

## SUPERVISORY COMMITTEE REPORT

The Supervisory Committee is appointed by the Board of Directors to help guide the direction of the credit union. Our committee consists of three individuals who report to the membership on the financial soundness and integrity of their institution. Each year, the committee reviews the financial reports of the credit union, arranges for an independent account firm audit and conducts verification of members' accounts.

This year, the committee again authorized RKL LLP to perform an audit of the credit union's financial statements, account records, policies and procedures. We are pleased to report that the affairs of the credit union during 2022 have been conducted in a most satisfactory manner and in accordance with all rules and regulations.

The committee further reports that records were maintained by following prescribed standards and accounting practices and were found to be current, accurate and in balance at all times during the year. The examination performed by the NCUA also supported these findings.

It is the judgement of the Supervisory Committee that your credit union continues to be financially sound and is operated and managed in the best interest of its members.

## LOAN REPORT

The credit union's loan policy is designed to help members obtain affordable loans and convenient repayment while ensuring the security of our members' investments. In 2022, 2,392 loans were approved, totaling \$32,736,603.

## ACCOUNTS

- Share Accounts
- Checking Accounts
- Club Accounts
- Youth Accounts
- Business Accounts
- Share Certificates
- Money Market Accounts
- Individual Retirement Accounts

## LOANS

- New and Used Auto Loans
- Green Loans
- Recreational Vehicle Loans
- Business Loans
- First Mortgage Loans
- Home Equity Loans and Lines of Credit
- Share Secured Loans
- Personal and Unsecured Loans
- Visa® Platinum Credit Cards
- Student Loans

## 24/7 AVAILABILITY

Access to your accounts is available 24/7 with our Xpress services: PCXpress, PhoneXpress and the TCAFCU mobile app!

## 2022 EMPLOYEES

as of 12/31/22

Alice Pender  
Andrew Pistoria  
Anthony Romanello  
Ashley Dietrich  
Becky Hampton  
Claudette McPherson  
Courtney Spaid  
Creanne Errington  
Dana Raab  
Derek Piechota  
DonnaMarie Rivenbark  
Dora Miller  
Duncan Devore  
Elena Dicio  
Elizabeth Peters  
Gayle Madsen  
Hunter Degruccio  
Ian Gwillim  
J. Michael Moats  
Jill Nicholson  
Juanita Bittenbender  
Julius Cuevas  
Kasey Staso  
Kathy Ferranti  
Kitty Royer  
Laurel Abreu  
Laverne Bowen  
Leila Kirlin  
Liana Alford  
Mary Beth Piccarreta  
Matt Geiger  
Myra Fick  
Nicole DeBoer  
Pam Parke  
Renee Hawkins  
Rob White  
Stephanie Gonzalez  
Stephanie Pacanowski  
Susan Llewellyn  
Tracy Hill

## 2022 Board of Directors

as of 12/31/22

Bob Mohollen, *Chairman*  
Kathy Smale, *Vice-Chairwoman*  
Dottie Melchiorre, *Treasurer*  
Steve Ditlow, *Secretary*  
Ben Cartwright, *Director*

## Supervisory Committee

Ben Cartwright, *Chairman*  
Pete Panfile, *Member*  
Denise Monaco, *Member*

# 2022



# ANNUAL REPORT

## President/CEO's Message



This past year marked our 74<sup>th</sup> year of serving our members. Tri County Area Federal Credit Union ended 2022 with assets in excess of \$191 million, slightly less than our total assets of 2021. Assets remain inflated since the start of the pandemic. Despite the fact that the Federal Reserve

raised interest rates seven times for a total of 425 basis points, it was an outstanding year for loans. The credit union experienced loan growth of just under 15% in 2022. Most loan categories experienced loan growth with the exception of first mortgages. The rising rate environment ended the refinance business that had fueled this category for several years and turned it back to strictly a purchase business. The year was a record year for net income for the credit union, and the combination of strong income and limited asset growth led to net worth increasing to 7.82%, which is well capitalized, the highest standard by regulation.

At the end of 2022, we reluctantly said goodbye to longtime board member Pete Panfile, who retired from the board. Pete served as a volunteer for 34 years, starting as a member of the Supervisory Committee in 1988 and joining the board in 1993. I would like to thank Pete for all his years of outstanding service.

In May 2023, we will be converting our core data processing system from Ultradata to Fiserv's Portico. This change is brought about by our desire to continue to offer outstanding products through the use of technology. With this conversion, you will also see changes to home banking and our mobile app as well. I'm sure you will like these changes and technology improvements as well as some new product offerings.

We continue following the credit union philosophy of "People Helping People" by giving time and money to help out our local communities. This past year we continued to help out The Open Link, Vets for Vets, The Tri County Active Adult Center, Operation 143, Community Meals, the Pottstown Cluster, the Pennsburg Lions Club, the Foundation for Boyertown Education, the Foundation for Pottstown Education, the Upper Perkiomen Education Foundation, CHOP, the Red Hill Fire Company, the Upper Perkiomen Chamber of Commerce, the Lower Pottsgrove Police Association, the Salvation Army Angel Tree Program and Meals on Wheels. We once again awarded scholarships to three local high school students. The credit union also made food and monetary donations to Preston's Pantry and Philabundance to combat food insecurity in the region.

My thanks again go out to the board and staff for all their hard work and support in the past year! Thanks also to all our members! We appreciate your membership. Stay safe and be well!

Sincerely,  
Andrew C. Pistoria  
President/CEO

# FINANCIAL STATEMENT

# 20 22

## ASSETS

### Loans

Unsecured Loans	\$ 3,218,577
New Auto	\$ 4,942,750
Used Auto	\$ 22,001,418
First Mortgage	\$ 9,861,938
Home Equity	\$ 39,945,451
All Other	\$ 4,516,893
Credit Cards	\$ 6,983,593
Commercial Loans	\$ 8,682,541

<b>Total Loans</b>	<b>\$ 100,153,162</b>
Allowance for Loan Losses	\$ (1,115,180)

<b>Net Loans</b>	<b>\$ 99,037,982</b>
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Receivables	\$ 1,280,937
Cash	\$ 1,373,302
Net Investments	\$ 84,099,435
Prepaid	\$ 542,527
Fixed Assets	\$ 2,904,316
Accrued Assets	\$ 390,229
Other Assets	\$ 1,998,024

<b>Total Assets</b>	<b>\$ 191,626,752</b>
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## LIABILITIES

Accounts Payable	\$ (107,020)
Suspense/Clearing Accounts	\$ 611,438
Notes Payable	\$ -
Taxes Payable	\$ 446
Accrued Expenses	\$ 513,576
Deferred Accounts	\$ -
Other Liabilities	\$ 13,824

<b>Total Liabilities</b>	<b>\$ 1,032,264</b>
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## SHARES/DEPOSITS

Share	\$ 73,377,532
Share Drafts	\$ 44,053,950
Money Markets	\$ 37,138,484
IRA	\$ 3,610,532
Certificates	\$ 15,632,405
IRA Certificates	\$ 5,323,124

<b>Total Shares/Deposits</b>	<b>\$179,136,027</b>
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## EQUITY

Reserves & Undivided Earnings	\$ 11,458,460
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<b>Total Liabilities and Equity</b>	<b>\$ 191,626,752</b>
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## INTEREST OPERATING INCOME

### Interest on Loans

Unsecured Loans	\$ 287,749
New Auto	\$ 105,211
Used Auto	\$ 1,154,908
First Mortgage	\$ 378,004
Home Equity	\$ 1,565,027
All Other	\$ 188,258
Credit Cards	\$ 511,713
Commercial Loans	\$ 316,452

<b>Total Interest on Loans</b>	<b>\$ 4,507,323</b>
Investment Income	\$ 1,216,951

<b>Interest Operating Income</b>	<b>\$ 5,724,274</b>
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## DIVIDENDS

Shares	\$ 37,600
Share Drafts	\$ 4,558
Money Markets	\$ 111,768
IRA	\$ 5,036
Certificates	\$ 152,097
IRA Certificates	\$ 62,691

<b>Total Dividends</b>	<b>\$ 373,750</b>
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Interest on Borrowed Money	\$ -
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<b>Net Interest Margin Before PLL</b>	<b>\$ 5,350,524</b>
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Provision for Losses	\$ -
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<b>Net Interest Margin After PLL</b>	<b>\$ 5,350,524</b>
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## NON-INTEREST OPERATING INCOME

Fee Income	\$ 1,339,102
Miscellaneous Operating Income	\$ 2,074,537

<b>Total Non-Interest Operating Income</b>	<b>\$ 3,413,639</b>
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## NON-INTEREST OPERATING EXPENSES

Employees, Compensation & Benefits	\$ 2,981,443
Travel & Conference	\$ 14,786
Office Occupancy	\$ 323,779
Office Operations	\$ 1,054,683
Marketing	\$ 314,160
Loan Servicing	\$ 801,236
Professional & Outside Services	\$ 1,080,813
Member Insurance	\$ -
Share Insurance	\$ -
Fed. Supv./Exam.	\$ 31,703
Miscellaneous Operating Expenses	\$ 113,755

<b>Total Non-Interest Operating Expense</b>	<b>\$ 6,716,357</b>
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<b>Non-Interest Operating Margin</b>	<b>\$ (3,302,717)</b>
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<b>Net Operating Margin</b>	<b>\$ 2,047,806</b>
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Total Non-Operating Income	\$ 110,417
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<b>Net Income/Loss</b>	<b>\$ 2,158,224</b>
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