# 2009 Annual Report

Statement of Condition
Statement of Operations

**December 31, 2009** 



## Mission Statement

Meeting Financial Needs – "Your Way"

## Values:

- Trustworthy
- People Focused
- Quality Service

## 2009 Reports Report from the Chairman

How do you determine and measure success? In the economic world of 2009, most would see little evidence of success. A glimmer was visible each day, each week and each month for those watching Genisys Credit Union. In its first post-merger year, your credit union exceeded the expectations of most in the financial world.

The merger that brought two fine credit unions together in late 2008 was promoted as a merger of equals. Many in the financial world suspected it would be anything but equal. They were wrong on every count! Genisys Credit Union functions today with a unified team. Efficiencies and improvements continue as ongoing good business practice, but the structure is firmly established. Dianne Addington's President/CEO report describes the financial progress, but here are a few examples of other 2009 excellence:

- Completion of the most successful core data processing conversion in credit union history
- Member satisfaction survey rating of 96.29% with excellence in quality service
- 3) Achievement of 155.45% of planned internal goals
- 4) Employee Opinion Survey rating over 90%
- 5) Net Promoter Index of 87.19 NPI is a customer loyalty metric with 50 or more considered acceptable amongst the best companies. In 2009, financial institutions typically ran at ratings of 35 and below. Genisys results = SUPERIOR!

How was Genisys Credit Union able to perform at such high levels in its first operational year? The answer is easy because there would be no success to report without the focus, dedication and performance of the people of Genisys.

The management staff under Dianne Addington's leadership achieved so much. They were truly amazing. Policies and procedures were reviewed and rewritten; departments were consolidated and in some cases moved; countless hours were spent evaluating, testing and implementing a successful core system conversion. There was a never-ending list of projects and each one of them was met head on and worked to conclusion.

The remarkable frontline staff at 25 proprietary branches and all of those behind the scenes accepted and tackled every challenge and did their utmost to satisfy every member on every

occasion. Their dedication to their jobs, support of the merger, and willingness to embrace extraordinary change made Genisys stronger and the transition easier. They are wonderful people and dedicated beyond belief to satisfying all Genisys members.

With all that was done, there is one other tribute to this management and staff team that every member should know about: Genisys management and staff volunteered over 4,000 hours of their own time to community projects in 2009.

Finally, there are the volunteers that make up your Board of Directors and Supervisory Committee. All of them deserve real credit for truly working together and helping to build Genisys into this great credit union they envisioned.

I am pleased to report that your credit union continues to be financially strong and totally committed to serving our members. The staff and volunteers of Genisys appreciate your business and congratulate you for having chosen to be a member of an outstanding financial institution.

John Schulte
John Schulte
Chairman of the Board

## **Supervisory Committee Report**

The Supervisory Committee, as appointed by the Board of Directors, shares the Board's responsibility: for determining that management practices are protecting the member's assets; for properly administering the Board's policies and procedures; and for safeguarding against fraud and conflict of interest.

In fulfilling its responsibilities, the Supervisory Committee retained the accounting firm of Plante & Moran, PLLC to perform an annual audit of the financial statements and to conduct a verification of member accounts for the year, which ended December 31, 2009. Their complete audit report is available upon request.

Based on the result of audits, examinations, and on-going internal control reviews, the Supervisory Committee can assure members that Management and the Board of Directors have acted in their best interest to ensure continuance of a sound financial institution.

Heunt Southern
Glenn E. Voorhess
Chairperson

## Report of the President, CEO

2009 was the first full year of operations for Genisys Credit Union. Throughout the year, there were many changes as the operations of each legacy credit union were combined. The climax of these changes occurred on July 31, 2009 when all credit union operations were successfully merged onto one core operating system.

Even in a year of change, the credit union maintained an outstanding level of quality member service measured through surveys, professional shops, and tracking net promoter index scores. Credit union staff never lost focus in providing members with the best possible service as was evident in an average 96.29% satisfaction rating.

In 2009, the Genisys branching strategy continued forward momentum with two new locations opening. A branch was opened in Commerce Township on Union Lake Road near Willow, and a branch in Shelby Township on Van Dyke north of 22 Mile Road. Genisys Credit Union Members now have 25 proprietary branches, 3,700 Co-op Shared Branches, and approximately 28,000 no surcharge ATMs. Genisys is accessible 7 days a week, 24 hours a day through Online Banking and our loan call center. Additionally, Genisys expanded its charter in 2009 in order to serve members in Genesee County, Michigan and Montgomery County, Pennsylvania

Genisys ended 2009 with approximately \$1.3 billion in Assets and a very strong capital to asset ratio of 11.72%. Genisys continued to receive a 5 star rating from the independent rating firm Bauer Financial which is the best possible rating for a financial institution.

The Financial Statement for 2009 consolidates Genisys Credit Union and its Subsidiaries. The year-end totals for December 31, 2009 are:

Assets \$1,288,456,000
Deposits \$1,099,763,000
Net Loans and Mortgages \$747,398,000

Genisys Credit Union is well positioned to serve its more than 117,000 members in a meaningful way through challenging economic times and through good times. With the strong leadership provided by the Board of Directors, as well as the dedication and hard work of the Genisys staff, Genisys will continue to focus on meeting the financial needs of our membership through outstanding quality service, convenient service delivery channels, and competitive rates.

