

**PARTNER COLORADO CREDIT UNION**  
**Statement of Financial Position**

|  | Actual<br>December 31, 2020 | Actual<br>December 31, 2019 | YoY<br>\$ Change    | YoY<br>% Change |
|--|-----------------------------|-----------------------------|---------------------|-----------------|
| <b>ASSETS</b>                              |                             |                             |                     |                 |
| Total cash and cash equivalents            | 15,629,818                  | 20,483,510                  | (4,853,692)         | -23.7%          |
| Total Cash at Other Financial Institutions | 153,660,561                 | 64,662,352                  | 88,998,209          | 137.6%          |
| Total investments                          | 32,849,757                  | 34,102,734                  | (1,252,977)         | -3.7%           |
| <b>Member Loans:</b>                       |                             |                             |                     |                 |
| Indirect - Auto                            | 173,097,631                 | 195,858,830                 | (22,761,200)        | -11.6%          |
| Indirect - Member Business                 | 6,618,093                   | 3,700,576                   | 2,917,517           | 78.8%           |
| Serviced - 1st Mortgage                    | 41,217,398                  | 40,801,965                  | 415,433             | 1.0%            |
| Indirect - Loan Fees                       | 4,772,093                   | 5,416,337                   | (644,244)           | -11.9%          |
| <b>Total Indirect Loans</b>                | <b>225,705,215</b>          | <b>245,777,708</b>          | <b>(20,072,493)</b> | <b>-8.2%</b>    |
| Direct - 1st Mortgage                      | 0                           | 0                           | 0                   | #DIV/0!         |
| Direct - 2nd Mortgage                      | 18,075,958                  | 20,556,823                  | (2,480,865)         | -12.1%          |
| Direct - Auto                              | 34,308,462                  | 30,777,179                  | 3,531,282           | 11.5%           |
| Direct - Personal                          | 5,287,458                   | 4,091,382                   | 1,196,077           | 29.2%           |
| Direct - Credit Cards                      | 6,421,247                   | 7,687,935                   | (1,266,688)         | -16.5%          |
| Direct - Commercial                        | 3,104,701                   | 389,904                     | 2,714,798           | 696.3%          |
| <b>Total Direct Loans</b>                  | <b>67,197,826</b>           | <b>63,503,222</b>           | <b>3,694,603</b>    | <b>5.8%</b>     |
| <b>Total Loans</b>                         | <b>292,903,040</b>          | <b>309,280,931</b>          | <b>(16,377,890)</b> | <b>-5.3%</b>    |
| Allowance for Loan Losses                  | (4,156,090)                 | (1,309,567)                 | (2,846,523)         | 217.4%          |
| <b>Total Loans - Net</b>                   | <b>288,746,951</b>          | <b>307,971,364</b>          | <b>(19,224,413)</b> | <b>-6.2%</b>    |
| Fixed assets                               | 11,267,028                  | 10,168,360                  | 1,098,668           | 10.8%           |
| Other assets                               | 18,583,450                  | 12,274,129                  | 6,309,322           | 51.4%           |
| <b>Total Assets</b>                        | <b>520,737,565</b>          | <b>449,662,448</b>          | <b>71,075,117</b>   | <b>15.8%</b>    |
| <b>LIABILITIES</b>                         |                             |                             |                     |                 |
| <b>Member Shares and Deposits:</b>         |                             |                             |                     |                 |
| Shares                                     | 114,173,350                 | 83,480,794                  | 30,692,557          | 36.8%           |
| Checking                                   | 153,260,423                 | 148,640,454                 | 4,619,969           | 3.1%            |
| Money Market                               | 75,428,476                  | 58,612,588                  | 16,815,888          | 28.7%           |
| Time Deposits                              | 99,662,303                  | 98,905,064                  | 757,239             | 0.8%            |
| IRA Shares                                 | 4,484,411                   | 4,443,793                   | 40,617              | 0.9%            |
| Credit Union Time Deposits                 | 0                           | 0                           | 0                   | 0.0%            |
| <b>Total Share and Deposits</b>            | <b>447,008,964</b>          | <b>394,082,694</b>          | <b>52,926,270</b>   | <b>13.4%</b>    |
| Other borrowed funds                       | 12,500,000                  | 0                           | 12,500,000          | 0.0%            |
| Accounts payable and other liabilities     | 6,475,082                   | 4,973,056                   | 1,502,026           | 30.2%           |
| <b>Total Liabilities</b>                   | <b>18,975,082</b>           | <b>4,973,056</b>            | <b>14,002,026</b>   | <b>281.6%</b>   |
| <b>MEMBER EQUITY</b>                       |                             |                             |                     |                 |
| Regular reserves                           | 6,301,653                   | 6,301,653                   | 0                   | 0.0%            |
| Undivided earnings                         | 48,038,688                  | 44,068,765                  | 3,969,923           | 9.0%            |
| Unrealized gain (loss) on investments      | 413,178                     | 236,281                     | 176,897             | 74.9%           |
| <b>Total Member Equity</b>                 | <b>54,753,519</b>           | <b>50,606,699</b>           | <b>4,146,820</b>    | <b>8.2%</b>     |
| <b>TOTAL LIABILITIES AND MEMBER EQUITY</b> | <b>520,737,565</b>          | <b>449,662,448</b>          | <b>71,075,117</b>   | <b>15.8%</b>    |

