

Annual Elections, April 15, 2020

Russell Community Room, First Floor, UHS BGH

Your Credit Union's Annual Meeting is Wednesday, April 15th. Refreshments will be served at 3:00pm, and the meeting will start at 3:15pm and end by 4:00pm.

Additionally, this year early voting for the Board of Directors will open from 11:00am until 1:30pm in the Lewis Road Cafeteria on April 13th and from 11:00am to 1:30pm near the Harrison Street Café at UHS Wilson Medical Center & cafeteria at UHS Binghamton General Hospital on April 15th, so if you are not able to make the meeting you can still stop in, ask questions, and place your vote early. Four seats are up for election to our Board of Directors. Three seats are three-year terms and one seat is 1-year term. Below are the Credit Union Members running for these seats as of press-time. Nominations from the floor will be welcomed at the Meeting. Please come elect your new Board and learn a bit more about your Credit Union.

Diane Paradiso (re-election)

Diane began serving UHS Hospitals as a volunteer in 2007, and has worked in the Employee Health Office at UHS Wilson. Diane retired in July 2014. Diane has 25 years of experience working as a human resources benefits administrator for several Wall Street firms prior to moving to the Southern Tier. Diane has served on the Board of Directors as the Secretary of the Board for many years now, and also serves on the Executive, Policy and Marketing Committees. Diane continues to find the Credit Union to be very interesting and looks forward to continuing to offer her services to our Membership.

Brent Jones (re-election)

Brent Jones is currently pursuing his MBA in Health Service Administration at SUNY Oswego. Brent is a Project Manager in the Operating Room at UHS. He currently serves as the Chair of the IT Committee. Brent has served on the UHS Employees Federal Credit Union Board of Directors for the past 2 years.

Andrew "Drew" Pleus (election)

Drew is a Mobile Device Engineer with the Unified Communications department at UHS and has been with the department for almost one and a half years. Prior to working for UHS, he was a Sales Support Analyst with Time Warner Cable/Charter Communications Business Class for more than ten years. He feels that one of the primary keys to the success of a team or organization is understanding. When working with others, understanding each other and our members leads to a stronger and more effective team. He looks forward to bringing a new perspective and inquisitive nature to the board of directors.

UHS Credit Union partners with S.E.E.D. Planning Group to offer financial planning

S.E.E.D. Planning Group is a locally owned and operated financial planning firm in Binghamton, NY. As a fiduciary, they offer financial planning and investment management services. S.E.E.D.'s services are fee-only, meaning no commissions, hidden charges, or pushy sales pitches.

S.E.E.D. Planning Group believes everyone should have access to high-quality financial planning regardless of how much money they have. Their goal is to empower you to live your best life and to help you achieve your own unique definition of financial success.

Whether you are just getting started, in the core of your careers, or have already accumulated significant assets, S.E.E.D.'s services are designed to help you.

For more information visit www.seedpg.com



Shopping for a loan? Your Rate is in Your Hands

The loan rates you see on on CUOnlineUHS.org, may be good, but there's more **you** can do to determine what **your** final rate will be. You can actively create your own rate by:

...Better Credit Score = Better Rate

Keep your rate low by paying bills on-time, having only a couple of credit cards, keeping balances as low as possible compared to the limits, and ensuring that you review your credit report at least once a year to monitor for accuracy.

...Receive convenient e-Statements.

Drops your loan rate an additional .25%

...Have your whole pay directly deposited.

Drops your loan rate an additional .25%

...Protect yourself with credit insurance.

Protects you in case of disability or death, and drops your rate an additional .25%

...Determined to save at the pump?

If you step up to purchase a vehicle that gets combined fuel economy of 34mpg or better, per www.fueleconomy.gov, we'll help by dropping the rate by an **additional 1.00%**

CUOnlineUHS.org/rates

to build your own rate and apply online today!



