

MEMBERSHIP COMMITTEE REPORT

In 2020, 424 new members were accepted into our field of membership. Landmark Credit Union continues to be committed to providing affordable, high-quality financial services in a friendly, professional, and personal environment while remaining loyal to the communities we serve. Landmark's total membership as of December 31, 2020, was 10,750. With each member having one vote according to the credit union by-laws, the total number of votes outstanding as of December 31, 2020, was 10,750.

MEMBERSHIP COMMITTEE
Briteney Herbold - Chairperson

CREDIT COMMITTEE REPORT

The primary purpose of the credit committee is to review all lending activity of the credit union. Our goal is to ensure that loan policies are being followed and that loan decisions are being made in a manner that is both fair to our members and consistent with the safety and soundness of the credit union. In addition, the credit committee reviews delinquent loans monthly and makes recommendations for action to the board of directors.

In 2020, the total number of applications received was 1,898, of which 1,710 were approved. The number of loans on the books at year-end was 2,925, totaling \$26,428,184. The number of Visa credit card accounts on the books at year-end was 2,196 billed cards, totaling \$1,256,185. In September 2020, we began participating in the Credit Union Loan Service (CULS) Indirect Lending Program by investing \$400,000 per month. Our aggregate investment balance at year-end was \$1,553,907. The total loan and Visa portfolio balance at year-end was \$29,252,040, increasing by \$1,753,505 during 2020.

In 2020, we continued to enhance collection efforts further while continuing to work with our members to make arrangements on past-due loans. Total charged-off loans and Visa credit card accounts were \$124,280, a decrease of \$103,675 from 2019. We recovered \$84,253, reducing total net charge offs to \$40,027 for 2020. We continue to work to limit the amount of charge offs and delinquent loans to enhance the safety and soundness of the credit union.

We appreciate the opportunity to serve you, and we welcome any suggestions that you may have to improve the lending operations of the credit union.

CREDIT COMMITTEE
Amber Byram - Chairman
Anna Melecovsky - Secretary
Fred Thornsborough
Rex Richards
Jeri Wilson

LOAN ACTIVITY

LOANS	2019	2020
Total Applications	2,440	1,898
Applications Approved	2,123	1,710
Total Dollars of Loans Approved	8,938,556	12,356,825
Total Number Of Loans on Book - Dec. 31	3,209	2,925
Total Dollars of All Organic Loans - Dec. 31	26,078,921	26,428,184
Total Dollars of Loan Participations (CULS)	0	1,553,907
Total Dollars of All Loans - Dec. 31	26,078,921	27,982,091

VISA

Outstanding VISA Balance - Dec. 31	1,419,614	1,269,949
Number of Cards Outstanding - Dec. 31	2,162	2,196

CHARGE OFFS/RECOVERIES

Charge Offs	227,955	124,280
Recoveries	50,841	84,253
Net Charge Offs	177,114	40,027



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LANDMARK CREDIT UNION

506 West Fairchild
Danville, IL 61832
217-442-9005

176 Eastgate Court
Danville, IL 61834
217-442-5690

220 South State St.
Westville, IL 61883
217-267-7060

1-800-533-5615

www.landmarkcreditunion.com

OFFICE HOURS:

	Drive-Up	Lobby	Lobby
	All Branches	Fairchild	Eastgate/Westville
Monday	7:30-5:30	8:00-5:00	9:00-5:00
Tuesday	7:30-5:30	8:00-5:00	9:00-5:00
Wednesday	10:00-5:30	Noon-5:00	Noon-5:00
Thursday	7:30-5:30	8:00-5:00	9:00-5:00
Friday	7:30-5:30	7:30-5:30	9:00-5:00
Saturday	8:00-Noon only Fairchild and Westville		

Your Community

LANDMARK
Credit Union

Your Credit Union

2020
ANNUAL
REPORT

TREASURER'S REPORT

Landmark Credit Union continues to be committed to providing affordable, high-quality financial services in a friendly, professional, and personal environment while remaining loyal to the communities we serve.

