

# Growing Business Through Service

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2018 ANNUAL REPORT





Brad Ashbrook, Chairman



William P. Allender, President / CEO

## A Message From Your Chairman & President/CEO

In 2018, BMI Federal Credit Union® reached new heights in our mission to improve the financial lives of our members and the community we serve.

Our success in 2018 is attributed to our competitive rates, our exceptional loan and deposit products, and our superior Member Service. We are pleased to announce the Credit Union has met all its strategic business goals in 2018, with a capital ratio of 9.81%, asset growth of 5.59%, and loan growth at 6.93% with a total loan volume of \$122,839,547. We also saw a 4.4% increase in new member growth totaling 37,767 members. Charitable giving reached 57 organizations and scholarships throughout Central Ohio, totaling over \$85,000 in 2018.

In June, we broke ground on our new home for our Westerville branch which is scheduled to open in May of 2019. The new full-service branch, with drive-thru ATM, will offer both consumer and business accounts. It will also have a conference area to meet with our members and hold our free Financial Education Workshops.

Hard work and dedication paid off in 2018, with notable recognition throughout the year. In January, the Credit Union earned a Best Employer in Ohio award for the ninth consecutive year.

In March, BMI Federal Credit Union earned ERC Health's Culture of Excellence award for employee health and wellness. In April, a comprehensive evaluation of the highest competing local banks and credit unions by AdvisoryHQ named BMI Federal Credit Union a Top Financial Institution in Central Ohio. In October, 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. These achievements illustrate what sets us apart from other financial institutions and have allowed us to roll out a new message to our community: What's so great about BMI Federal Credit Union? It's our Member Service!

2018 was also a considerable year for technological advancement, as the Credit Union unveiled several new features within Online Banking and the BMI FCU mobile app. These efforts were driven by a significant increase in mobile phone and tablet users. The app now supports Remote Deposit Capture, Face and Fingerprint Recognition security, and the digital payment services of Samsung Pay, Google Pay™, and Apple Pay®.

With the card processing mobile app, MyCardRules™, members can now also better control and protect their BMI FCU Visa® cards.

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**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.**



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The Credit Union's website, [www.bmifcu.org](http://www.bmifcu.org), has also undergone significant upgrades in functionality and purpose, to create a cleaner, more streamlined user experience. This includes simpler, more direct access to online account and loan applications, and new scheduling software for our award-winning Financial Education services. It is these efforts and more that have helped build our foundation for our digital strategy for 2019 and into the future.



## Community Involvement

In addition to our achievements from within the Credit Union, we have successfully maintained our influence throughout the community as well, with record donations and volunteerism in 2018. BMI Federal Credit Union partnered with 57 local businesses and organizations, with donations reaching \$85,701.13. This figure includes \$14,171.10 in corporate giving, \$12,246.00 in staff charitable giving, and \$8,526.63 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 \$38,726 was given through the BMI Federal Credit Union Golf Outing to Fallen 15 and their scholarship fund. In addition to making an impromptu donation to the American Red Cross in the wake of Hurricane Florence, the Credit Union worked with affected members to help them meet their financial obligations.



In 2018, BMI FCU contributed a total of **\$85,701.13** to **57 different** charitable organizations.



### Community Involvement Cont.

We are pleased to report impressive numbers of voluntary staff participation in events like the Susan G. Komen Columbus Race for the Cure, YWCA Columbus, Lifecare Alliance for Meals on Wheels, Autism Speaks Walk for Autism, ACS Making Strides for Breast Cancer, and the BMI Federal Credit Union Golf Outing benefiting Fallen 15. Our charitable giving program is successful due to the hard work and compassion of our dedicated employees.

Among our talented staff, we are proud to recognize our Business Development Manager, Karen

Williams, for having been named the Dublin Chamber of Commerce Volunteer of the Year, for her efforts in connecting BMI Federal Credit Union to the greater central Ohio community.



## 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 2018 BMI Federal Credit Union Golf Outing 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 \$19,363, to total \$38,726 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 of our community and local businesses, alongside the volunteer participation from our own employees. To date, BMI Federal Credit Union has provided over \$166,000 to Fallen 15 and the Fallen 15 Scholarship Fund.

