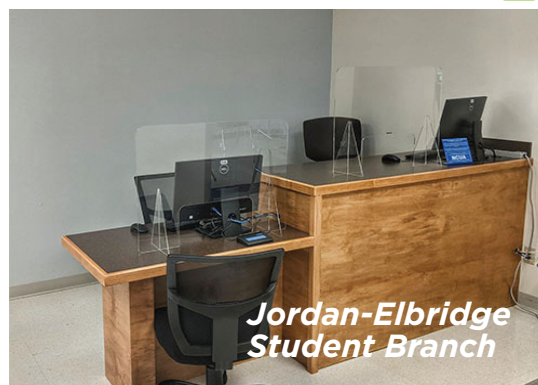
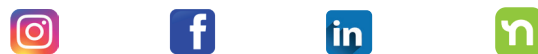


# SECNY

Federal Credit Union

## 2022 Annual Report



# A Message from the President and CEO

*Walter M. Bobesky*



2022 brought us all together in new ways. Emerging from previous pandemic challenges, we intentionally set out to assess our environment and work strategically to exceed expectations.

As we navigate 2023, SECNY continues to offer stability, responsible financial management, accountability, value, and a sense of family we all deserve. Your credit union provides all the services you need to take care of your financial needs from your computer, tablet, smartphone or just a simple call to the credit union. We've created, enhanced and continue to pursue offering financial services using technology solutions that have transformed your credit union into a national leader.

**Demand for technology remains strong.** By the end of 2022, 59% of our members used our Online Banking service called Corillian, 67% of our members have a checking account, 65% of our members have our debit card and 41% of our members receive eStatements. When you elect to use our eStatement service, you receive a reminder that your statement may be viewed electronically within Online Banking. All of this is FREE for you to use. Everyday life now requires them, so we will continue to engage our members to increase usage and awareness of these convenient services.

**Update on our Fairmount Office.** Our newly renovated and expanded contact center in Fairmount is complete. The Center will handle incoming calls along with correspondence via email and other online applications. They will also provide follow-up and outreach to our members. We will be integrating our back office operations within the same space. This will provide you with expedited service and response to requests.

**Our Mortgage Services Center** is expected to relocate from our Baldwinsville office to its new home in Fairmount this spring. We have expanded the number of mortgage loan officers and mortgage service options. This segment of the credit union has seen steady growth and experienced the most demand for additional products. Look for more to come this year!

**The Fairmount Branch is almost here!** This project has experienced delays due to supply chain issues, labor shortages and regulatory requirements. We have worked through all of these and expect to open in the second quarter of 2023.

New systems and payment platforms have been implemented to achieve the next level of technology. This allows us to provide you the latest in financial service including:

- **Instant Issue Debit Cards-** this service has been overwhelmingly popular and well-received by our members. Don't want to wait for a new card? Contact us and we can have one made instantly during weekday business hours. Have it mailed to your home or pick it up at our Onondaga Hill office- the choice is yours!
- **No Closing Cost Mortgages-** introduced to provide members with alternative financing options and reduce costs.
- **Our 4th student-run branch location opening at Solvay High School-** joining our existing student branch network alongside Onondaga Central, LaFayette and Jordan-Elbridge. Your credit union continues to invest in our schools and our communities. A potential fifth branch in this network is also in discussion for the 2023-2024 academic year.

## 52nd ANNUAL MEETING

Wednesday, March 22, 2023  
6:00pm North Syracuse/Zoom

### Events:

**Presentation of  
Scholarship Winners**

### Meeting Agenda

- **Ascertainment of Quorum**
- **Minutes of 2022 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**

# 2023 Outlook...

- **SECNY University-** we have expanded our staff training and developed additional product knowledge, member experience and leadership training modules.
- **Safety and Security Protocols -** we completed a credit union wide physical Security Analysis for all our facilities. In addition, we have enhanced our Risk and Fraud Management Programs.

*Last year also introduced few services that deserve special mention because of your response.*

- **Online Appointment Booking-** members can request an in-branch appointment online using this quick, simple form. Make the most of your valuable time without a wait to visit with our friendly staff!
- **Revitalized Business Account Offerings-** you provided feedback and we listened. Our latest business account program introduced over the summer combines the best, most requested services with fee-free options as well as additional borrowing opportunities.

