

DEMO CREDIT UNION

INCOME STATEMENT

December 31, 2021

	December 2021		November 2021		Year To Date 2021	
	Percent	Percent	Percent	Percent	Percent	Percent
Interest Income						
Interest on Loans	730,048	96.69%	717,226	96.61%	9,083,760	95.33%
Income from Investments	24,957	3.31%	25,178	3.39%	445,127	4.67%
Total Interest Income	755,004	100.00%	742,404	100.00%	9,528,887	100.00%
Interest Expense						
Dividends on Shares	112,355	14.88%	115,962	15.62%	1,875,155	19.68%
Interest on Borrowed Money	5,158	0.68%	5,048	0.68%	68,897	0.72%
Total Interest Expense	117,513	15.56%	121,010	16.30%	1,944,052	20.40%
Net Interest Income	637,492	84.44%	621,394	83.70%	7,584,835	79.60%
Provision for Loan Loss	83,924	11.12%	25,749	3.47%	763,289	8.01%
Net Income after Provision	553,568	73.32%	595,645	80.23%	6,821,546	71.59%
Non-Interest Income						
Fee Income	132,671	17.57%	125,358	16.89%	1,285,177	13.49%
Other Operating Income	87,655	11.61%	75,900	10.22%	1,421,554	14.92%
Gain(Loss) on Investments	0	0.00%	0	0.00%	0	0.00%
Gain(Loss) Fixed Assets	(37,976)	-5.03%	(21,539)	-2.90%	(275,052)	-2.89%
Other Non-Operating Inc (Exp)	(972)	-0.13%	(414)	-0.06%	12,963	0.14%
Total Non-Interest Income	181,378	24.02%	179,305	24.15%	2,444,642	25.66%
Non-Interest Expense						
Compensation & Benefits	416,099	55.11%	353,297	47.59%	3,761,135	39.47%
Travel & Conference	634	0.08%	634	0.09%	9,664	0.10%
Office Occupancy	30,272	4.01%	29,916	4.03%	369,315	3.88%
Office Operations	71,681	9.49%	69,398	9.35%	891,617	9.36%
Education & Promotion	19,921	2.64%	17,813	2.40%	206,779	2.17%
Loan Servicing	27,256	3.61%	28,420	3.83%	314,123	3.30%
Professional & Outside Service	118,619	15.71%	114,332	15.40%	1,309,239	13.74%
Member Insurance	0	0.00%	0	0.00%	0	0.00%
Operating Fees	4,280	0.57%	4,280	0.58%	51,285	0.54%
Miscellaneous Operating	9,733	1.29%	9,187	1.24%	112,554	1.18%
Total Non-Interest Expense	698,494	92.52%	627,277	84.49%	7,025,711	73.73%
Net Income	36,451	4.83%	147,673	19.89%	2,240,476	23.51%