# Financial Education Highlight



Improving the financial lives of our members and the community we serve starts with our youngest. In 2018, the Credit Union partnered with the Girl Scouts Council of Ohio's Heartland, Jack and Jill of America-Columbus Chapter, the Gardner School pre-school, and Dublin Middle School. Each

program was narrowly tailored to introduce the concept of spending, sharing, and saving. BMI Federal Credit Union provided financial education materials to 1,100 students in 12 high school and middle schools throughout central Ohio, which included activity kits, workbooks, and free access to our

online learning software, Banzai. In serving our adult bankers, the Credit Union provided over 230 Financial Coaching sessions, a 23% increase from the previous year. We also certified an additional 6 coaches for Financial Education for a total of 22 coaches. A new feature on the BMI Federal Credit Union website

now allows users to schedule free Certified Financial Coaching online from their desktop, smart phone, or tablet. The Credit Union saw a sharp increase in Preferred Employer Workshop attendance from 2017, while Community Workshop attendance doubled.



BMI FCU provided financial education materials to **1,100 students in 12 high school and middle schools** throughout central Ohio.



## Hall of Fame



The BMI Federal Credit Union Hall of Fame recognizes individuals or corporations who have made

significant contributions to our Credit Union, to our community, or to the members the Credit Union serves.

This year we honor Gwendolyn Von Holten, who recently retired after 34 years of service as an esteemed member of the BMI Federal Credit Union Board of Directors. Gwen has served on the Supervisory Committee to the Credit Union and held several leadership positions as Board of Director

including Secretary, Treasurer, Vice Chair, and Chair. In addition to her commitment to BMI Federal Credit Union, Gwen has served on the boards of the Girl Scouts of Ohio's Heartland Council, the Battelle National Biodefense Institute, and the Research Insurance Company, Ltd. In 2018, Gwen transitioned into retirement, vacating her seat on the BMI Federal Credit Union Board, and her post as Vice President of Corporate Finance at Battelle, the company she has served for 37 years. With the utmost gratitude for her compassion, her expertise, and her dedication to helping make BMI Federal Credit Union so great, we wish her the very best on her new journey into retirement.

## 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 2018 Jack Deibert Memorial Scholarship Recipients:

**Emily Suchan**

**Megan Caldwell**

**Vikram Srivastava**

## 2018 Stats

4

AWARDS OF EXCELLENCE



\$496,642,309

TOTAL ASSETS



INCREASE IN FINANCIAL COACHING SESSIONS FOR A TOTAL OF 230

22

CERTIFIED FINANCIAL COACHES ON STAFF

# Awards



## Culture of Excellence Award

Financial well-being wasn't the only priority in 2018, as BMI Federal Credit Union earned the 2018 Culture of Excellence award for employee health and wellness. The Credit Union exceeded all wellness goals for the fourth consecutive year, saw significant improvements in all high risk categories, and implemented new health initiatives and incentives for all employees.



## Top Financial Institution in Central Ohio

A comprehensive evaluation of the highest competing local banks and credit unions by AdvisoryHQ named BMI Federal Credit Union a Top Financial Institution in Central Ohio.



## #1 Best Local Credit Union in Central Ohio

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.



## Best Employers in Ohio

Hard work and dedication paid off in 2018, with notable recognition throughout the year. In January, the Credit Union earned a Best Employer in Ohio award for the ninth consecutive year.