Today we enjoy over 92,000 surcharge-free ATMs locally and across the country. Last year, we added the MoneyPass network. Locally, you have all InTouch SECNY machines, Allpoint Network locations at popular shops like Wegmans, Costco, Target, Speedway, Right Aid, Walgreens, 7 Eleven and more. We have reciprocal agreements with other credit unions such as Empower, Summit, Reliant, Finger Lakes and AmeriCU to name a few. Use their machines surcharge-free!

***Our credit union philosophy remains true:  
Not-for-profit, but for service.***

Cybersecurity continues to be a high priority. We are continually upgrading system software and evaluating our processes to protect all credit union data. SECNY remains proactive and has added more levels of risk management.

We continue to experience the convergence of strategies that were introduced over 30 years ago. The goals and visions from our strategic plan remain the same with technology enhancing speed and options. We stay focused on our core values and sense of family. Our experienced and well-trained staff provides a superior level of personal service second to none. I thank each and every one of them for their dedication.

SECNY is federally insured and one of the safest financial institutions in the country. Our lending quality is a leader in the industry. We continue to provide advanced technological financial services with practical application and functionality at the forefront.

We are proud to be a part of this dynamic organization, and, as always, your membership remains our highest priority.

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

**Sincerely,**



President/Chief Executive Officer

## What Else Are We Working On?

- **Credit and Debit Card enhancements-** SECNY is in the process of securing a new vendor to provide an elevated level of service across our card platforms. From easier-to-use online and mobile card management tools to a robust rewards program, we expect a significant upgrade to the card experience.
- **Introduction of Zogo-** a new online financial education program. Zogo brings “fun to finance” as users complete various modules and earn points toward gift card rewards while boosting their financial skills! Check back at [secny.org](https://secny.org) for more details.
- **Brand Refresh-** in 2021, we celebrated 50 years of service in Central New York. This celebration launched efforts to review our existing core values, mission statement and logo. The results of this process included a new, updated logo depicting our **E**nergy, commitment to **E**ducation and service to **E**veryone in Central New York.

**SECNY**  
FEDERAL CREDIT UNION

# Supervisory Committee Report

An Overview of Committee Activity for 2022:

- 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
- Reviewed and discussed all audits with Firley, Moran, Freer & Eassa, CPA, P.C.
- Conducted Member Verification as required by NCUA
- Reviewed results from most recent NCUA examination
- Reviewed internal audit results and audit work papers
- Reviewed Credit Union policies

As always, the Supervisory Committee would like to thank the Board of Directors and the SECNY staff for their professionalism and dedication to the credit union.

**Respectfully submitted,**

David Fern, Chairperson  
William Welch  
Sean Corcoran  
Ivan Drazek  
Kris Wilson

What does the  
Supervisory  
Committee  
do?

**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 approved 1,292 loans for a total of \$42,889,001.98. The committee reviews all loan requests to ensure compliance with state and federal regulations, along with adherence to credit union policies.

Once again, credit cards, used auto loans and mortgages made up the majority of the new loan business in 2022. That isn't surprising because our credit cards have low rates, no annual fees, great rewards and so much more. We continue to receive auto loan referrals from our preferred lending partners, and we have seen growth in our "Green" loans as well.

We are excited to help even more of our members achieve homeownership with our new First Time Home Buyer program. Even with the increasing interest rates, owning a home is one of the best ways to build wealth. Contact the mortgage department to help guide you along your roadmap to homeownership.

Many thanks go out to the committee members, credit union officials and staff for their hard work and dedication. Most of all, we would like to thank our members. We appreciate your business and look forward to serving your financial needs for many years to come.

**Respectfully submitted,**  
Phyllis Danks, Chairperson  
Anita Pisano  
David Razzante  
Dr. William Silky  
Deborah Glisson  
Ellen Dieffenbach

What does the Credit Committee do?