DEMO CREDIT UNION

INCOME STATEMENT

December 31, 2021

	December 2021	Percent	November 2021	Percent	Year To Date 2021	Percent
Loan Schedule						
Unsecured Credit Card	22,056	3.02%	22,996	3.21%	279,185	3.07%
All Other Unsecured Loans	37,880	5.19%	34,510	4.81%	465,777	5.13%
New Auto Loans	48,235	6.61%	48,268	6.73%	583,497	6.42%
Used Auto Loans	398,510	54.59%	390,416	54.43%	5,057,906	55.68%
First Mortgage Real Estate	19,655	2.69%	21,959	3.06%	250,065	2.75%
Other Real Estate	15,642	2.14%	15,222	2.12%	182,357	2.01%
All Other Loans	188,069	25.76%	183,856	25.63%	2,264,975	24.93%
Total Loans	<u>730,048</u>	<u>100.00%</u>	<u>717,226</u>	<u>100.00%</u>	<u>9,083,760</u>	<u>100.00%</u>
Investment Schedule						
U.S. Govt & Agency	0	0.00%	0	0.00%	0	0.00%
Corporate Central CU	5,287	0.72%	595	0.08%	7,624	0.08%
S&L's and Banks	18,950	2.60%	23,892	3.33%	417,710	4.60%
Other Investments	720	0.10%	691	0.10%	19,793	0.22%
Total Investments	<u>24,957</u>	<u>100.00%</u>	<u>25,178</u>	<u>100.00%</u>	<u>445,127</u>	<u>100.00%</u>
Fee Income						
Late Charges & Fees	20,345	15.33%	19,164	15.29%	240,367	18.70%
Courtesy Pay/Checking Fees	60,302	45.45%	55,376	44.17%	666,747	51.88%
Loan Doc Fees	11,132	8.39%	11,079	8.84%	151,948	11.82%
ATM Fees/Inquiry Income	3,187	2.40%	2,979	2.38%	34,354	2.67%
Loan Deferment Fees	29,838	22.49%	29,320	23.39%	69,511	5.41%
Other Fee Income	7,866	5.93%	7,440	5.94%	122,249	9.51%
Total Fee Income	<u>132,671</u>	<u>100.00%</u>	<u>125,358</u>	<u>100.00%</u>	<u>1,285,177</u>	<u>100.00%</u>
Other Operating Income						
GAP Insurance	15,501	17.68%	16,866	22.22%	676,461	47.59%
Mortgage Servicing	7,419	8.46%	(2,015)	-2.65%	32,474	2.28%
Visa Interchange Income	64,736	73.85%	61,050	80.43%	712,619	50.13%
Other Operating Income	0	0.00%	0	0.00%	0	0.00%
Total Other Income	<u>87,655</u>	<u>100.00%</u>	<u>75,900</u>	<u>100.00%</u>	<u>1,421,554</u>	<u>100.00%</u>
Savings Schedule						
Share Drafts	897	0.80%	800	0.69%	19,446	1.04%
Regular Shares	10,755	9.57%	10,360	8.93%	165,008	8.80%
Money Market Shares	6,665	5.93%	7,644	6.59%	99,568	5.31%
Share Certificates	72,457	64.49%	73,904	63.73%	1,137,358	60.65%
Non-Member CDs	13,105	11.66%	14,416	12.43%	320,838	17.11%
IRA/Keogh	8,469	7.54%	8,835	7.62%	132,752	7.08%
All Other Shares	6	0.01%	4	0.00%	186	0.01%
Total Shares & Deposits	<u>112,355</u>	<u>100.00%</u>	<u>115,962</u>	<u>100.00%</u>	<u>1,875,155</u>	<u>100.00%</u>

DEMO CREDIT UNION
STATEMENT OF INCOME & EXPENSES
December 31, 2021

	July 2021	August 2021	September 2021	October 2021	November 2021	December 2021
Interest Income						
Interest on Loans	772,302	764,957	737,996	747,022	717,226	730,048
Income from Investments	35,496	30,379	28,426	24,459	25,178	24,957
Total Interest Income	807,797	795,336	766,423	771,481	742,404	755,004
Interest Expense						
Dividends on Shares	151,733	140,206	125,566	124,537	115,962	112,355
Interest on Borrowed Money	5,447	5,389	5,352	5,102	5,048	5,158
Total Interest Expense	157,179	145,595	130,918	129,639	121,010	117,513
Net Interest Income	650,618	649,741	635,505	641,842	621,394	637,492
Provision for Loan Loss	1,063	59,982	84,752	0	25,749	83,924
Net Income after Provision	649,555	589,759	550,753	641,842	595,645	553,568
Non-Interest Income						
Fee Income	107,409	107,468	108,248	107,340	125,358	132,671
Other Operating Income	102,322	106,596	82,809	92,791	75,900	87,655
Gain(Loss) on Investments	0	0	0	0	0	0
Gain(Loss) Fixed Assets	-18,033	-16,109	-24,570	-7,047	-21,539	-37,976
Other Non-Operating Inc (Exp)	-595	-230	-410	19,360	-414	-972
Total Non-Interest Income	191,104	197,725	166,078	212,444	179,305	181,378
Non-Interest Expense						
Compensation & Benefits	290,936	278,389	295,331	305,988	353,297	416,099
Travel & Conference	-581	643	-1,378	928	634	634
Office Occupancy	30,586	34,895	32,016	29,917	29,916	30,272
Office Operations	83,828	67,791	73,602	86,599	69,398	71,681
Education & Promotion	17,228	22,825	14,577	13,252	17,813	19,921
Loan Servicing	25,389	24,539	29,608	29,106	28,420	27,256
Professional & Outside Service	130,480	128,567	94,902	114,685	114,332	118,619
Member Insurance	0	0	0	0	0	0
Operating Fees	4,280	4,280	4,280	4,280	4,280	4,280
Miscellaneous Operating	5,894	6,253	7,702	11,284	9,187	9,733
Total Non-Interest Expense	588,040	568,183	550,641	596,040	627,277	698,494
Net Income	252,618	219,300	166,189	258,246	147,673	36,451