**PARTNER COLORADO CREDIT UNION**  
**Statement of Income and Expenses**  
**December 31, 2020**

|   | <b>2020</b>         |
|---|---------------------|
|   | <b>YR-TO-DATE</b>   |
| <b>INTEREST INCOME:</b>                           |                     |
| Indirect - Auto Loans                             | \$ 10,145,561       |
| Indirect - Member Business Loans                  | 203,236             |
| Indirect - 1st Mortgage Loans                     | 1,737,376           |
| Direct - 2nd Mortgage Loans                       | 1,159,275           |
| Direct - 1st Mortgage Loans                       | 137,355             |
| Direct - Auto Loans                               | 2,002,265           |
| Direct - Personal Loans                           | 474,952             |
| Credit Card Loans                                 | 577,610             |
| Direct - Commercial Loans                         | 53,262              |
| FASB 91 Origination Fees                          | (2,510,437)         |
| Total Loan Interest Income                        | 13,980,455          |
| Income from Investments                           | 1,143,867           |
| Total Interest Income (+)                         | 15,124,322          |
| <b>INTEREST EXPENSE:</b>                          |                     |
| Dividends on Shares                               | 85,414              |
| Interest - Deposits                               | 2,415,436           |
| Interest - Borrowings                             | 142,951             |
| Total Interest Expense (-)                        | 2,643,801           |
| Net Interest Income                               | 12,480,522          |
| <b>PROVISION FOR LOAN LOSS (-)</b>                | <b>3,720,000</b>    |
| Net Interest Income after Provision for Loan Loss | 8,760,522           |
| <b>NON-INTEREST INCOME:</b>                       |                     |
| Fee Income  | 6,718,503           |
| Other Operating Income                            | 3,856,354           |
| Gain (Loss) on Investments                        | 1,775,200           |
| P/L on Disposition of Assets                      | 866                 |
| Total Non-Interest Income (+)                     | 12,350,924          |
| <b>NON-INTEREST EXPENSE:</b>                      |                     |
| Employee Compensation                             | 8,333,068           |
| Employee Benefits                                 | 1,501,484           |
| Travel and Conference                             | 82,932              |
| Association Dues                                  | 83,366              |
| Office Occupancy                                  | 856,334             |
| Office Operations                                 | 3,897,875           |
| Advertising and Education                         | 348,442             |
| Loan Servicing                                    | 428,972             |
| Professional/Outside Services                     | 1,352,843           |
| Miscellaneous Operating Expense                   | 256,800             |
| Cash Over/Short                                   | (592)               |
| NCUA Stabilization Expense                        | 0                   |
| Total Non-Interest Expense (-)                    | 17,141,522          |
| <b>NET INCOME (=)</b>                             | <b>\$ 3,969,923</b> |