**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.**

2022

# 2023 Scholarship Program

SECNY FCU has established a Scholarship Fund from which five \$1000 scholarships will be awarded. One of the five Scholarship Awards will be designated for a student remaining in our local CNY area, planning on attending Community College, Trade School, Work Program or Certificate Program, etc. The credit union recognizes student potential within our communities and commits contribution to student development through support of continuing education.

Over 40 applications were received for the 2023 program. After review, the following five students were selected as recipients of SECNY's Scholarship Funds:

**Gavin Annable**  
Onondaga Central Jr./Sr. H.S.

**Owen Penhollow**  
C.W. Baker H.S. (Baldwinsville)

**Ethan Snyder**  
Marcellus H.S.

**Angela Kumah**  
Nottingham H.S. (Syracuse City)

**Natalie Price**  
Onondaga Central Jr./Sr. H.S.



We congratulate our students and wish them much success in their future endeavors!

**Sincerely,**

Jillian Kerekes

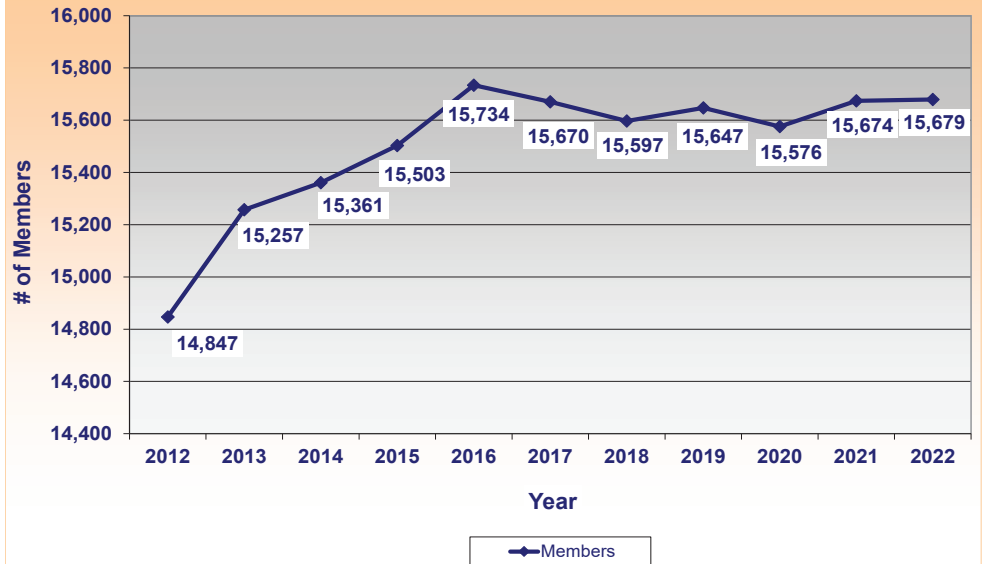
Courtney Fulmer

Melissa Hennessey

**SECNY Scholarship Committee**

# Credit Union Overview

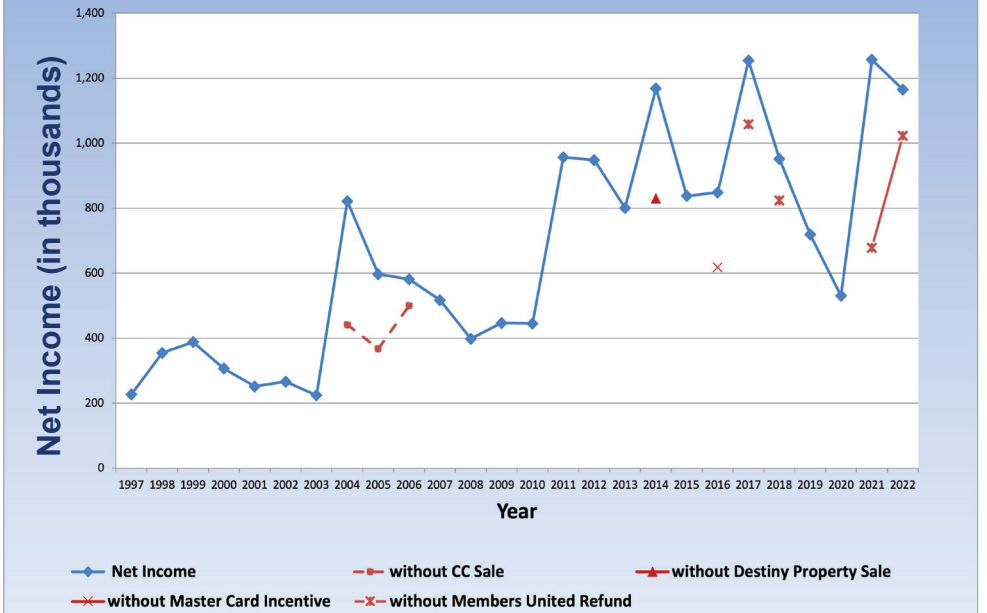
### Growth in Membership 2012-2022



### Growth in Asset Size 2012-2022



### Annual Net Income 1997-2022



# Statement of Condition

| ASSETS                               | 12/31/19             | 12/31/20             | 12/31/21             | 12/31/22             |
|--------------------------------------|----------------------|----------------------|----------------------|----------------------|
| Loans(Net ALL)                       | 126,026,303          | 127,773,618          | 133,135,558          | 143,218,510          |
| Cash                                 | 19,251,269           | 32,259,738           | 12,041,971           | 12,866,904           |
| Investments                          | 51,675,970           | 72,624,479           | 108,529,156          | 109,358,873          |
| Land & Building                      | 3,554,580            | 3,456,418            | 3,930,728            | 5,852,148            |
| Other Fixed Assets                   | 133,128              | 131,027              | 81,432               | 119,196              |
| Prepaid Assets                       | 397,145              | 333,777              | 371,835              | 329,380              |
| All Other Assets                     | 365,646              | 358,302              | 472,213              | 664,220              |
