



In your life.

School Home Business Community

**SECNY**  
Federal Credit Union

2018 Annual Report



48th Annual Meeting  
Wednesday, March 20, 2019  
6:00pm at the North Syracuse Office

# A Message from the President and CEO



**Walter M. Bobesky**

## ANNUAL MEETING EVENTS

### Presentation of Scholarship Winners

### Meeting Agenda

- Ascertainment of Quorum
- Minutes of 2018 Annual Mtg.
- Message from the Board President
- Message from the CEO
- Treasurer's Report
- Credit Committee Report
- Supervisory Committee Report
- Unfinished Business
- New Business
- Nominating Committee Report, Elections
- Appointment of Vacancy, Board of Directors
- Adjournment

**In your school,  
at your business,  
with your community,  
for your family:  
We're in your life.**

SECNY offers stability, responsible financial management, accountability, value and a sense of family we all deserve.

Change, evolution, enhancement- some fear these, others embrace them.

**Your credit union is changing, evolving and enhancing for the better.**

Our goal as always is to balance old fashioned superior member service and implementation of technology that is safe, secure and convenient.

### SOME UPDATES FROM 2018:

- **NEW In-School Tiger Branch opened at Onondaga Central Jr./Sr. high school in September 2018.** Plus a NEW In-School Lancer Branch opened at LaFayette CSD in January 2019. In partnership with teachers, administrators and SECNY staff, high school students were trained and now run their own in-school branch. We provide the support and they receive the credit. More student branches are coming in 2019.
- **Financial Literacy and Education.** It's what we do. We support our schools by providing financial literacy in the classroom. We provide our community with education through our involvement with numerous community-based organizations. Want to share SECNY benefits with your group? We'll come to you!
- **Our continuously developing SEED Program** is our way of helping our member school districts provide opportunities for students and teachers that may not otherwise be possible.



- **The next generation of online account access arrived in 2018:** Corillian Online Banking with the Mobiliti app!
- **Pay Bills with CheckFree-** an enhanced online bill pay system with additional capabilities like rush payments, e-bills and more!
- **Pay People with PopMoney®-** an all new person-to-person payment platform! Send money to or request money from anyone in the U.S. with a mobile phone or email address.
- **Discover Trends with AllData®-** provides interactive views of a member's complete portfolio across multiple institutions.

- **AN ALL NEW MOBILE APP!** View balances instantly without logging in, transfer funds internally or externally, Pay Bills, Pay People- even get your updated credit score with Credit Sense!

### New Card Program Launched!

Last spring, we rolled out FOUR brand-new credit card options to our members! We offer MasterCard World, MasterCard Platinum Rewards, Visa Platinum Rewards and Visa Business Rewards.

ALL of our new card offerings come with:



- **0% APR for 12 billing cycles** on balance transfers and purchases!
- **uChoose Rewards** Earn points to redeem for gift cards, merchandise, travel, cash back and more! Earn up to 10 times the Bonus points from selected retailers. Combine your points across cards (and households!) to build larger point balances and redeem faster!
- **Wallet Pays-** All of our new credit cards are ApplePay, Google Pay and Android Pay enabled. SECNY debit cardholders may enroll in these services as well!
- **CardValet** Control all your cards (debit and credit) by setting alerts, establishing spend limits, turn your card on/off AND MORE! For FREE!
- **School Perks, Biz Perks and now Med Perks Programs-** extra discounts for school employees, SECNY affiliated businesses/organizations and our brand new program for medical and dental groups.
- **Any credit union service you want help with, our We'll Do It For You program** expands with patience and education. Online, by phone or stop in. Need help setting up any of our products or services? We'll do it for you and show you how to use it!
- **55,000+ surcharge-free ATMs locally and across the country.** Locally, you have all InTouch<sup>SM</sup> SECNY machines, Allpoint Network locations at Wegmans, Costco, Speedway, Target and more. We have expanded the network with reciprocal agreements with other credit unions such as Empower, Summit, Reliant, Finger Lakes, Auburn to name a few. To find a surcharge-free ATM near you, visit our ATM Locator at the top of the SECNY homepage.
- **Internal enhancements** made during 2018 included the OnCourse Training program provided to all staff members, updated SECNY website that is ADA compliant and payroll system conversion to name a few.