DEMO CREDIT UNION
STATEMENT OF INCOME & EXPENSES
December 31, 2021

	July 2021	August 2021	September 2021	October 2021	November 2021	December 2021
Loan Schedule						
Unsecured Credit Card	22,202	22,708	22,410	21,785	22,996	22,056
All Other Unsecured Loans	39,265	38,805	37,223	38,110	34,510	37,880
New Auto Loans	47,967	47,020	47,012	48,995	48,268	48,235
Used Auto Loans	430,546	424,385	406,285	407,805	390,416	398,510
First Mortgage Real Estate	19,735	19,948	19,825	18,935	21,959	19,655
Other Real Estate	14,854	15,108	14,916	15,187	15,222	15,642
All Other Loans	197,732	196,983	190,326	196,205	183,856	188,069
Total Loans	<u>772,302</u>	<u>764,957</u>	<u>737,996</u>	<u>747,022</u>	<u>717,226</u>	<u>730,048</u>
Investment Schedule						
U.S. Govt & Agency	0	0	0	0	0	0
Corporate Central CU	0	0	0	456	595	5,287
S&L's and Banks	34,973	29,905	27,916	23,294	23,892	18,950
Other Investments	522	474	510	708	691	720
Total Investments	<u>35,496</u>	<u>30,379</u>	<u>28,426</u>	<u>24,459</u>	<u>25,178</u>	<u>24,957</u>
Fee Income						
Late Charges & Fees	19,478	20,028	18,656	20,093	19,164	20,345
Courtesy Pay/Checking Fees	59,285	59,519	61,604	57,765	55,376	60,302
Loan Doc Fees	16,236	13,112	13,089	10,859	11,079	11,132
ATM Fees/Inquiry Income	3,592	3,496	3,043	3,319	2,979	3,187
Loan Deferment Fees	44	88	244	6,948	29,320	29,838
Other Fee Income	8,774	11,225	11,613	8,356	7,440	7,866
Total Fee Income	<u>107,409</u>	<u>107,468</u>	<u>108,248</u>	<u>107,340</u>	<u>125,358</u>	<u>132,671</u>
Other Operating Income						
GAP Insurance	37,366	40,240	17,932	23,201	16,866	15,501
Mortgage Servicing	1,590	2,398	4,963	9,782	-2,015	7,419
Visa Interchange Income	63,367	63,958	59,914	59,808	61,050	64,736
Other Operating Income	0	0	0	0	0	0
Total Other Income	<u>102,322</u>	<u>106,596</u>	<u>82,809</u>	<u>92,791</u>	<u>75,900</u>	<u>87,655</u>
Savings Schedule						
Share Drafts	798	776	771	811	800	897
Regular Shares	10,355	10,472	10,248	10,607	10,360	10,755
Money Market Shares	6,947	7,234	6,955	7,612	7,644	6,665
Share Certificates	97,380	91,314	81,305	78,806	73,904	72,457
Non-Member	26,028	20,613	16,919	17,385	14,416	13,105
IRA/Keogh	10,207	9,780	9,350	9,296	8,835	8,469
All Other Shares	16	17	19	20	4	6
Total Shares & Deposits	<u>151,733</u>	<u>140,206</u>	<u>125,566</u>	<u>124,537</u>	<u>115,962</u>	<u>112,355</u>