PROTECT YOUR IDENTITY

- **Do not give out financial information.**
- **Report lost or stolen checks and debit/credit cards immediately.**
 - **Lost Credit Union Debit Card? Call 24/7: (607) 763-6565, Opt.***
- **Closely guard PIN #s & ATM receipts**
- **Shred financial solicitations**
 - **No shredder? Bring it in. We'll do it.**



A Report to the Members of UHS Employees Federal Credit Union

2019 Annual Report

April 15, 2020

WHO'S WHO AT YOUR CU

Kay Murray (Vestal)
Chief Executive Officer

Melody Harford (BGH)
Vice President of Lending

Megan Gray, CUCE (WMC)
Operations Specialist

Colleen Collins (Vestal)
Sr. Loan Officer

Mackenzie Calvasina (BGH)
Loan Clerk

Kimberly Pesko (WMC)
Accountant

Melanie Seymour (Vestal)
Member Services Representative I

Kathleen Gross (BGH)
Member Services Representative

Chantal LaFavor Vasquez
Member Services Representative

Terri Parisi
Member Services Representative

You can reach any of your Credit Union Staff by calling 763-6565.

YOUR BOARD OF DIRECTORS

Robert Carangelo, Chairman

Dustin Tait, Vice-Chairman

Diane Paradiso, Secretary

Kay Murray, Treasurer

Sean Britton, Director

Brent Jones, Director

Toni Nash, MSN, RN, Director

Lucinda Rider, Director

Andrew Pleus, Director

Chairman's Report

I am proud to report that the UHS Employees Federal Credit Union has served our Members well through another year as we move into 2020. Throughout 2019 we continued to invest in Member tools & services such as placing educational material on our social media platform and the offering of 6 different types of credit cards to meet our member's needs, and in 2020 we are bringing Apple Pay, Samsung Pay, and Android Pay to our debit cards!

Our Board has continued its focus on maintaining profitability in a low-interest environment, and we were happy to see our financials continue to improve in 2019, resulting in a bottom-line annual profit for the fifth time in eight years while continuing to invest in products and services to enhance the member experience. In 2020, the Board is looking forward to another positive bottom line accompanying sustainable membership and loan growth because we understand that our continued investment in our Members and our Member's continued investment in our services is what will drive continued financial improvement. Looking back at lending in 2019, we were thrilled when Members took advantage of more than \$521,847 worth of car loans during our 1.99%-2.99% car loan sale during one busy week of November, as well as nearly \$1,073,496 worth of additional loans that benefited from at least one of our loan promotions throughout the year, all on top of our competitive everyday loan rates and terms.

We were very excited to have opened a satellite office at the Lewis Road complex, near Total Rewards Department. Our office is opened Tuesday and Thursdays from 11:00 am to 2:00 pm. We invite all employees at this location who have not yet been there to stop by to say hello and access our services in this new location!

It is our staff of both newer and seasoned veterans who continue to help us to deliver positive changes year after year, and to maintain longstanding services and standards that you know and count on. We welcomed two new employees in 2019 to our team Chantal LaFavor-Vasquez and Terri Parisi.

2019 saw the departure of John Masse from our Board of Directors, and we thank him for his service. In addition to great work in the office, we also want to thank Credit Union staff, directors, and Members who volunteer their time and funds in our larger community throughout the year. Our Community Outreach Committee, chaired by Toni Nash, continues to do a great job at keeping the Credit Union involved in community initiatives. Thank you for everything you do. We continue to serve Members system-wide and welcome new Members from throughout the UHS system every week. Throughout 2019 and early 2020 we visited sites ranging from DVH to Deposit, CMH to Maine, and Vestal to Lewis Road. Throughout 2020 you will continue to see your friendly Credit Union staff more regularly visiting sites and shifts system-wide, and I urge you to reach out to the staff if you'd like us to visit you and your colleagues at any

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Community Outreach Report

The Community Outreach Committee is responsible for assisting in the Credit Union's active engagement in social and civic activities that enrich the lives of our Members & the UHS community.

The Committee fulfills its charge in three ways. One is to raise funds for donation to local charitable organizations that benefit our members and community. We raise funds primarily through candy sales at Credit Union locations. The funds raised by the Committee are then used to support our community through support for efforts like the CHOW Bus USDA summer lunch program, feeding kids in our rural areas who need a little help during the summer months.

