

Strong history.

CO-OP CREDIT UNION - \$100,000 ASSETS OVER

The Co-op Credit Union has grown amazingly since its charter was granted and it was organized July 27, 1938, when it was organized with 35 members and \$85.00 in the treasury.

During the 13 years since it was organized the assets have passed the \$100,000 mark and another little matter proud of loss on the part of the board members is the fact that the percentage of loans made has been less than one percent—less than one percent of the total amount of loans made since organized is \$511,276.17, a total of 4,324 loans.

Last year's insurance claims totaled \$2,464.26 and so far this year they have been \$3,150.00.

The original directors were Oscar Terlesig, Earl Torwitt, Walter Haug, Dick Faldut, Robert Phugstad, Mr. Faldut was the first treasurer. Mr. Haug is the only member to have passed members are Earl Terlesig, president, Wesley Meek, secretary, Lloyd Hickehaug, secretary, Merrill Orlick and George Johnson.

Bobett Hines

Badger State Banner
ESTABLISHED 1886

103rd YEAR OF PUBLICATION

20 Years of Progress for Co-op Credit Union

Twenty years of progress is reflected in the report of the Co-op Credit Union for the year ending January 31, 1958. The report shows that the Co-op Credit Union has made a record in its 20 years of operation. The assets of the Co-op Credit Union at the end of the year were \$1,000,000.00, an increase of \$1,000,000.00 over the assets of \$100,000.00 at the end of the year 1938. The report also shows that the Co-op Credit Union has made a record in its 20 years of operation. The assets of the Co-op Credit Union at the end of the year were \$1,000,000.00, an increase of \$1,000,000.00 over the assets of \$100,000.00 at the end of the year 1938.



Strong future.

CCU supports domestic violence shelters

Co-op Credit Union recently donated supplies and monetary support to nine domestic violence shelters through an event held to mark the credit union's 20th anniversary.

CCU held a week-long supply drive for Bolton Village Shelter & Day and New Horizons Shelter & Day. The two organizations that collected more than 100 items for the two organizations. The credit union also donated \$200 to each shelter to help support their programs and services with a number of a dollar for nearly 200 items collected.

"We're honored to be able to support these organizations in their important work," said CCU's president, Earl Terlesig. "CCU's commitment to community service is a core value of our organization."

CCU donated \$200 and a host of household, toiletry and other items to Bolton Village Shelter Inc. Pictured during a donation presentation at CCU's Black River Falls office are (left) Earl Terlesig, CCU's president, and (right) Arin Goetsch, CCU's vice president.

CCU was chartered and was officially founded in 1938 in



CCU raises more than \$5,600 for local groups on Credit Union Day

Co-op Credit Union, CCU, raised more than \$5,600 for local groups on Credit Union Day. The event was held at the CCU's Black River Falls office and was a great success. The funds were raised for the Bolton Village Shelter & Day and New Horizons Shelter & Day. The event was held on Friday, October 10, 2018, and was a great success. The funds were raised for the Bolton Village Shelter & Day and New Horizons Shelter & Day.



CCU event highlights financial literacy, growth

Co-op Credit Union, CCU, held a financial literacy event on Friday, October 10, 2018. The event was held at the CCU's Black River Falls office and was a great success. The event was held on Friday, October 10, 2018, and was a great success. The event was held on Friday, October 10, 2018, and was a great success.



CCU

CO-OP CREDIT UNION

2018 ANNUAL REPORT

81st Annual Meeting | March 21, 2019
Lunda Theater | Black River Falls, WI

AGENDA

Entertainment by Dixieland Express

- I. **Determination of a Quorum**
- II. **Introduction of Directors and Officers**
- III. **Approval of 80th Annual Meeting Minutes**
- IV. **Election**
- V. **Report of the Chairman**
- VI. **Report of the Treasurer**
 - a. **Report of the Financial Condition**
 - b. **Report of the Income Statement**
- VII. **Report of the President/CEO**
- VIII. **Report of the Loan Officers**
- IX. **Report of Audits and Exams**
- X. **Old Business**
- XI. **New Business**
- XII. **Tiger Credit Union Presentation**

Prize Drawings

Refreshments in Commons

MINUTES OF THE 80th ANNUAL MEETING OF CO-OP CREDIT UNION

The 80th Annual Meeting of Co-op Credit Union (CCU) was held on March 15, 2018. There were 370 members and guests in attendance.