| <b>TOTAL ASSETS</b>                  | <b>\$201,404,042</b> | <b>\$236,937,358</b> | <b>\$258,563,893</b> | <b>\$272,409,232</b> |
| <b>TOTAL LIABILITIES</b>             | 2,949,022            | 2,357,531            | 2,260,449            | 2,982,361            |
| <b>TOTAL SHARES</b>                  | 181,769,583          | 217,363,972          | 237,830,873          | 249,789,291          |
| Reserves                             | 2,243,773            | 2,243,773            | 2,243,773            | 2,243,773            |
| Other Reserves                       | 0                    | 0                    | 0                    | 0                    |
| Undivided Earnings                   | 14,441,663           | 14,972,082           | 16,228,797           | 17,393,807           |
| <b>TOTAL LIABILITES &amp; EQUITY</b> | <b>\$201,404,042</b> | <b>\$236,937,358</b> | <b>\$258,563,893</b> | <b>\$272,409,232</b> |

## Statement of Income & Expense

|                              |                  |                  |                    |                    |
|------------------------------|------------------|------------------|--------------------|--------------------|
| Total Operating Income       | \$8,026,642      | \$7,765,151      | \$8,176,175        | 8,951,942          |
| Less Total Operating Expense | 6,618,306        | 6,704,214        | 6,590,932          | 7,295,857          |
| Net Operating Income         | 1,408,336        | 1,060,937        | 1,585,243          | 1,656,085          |
| Non-Operating Income         | (25,043)         | 8,829            | (5,333)            | (31,258)           |
| Income Before Dividends      | 1,383,293        | 1,069,766        | 1,579,910          | 1,624,827          |
| Dividend Expenses            | 664,408          | 539,348          | 323,195            | 459,817            |
| <b>NET INCOME</b>            | <b>\$718,885</b> | <b>\$530,418</b> | <b>\$1,256,716</b> | <b>\$1,165,009</b> |



# Board of Directors



Joe Simmons



Anne Marie  
Voutsinas



Fred Harris



Walt Bobesky



Chris Harris



# State of Our Schools

2022 felt like a year of transitions. If we spent 2020 and 2021 pivoting, 2022 allowed us to see more clearly when we stepped off the merry-go-round. And in good news—the couch made it up the stairs! For those of you who avoided that Friends meme during the pandemic, we were able to turn our pivots into success, and so much of that was because of your support and continued membership. To each of our teachers, school administrators, students, and parents—thank you.

