



**UNITED
TRADES**

FEDERAL CREDIT UNION

Banking built for those who build America.

2023 Annual Report



Chairman's Report

2023 was one of the most challenging years for financial institutions in recent memory. The Nations economic environment experienced sustained high interest rates as a result of the Federal Reserve Boards attempt to curb inflationary pressure. This was exacerbated by uncertainty in financial markets, with three major banks collapsing early in the year. While not immune to the pressures, United Trades continued to deliver consistent, solid operational and financial results for the year.

A primary area of focus for the credit union was building a strong security culture both within our organization to secure member information, and through member education to help prevent our members from becoming victims of a cyber crime. Americans are increasingly targeted by cyber scammers. In 2023 alone, the cost of cyber crime was \$11.5 Trillion and that number is expected to double by 2027. In order to combat cyber crime, we have increased the amount of training our staff receive, conducted an IT audit and network penetration test in January, shared quarterly awareness communications with our members, and created a cyber crime information center on our website, all with a focus of ensuring the protection of our member's confidential information.

Having weathered the various financial, social, health and geopolitical pressures over the past four years, we believe this year's collective results continue to reflect the superior service, support, and added value our credit union and employees provide to our members each and every day. We want to thank you for being a member. You can rest assured of our commitment to serve you as well as to sustain sound business practices.

Darcy Bauer, Chairman

Eric Bien, Treasurer

Robert May, Director

Rye McNeil, Alternate

Gregory Croarkin, Vice Chair

James Collins, Recording Secretary

Robyn Guyer, President/CEO

Noah Wells, Alternate



Supervisory Committee Report

The Credit Union Act defines the governance requirements for all federally insured credit unions, including the requirements and duties of the Supervisory Committee, however, with the complexity of today's financial institutions it has become necessary to hire professionals to review the safety, soundness, and accuracy within the credit union. An internal auditor came in every quarter to evaluate the prior quarter's daily operations. An outside auditor is also hired each year for an annual audit. In addition, the National Credit Union Administration (NCUA) examines the credit union every 12 to 18 months to ensure regulatory compliance safety and soundness. Multiple audits occur each year on specific regulatory areas such as Bank Secrecy Act, ACH, IT, etc. We are pleased to report that our credit union is well run and there were no material adjustments required.

Brian Schafer, Chair

Alysha Irvin, Secretary

Robert May, Board Liaison



Scam & Cyber Attacks

This year we have seen an unprecedented impact of scams and cyber-attacks on our members and their loved ones. While scams on the internet are not new, the tactics scammers use evolve regularly and can be hard for even the most savvy to identify.

We know that talking about scams is critical to avoiding them and it helps the people you care about avoid them too. Sign up for alerts from FTC at ftc.gov/ConsumerAlerts and share what you learn with others.

Tips To Avoid A Scam

Scammers PRETEND to be from an organization you know.

They might use a real government agency name like the FTC, Social Security Administration, your local police department or utility company, the IRS, or a real company name like Microsoft, Apple, or Verizon.

They use technology to change the phone number that appears on your caller ID. The number calling or texting may not be real. If they start asking for money or personal information, end the communication and reach out to the agency or company using contact information you know is legitimate. An honest business will understand and encourage you to do this.

Scammers say there's a PROBLEM or a PRIZE.

They might say you're in trouble with the government, that you owe money, that someone in your family had an emergency, or that there is a virus on your computer. Some scammers say there is a problem with your account and they need to verify some information. Again, always end the communication and reach out using known contact information for the agency or company.

Scammers PRESSURE you to act immediately.

They want you to act before you have time to think. If you are on the phone, they might tell you not to hang up, they may threaten to arrest you, sue you, or take away your driver's license. They might say your computer is about to be corrupted. They may play on your emotions by saying that your loved one could die, or that you are causing them distress by not acting now. Resist the urge to act fast.

Scammers tell you to PAY in a specific way.

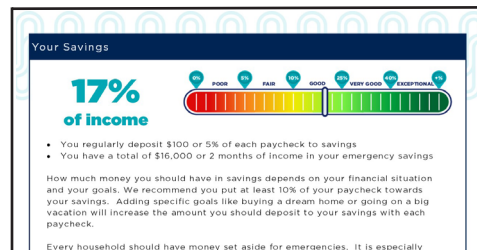
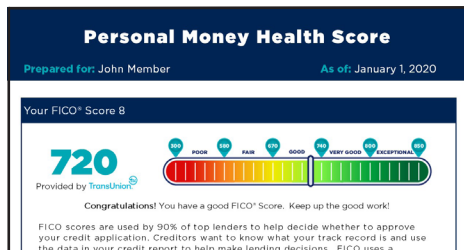
They often insist that you can only pay by using cryptocurrency, wiring money by MoneyGram or Western Union, that you should use a payment app, or put money on a gift card and give them the card numbers. Some will send you a check (that will later turn out to be fake), then tell you to deposit it and send them all or part of the money. If they insist on a specific payment method, take caution, this is likely a scam.



Helping our members is at the center of everything we do at United Trades FCU.

Empowering Members to Gain Control of Their Financial Future

Our certified financial coaches got to work this year!



True Cooperative Banking

When you deposit money into the credit union, we loan out 82 cents of every dollar. Your deposits help other members buy cars, homes, and make other purchases at affordable rates. This totalled roughly \$6.7 million in new loans!

Cyber Security

We continue to improve and deploy defenses at multiple layers, from basic measures such as member and employee education and vulnerability management, to advanced technologies such as behavior-based detection.

Helping Members Virtually

Our Member Access Center works hard for our members.



14,206
calls



336
emails



60
live chats



715
web forms



Balance Sheets For the Years Ended December 31st, 2022 - 2023

	2022	2023
Assets		
Loans to Members	\$38,544,050	\$38,694,659
Cash on Hand	\$1,935,090	\$3,566,576
Investments	\$11,558,534	\$9,260,233
Allowance for Loans and Lease Losses	(\$216,387)	(\$174,390)
Other Assets	\$2,172,524	\$2,147,159
Total Assets	\$53,993,811	\$53,494,237
Liabilities		
Dividends Payable	\$910	\$4,035
Accounts Payable/Other Liabilities	\$204,193	\$242,300
Total Liabilities	\$205,103	\$246,335
Members' Equity		
Shares	\$47,675,890	\$46,927,679
Undivided Earnings	\$6,112,818	\$6,320,223
Total Equity	\$53,788,708	\$53,247,902
Total Liabilities & Equity	\$53,993,811	\$53,494,237

Income Statements For the Years Ended December 31st, 2022-2023

	2022	2023
Income		
Interest on Loans	\$1,671,063	\$2,193,987
Interest on Investments	\$274,275	\$323,971
Other Income	\$487,184	\$486,827
Total Income	\$2,432,522	\$3,004,785
Expenses		
Interest & Dividends to Members	\$132,535	\$459,099
Operating Expenses	\$2,002,665	\$2,038,820
Total Expenses	\$2,135,200	\$2,497,919
Net Income	\$297,322	\$506,866