Secretary, David Overlien, certified that a quorum was present. Members of the Board of Directors, Officers, and Legal Advisor were introduced.

Minutes of the 79th Annual Meeting were approved as printed.

Two seats on the Board of Directors were up for election. Two candidates were placed into nomination by the nominating committee – Chuck Torgerson (incumbent) and Sarah Lebakken (incumbent). Chuck Torgerson (incumbent) and Sarah Lebakken (incumbent) were re-elected to serve three-year terms.

Chairman, Tim Torkelson, thanked all for attending the meeting. Tim covered a few highlights from the Wisconsin Credit Union League scorecard, including what sets credit unions, like CCU, apart from other financial institutions. The core of that difference is being a member-owned and democratically controlled cooperative. The role of the Directors is to ensure the ongoing positive direction and growth of the credit union. Tim thanked all the Directors for their continued dedication to serve. Reports were also given for our involvement in our communities.

Vice President Accounting, Megan Ellingson, reported the addition of 1,590 new members – 878 at Black River Falls, 139 at Fall Creek, 170 at Galesville, 200 at Onalaska, 71 at Melrose, and

132 at Strum. The credit union has also grown from \$977 at year-end 1938 to \$320 million at year-end 2017. We grew \$15.7 million in total assets, \$14.5 million in loans, and \$6.9 million in shares, in 2017. We were able to return \$2.2 million back to our members in the form of monthly and quarterly dividends and end 2017 with net income of \$1.7 million. Megan also highlighted the restructure of our other assets and investments, along with the enhancements to our certificates.

The Statement of Financial Condition and Statement of Income were approved as printed.

President/CEO, Eric Chrisinger, acknowledged and thanked the employees, Board of Directors, and Advisory Board for their dedication, along with the membership for attending and for their continued support. Eric shared that we recently completed our Member Satisfaction Survey and thanked all for the participation. With living our mission “Serving our members, where they are, through all stages of life,” we are here no matter where life takes you. We are committed to financial literacy and educational programs and services. Eric informed those in attendance that CCU has a certified financial counselor on staff. We are also a partner in our schools, including our student-run in-school branch, Tiger Credit Union, reality events, and a financial challenge bowl. Eric thanked our members for their business.

Linda Hale, with the Wisconsin Credit Union League, presented the Desjardins Award, which CCU received in October 2017. This is a statewide award for providing financial education to youth. CCU was one of four Wisconsin credit unions honored.

Executive Vice President Lending, Tim Tranberg, gave the Report of Loan Officers. Tim reported that in 2017, we granted 191 loans under \$1,000, which allowed us to help our members in a time of need. Credit unions are a key partner to entrepreneurs. Our partnerships with farms and businesses is wide-ranging. In 2017, we also worked on several new initiatives designed to put members first, with one of those programs allowing us to grant more members vehicle loans. We also introduced changes to our Debt Protection program that bring added benefits to the member. He thanked the membership for their continued trust in choosing CCU for their lending needs.

The Director’s Report of Audits and Examinations was presented by Secretary David Overlien. He reported that CliftonLarsonAllen LLP, certified public accountants, performed an Opinion Audit for CCU in 2017, based on the March 31, 2017 balance sheet. We will be engaging CliftonLarsonAllen LLP to perform an Opinion Audit based on the March 31, 2018 financials. The National Credit Union Administration examined the credit union in May 2016, as of the March 31, 2016 balance sheet. The state Office of Credit Unions, a division of the Wisconsin Department of Financial Institutions, also performed an examination of our December 31, 2016 balance sheet in February 2017.

There was no old business or new business to be brought before the meeting.

David Overlien, Secretary

2019 CCU BOARD CANDIDATES

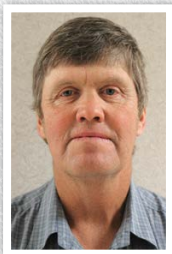
Two candidates have been nominated to run for the two seats up for re-election on the Co-op Credit Union Board of Directors. Each is a three-year term.