DEMO CREDIT UNION
INCOME STATEMENT - MONTHLY COMPARISON
December 31, 2021

	Current Month		Change	
	2021	2020	Dollar	Percent
Interest Income				
Interest on Loans	730,048	801,619	(71,571)	-8.93%
Income from Investments	24,957	54,579	(29,623)	-54.27%
Total Interest Income	755,004	856,199	(101,194)	-11.82%
Interest Expense				
Dividends on Shares	112,355	205,986	(93,631)	-45.46%
Interest on Borrowed Money	5,158	5,718	(560)	-9.79%
Total Interest Expense	117,513	211,704	(94,191)	-44.49%
Net Interest Income	637,492	644,495	(7,003)	-1.09%
Provision for Loan Loss	83,924	101,037	(17,113)	-16.94%
Net Income after Provision	553,568	543,458	10,110	1.86%
Non-Interest Income				
Fee Income	132,671	143,229	(10,558)	-7.37%
Other Operating Income	87,655	80,677	6,979	8.65%
Gain(Loss) on Investments	0	0	0	0.00%
Gain(Loss) Fixed Assets	-37,976	-19,656	(18,320)	93.21%
Other Non-Operating Inc (Exp)	-972	-1,504	532	-35.37%
Total Non-Interest Income	181,378	202,746	(21,368)	-10.54%
Non-Interest Expense				
Compensation & Benefits	416,099	374,217	41,881	11.19%
Travel & Conference	634	3,080	(2,446)	-79.43%
Office Occupancy	30,272	27,085	3,187	11.77%
Office Operations	71,681	71,708	(27)	-0.04%
Education & Promotion	19,921	14,959	4,961	33.17%
Loan Servicing	27,256	22,942	4,314	18.80%
Professional & Outside Service	118,619	105,653	12,967	12.27%
Member Insurance	0	0	0	0.00%
Operating Fees	4,280	4,050	231	5.69%
Miscellaneous Operating	9,733	15,595	(5,862)	-37.59%
Total Non-Interest Expense	698,494	639,288	59,206	9.26%
Net Income	36,451	106,915	(70,464)	-65.91%

DEMO CREDIT UNION
INCOME STATEMENT - MONTHLY COMPARISON
December 31, 2021

	Current Month		Change	
	2021	2020	Dollar	Percent
Loan Schedule				
Unsecured Credit Card	22,056	24,943	(2,887)	-11.57%
All Other Unsecured Loans	37,880	42,826	(4,946)	-11.55%
New Auto Loans	48,235	47,833	402	0.84%
Used Auto Loans	398,510	455,177	(56,667)	-12.45%
First Mortgage Real Estate	19,655	23,412	(3,757)	-16.05%
Other Real Estate	15,642	15,563	79	0.50%
All Other Loans	188,069	191,864	(3,795)	-1.98%
Total Loans	<u>730,048</u>	<u>801,619</u>	<u>(71,571)</u>	<u>-8.93%</u>
Investment Schedule				
U.S. Govt & Agency	0	0	0	0.00%
Corporate Central CU	5,287	1,106	4,181	378.03%
S&L's and Banks	18,950	48,701	(29,751)	-61.09%
Other Investments	720	4,772	(4,053)	-84.92%
Total Investments	<u>24,957</u>	<u>54,579</u>	<u>(29,623)</u>	<u>-54.27%</u>
Fee Income				
Late Charges & Fees	20,345	21,346	(1,001)	-4.69%
Courtesy Pay/Checking Fees	60,302	71,244	(10,941)	-15.36%
Loan Doc Fees	11,132	12,258	(1,126)	-9.19%
ATM Fees/Inquiry Income	3,187	4,046	(859)	-21.23%
Loan Deferment Fees	29,838	27,695	2,143	7.74%
Other Fee Income	7,866	6,640	1,226	18.46%
Total Fee Income	<u>132,671</u>	<u>143,229</u>	<u>(10,558)</u>	<u>-7.37%</u>
Other Operating Income				
GAP Insurance	15,501	18,925	(3,424)	-18.09%
Mortgage Servicing	7,419	578	6,841	1184.41%
Visa Interchange Income	64,736	61,174	3,562	5.82%
Other Operating Income	0	0	0	0.00%
Total Other Income	<u>87,655</u>	<u>80,677</u>	<u>6,979</u>	<u>8.65%</u>
Savings Schedule				
Share Drafts	897	2,694	(1,797)	-66.69%
Regular Shares	10,755	19,565	(8,809)	-45.03%
Money Market Shares	6,665	10,930	(4,265)	-39.02%
Share Certificates	72,457	117,660	(45,203)	-38.42%
Non-Member CDs	13,105	40,115	(27,011)	-67.33%
IRA/Keogh	8,469	15,014	(6,545)	-43.59%
All Other Shares	6	7	(1)	-20.19%
Total Shares & Deposits	<u>112,355</u>	<u>205,986</u>	<u>(93,631)</u>	<u>-45.46%</u>

