHANGE FUND                     | 1,413,842   | 0.21%      | 1,575,552   | 0.23%      |
| CASH ON HAND & IN BANK          | 8,064,480   | 1.19%      | 9,376,607   | 1.38%      |
| US GOVT OBLIGATIONS             | 44,873,025  | 6.60%      | 48,903,966  | 7.20%      |
| FEDERAL AGENCY SECURITIES       | 249,761,867 | 36.75%     | 245,229,514 | 36.08%     |
| CORPORATE CREDIT UNION          | 7,446,289   | 1.10%      | 8,702,322   | 1.28%      |
| CERTIFICATES OF DEPOSIT         | 151,478,624 | 22.29%     | 154,979,152 | 22.80%     |
| INVESTMENTS                     | 453,559,805 | 66.74%     | 457,814,954 | 67.36%     |
| NCUSIF DEPOSIT                  | 5,527,010   | 0.81%      | 5,527,010   | 0.81%      |
| PREPAID EXPENSES                | 495,948     | 0.07%      | 528,544     | 0.08%      |
| LAND                            | 341,195     | 0.05%      | 341,195     | 0.05%      |
| BUILDING (net)                  | 1,025,568   | 0.15%      | 1,031,326   | 0.15%      |
| FURNITURE & EQUIPMENT (net)     | 491,074     | 0.07%      | 506,538     | 0.07%      |
| LEASEHOLD IMPROVEMENTS (net)    | 27,685      | 0.00%      | 28,965      | 0.00%      |
| FIXED ASSETS                    | 1,885,521   | 0.28%      | 1,908,024   | 0.28%      |
| ACCRUED INCOME                  | 2,242,306   | 0.33%      | 2,180,376   | 0.32%      |
| MISCELLANEOUS ASSETS            | 10,156      | 0.00%      | 10,336      | 0.00%      |
| OTHER ASSETS                    | 2,252,462   | 0.33%      | 2,190,711   | 0.32%      |
| TOTAL ASSETS                    | 679,559,989 | 100.00%    | 679,691,801 | 100.00%    |
| <u>LIABILITIES</u>              |             |            |             |            |
| ACCOUNTS PAYABLE                | 511,762     | 0.08%      | 1,229,295   | 0.18%      |
| DIVIDENDS PAYABLE               | 202,401     | 0.03%      | 158,134     | 0.02%      |
| TAXES PAYABLE                   | 1,540       | 0.00%      | 2,561       | 0.00%      |
| ACCRUED LIABILITIES             | 1,331,953   | 0.20%      | 1,275,864   | 0.19%      |
| SUSPENSE                        | 705,124     | 0.10%      | 758,859     | 0.11%      |
| ACCOUNTS PAYABLE                | 2,752,780   | 0.41%      | 3,424,713   | 0.50%      |
| TOTAL LIABILITIES               | 2,752,780   | 0.41%      | 3,424,713   | 0.50%      |
| EQUITY                          |             |            |             |            |
| SHARES - REGULAR                | 213,608,089 | 31.43%     | 212,625,285 | 31.28%     |
| SHARE DRAFTS                    | 78,438,072  | 11.54%     | 77,820,348  | 11.45%     |
| SHARES - MONEY MARKET           | 162,554,104 | 23.92%     | 163,619,991 | 24.07%     |
| SHARES-CERTIFICATES             | 116,774,209 | 17.18%     | 116,602,271 | 17.16%     |
| SHARES - IRA SHARES             | 34,666,130  | 5.10%      | 35,045,950  | 5.16%      |
| SHARES - CLUB SHARES            | 591,607     | 0.09%      | 545,881     | 0.08%      |
| MEMBER SHARES                   | 606,632,210 | 89.27%     | 606,259,726 | 89.20%     |
| REGULAR RESERVES                | 7,815,921   | 1.15%      | 7,815,921   | 1.15%      |
| RESERVE FOR CONTNGENCY          | 61,107,305  | 8.99%      | 61,107,305  | 8.99%      |
| UNDIVIDED EARNINGS              | 561,056     | 0.08%      | 561,056     | 0.08%      |
| EQUITY ACQUIRED IN MERGER       | 354,424     | 0.05%      | 354,424     | 0.05%      |
| NET INCOME(LOSS) MEMBER CAPITAL | 336,293     | 0.05%      | 168,657     | 0.02%      |
|                                 | 70,174,999  | 10.33%     | 70,007,363  | 10.30%     |
| TOTAL EQUITY                    | 676,807,209 | 99.59%     | 676,267,088 | 99.50%     |
| LIABILITIES+EQUITY              | 679,559,989 | 100.00%    | 679,691,801 | 100.00%    |

Certified Correct By:

David M. Green, President/CEO

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Paul Christensen, Senior Vice President/CFO