The Committee also organizes events for Members & UHS employees to donate in support of those in need such as our annual Warm in Winter Campaign and The Giving Tree. Lastly, the Committee supports our community by volunteering to support charitable efforts such as the Food Bank of the Southern Tier's Backpack Program, The Heart Walk, and the Making Strides Against Breast Cancer Walk.

Getting involved is easy and fun. The Committee always welcomes and appreciates new members, and if you can't commit to being a member of the Committee, maybe you can be available just to help with specific projects.

To learn more, and to get involved, contact me at toni.nash@nyuhs.org.

Respectfully submitted,

Toni Nash

Committee Chair

Supervisory Committee Report

Five Board appointed Credit Union members and four alternate members comprise the UHS Employees Federal Credit Union Supervisory Committee. The Committee members volunteer their time to serve the entire membership by performing internal audit functions on behalf of the Credit Union. The Committee's goal is not to compete with the Board of Directors or Management, but rather to work as teammates delivering the vision and mission of the Credit Union. However, the Committee still has the distinct role of oversight to ensure that the Credit Union functions are in the best interest of its members while complying with all NCUA rules and regulations.

In 2019, the Committee engaged with a third-party CPA firm-FJP & Associates, Inc. – to perform procedural review of the Credit Union. We are pleased to report that the Credit Union continues to provide financial soundness to its members by making recommended improvements to its operations and internal controls. This opinion is supported by NCUA examination review, the third-party review, and the audits performed by the Supervisory Committee.

The Supervisory Committee will continue efforts in 2020 to ensure that UHSEFCU remains a sound institution dedicated to serving its members.

Respectfully submitted,

Jennifer Hempstead-Baggerman

Supervisory Committee Chair

Your Supervisory Committee

Jennifer Hempstead-Baggerman, Chair; Jennifer Brant, Secretary;
Jennifer Wales, Claudio DiRosa, Eileen Nelson;
Alternates: Anthony Gerchman, Nancy Arneson, Susan Lee, Dustin Tait

Statement of Condition (unaudited)

Balance Sheet

	2018	2019
Loans to Members	\$9,987,202	\$10,641,004
Cash & Investments	\$8,044,380	\$8,873,893
Furniture & Equipment	\$24,383	\$57,102
Other Assets	\$360,528	\$328,091
Total Assets	\$18,416,493	\$19,900,089

Accrued Dividends & Interest Payable	\$342	\$92
Accts Payable & Other Liab.	\$408,192	\$102,652
Total Liabilities	\$408,534	\$102,744

Shares, Clubs & Share Drafts	\$14,163,168	\$14,763,927
Certificates of Deposit	\$2,114,259	\$3,171,666
Total Shares & Deposits	\$16,277,427	\$17,935,594

Reserves	\$195,189	\$195,189
Undivided Earnings	\$1,535,344	\$1,666,562
Unrealized Gains (Losses)	\$0	\$0
Total Liabilities & Equity	\$18,416,493	\$19,900,089

Income Statement

	2018	2019
Interest on Loans (net)	\$509,710	\$530,494
Interest on Investments	\$171,980	\$204,161
Fee & Other Revenue	\$331,467	\$358,913
Grant & Non-Operating Rev.	(\$1,100)	(\$14)
Total Revenue	\$1,012,057	\$1,093,553

Employee Comp & Benefits	\$469,417	\$490,912
Employee & Director Training	\$12,537	\$11,772
Office Occup. & Operations Exp.	\$292,988	\$316,226
Member Ed. & Promotion	\$21,668	\$24,002
Loan Servicing Expense	\$22,096	\$19,638
Professional & Outside Svcs.	\$18,632	\$13,980
Federal Operating Fees	\$5,198	\$4,963
Misc. Operating Expense	\$23,402	\$11,342
Total Non-Interest Expense:	\$865,938	\$892,836

Dividends paid to Members	\$52,323	\$71,477
Interest on Borrowed Money	\$4,249	\$753
Provision for Loan Loss	(\$23,348)	(\$2,731)
Total Interest Expense (net)	\$33,224	\$69,499