David Olson

David Olson of rural Black River Falls, an incumbent, has served on the Co-op Credit Union Board of Directors since October 2015. David has owned and operated a dairy farm in Black River Falls since 1984. He graduated from Black River Falls High School in 1976 and received his B.S. Agronomy from UW-River Falls in 1981. David also has work experience abroad through the University

of Minnesota in 1981, where he lived and worked on a Danish dairy farm. David was a Jackson County Farm Bureau Board Member from 1986-2014, including past president of the board. He received the Outstanding Young Farmer & Rancher Award for the State of Wisconsin in 1988. David is a member of the United Methodist Church in Black River Falls and has been a past member of the Staff Parish Relations Committee, and past member and Chairman of the Board of Trustees. He's been a past delegate and County Chairman for Accelerated Genetics and is a member of the Black River Falls Lions Club.



Tim Byom

Tim Byom of Ettrick, an incumbent, has served on the Co-op Credit Union Board of Directors since July 2018. Tim is a dairy farmer who completed Western Technical College's Farm and Business Management Program and attended UW-River Falls. He currently serves on the credit union's Credit Committee and served on CCU's Advisory Board for three years before being appointed

to the Board of Directors. Tim has served on boards at local and regional levels and currently serves as board president for a local farm supply cooperative. He has been active in several community organizations, including the Trempealeau County Fair Board and Farm Bureau. He is a lifelong member of Hardies Creek Lutheran Church, where he has held a variety of leadership positions. In addition, he serves on the World Hunger Committee for the La Crosse Area Synod of the Evangelical Lutheran Church of America. Tim believes CCU is an important partner in the community and feels it is important to give back to area communities to keep them growing and strong.

COMMUNITY IMPACT AT A GLANCE



250:
Number of hours CCU dedicated to free financial wellness and educational sessions in 2018



3,600:
Number of volunteer hours CCU employees donated on work and personal time to area communities and groups in 2018

4,000:
Number of dollars donated by CCU employees to community groups through payroll deductions in 2018



IN THEIR WORDS

Jeff, Member Business Lending Manager 13 Years of Service

"I really am impressed by how many people CCU has helped over the years. It is a feeling of accomplishment when we can say that we have helped members fulfill their dreams as well as help them out of tough situations. I truly believe your fellow employees at CCU are like family. We have always been there for each other and collectively make a good team."



Hunter, Accounting Clerk-ACH Coordinator 3 Years of Service

"What I love most about working here is how family-oriented we are. My co-workers are my second family, and I can count on them for anything. Another great reason is how community-oriented CCU is, which is very important to me. We have the opportunity to give back to the community as much as possible."





STATEMENT OF FINANCIAL CONDITION

ASSETS	12/31/18	12/31/17	12/31/16
Cash on Hand	\$ 8,123,839	\$ 6,145,535	\$ 3,401,212
Investments	7,123,859	5,352,446	19,710,998
Loans: Personal	\$ 63,354,559	\$ 58,185,070	\$ 52,080,222
Real Estate	200,426,026	193,180,819	185,910,671
Farm	10,706,445	11,657,604	11,020,736
Business	<u>26,464,702</u>	<u>24,938,823</u>	<u>24,426,553</u>
Total Loans	\$ 300,951,732	\$ 287,962,316	\$ 273,438,182
Reserve for Loan Loss	(2,598,302)	(2,355,456)	(2,215,688)
Furn, Fixtures & Equip Less Depreciation	1,306,429	1,532,849	1,117,590
Land & Buildings Less Depreciation	7,224,799	7,323,346	7,442,239
Other Assets	<u>15,791,509</u>	<u>14,941,719</u>	<u>2,305,276</u>
Total Assets	<u>\$ 337,923,865</u>	<u>\$ 320,902,755</u>	<u>\$ 305,199,809</u>

LIABILITIES & RESERVES

Member Deposits	\$ 287,523,065	\$ 272,833,707	\$ 265,941,442
Other Liabilities	8,482,635	8,300,174	1,202,064
Reserves	<u>41,918,165</u>	<u>39,768,874</u>	<u>38,056,303</u>
Total Liabilities & Reserves	<u>\$ 337,923,865</u>	<u>\$ 320,902,755</u>	<u>\$ 305,199,809</u>