SECNY is federally insured and one of the safest financial institutions in the country. Our lending quality is a leader in the industry. But what are the things we hear you love most? That you are treated like family, warmly welcomed in our branches and the sense of comfort when speaking to one of our employees on the phone.

It takes much more to bring you the credit union you enjoy today. It takes talented and creative people to bring our business to life every day. People who strive to do great things and deliver amazing results. What makes us better... is the personal touch. The common thread we all share here? ...The values.

Your home is our home. We are Central New York.  
**Thank you for your continued membership and support!**



# Supervisory Committee Report

An overview of committee activity for 2018.

- Reviewed financial reports
- Reviewed monthly closed, dormant and paid accounts
- Reviewed non-financial changes to member accounts such as address, name, rate, credit limit and payment date changes
- Reviewed loan & CD rates
- The committee hired the audit firm of Sciarabba Walker & Co LLP to perform the annual supervisory audit, ACH audit and BSA audit as required by the NCUA
- Met with NCUA Federal Credit Union examiners reviewing examination results
- Hired Firley, Moran, Freer & Eassa, CPA, P.C. to conduct the internal audit function
- Reviewed internal audit results and audit work papers
- Reviewed Credit Union policies
- Welcomed a new member to the SC

We would like to thank the Board and credit union staff for their cooperation and dedicated service to the credit union.

Respectfully submitted,

David Fern  
 William Welch  
 Karl Barner  
 Sean Corcoran  
 Ivan Drazek

2018

The role of SECNY FCU's Supervisory Committee is to perform financial audit oversight, on behalf of SECNY's Board of Directors.

The primary responsibility of the Supervisory Committee is to serve as a means of checks and balances at the Credit Union.



# Credit Committee Report

The credit committee held 12 regular meetings during 2018 and approved 2,217 loans for a total of \$35,669,241.67.

The committee reviews all loan requests to ensure credit quality and compliance with state and federal regulations along with adherence to credit union policies. We are pleased to report that our credit quality remains strong and our delinquency and charge off ratios continue to be lower than that of our peers.

Over the past year there was a strong demand for home equity loans and lines of credit and we are pleased to report that we approved over 1,000 new credit card accounts.

This year, we are excited to offer a new lease-like auto loan program which will help members keep their car payments more affordable and give them greater buying power at the dealership. With our program, members own the vehicle and we allow more flexibility at the end of the loan term compared to a typical lease offered through the dealer.

In addition to helping members with their auto purchase, we look forward to helping members who are looking to purchase or refinance their home. We'll give them the tools they need to navigate through the mortgage process with confidence and we'll even make home buying more affordable by helping with the closing costs.

Many thanks go out to the committee members, credit union officials and staff for their hard work and dedication. A special thank you goes out to Barry Miller for his many years of service on the Credit Committee. Barry has been an active and loyal member of the committee since 2005 and we truly appreciate all that he has done for the credit union throughout the years. Lastly, we want to thank our members. We are here because of them and we look forward to serving their financial needs in the coming year and beyond.

Respectfully submitted,

Phyllis Danks, Chairperson  
 Anita Pisano  
 Barry Miller  
 David Razzante  
 Dr. William Silkey  
 Ellen Dieffenbach

2018

The credit committee has the authority to appoint one or more loan officers, not more than one may serve on the committee.

The committee may selectively delegate its powers to a loan officer and set the limits of the delegation.

Applications or requests not approved by a loan officer must be acted upon by the credit committee.



# 2019 Scholarship Program

SECNY FCU has established a Scholarship Fund from which five \$1000 scholarships will be awarded. The credit union recognizes student potential within our communities and commits contribution to student development through support of continuing education.