DEMO CREDIT UNION
INCOME STATEMENT - ANNUAL COMPARISON
December 31, 2021

	Year To Date		Change	
	2021	2020	Dollar	Percent
Interest Income				
Interest on Loans	9,083,760	9,212,406	(128,646)	-1.40%
Income from Investments	445,127	715,801	(270,674)	-37.81%
Total Interest Income	9,528,887	9,928,207	(399,320)	-4.02%
Interest Expense				
Dividends on Shares	1,875,155	2,350,431	(475,276)	-20.22%
Interest on Borrowed Money	68,897	73,586	(4,689)	-6.37%
Total Interest Expense	1,944,052	2,424,017	(479,965)	-19.80%
Net Interest Income	7,584,835	7,504,190	80,645	1.07%
Provision for Loan Loss	763,289	1,376,075	(612,786)	-44.53%
Net Income after Provision	6,821,546	6,128,115	693,431	11.32%
Non-Interest Income				
Fee Income	1,285,177	1,481,981	(196,804)	-13.28%
Other Operating Income	1,421,554	1,045,663	375,891	35.95%
Gain(Loss) on Investments	0	0	0	0.00%
Gain(Loss) Fixed Assets	-275,052	-328,532	53,480	-16.28%
Other Non-Operating Inc (Exp)	12,963	-10,848	23,811	-219.49%
Total Non-Interest Income	2,444,642	2,188,263	256,379	11.72%
Non-Interest Expense				
Compensation & Benefits	3,761,135	3,707,017	54,118	1.46%
Travel & Conference	9,664	22,891	(13,227)	-57.78%
Office Occupancy	369,315	372,332	(3,017)	-0.81%
Office Operations	891,617	911,099	(19,482)	-2.14%
Education & Promotion	206,779	185,407	21,372	11.53%
Loan Servicing	314,123	305,089	9,034	2.96%
Professional & Outside Service	1,309,239	1,205,530	103,709	8.60%
Member Insurance	0	0	0	0.00%
Operating Fees	51,285	48,569	2,715	5.59%
Miscellaneous Operating	112,554	155,423	(42,868)	-27.58%
Total Non-Interest Expense	7,025,711	6,913,357	112,354	1.63%
Net Income	2,240,476	1,403,021	837,456	59.69%