STATEMENT OF INCOME

	YEAR ENDED 12/31/18	YEAR ENDED 12/31/17	YEAR ENDED 12/31/16
Loan Interest Income	\$ 12,402,067	\$ 11,419,439	\$ 10,806,256
Investment Income	106,371	69,483	565,102
Miscellaneous Income	<u>3,031,232</u>	<u>2,179,120</u>	<u>1,507,136</u>
GROSS INCOME	<u>\$ 15,539,670</u>	<u>\$ 13,668,042</u>	<u>\$ 12,878,494</u>
Operating Expense	\$ 10,833,698	\$ 9,714,438	\$ 8,846,204
Share Insurance Expense	<u>—</u>	<u>—</u>	<u>—</u>
Total Operating Expenses	<u>\$ 10,833,698</u>	<u>\$ 9,714,438</u>	<u>\$ 8,846,204</u>
INCOME from OPERATIONS	\$ 4,705,972	\$ 3,953,604	\$ 4,032,290
Non-Operating Gains (Losses)	<u>53,322</u>	<u>(25,011)</u>	<u>38,001</u>
INCOME before DIVIDENDS	4,759,294	3,928,593	4,070,291
Dividends Paid to Members	<u>2,610,003</u>	<u>2,216,022</u>	<u>2,085,997</u>
NET INCOME	<u>\$ 2,149,291</u>	<u>\$ 1,712,571</u>	<u>\$ 1,984,294</u>

CREDIT UNION SERVICES

Loans

Vehicle
 Watercraft, Camper & RV
 Cycle, Snowmobile, ATV
 Kwik Cash Line of Credit
 Signature
 Home Equity Line of Credit
 1st Mortgage
 2nd Mortgage
 MasterCard
 Agriculture and Business
 Share-Secured
 GAP Protection
 Debt Protection
 Mechanical Breakdown Protection
 Construction

Shares

Share Savings
 Dividend Checking
 Free Checking
 Reward Checking
 Debit-Only Checking
 Super Share Savings
 GoalSetter Savings
 Money Market
 Custodial Accounts
 Individual Retirement Accounts
 Certificates
 Super Share Certificates
 Health Savings Accounts
 Youth Saver Certificates
 Christmas Club
 Tax Savings Accounts
 Funeral Trusts
 Escrow Share Savings

Other Services

Direct Deposit
 Payroll Deduction
 CCU Online
 CCU Mobile
 CCU Pay
 CCU Talk
 Mobile Deposit
 eStatements
 Debit-ATM Cards
 Money Orders
 Travel Money Cards
 Photocopies
 FAX
 Wire Transfers
 ACH Origination
 Notary Public
 Auto-Pay Loan Payments/
 Deposits/Transfers
 Website
 Gift Cards
 Safe Deposit Boxes



OTHER STATISTICS

	2018	2017	2016
Total Membership	20,246	19,576	18,873
Borrowers at December 31	12,575	11,067	9,116
Total Loans Granted	\$116,137,508	\$111,930,557	\$93,909,934
Total Loans Since Est.	\$1,984,597,013	\$1,868,459,505	\$1,756,528,948
Charge Off Loans During Year	\$422,254	\$248,494	\$217,858
Charge Off Loans Since Est.	\$5,088,724	\$4,666,470	\$4,417,976
Number of eStatement Users	5,348	4,635	4,869
Number of Active Online Services Users	8,612	7,335	10,687



OFFICERS & BOARD MEMBERS

President/CEO

Eric L. Chrisinger

Executive Vice President Lending

Tim Tranberg

Vice President Accounting

Megan Ellingson

Vice President Operations

Kris Goetzka

Vice President Audit & Compliance

Eric Skogstad

Vice President Human Resources

Michele Steien

Vice President Business Development & Training

Marianne Torkelson

Vice President Marketing

Cassie Perenchio

Board

Tim Torkelson
 Chuck Torgerson
 David Overlien
 Steve Hogden
 Sarah Lebakken
 David Olson
 Tim Byom

Legal Advisor

Garrett W. Nix

Ambassador

Max J. Michaelson, Jr.