A total of 37 applications were received for the 2019 program. After review, the following five students were selected as recipients of SECNY's Scholarship Funds:

**Bethany Miller**  
LaFayette Jr./Sr. H.S.

**Brandon Milham**  
Westhill H.S.

**Greta Smith**  
Jamesville-Dewitt H.S.

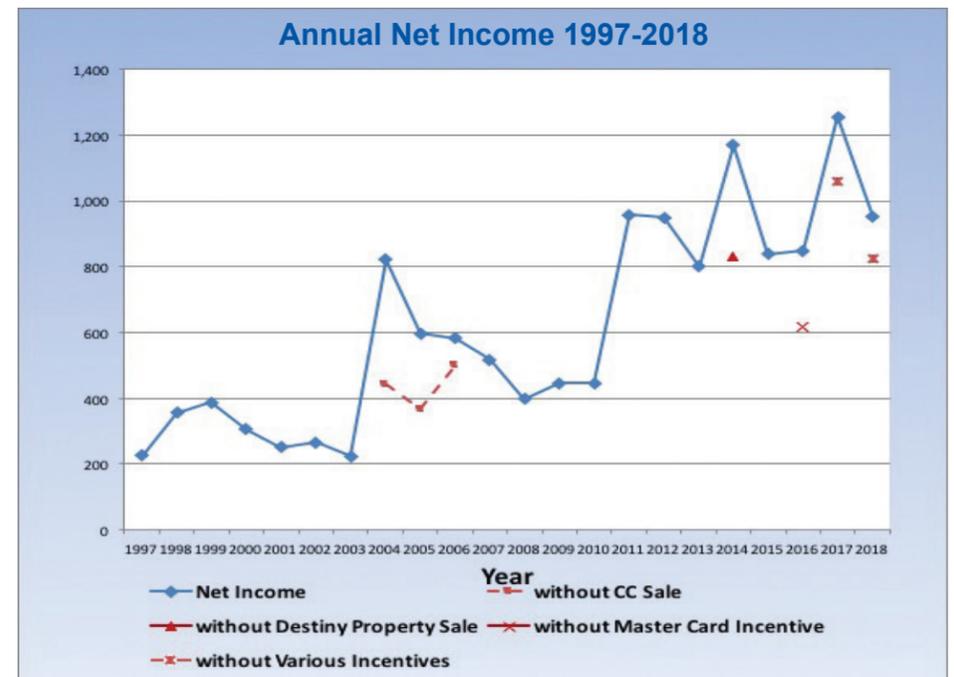
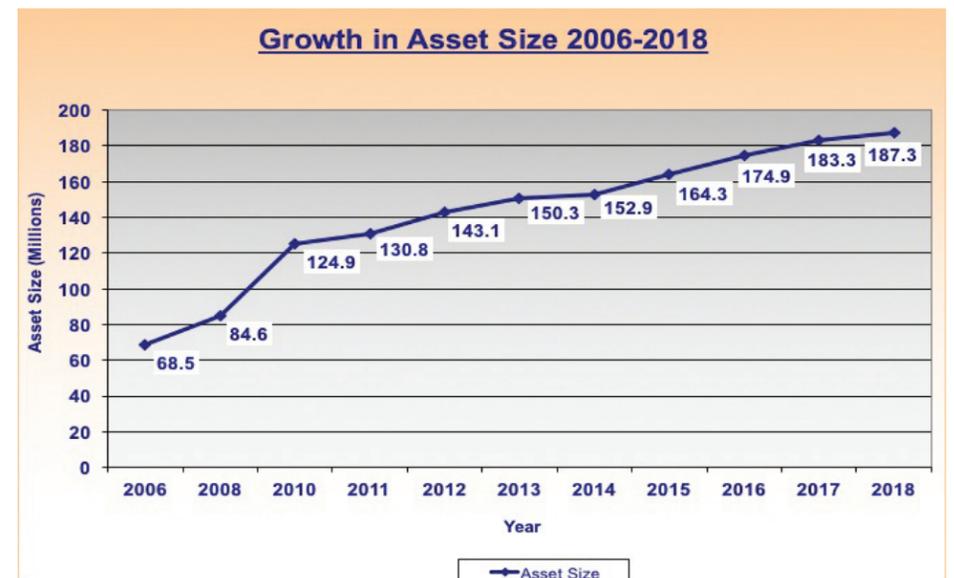
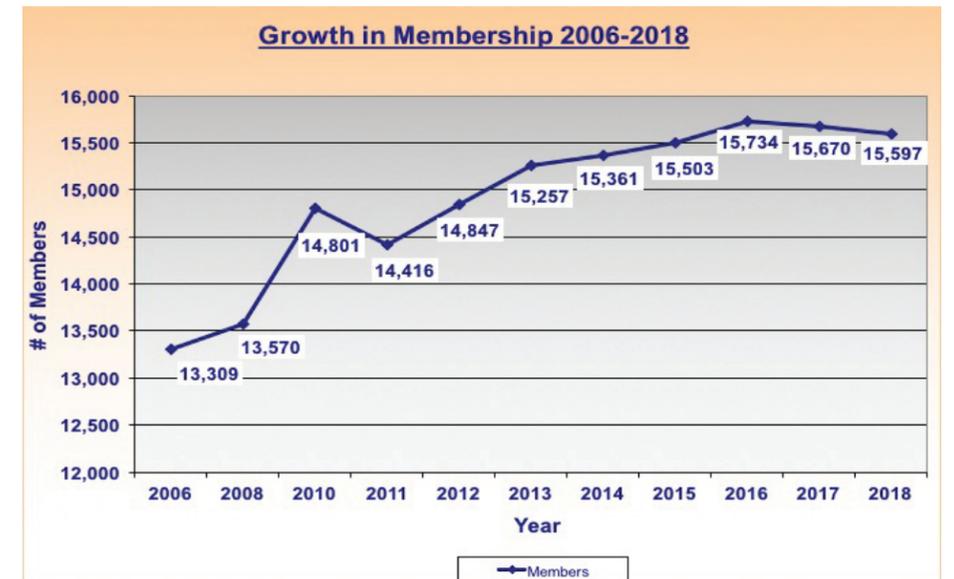
**Michael Carni**  
C.W. Baker H.S. (Baldwinsville)