DEMO CREDIT UNION
INCOME STATEMENT - ANNUAL COMPARISON
December 31, 2021

	Year To Date		Change	
	2021	2020	Dollar	Percent
Loan Schedule				
Unsecured Credit Card	279,185	299,450	(20,266)	-6.77%
All Other Unsecured Loans	465,777	472,696	(6,920)	-1.46%
New Auto Loans	583,497	575,299	8,198	1.42%
Used Auto Loans	5,057,906	5,184,127	(126,221)	-2.43%
First Mortgage Real Estate	250,065	258,659	(8,594)	-3.32%
Other Real Estate	182,357	175,599	6,758	3.85%
All Other Loans	2,264,975	2,246,576	18,399	0.82%
Total Loans	<u>9,083,760</u>	<u>9,212,406</u>	<u>(128,646)</u>	<u>-1.40%</u>
Investment Schedule				
U.S. Govt & Agency	0	0	0	0.00%
Corporate Central CU	7,624	8,948	(1,324)	-14.80%
S&L's and Banks	417,710	614,073	(196,363)	-31.98%
Other Investments	19,793	92,780		
Total Investments	<u>445,127</u>	<u>715,801</u>	<u>(270,674)</u>	<u>-37.81%</u>
Fee Income				
Late Charges & Fees	240,367	270,868	(30,500)	-11.26%
Courtesy Pay/Checking Fees	666,747	810,762	(144,015)	-17.76%
Loan Doc Fees	151,948	182,389	(30,441)	-16.69%
ATM Fees/Inquiry Income	34,354	47,993	(13,639)	-28.42%
Loan Deferment Fees	69,511	78,235	(8,724)	-11.15%
Other Fee Income	122,249	91,734	30,515	33.27%
Total Fee Income	<u>1,285,177</u>	<u>1,481,981</u>	<u>(196,804)</u>	<u>-13.28%</u>
Other Operating Income				
GAP Insurance	676,461	367,038	309,424	84.30%
Mortgage Servicing	32,474	14,204	18,270	128.63%
Visa Interchange Income	712,619	664,421	48,197	7.25%
Other Operating Income	0	0	0	0.00%
Total Other Income	<u>1,421,554</u>	<u>1,045,663</u>	<u>375,891</u>	<u>35.95%</u>
Savings Schedule				
Share Drafts	19,446	31,044	(11,599)	-37.36%
Regular Shares	165,008	230,355	(65,347)	-28.37%
Money Market Shares	99,568	149,200	(49,633)	-33.27%
Share Certificates	1,137,358	1,312,216	(174,858)	-13.33%
Non-Member CDs	320,838	467,758		
IRA/Keogh	132,752	159,548	(26,796)	-16.79%
All Other Shares	186	309	(124)	-39.91%
Total Shares & Deposits	<u>1,875,155</u>	<u>2,350,431</u>	<u>(475,276)</u>	<u>-20.22%</u>

DEMO CREDIT UNION
INCOME STATEMENT - CURRENT BUDGET
December 31, 2021

	Current Month	Budget	Dollar Variance	Percent Variance
Interest Income				
Interest on Loans	730,048	690,467	39,581	5.73%
Income from Investments	24,957	5,704	19,252	337.52%
Total Interest Income	<u>755,004</u>	<u>696,172</u>	<u>58,833</u>	<u>8.45%</u>
Interest Expense				
Dividends on Shares	112,355	59,934	52,421	87.46%
Interest on Borrowed Money	5,158	4,471	687	15.37%
Total Interest Expense	<u>117,513</u>	<u>64,405</u>	<u>53,108</u>	<u>82.46%</u>
Net Interest Income	637,492	631,767	5,725	0.91%
Provision for Loan Loss	83,924	74,998	8,926	11.90%
Net Income after Provision	<u>553,568</u>	<u>556,769</u>	<u>(3,201)</u>	<u>-0.57%</u>
Non-Interest Income				
Fee Income	132,671	138,016	(5,346)	-3.87%
Other Operating Income	87,655	82,428	5,227	6.34%
Gain(Loss) on Investments	0	0	0	0.00%
Gain(Loss) Fixed Assets	-37,976	-23,667	(14,309)	60.46%
Other Non-Operating Inc (Exp)	-972	-685	(288)	42.00%
Total Non-Interest Income	<u>181,378</u>	<u>196,093</u>	<u>(14,715)</u>	<u>-7.50%</u>
Non-Interest Expense				
Compensation & Benefits	416,099	399,838	16,260	4.07%
Travel & Conference	634	977	(343)	-35.15%
Office Occupancy	30,272	30,018	254	0.85%
Office Operations	71,681	66,826	4,855	7.27%
Education & Promotion	19,921	18,020	1,901	10.55%
Loan Servicing	27,256	29,693	(2,437)	-8.21%
Professional & Outside Service	118,619	113,160	5,459	4.82%
Member Insurance	0	0	0	0.00%
Operating Fees	4,280	3,485	795	22.82%
Miscellaneous Operating	9,733	13,475	(3,742)	-27.77%
Total Non-Interest Expense	<u>698,494</u>	<u>675,492</u>	<u>23,002</u>	<u>3.41%</u>
Net Income	<u><u>36,451</u></u>	<u><u>77,370</u></u>	<u><u>(40,919)</u></u>	<u><u>-52.89%</u></u>