In 2020, total assets increased by \$10,861,801 to \$106,224,681; total member share balances increased by \$10,533,940 to \$95,044,202; total loans increased by \$1,705,812 to \$29,204,347; net income was \$185,016 and the capital ratio decreased to 9.58% because of the large increase in deposits. Net Worth exceeds the 7% regulatory minimum to be considered a well-capitalized credit union. Total dividends paid on member share accounts totaled \$326,697.

As the credit union has continued to grow, many new internal processes and procedures continue to be implemented by the board of directors and the management team to ensure Landmark Credit Union continues to remain a safe, sound, and thriving institution for many years to come.

Jerry W. Harper, Jr.
President/Treasurer

SUPERVISORY COMMITTEE REPORT

The primary function of the supervisory committee is to review and audit operational policies and procedures to preserve the safety and soundness of the credit union. The committee is responsible for ensuring that our records are accurate, our assets are secure, and that we comply with all credit union laws and regulations.

Under the direction of the supervisory committee, an independent financial audit was completed as of September 30, 2020, by Seldon Fox Accounting. The audit was conducted in accordance with generally accepted accounting principles and confirmed the financial soundness of the credit union. On a monthly basis, the supervisory committee reviews multiple internal controls and compliance reports. The independent rating agency, Bauer Financial, Inc., awarded Landmark Credit Union with a 5-Star Rating.

The supervisory committee is pleased to report that your credit union continues to operate in a safe and sound manner, complying with all state and federal laws, maintaining adequate reserves, and providing member services in accordance with our credit union mission.

SUPERVISORY COMMITTEE
Molly Miller - Chairman
Steve Handley - Secretary
Jennifer Kruger

2020 COMPARATIVE FINANCIAL STATEMENT

	2019	2020
<u>ASSETS</u>		
MEMBER LOANS.....	27,498,535	29,252,040
ALLOWANCE FOR LOAN LOSSES	-357,857	-357,305
CASH AND INVESTMENTS.....	64,373,454	73,439,581
OFFICE AND EQUIPMENT.....	2,702,894	2,637,785
NCUA SHARE INSURANCE DEPOSIT	874,443	917,666
OTHER ASSETS	271,411	334,915
TOTAL ASSETS	95,362,880	106,224,681
<u>LIABILITIES AND CAPITAL</u>		
MEMBER SHARES	84,510,262	95,044,202
ACCOUNTS PAYABLE	862,783	1,005,628
RESERVES AND UNDIVIDED EARNINGS	9,989,835	10,174,852
TOTAL LIABILITIES AND CAPITAL.....	95,362,880	106,224,681
<u>INCOME</u>		
INCOME FROM LOANS.....	1,403,661	1,419,636
INCOME FROM INVESTMENTS	1,342,998	1,177,484
OTHER INCOME	1,144,194	1,177,592
TOTAL INCOME	3,890,853	3,774,712
<u>OPERATING EXPENSE</u>		
EMPLOYEE COMPENSATION AND BENEFITS.....	1,276,942	1,492,988
TRAVEL AND CONFERENCE.....	50,655	19,384
EDUCATION AND PROMOTION.....	63,131	64,068
OFFICE OPERATIONS AND OCCUPANCY	702,302	741,176
LOAN SERVICING EXPENSE	561,380	549,009
NCUA DEPOSIT INSURANCE PREMIUM.....	0	0
EXAM AND SUPERVISORY FEES.....	48,600	37,500
PROFESSIONAL AND OUTSIDE FEES.....	276,817	311,560
MISCELLANEOUS EXPENSES.....	36,169	2,627
TOTAL OPERATING EXPENSE	3,015,995	3,218,312
<u>NON-OPERATING EXPENSE (INCOME)</u>		
PROVISION FOR LOAN LOSSES	162,380	44,697
DIVIDENDS	346,373	326,688
TOTAL EXPENSE.....	3,524,748	3,589,697
NET INCOME (BEFORE EXTRAORDINARY EXPENSES).....	366,106	185,015
EXTRAORDINARY NON-OPERATING EXPENSE	-1	0
NET INCOME (AFTER EXTRAORDINARY EXPENSES):.....	366,105	185,015