**Ryan Micho**  
C.W. Baker H.S. (Baldwinsville)

Special thanks to Karen Ellis and Aerik Radley for serving on the Scholarship Review Committee.

Sincerely,  
Courtney Fulmer  
SECNY Scholarship Committee

## Credit Union Overview



# Statement of Condition

ASSETS	12/31/15	12/31/16	12/31/17	12/31/18
Loans(Net ALL)	104,563,261	111,600,898	115,070,848	121,748,130
Cash	10,877,206	11,262,806	14,459,929	10,625,021
Investments	44,231,554	47,502,469	49,364,081	50,276,979
Land & Building	3,846,925	3,711,437	3,599,122	3,677,952
Other Fixed Assets	161,215	141,700	147,633	102,267
Prepaid Assets	389,624	382,847	390,752	468,136
All Other Assets	247,234	261,029	304,340	355,270
<b>TOTAL ASSETS</b>	<b>\$164,317,018</b>	<b>\$174,863,185</b>	<b>\$183,336,705</b>	<b>\$187,253,754</b>
TOTAL LIABILITIES	1,982,619	2,958,759	2,966,961	2,770,794
TOTAL SHARES	149,421,595	158,143,154	165,354,521	168,516,408
Reserves	2,243,773	2,243,773	2,243,773	2,243,773
Other Reserves	0	0	0	0
Undivided Earnings	10,669,031	11,517,499	12,771,450	13,722,778
<b>TOTAL LIABILITES &amp; EQUITY</b>	<b>\$164,317,018</b>	<b>\$174,863,185</b>	<b>\$183,336,705</b>	<b>\$187,253,754</b>