## Balance Sheet

	12/31/18	12/31/17
<b>ASSETS</b>		
Cash & Due From Others	4,296,608	4,020,732
Interest Bearing Deposits	32,797,777	35,491,010
Cash & Cash Equivalents	37,094,385	39,511,742
Time Deposits	65,572,000	53,963,000
Securities Available for Sale	8,129,397	15,608,109
Securities Held to Maturity	-	-
Loans to Members	361,475,486	338,064,012
Allowance for Loan Losses	(739,599)	(572,593)
Net Loans	360,735,887	337,491,419
Net Premises & Equipment	13,132,174	11,316,502
Accrued Interest Receivable	1,456,403	1,220,563
Capital Participation Certificates	900,000	900,000
NCUSIF Deposit	3,648,523	3,502,620
Other Assets	5,993,540	6,839,976
<b>TOTAL ASSETS</b>	<b>\$496,662,309</b>	<b>\$470,353,931</b>
<b>LIABILITIES</b>		
Members' Shares	399,295,717	375,881,771
Other Liabilities	48,773,656	50,363,523
<b>TOTAL LIABILITIES</b>	<b>\$448,069,373</b>	<b>\$426,245,294</b>
<b>MEMBERS' EQUITY</b>		
Statutory Reserve	6,768,645	6,768,645
Retained Earnings	41,936,030	37,316,706
Other Comprehensive Income	(111,739)	23,286
Total Members' Equity	48,592,936	44,108,637
<b>TOTAL LIABILITIES &amp; MEMBERS' EQUITY</b>	<b>\$496,662,309</b>	<b>\$470,353,931</b>

These financial statements are as presented by Management for 2017 and 2018 fiscal years, not audited financial statements. Complete audited financial statements are available upon request.

## Income Statement

	12/31/18	12/31/17
<b>INTEREST INCOME</b>		
Loans	14,773,698	13,752,138
Time Deposits, Securities & Negotiable Certificate of Deposit	1,622,819	1,272,994
Interest Bearing Deposits & Federal Funds Sold	230,457	83,418
<b>TOTAL INTEREST INCOME</b>	<b>\$16,626,974</b>	<b>\$15,108,550</b>
<b>INTEREST EXPENSE</b>		
Members' Share Accounts	2,046,233	1,141,845
<b>NET INTEREST INCOME</b>	<b>\$14,580,741</b>	<b>\$13,966,705</b>
Provision For Loan Losses	(571,453)	(434,818)
<b>NET INTEREST INCOME AFTER PROVISION</b>	<b>\$14,009,288</b>	<b>\$13,531,887</b>
<b>OTHER INCOME</b>		
Fees	1,614,035	1,513,174
Gain (Loss) On Investments	0	0
Gain (Loss) On Disposition of Assets	(40,269)	(105,927)
Gain (Loss) On Loans Sold to FHLB	133,958	232,074
Other Income	4,337,008	3,009,062
<b>TOTAL OTHER INCOME</b>	<b>\$6,044,732</b>	<b>\$4,648,383</b>
<b>OTHER EXPENSE</b>		
Salaries & Employee Benefits	7,709,771	7,234,725
Occupancy & Equipment	1,150,141	1,171,284
Advertising & Marketing	673,161	760,617
Card Processing	616,576	599,128
Other Expenses	5,285,048	5,577,203
<b>TOTAL OTHER EXPENSE</b>	<b>\$15,434,697</b>	<b>\$15,342,957</b>
<b>NET INCOME</b>	<b>\$4,619,323</b>	<b>\$2,837,313</b>

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## MANAGEMENT

### 2017 Board of Directors

Brad Ashbrook, Chair  
Steve Phillips, Vice Chair  
Sarah Musser, Treasurer  
Shawn Richard, Secretary  
Gwen Von Holten  
Melita Garrett Abbey  
Kay Cooke  
George Dailey  
Bill Esch  
Aladin Gohar

### Director Emeritus

Denny Hockman  
Steve Krzykoski  
Jim Ramey

### Associate Directors

Christine Adolph  
Melinda Warner

### Supervisory Committee

Dave Arnold, Chair  
John Black  
Katherine Sites

## MANAGEMENT TEAM

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

## BRANCH LOCATIONS

### Dublin Branch

6165 Emerald Parkway  
Dublin, Ohio 43016

### Kinnear Branch

760 Kinnear Road  
Columbus, Ohio 43212

### Westerville Branch

12 S. Cleveland Avenue  
Westerville, Ohio 43081

### Bethel Branch

750 Bethel Road  
Columbus, Ohio 43214

### Battelle Branch

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



[www.bmifcu.org](http://www.bmifcu.org)

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