DEMO CREDIT UNION
INCOME STATEMENT - CURRENT BUDGET
December 31, 2021

	Current Month		Change	
	Month	Budget	Dollar	Percent
Loan Schedule				
Unsecured Credit Card	22,056	19,822	2,234	11.27%
All Other Unsecured Loans	37,880	33,647	4,233	12.58%
New Auto Loans	48,235	50,292	(2,056)	-4.09%
Used Auto Loans	398,510	367,340	31,170	8.49%
First Mortgage Real Estate	19,655	17,898	1,758	9.82%
Other Real Estate	15,642	16,065	(423)	-2.63%
All Other Loans	188,069	185,405	2,665	1.44%
Total Loans	<u>730,048</u>	<u>690,467</u>	<u>39,581</u>	<u>5.73%</u>
Investment Schedule				
U.S. Govt & Agency	0	0	0	0.00%
Corporate Central CU	5,287	23	5,264	22595.60%
S&L's and Banks	18,950	4,487	14,463	322.33%
Other Investments	720	1,194	(474)	-39.72%
Total Investments	<u>24,957</u>	<u>5,704</u>	<u>19,252</u>	<u>337.52%</u>
Fee Income				
Late Charges & Fees	20,345	19,706	639	3.24%
Courtesy Pay/Checking Fees	60,302	63,892	(3,589)	-5.62%
Loan Doc Fees	11,132	12,353	(1,221)	-9.89%
ATM Fees/Inquiry Income	3,187	3,286	(99)	-3.00%
Loan Deferment Fees	29,838	30,500	(662)	-2.17%
Other Fee Income	7,866	8,280	(414)	-5.00%
Total Fee Income	<u>132,671</u>	<u>138,016</u>	<u>(5,346)</u>	<u>-3.87%</u>
Other Operating Income				
GAP Insurance	15,501	17,005	(1,505)	-8.85%
Mortgage Servicing	7,419	2,715	4,704	173.24%
Visa Interchange Income	64,736	62,708	2,028	3.23%
Other Operating Income	0	0	0	0.00%
Total Other Income	<u>87,655</u>	<u>82,428</u>	<u>5,227</u>	<u>6.34%</u>
Savings Schedule				
Share Drafts	897	977	(79)	-8.11%
Regular Shares	10,755	7,770	2,985	38.42%
Money Market Shares	6,665	4,320	2,346	54.31%
Share Certificates	72,457	41,748	30,709	73.56%
Non-Member CDs	13,105	359	12,745	3545.96%
IRA/Keogh	8,469	4,755	3,714	78.11%
All Other Shares	6	6	0	3.85%
Total Shares & Deposits	<u>112,355</u>	<u>59,934</u>	<u>52,421</u>	<u>87.46%</u>

DEMO CREDIT UNION
INCOME STATEMENT - YEAR TO DATE BUDGET
December 31, 2021

	Current Year	Budget	Dollar Variance	Percent Variance
Interest Income				
Interest on Loans	9,083,760	8,353,118	730,642	8.75%
Income from Investments	445,127	124,936	320,191	256.28%
Total Interest Income	9,528,887	8,478,055	1,050,832	12.39%
Interest Expense				
Dividends on Shares	1,875,155	891,099	984,056	110.43%
Interest on Borrowed Money	68,897	56,372	12,526	22.22%
Total Interest Expense	1,944,052	947,470	996,582	105.18%
Net Interest Income	7,584,835	7,530,584	54,251	0.72%
Provision for Loan Loss	763,289	899,976	(136,687)	-15.19%
Net Income after Provision	6,821,546	6,630,608	190,938	2.88%
Non-Interest Income				
Fee Income	1,285,177 0	1,287,199	(2,022)	-0.16%
Other Operating Income	1,421,554 0	1,044,411	377,143	36.11%
Gain(Loss) on Investments	0	0	0	0.00%
Gain(Loss) Fixed Assets	-275,052	-284,000	8,948	-3.15%
Other Non-Operating Inc (Exp)	12,963	-8,296	21,259	-256.24%
Total Non-Interest Income	2,444,642	2,039,314	405,328	19.88%
Non-Interest Expense				
Compensation & Benefits	3,761,135	3,832,511	(71,376)	-1.86%
Travel & Conference	9,664	17,391	(7,727)	-44.43%
Office Occupancy	369,315	370,904	(1,589)	-0.43%
Office Operations	891,617	879,923	11,694	1.33%
Education & Promotion	206,779	214,226	(7,447)	-3.48%
Loan Servicing	314,123	335,466	(21,342)	-6.36%
Professional & Outside Service	1,309,239	1,380,314	(71,076)	-5.15%
Member Insurance	0	0	0	0.00%
Operating Fees	51,285	41,820	9,465	22.63%
Miscellaneous Operating	112,554	125,664	(13,109)	-10.43%
Total Non-Interest Expense	7,025,711	7,198,218	(172,507)	-2.40%
Net Income	2,240,476	1,471,703	768,773	52.24%

DEMO CREDIT UNION
INCOME STATEMENT - YEAR TO DATE BUDGET
December 31, 2021

	Current Year	Budget	Change	
			Dollar	Percent
Loan Schedule				
Unsecured Credit Card	279,185	236,856	42,328	17.87%
All Other Unsecured Loans	465,777	406,673	59,104	14.53%
New Auto Loans	583,497	581,281	2,216	0.38%
Used Auto Loans	5,057,906	4,497,245	560,661	12.47%
First Mortgage Real Estate	250,065	216,992	33,073	15.24%
Other Real Estate	182,357	189,369	(7,013)	-3.70%
All Other Loans	2,264,975	2,224,702	40,273	1.81%
Total Loans	<u>9,083,760</u>	<u>8,353,118</u>	<u>730,642</u>	<u>8.75%</u>
Investment Schedule				
U.S. Govt & Agency	0	0	(0)	-100.00%
Corporate Central CU	7,624	274	7,349	2679.53%
S&L's and Banks	417,710	111,403	306,308	274.96%
Other Investments	19,793	13,260	6,533	49.27%
Total Investments	<u>445,127</u>	<u>124,936</u>	<u>320,191</u>	<u>256.28%</u>
Fee Income				
Late Charges & Fees	240,367	238,496	1,872	0.78%
Courtesy Pay/Checking Fees	666,747	668,462	(1,715)	-0.26%
Loan Doc Fees	151,948	154,444	(2,496)	-1.62%
ATM Fees/Inquiry Income	34,354	39,811	(5,457)	-13.71%
Loan Deferment Fees	69,511	70,173	(662)	-0.94%
Other Fee Income	122,249	115,813	6,436	5.56%
Total Fee Income	<u>1,285,177</u>	<u>1,287,199</u>	<u>(2,022)</u>	<u>-0.16%</u>
Other Operating Income				
GAP Insurance	676,461	266,556	409,905	153.78%
Mortgage Servicing	32,474	32,580	(106)	-0.32%
Visa Interchange Income	712,619	745,275	(32,657)	-4.38%
Other Operating Income	0	0	0	0.00%
Total Other Income	<u>1,421,554</u>	<u>1,044,411</u>	<u>377,143</u>	<u>36.11%</u>
Savings Schedule				
Share Drafts	19,446	10,986	8,460	77.00%
Regular Shares	165,008	88,380	76,628	86.70%
Money Market Shares	99,568	56,177	43,391	77.24%
Share Certificates	1,137,358	614,387	522,971	85.12%
Non-Member CDs	320,838	57,476	263,361	458.21%
IRA/Keogh	132,752	63,547	69,205	108.90%
All Other Shares	186	145	41	28.38%
Total Shares & Deposits	<u>1,875,155</u>	<u>891,099</u>	<u>984,056</u>	<u>110.43%</u>