# Meet your Board of Directors!



**Chris Harris**  
President



**Joe Simmons**  
Vice President

# Statement of Income & Expense

Total Operating Income	\$6,119,250	\$6,553,253	\$6,908,172	\$7,610,688
Less Total Operating Expense	5,023,876	5,480,973	5,391,791	6,134,669
Net Operating Income	1,095,375	1,072,280	1,516,382	1,476,020
Non-Operating Income	(6,768)	(3,601)	(920)	(4,187)
Income Before Dividends	1,088,606	1,068,680	1,515,461	1,471,832
Dividend Expenses	250,817	220,193	261,511	520,504
<b>NET INCOME</b>	<b>\$837,789</b>	<b>\$848,487</b>	<b>\$1,253,950</b>	<b>\$951,329</b>



**Anne Marie Voutsinas**  
Secretary



**John Drazek**  
Membership Chair



**Walter Bobesky**  
Treasurer

# State of Our Schools

Submitted by  
Aerik Radley, Education Marketing Manager

2018  
Retrospect



The progress SECNY FCU has been making to re-establish and deepen relationships with our educational community has created an exciting and very optimistic future for our students and teachers alike. Most prominently the openings of the Tiger Branch in Onondaga Junior/Senior High School and the Lancer Branch in LaFayette Junior/Senior High School have provided an opportunity for deepened relationships with district administration, faculty, staff and student body; all while enhancing students' education through real-life educational experiences and training. Future development for these programs show promise for expanding our educational partnerships to include more of the student body, teaching staff and greater community.

Our school-based Ambassador Program is healthy and growing toward our goal of having an ambassador in each building of our partner school districts. Ambassadors are responsible for many of the financial literacy opportunities that have come to SECNY FCU this academic year. We have participated in family nights, community fairs and workshops, spoken to student groups like The Building Men Program, various Girl Scout Troops, and classes in multiple districts to help enhance their financial literacy education and programming. Ambassadors have also been the source of new engagement with school-based professional organizations. For this, SECNY FCU extends a huge thank you to all of our Ambassadors, and invite those who may be interested in being an Ambassador of our great community to reach out.

As planning and preparations are made for future development within the educational community, we have consistently been impressed with the innovation and creativity that comes from our partners in education at all levels. Be proud of the great educational community we have now, and get ready for the growth of our community that is coming in the next year.

Thank you,  
Aerik J. Radley



2018  
Retrospect

# Community Partners

Submitted by  
Karen Ellis, Relationship Development Manager



SECNY maintains active involvement in five area Chambers of Commerce in addition to working closely with our current member businesses and organizations.

We take great pride in our local communities! Our managers and staff are encouraged to represent the credit union and participate in various activities.

This year, we introduced the Med Perks Program to our School and Biz Perks lineup. These programs provide additional credit union benefits to the employees/members of these groups and associations.

Staying true to providing financial responsibility through education, SECNY hosted several in-branch networking sessions for some of our local Chambers of Commerce as well as financial literacy seminars onsite at member employer facilities.

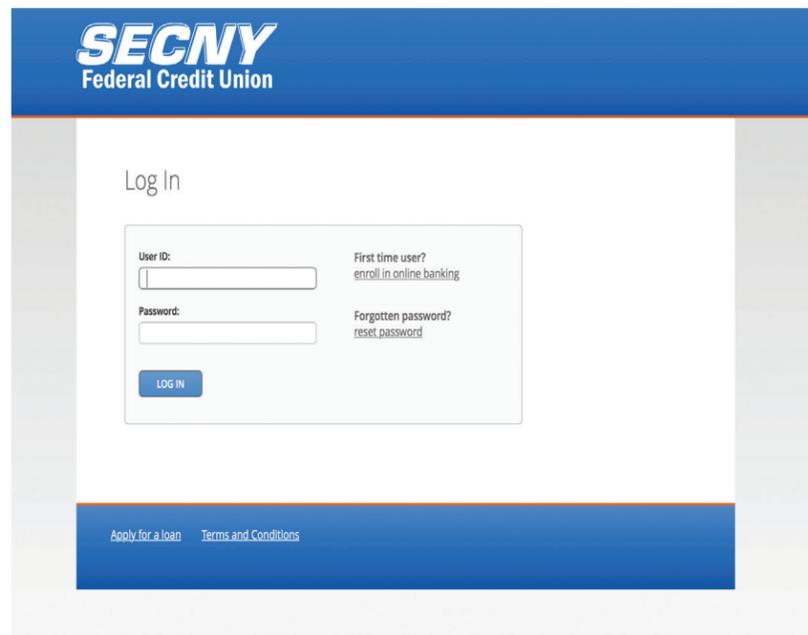
We are dedicated to our ever-growing family of member groups and organizations and continue to support local.