The work you have done, and continue to do, inspires us each day to provide the same in return to you and our community. We are updating our logo and brand this year, to emphasize our core values of Service, Education, and Community. SECNY FCU is not just where you do your banking. We are the place where you can bring your financial challenges, questions, successes, and needs. We are the place that knows your name and is happy to see you each time you come through the door. We are the place that remembers what is happening in your life, and hopes to connect you with the right tools to make the most of those moments. And we are the place that celebrates the same community that you live in because we live there too.

We are constantly working hard to be available to you! In 2022, we began the process of opening two new branches, coming this year. One is our Fairmount branch, and we are so excited to be coming to an area where we have so many members and staff! The other is our next Student Branch located at Solvay High School, coming in March 2023. Solvay is an excellent addition to our Student Branch network- a network that best embodies those principles of service, education, and community on which we were founded and continue to be inspired. Thanks to you, we can deliver financial literacy and real on-the-job education to students throughout the regions we serve. Currently, we operate successful student branches in LaFayette, Jordan-Elbridge, and Onondaga Central schools—with Solvay directly on the horizon. These functioning branches also provide opportunities to engage and develop branch staff, who build relationships and connections with students and gain hands-on leadership experience.

Beyond the classroom, 2022 saw substantial growth in our Save2Earn account program, designed for students ages 18-26. We saw a 62% increase in accounts opened from 2021, highlighting our ability to meet the needs of this population through offerings like First Time Auto Buyer, Credit Kickstart, and our newest addition, Save2Own. In addition, we recently partnered with Zogo, a financial literacy app and classroom tool, which gamifies financial literacy and creates a fun and engaging experience for our students. There is also desire from our populations to commit to a financial institution that gives back, and it is our honor to not only be your credit union, but to support our communities, students, educators, administrators, faculties, and schools.

***As stated by one of our scholarship winners, Hadley Michaels, "By becoming a credit union member, I will be part of a community rather than an organization focused on profit, as seen in most traditional banks. As a member of this credit union, I will be able to access the same benefits as my family."***

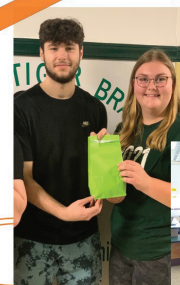
Our experience pivoting also prompted us to grow our Scholarship program this year as well, dedicating a fifth scholarship that is focused on a student that remains local to attend trade school or community college, with an additional scholarship being added for a continuing learner later this year. We know that education is important to our community, and we support these values for each of our members and their families.

We began as a credit union designed for educational professionals, and we have grown into **your** Credit Union, taking pride in the belief that education is a keystone of what we do. As we set out in 2023, we look forward to continuing our commitment to service, to education, to community, and to our members.

**Sincerely,**  
**Jillian Kerekes**  
**Manager of Education Marketing**



## Congratulations to Emily Francis!



**OUR ONONDAGA CENTRAL SCHOOL SECNY TIGER BRANCH GOLD HUNT WINNER!**



Did you know that we operate branches in three local schools to promote financial literacy and career development? Reach out to learn more!



**SAVE SMALL DREAM BIG**  
at your credit union™

April 21st | 4P-5P  
Marcellus Free Library  
32 Maple St, Marcellus, NY 13108

This free, engaging event will allow students in grades 4-8 to learn more about saving money and setting goals by creating a pretend brand and working within a budget to achieve their goals.

- Students will:
- Build vision boards
  - Use key branding
  - Create a campaign
  - Take that information to the budget



Play to learn savings!



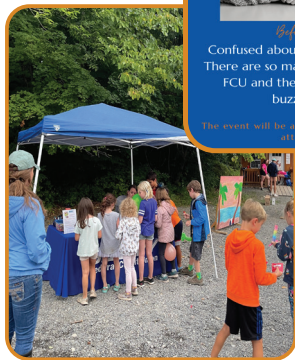
**FROM GIMMICKS TO GOALS**  
April 13, 12P-1P

*Budgeting that works for you.*



Confused about where to begin when it comes to budgeting? There are so many trends and so much to consider! Join SECNY FCU and the YMCA for a discussion on how to avoid the buzzwords and find what works for you.