Net Income (Loss)	\$112,895	\$131,218
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More Fun Facts

	2018	2019
Debit Card Volume by \$	\$14.3MM	\$15.3MM
Debit Card Volume by #	382,984	409,192
Member Checking Accounts	1,865	1,966
Active Debit Card Accounts	1,753	1,819
CUOnlineUHS.org eStatement users	1,427	1,540
CUOnlineUHS.org online bills paid (#)	3,652	4,293
CUOnlineUHS.org online bills paid (\$)	\$1,250,253	\$1,610,000
TruStage insurance policies	350	335



The more committed you are to your Credit Union, the more value your Credit Union can return to you. It's a circle of life that really pays!

One very clear example is, "Create Your Rate," which shows you a direct drop in your loan rates based on how involved you are with Credit Union products and services.

May 1 - May 29 we are offering a **Refinance your Mortgage or Home Equity with a 1.50% discount** on current rate of our Fixed Rate Home Equities (excluding the 3-year fixed rate home equity). Along with the 1.50% discount on current rates, you can use create your rate discounts, other coupons and earn cash back up to \$2,000.00 (on non-UHS EFCU loan). Final rate subject to credit score. Minimum of 75% new money for refinancing of existing UHS EFCU loans.

Apply at CUOnlineUHS.org/apply, or visit a branch today to lock in your rate & celebrate the power of Credit Union Membership!

Why use our Private Student Loan Solution?

Our Student Choice private lending solution can help you fill educational funding gaps that may exist after you've exhausted lower-cost sources (like scholarships, grants and Federal Direct Loans). With great rates and fewer fees, you could save thousands of dollars by choosing your credit union's solution over other "alternative lenders."



Visit our Student Choice website at: CUOnlineUHS.org!

Our Mission

We are

A Member-owned financial cooperative providing the UHS Community with convenience, value, and the power to control their own money.

Our Vision

We will be

The first choice for financial solutions at UHS.

Chairman's Report *continued from page 1*

UHS site or shift; we'll be there. Our Credit Union continues to be a financial institution owned and controlled by our Members, and our Board of Directors will be mindful of the important balance between our high service and fair-cost commitment to our members, and our commitment to conservative stewardship of member resources, as we continue to guide the Credit Union with discipline and enthusiasm through 2020 and beyond. We value your continued support, loyalty, and partnership as we pursue this work together.

Respectfully submitted,

Bob Carangelo

Chairman of the Board

Treasurer's Report

In 2019 the Board focused on maintaining our financial position in a way that was measured, disciplined, and fair to all Members, while maintaining service levels and continuing to plan and invest in current and future projects. Just a few of the ways we invested in convenience for our members in 2019, was by adding:

- Opened a Satellite Office at Lewis Road two days a week for 6 hours.
- Credit Card Products

These are only a few enhancements we are making for our members, with more to come in 2020.

We are proud to have received in 2019 the highest CAMEL rating of a 1. The CAMEL rating system, which evaluates a credit union's overall condition, measures five critical elements: capital adequacy, asset quality, management, earnings and liquidity. Overall CAMEL scores range from 1 (sound in every respect) to 5 (extremely unsafe and unsound).

The Credit Union Assets were \$19,900,089 and our Net Income ended 2019 at \$131,231. Look for balance and discipline to continue throughout 2020 as we continue to maintain financial strength while continuing to invest both in daily Member service levels, and in projects that maintain and improve our Credit Union's capabilities. As always, some projects will be behind the scenes, like improvements to our servers and computer designs to maintain security and efficiency for staff and Members.

Our Board is acutely aware that Members' engagement with our products, services, and governance is the fundamental key to our ability to drive even more value back to our Members. Please consider the importance of being a Member/Owner of our Credit Union when you are considering a small loan, refinancing your mortgage, opening a share draft checking account, planning for college, car buying, or deciding where to volunteer your time in our community. Each of these moments is not only an opportunity for our Credit Union to serve you, but also an opportunity for you to personally grow the size and strength of our Credit Union so we can serve you even better next month, next year and for another fifty years.

Respectfully submitted,

Kay Murray

Chief Executive Officer