It is indeed the people in our communities who make it an honor for us to be **Serving Everyone in Central New York!**

Thank You,  
Karen Ellis

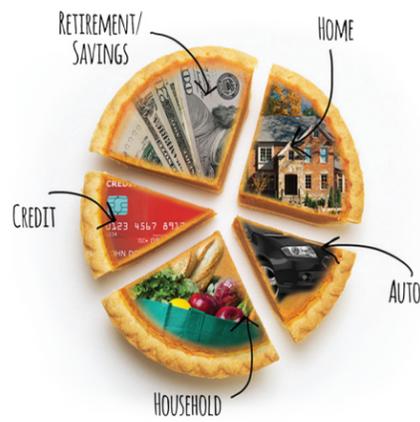
2018 Retrospect

# New eServices!



In July 2018, enhanced online banking services were introduced. Corillian Online Account Access features:

**popmoney**  
Person to Person Payment



**AllData**  
Personal Finance Manager



Mobile App



2018 Retrospect

# New Credit Card options!

Visa or Mastercard?  
The choice is yours!

**Up to 20,000 Bonus Reward Points**  
upon first purchase!



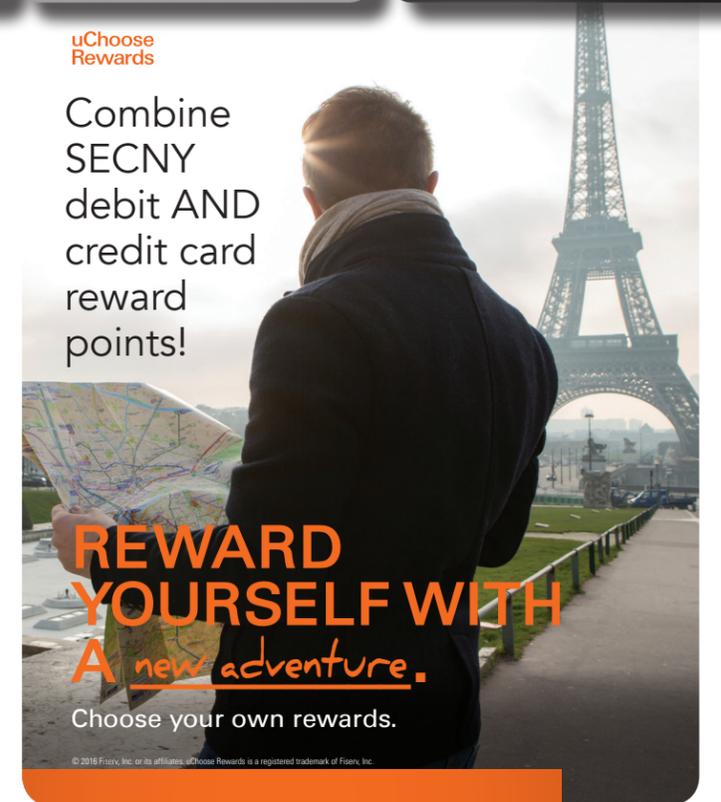
**NO ANNUAL FEE!**  
**Superior Rates**  
**Enhanced Security**

PLUS:



uChoose Rewards

Combine SECNY debit AND credit card reward points!