The event will be available on Zoom and Facebook. Registration is required. Attendance is open to everyone and is free.



# Business Development

Your local community credit union has been preparing for growth, change and opportunity. From a Business Development perspective, we have made connections with local businesses to serve our community together. Delivering the best member service while being able to refer local business connections tied to your neighborhood. We have implemented outstanding service enhancements and connect locally with our Center of Influence and Preferred Vendor programs. We value relationships with all our Chambers of Commerce- they always strive for family-friendly activities, growing local businesses and celebrating new or continual success for all their neighbors. Through the chambers, we host annual Java Talks where we can share what's new at the credit union and network locally. Our Chambers offer many networking options such as leads breakfast, luncheons, ribbon cuttings, after hours events, Java Talks and MORE.

SECNY's enhanced business accounts offer fee-free options with credit union benefits for your staff. Business members have access to perks, free online banking, no per-item fees and free bill pay. When you become a community partner, you gain access to monthly E-newsletters, visits from the credit union to benefit your staff, and more. During June, each branch received one-on-one training to make sure everyone was comfortable talking all items 'business'. Not only is it our goal to have great products and programs, but first-class member service is a must. To keep things fun, we launched a business bingo training in November as a refresher. All our staff really enjoyed this out-of-box activity and our winner was the upcoming Fairmount Branch team!

We value the power of connection with local businesses to serve our members and the community. Our partnership opportunities are vast including: Community Partners, Center of Influence, Preferred Lending and Preferred Vending. As part of our Community Partner program, we will come to your business to do account opening workshops, offer financial literacy programing, and our popular perks program to employees or volunteers. Center of Influence (COI) is new this year, we just released our first directory! COI serves as a resource for our members and includes local Attorneys, Construction companies, CPA/ Financial Advisors, Insurance Agents, Real Estate and Home Inspectors. Our members come to us during all stages of life and we love being a trusted resource.

Our Preferred Lending program is still delivering great results and grew from just under \$1M in loans specifically generated by SECNY Preferred Lenders to over \$3M by end of 2022! Updates were made to our First Time Auto Buyer program to adjust with trends we saw over the last year to continue to make it a competitive product and a must-have relationship. Our goal is to educate and help steer our drivers in the right direction.

We want to thank our team for always delivering excellence in member service and supporting our innovative programs. Without you, these programs wouldn't be as successful. To our members- thank you for your loyalty and being our biggest cheerleaders. To our family of partners- thank you for referring us business and trusting us with your clients. To our Senior Management and Board of Directors- thank you for seeing our vision and letting our creativity bring new opportunities for growth and development. Without all of you, we wouldn't be able to do the work that we do. SECNY influences so many in our community, in our workplaces, in our schools and the hearts of our members.

We look forward to seeing you all in 2023. If you see us at an event, teaching financial literacy at a business or organization, or delivering checks to local charities from funds our staff raised through our Dress Down Donation fund, make sure you stop and say hello and tell us a SECNY story!



Sincerely,  
**Melissa Hennessey**  
Director of Business Development

# New in 2022!

## INSTANT ISSUE DEBIT CARDS!

The wait is over! SECNY members now have the option to receive debit cards on the spot or mailed to your home from our Onondaga Hill office.

Activate same-day and start using your card immediately for all your purchases!



## EXPANDED SCHOLARSHIP OPPORTUNITY!

SECNY FCU has established a Scholarship Fund from which five \$1000 scholarships are awarded to graduating high school seniors.

One of the five Scholarship Awards is specifically designated for a student remaining in our local CNY area, planning on attending Community College, Trade School, Work Program or Certificate Program, etc.

## ENHANCED BUSINESS ACCOUNTS!

Fee-free service options plus enhanced lending opportunities to keep you moving forward!

Visit [secny.org/business-banking/](https://secny.org/business-banking/) for more details!



## TOP 3 IN CNY!

SECNY was voted into the **final top 3 Credit Unions in Central New York** by our members, friends, family and neighbors. We can't thank you enough for your support! Our staff is indeed comprised of truly incredible individuals here for you every day. We are proud to serve everyone in Central New York!