Dianne Addington President/CEO

## **Consolidated Statement of FINANCIAL CONDITION**

ASSETS: Cash and cash equivalents	<b>12/31/2009</b> \$70,706,090	<b>12/31/2008</b> \$ 92,178,798
Investment securities:     Trading     Available for sale     Held to maturity  Time deposits with other financial institutions Loans to members Accrued interest receivable Premises and equipment - Net NCUSIF deposit Federal Home Loan Bank stock CenCorp member capital share deposit Other assets  TOTAL ASSETS	349,414,312 691,912 42,051,866 747,397,058 2,340,727 28,656,755 10,686,289 5,606,500 534,244 30,369,861 \$ 1,288,455,614	3,463,570 284,927,463 824,306 78,000,000 692,703,835 4,523,629 26,890,095 2,709,192 4,006,900 1,400,000 23,694,977 \$ 1,215,322,765
LIABILITIES AND MEMBERS' EQUITY	<u>\$ 1,200,433,014</u>	<u>\$ 1,213,322,705</u>
Liabilities:  Members' shares and savings accounts Borrowed funds Accrued interest payable Accrued and other current liabilities  Total liabilities	\$ 1,099,762,663 24,500,000 1,398,254 11,178,093 1,136,839,010	\$1,015,505,740 43,500,000 1,051,575 16,100,853 1,076,158,168
Members' Equity	<u>151,616,604</u>	139,164,597
TOTAL LIABILITIES & EQUITY	\$ 1,288,455,614	\$ 1,215,322,765
Consolidated Statement of OPERATIONS		
INTEREST INCOME: Loans	<b>12/31/2009</b> \$ 44,770,417	<b>12/31/2008</b> \$ 43,110,939
Investment securities	15,525,125	20,738,274
Total interest income INTEREST EXPENSE	60,295,542	63,849,213
Members' shares and savings accounts Borrowed funds	17,984,984 1,445,992	25,611,938 2,048,203
Total interest expense	19,430,976	27,660,141
Net Interest Income	40,864,566	36,189,072
Provision for Loan Losses	15,929,210	6,289,713
Net Interest Income - After provision for loan losses Noninterest Income	24,935,356	29,899,359
Fees and charges	6,795,225	7,908,384
NCUSIF recapitalization	6,305,620	- 500.450
Other	7,841,994	5,590,450
Total noninterest income	20,942,839	13,498,834
NONINTEREST EXPENSES Compensation and benefits	22,728,297	21,881,501
Operating expenses	12,753,673	14,923,160
Occupancy	3,287,241	3,093,397
Loss on sale of assets NCUA premium assessment	247,128	218,978 2,741,574
Loss on write-down of available-for-sale investments	971,566	2,741,374
NCUSIF impairment	· <del>-</del>	6,305,620
Corporate credit union capital impairment Costs related to pension plan termination	165,756 4,093,087	4,097,160
		E2 261 200
Total noninterest expenses	44,246,748	53,261,390
NET INCOME (LOSS)	<u>\$ 1,631,447</u>	<u>\$ (9,863,197)</u>

## **Board of Directors**

John A. Schulte - Chairman

Mark Churay - Vice Chair

Gary Wallen - Secretary

Patrick Shaffer - Treasurer

Peter DeVita

**Robert Gracely** 

**Thomas Healy** 

Kathleen Kalis

**Gregory Melega** 

David Stolk

Brian Zabowski

## **Supervisory Committee**

Glenn Voorhess - Chairman

Steve Branch

Debra Ehrmann

Barbara Pasciolla

**David Taylor** 

# Senior Management Listing

President/CEO Dianne Addington

EVP/Chief Operations Officer Thomas Alter
EVP/Chief Information Officer Jacqueline Buchanan

SVP/Member Services Christine DeWitt SVP/Chief Investment Officer Gerald Strausbaugh

SVP/Chief Financial Officer Wilma Wells

VP of Public Relations Lonnie Bone

VP of Marketing Darren Cameron

VP of Human Resources Andria George

VP of Facilities James Kucinski

VP of Information Technology Alan Smith

VP of Sales and Service Jerry McIlrath

VP of Lending James Reinhart

VP of Branch Operations Glenda West



## Michigan Branches

#### **Auburn Hills**

2100 Executive Hills Blvd., Auburn Hills 48326 248-322-9800 x3205

## **Chesterfield Township**

52947 Gratiot Ave., Chesterfield Twp. 48051 586-598-1786

#### Clarkston

7357 Deer Lake Rd., Clarkston 48346 248-620-3278

## **Commerce Township**

2445 Union Lake Rd., Commerce Twp. 48382 248-363-3539

## Macomb Township

50786 Romeo Plank Rd., Macomb Twp. 48044 586-412-5758

#### Marysville

207 Huron Blvd., Marysville 48040 810-364-9290

## Orion

4055 S. Lapeer Rd., Orion 48359 248-370-0530

## Ortonville

250 N. Ortonville Rd., