



ANNUAL REPORT

2019





Brad Ashbrook, Chairman



William Allender, President/CEO

A Message from Your Chairman & President/CEO

We are pleased to announce that 2019 was another successful year for BMI Federal Credit Union.

Our accomplishments are attributed to maintaining our competitive rates, exceptional loan and deposit products, and award-winning Member Service. We are happy to report that your Credit Union has achieved all its strategic business goals for 2019, most notably achieving a capital ratio of 10.00% and net income that exceeded budget by 17.70%. The Credit Union is pleased to share that total assets grew 4.20% in 2019 to a total of \$518M, while loans grew 4.56% to a total loan balance at year-end of \$378M. We also saw a 4.20% increase in share growth for a total of \$416M at year-end. Through our charitable giving efforts we were able to donate to 58 organizations and provide scholarships throughout Central Ohio, totaling over \$80,000.

In May, we held the grand opening for our new Westerville Branch which is just up the street from our previous location. This new full-service branch has a drive-thru ATM, offers both consumer and business accounts, and features a conference area for our staff to meet with our members and hold our free Financial Education Workshops. The new, larger space allowed us to introduce Food Truck Thursdays to serve lunch outside the branch to attract guests and members from the adjacent business parks. We continued to hold Food Truck days at the Dublin Branch, as well. Our strategic Marketing and Business Development efforts provided the foundation for a smooth transition for this move for our members and has enabled us to reach out to potential new members in the Westerville and northeast Columbus community.

Efforts to drive member growth in November 2019 were extremely successful and have allowed the Credit Union to identify strategic enhancements to product design for 2020. As we continue our strategic focus to always provide exceptional service to our members, we expanded our suite of products and services to now include Health Savings Accounts. These accounts have not only been popular among our members on a consumer level, but in 2019, our Business Development efforts with Preferred Employer Groups helped secure BMI Federal Credit Union as the City of Dublin's exclusive HSA provider, a transition that will occur in 2020.

BMI Federal Credit Union has also remained competitive and adaptive to changes in technology during 2019. Among these efforts are new upgrades to Online Banking, the BMI FCU mobile app, and the BMI FCU website (www.bmficu.org). Because these platforms are utilized by a substantial majority of our smartphone and tablet-using members, the Credit Union continues to prioritize functionality and purpose, to create a cleaner, more streamlined, and consistent user experience.

Your Credit Union has enjoyed continued recognition in 2019 for the hard work and dedication of our team. In January, BMI Federal Credit Union earned a Best Employer in Ohio award for the tenth consecutive year. BMI Federal Credit Union was also awarded the Columbus CEO Best Employer Award for Best Workforce Under 500 Employees,

after being nominated for both Best Workforce and Best Mortgage Broker. In October, the Credit Union was voted the #1 Best Local Credit Union in Central Ohio for the second consecutive year by the Columbus Dispatch's community-wide poll, CBUS Top Picks. These achievements demonstrate that our Personal Member Service is what sets us apart from other financial institutions. The expanding influence and positive reputation permeating throughout Central Ohio has allowed us to develop a new tagline for 2020: Making it Happen, Together.

It is our dedication to you, our members, and our focus on mission-driven member service that has allowed BMI Federal Credit Union to continue to be recognized as an award-winning Credit Union. We look forward to continuing to work hard for you, the communities where we serve, and keeping excellent member service our #1 priority in 2020 and beyond.

In October, the Credit Union was voted the #1 Best Local Credit Union in Central Ohio for the second consecutive year by the Columbus Dispatch's community-wide poll, CBUS Top Picks.





Community Involvement

In addition to our accomplishments from within the Credit Union, we continue to connect with the community through our charitable giving efforts.

We are proud to report that 2019 was another successful year. In addition to strengthening existing relationships, we have successfully forged new ones through these donations and sponsorships. In 2019, BMI Federal Credit Union partnered with 58 local businesses and organizations with donations reaching \$80,269. This figure includes \$15,489 in corporate giving, \$2,862 in staff charitable giving, and \$10,835 through the Credit Union's charitable giving committee, called EDGE.

Three winners of the BMI Federal Credit Union Jack Deibert Memorial Scholarship each received \$2,000 toward higher education and \$19,285 was given through the BMI Federal Credit Union Golf Outing to Fallen 15 and their scholarship fund.

The Credit Union also became the proud sponsor of a Quiet Study Room in the newly commissioned Dublin Branch of the Columbus Metropolitan Library.





In 2019, BMI Federal
Credit Union
Partnered with

58

local businesses
and organizations reaching

\$80.2

thousand in donations



Community Involvement Continued...

We are pleased to report impressive numbers of voluntary staff participation in events like the Byron Saunders Foundation, Lifecare Alliance for Meals on Wheels, YWCA Columbus, and the BMI Federal Credit Union Golf Outing benefiting Fallen 15. During the Byron Saunders Foundation Thanksgiving Food Drive, we collected hundreds of Thanksgiving food items from members and employees, as well as donations from the Credit Union, which were then delivered to the Foundation for

community members in need. BMI Federal Credit Union donated items for employees to assemble over one hundred gift bags for Meals on Wheels recipients in our community. These gift bags were delivered to those receiving meals on Christmas Day. As a repeat sponsor of the YWCA Columbus, BMI Federal Credit Union employees volunteered their time serving meals at the local YWCA family shelter. Our charitable giving program is successful due to the hard work and compassion of our dedicated employees.



Westerville Branch Opening



In May of 2019, we opened the doors to our beautiful new Westerville branch. We were joined by the Westerville Area Chamber of Commerce and the Office of the Mayor of Westerville to cut the ribbon and unveil our new location, just up the street from the previous one. Due to the hard work and planning from our staff and community partnerships, the project was completed on schedule, and with no interruptions to Member Service.

In unveiling the new branch, the Credit Union hosted a special event for local businesses to see why BMI Federal Credit Union is the #1 Best Local Credit Union in Central Ohio. Throughout the month of June we promoted several special offers, and invited the community to join us each Thursday afternoon

to enjoy food trucks, games, prizes, and more. The full service branch with drive-thru access, spacious lobby, and conference room for Financial Education workshops has allowed us to expand our influence throughout the Westerville and surrounding communities.



Scholarship Golf Open

BMI Federal Credit Union has remained a proud and dedicated partner to Fallen 15, the non-profit organization honoring fallen US Military Veterans and the families they've left behind. We are pleased to report the 2019 BMI Federal Credit Union Golf Open benefiting Fallen 15 was a great success. All money raised, including sponsorships, registration fees, and donations support Fallen 15 and the Fallen 15 Scholarship Fund. The Credit Union matched the community-raised \$19,285, to total \$38,570 for donation to Fallen 15 and their scholarship fund.

We are so grateful to have helped make this event and scholarship possible with the endless support from our community and local businesses, alongside the volunteer participation from our own employees. To date, BMI Federal Credit Union has provided over \$204,000 to Fallen 15 and the Fallen 15 Scholarship Fund.



2019 Stats



3

Awards of
Excellence

25

Certified Financial
Coaches on Staff

\$517,634,441

TOTAL ASSETS



24%

Increase in Financial
Coaching Sessions
for a Total of 311



58

Community
Organizations Assisted

BMI Federal Credit Union Jack Deibert Memorial Scholarship

BMI Federal Credit Union is proud to offer an annual memorial scholarship program to help our members realize their academic potential. The memorial scholarship awarded three \$2,000 scholarships.

The 2019 Jack Deibert Memorial Scholarship Recipients:

Mary Hamlin

Allison Purdum

Dominik Winecki



Financial Education Highlight

The Financial Education Program continues to serve our current and future members of all ages.

In 2019, the Credit Union partnered with the Girl Scout Council of Ohio's Heartland, 4-H Clubs, the Worth Foundation, the Dublin Chamber of Commerce, and Project Search at Life Care Alliance. These events and partnerships brought fun financial education programs to youth from ages 5 to 20. BMI Federal Credit Union also sponsored financial education materials for 2,160 students in 16 high schools and middle schools throughout central Ohio, which included activity kits, workbooks, and free access to our teen online learning program, Banzai. This was an increase of over 1,000 students from 2018.

Our adult Financial Education programs continued its positive growth trend. The Credit Union provided 311 Financial Coaching sessions, a 24% increase from the previous year. An additional eight employees became Certified Credit Union Financial Coaches, for a current total of 25 Coaches. Ninety-six Lunch and Learn workshops were held for Preferred Employers, with over 1,500 attendees, an 18% increase from 2018. A total of 60 Community Workshops were held with over 1,000 attendees, a 38% increase from 2018. New workshops launched in 2019 included *Health Savings Accounts*, *Smart Money: Ten Fundamentals*, and *Financial Fundamentals for Vulnerable Families*.





Sponsored Financial
Education Materials for

2,160

students in

16

high school and middle
schools throughout
central Ohio



1,000

more students than 2018





Awards



Columbus CEO Best of Business

BMI Federal Credit Union was voted the 2019 Best Employer for the Columbus CEO Best of Business Awards for ***Fewer than 500 Employees*** in the ***Workforce*** category. We were chosen out of several Columbus favorites in a variety of industries including healthcare, auto service, eateries, and more.



Best Employers in Ohio

Hard work and dedication paid off in 2019. The Credit Union earned a **Best Employer in Ohio** award for the tenth consecutive year.



#1 Best Local Credit Union in Central Ohio – Two Years in a Row!

BMI Federal Credit Union was voted the **#1 Best Local Credit Union in Central Ohio** by the Columbus Dispatch's community-wide poll, CBUS Top Picks. This is the second year in a row the credit union has received this honor.



Balance Sheet

	12/31/19	12/31/18
ASSETS		
Cash & Due From Others	2,618,782	4,296,608
Interest Bearing Deposits	32,132,382	32,797,777
Cash & Cash Equivalents	34,751,164	37,094,385
Time Deposits	72,096,000	65,572,000
Securities Available for Sale	6,475,691	8,129,397
Securities Held to Maturity	-	-
Loans to Members	377,956,882	361,475,486
Allowance for Loan Losses	(887,596)	(739,599)
Net Loans	377,069,286	360,735,887
Net Premises & Equipment	14,708,665	13,132,174
Accrued Interest Receivable	1,491,773	1,456,403
Capital Participation Certificates	900,000	900,000
NCUSIF Deposit	3,851,852	3,648,523
Other Assets	6,290,010	5,993,540
TOTAL ASSETS	\$517,634,441	\$496,662,309
LIABILITIES		
Members' Shares	416,242,004	399,295,717
Other Liabilities	49,458,249	48,773,656
TOTAL LIABILITIES	\$465,700,253	\$448,069,373
MEMBERS' EQUITY		
Statutory Reserve	6,768,645	6,768,645
Retained Earnings	45,081,044	41,936,030
Other Comprehensive Income	84,499	(111,739)
Total Members' Equity	51,934,188	48,592,936
TOTAL LIABILITIES & MEMBERS' EQUITY	\$517,634,441	\$496,662,309

These financial statements are as presented by Management for 2018 and 2019 fiscal years, not audited financial statements. Complete audited financial statements are available upon request.

Income Statement

	12/31/19	12/31/18
INTEREST INCOME		
Loans	16,520,775	14,773,698
Time Deposits, Securities & Negotiable Certificate of Deposit	2,275,543	1,622,819
Interest Bearing Deposits & Federal Funds Sold	162,456	230,457
TOTAL INTEREST INCOME	\$18,958,774	\$16,626,974
INTEREST EXPENSE		
Members' Share Accounts	3,275,452	2,046,233
NET INTEREST INCOME	\$15,683,322	\$14,580,741
Provision For Loan Losses	(1,110,608)	(571,453)
NET INTEREST INCOME AFTER PROVISION	\$14,572,714	\$14,009,288
OTHER INCOME		
Fees	1,609,002	1,614,035
Gain (Loss) On Investments	0	0
Gain (Loss) On Disposition of Assets	(23,703)	(40,269)
Gain (Loss) On Loans Sold to FHLB	297,990	133,958
Other Income	3,503,497	4,337,008
TOTAL OTHER INCOME	\$5,386,786	\$6,044,732
OTHER EXPENSE		
Salaries & Employee Benefits	8,383,263	7,709,771
Occupancy & Equipment	1,274,623	1,150,141
Advertising & Marketing	1,150,002	673,161
Card Processing	597,899	616,576
Other Expenses	5,408,698	5,285,048
TOTAL OTHER EXPENSE	\$16,814,485	\$15,434,697
NET INCOME	\$3,145,015	\$4,619,323

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LEADERSHIP

2019 Board of Directors

Brad Ashbrook, *Chair*
Steve Phillips, *Vice Chair*
Sarah Musser, *Treasurer*
Shawn Richard, *Secretary*
Melita Garrett Abbey
Christine Adolph
Kay Cooke
George Dailey
Aladin Gohar

Director Emeritus

Denny Hockman
Steve Krzykoski
Jim Ramey

Associate Directors

Melinda Warner
Matt Butzler

Supervisory Committee

Dave Arnold, *Chair*
John Black
Katherine Sites

MANAGEMENT TEAM

William Allender, *President/CEO*
Mike Clark, *COO/ Sr. VP of Operations*
Ray Porter, *CFO/Sr. VP of Finance*
Rob Bachman, *Vice President of Lending*
Sarah Borland, *Vice President of Business & Community Development*
Melissa Gleadle, *Controller*
Greg Hopp, *Vice President of Technology*
Carolyn Hucek, *Vice President of Marketing*
Sonia Johnson, *Vice President of Member Service*
Stacy Toki, *Vice President of Human Resources*

BRANCH LOCATIONS

Dublin Branch

6165 Emerald Parkway
Dublin, Ohio 43016

Kinnear Branch

760 Kinnear Road
Columbus, Ohio 43212

Westerville Branch

543 N. Cleveland Avenue
Westerville, Ohio 43082

Bethel Branch

750 Bethel Road
Columbus, Ohio 43214

Battelle Branch

Available to Battelle Staff Only
505 King Avenue
Columbus, Ohio 43201



www.bmifcu.org

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