STAFF

Stephanie Aleckson
 Jim Arndt
 Laurie Beaulieu
 Sharlene Becker
 Jeff Blaken
 Cassidy Boerger
 Jason Breining
 Stacy Brown
 Kathleen Brunkow
 Lindsay Burgau
 Kim Byom
 Laurie Byrns
 Miranda Chandler
 Tom Drangstveit
 Jessica Dreier
 Alisanne Dunneisen
 Alyson Emerich
 Shari Everson
 Cathy Fremstad
 Allison Gerke
 Elise Geske
 Kyle Gilbertson
 Tracy Gilbertson
 Priscilla Goldsmith
 Kristie Gomer
 Marie Gruhlke
 Kathy Grutzik
 Pam Hagglund
 Nevada Hanson
 Michele Henrickson
 Isabel Herriges

Rhea Hogden
 Erin Hovell
 Alexi Hunter
 Susan Jacobson
 Beth Jeffords
 Audrey Johnson
 Brittany Juedes
 Patrick Keller
 Beth Kidd
 Kristin King
 Sandy Klingbeil
 Karla Laufenberg
 Amy Lien
 Rachel Lindberg
 Andrew Lockington
 Jamie Lockington
 Jordyn Marg
 Madysen McCormick
 Cindy Mense
 Brenda Miles
 Sue Miller
 Diane Milnthorpe
 Margaret Monson
 Jana Nandory
 Craig Nelson
 Molly Ness
 Aleisha Olson
 Katie Olson
 Kelly Oslie
 Tammy Overlien
 Allison Papenfus

Chelsea Parker
 Amanda Passow
 Harmony Paulley
 Rachel Risberg
 Christine Ronning
 Adam Ross
 Ken Rue
 Ashley Rush
 Brandon Simmons
 Mikayla Simmons
 Matthew Skogstad
 Jared Smith
 Jeanne Sternke
 Bev Stetzer
 Morgan Stittleburg
 Faith Storandt
 Christian Taylor
 Arryanna Tenneson
 Kathy Thill
 Philip Thomas
 Jayme Thompson
 Barb Viste
 Hunter Weber
 Destiny White
 Lynn White
 Keyshaun Wicka
 Sue Wilson
 Amy Wortman
 Dustin Zillmer

OUR MISSION STATEMENT

Serving our members, where they are, through all stages of life.

OUR VISION STATEMENT

Serving people in such an extraordinary way that we are the financial institution of choice and the employer of choice in our communities.

OUR CORE VALUES

- **Commitment**- We believe in the Cooperative Principles and "people helping people."
- **Flexibility**- We adapt as needed for change, growth, and balance.
- **Friendliness**- We are approachable, respectful, and genuine. We believe that nice matters!
- **Fairness**- We make all decisions in the best interest of the member ownership to protect their financial strength.
- **Integrity**- We do what we say we will. We are trustworthy because we are honest.
- **Consistency**- We are consistent in our service and processes from location to location. No surprises.
- **Confidentiality**- We keep all personal and business matters confidential. No exceptions.
- **Exceptional Service**- We anticipate the needs of others and exceed their expectations. We go above and beyond.





CliftonLarsonAllen

CliftonLarsonAllen LLP
CLAconnect.com

June 21, 2018

Dear Members,

We performed an opinion audit engagement of Co-op Credit Union's statement of financial condition as of March 31, 2018, and the related statements of income, changes in members' equity, and cash flows for the year ended March 31, 2018, and the related notes to the financial statements. The audit report dated June 21, 2018 was presented to the Board of Directors. Findings noted as a result of the audit performed were described in a separate communication to the Board of Directors.

As part of the audit, we performed a member account verification utilizing statistical sampling. We are not aware of any errors in reported share and loan balances as a result of our testing.

We thank you for taking the time to review your Credit Union statements and for responding to us when applicable.

This communication is restricted to the use of the Board of Directors.

Sincerely,

Tanya Medgaarden, CPA
Principal



Black River Falls
Fall Creek • Galesville
Melrose • Onalaska • Strum



800.258.0023
www.coopcu.com