**REWARD YOURSELF WITH A new adventure.**

Choose your own rewards.



BILL PAYMENT ZEN

CheckFree Bill Pay

(including rush payment and eBill features!)



**CreditSense**

Credit Score Monitoring Tool

2018 Retrospect

# Rewarding new Youth Programs!



- Getting a job.
- Credit cards.
- Paying for food and rent.
- Student loans.
- Interest rates.

The world of personal finances can be overwhelming.

Our youth programs were student-designed to help high school and college-age individuals navigate it with the right tools for a strong financial start.

# Banzai!

SECNY also offers FREE Banzai Financial Literacy resources: A real-life online simulation game to help students learn how to manage money responsibly.

2018 Retrospect

# Perks Programs!

**SECNY** Federal Credit Union presents  
**"Biz Perks!"**

Extra credit union benefits for SECNY affiliated businesses/organizations.

- First \$5.00 into new account<sup>1</sup>
- 0.25% loan/mortgage rate discount<sup>2</sup>
- Loan Skip Pay Program (skip up to two payments per calendar year)<sup>3</sup>\*Certain conditions apply.
- \$25 cash for new Direct Deposit

Special Offer! Up to 20,000 Bonus Reward Points upon first purchase when you get one of our credit cards!<sup>4</sup>

Financial Literacy programs for employees/organization members

PLUS: "Perk" up your staff/organizational meetings with a visit from SECNY representatives! We'll bring the refreshments, giveaways and credit union benefit information your group will love! Contact Karen Ellis, Relationship Development Manager at [kellis@secny.org](mailto:kellis@secny.org) to schedule.

Contact any branch to take advantage of your perks today!

**SECNY** Federal Credit Union presents  
**"Med Perks!"**

Extra credit union benefits for SECNY affiliated medical and dental groups.

- First \$5.00 into new account<sup>1</sup>
- 0.25% loan/mortgage rate discount<sup>2</sup>
- Loan Skip Pay Program (skip up to two payments per calendar year)<sup>3</sup>\*Certain conditions apply.
- \$25 cash for new Direct Deposit relationships<sup>3</sup>

Special Offer! Up to 20,000 Bonus Reward Points upon first purchase when you get one of our credit cards!<sup>4</sup>

Financial Literacy programs for employees

PLUS: "Perk" up your staff meetings with a visit from SECNY representatives! We'll bring the refreshments, giveaways and credit union benefit information your group will love!

Contact: **Karen Ellis**, Relationship Development Manager at [kellis@secny.org](mailto:kellis@secny.org) to schedule.

Contact any branch to take advantage of your perks today!

Our Biz, Med and School "Perks" Programs were created to provide additional credit union benefits for SECNY affiliated businesses, organizations and school employees.

We recognize that credit union services are unique and valuable benefits for employers and organizations to offer their staff/volunteers. Each Perks Program contains access to financial literacy programming vital to staff well-being, discounts and more.

**SECNY** Federal Credit Union presents  
**"School Perks!"**

Extra credit union benefits for school employees.

- First \$5.00 into new account<sup>1</sup>
- 0.25% loan/mortgage rate discount<sup>2</sup>
- Loan Skip Pay Program (skip up to two payments per calendar year-great during summer months)<sup>3</sup>\*Certain conditions apply.
- \$25 cash for new Direct Deposit relationships<sup>3</sup>
- "Summer Stash" Club Account: have extra cash at the end of the school year by starting an interest-bearing vacation club account (min. \$100 to earn interest)

Special Offer! Up to 20,000 Bonus Reward Points upon first purchase when you get one of our credit cards!<sup>4</sup>

PLUS: "Perk" up your faculty/staff/administration meetings with a visit from SECNY representatives! We'll bring the refreshments, giveaways and credit union benefit information/financial literacy information your group will love!

Contact any branch to take advantage of your perks today!



secny.org

 facebook.com/secnyfcu

 @secnycu

Serving everyone in  
Onondaga, Cayuga,  
Madison and Oswego  
counties!

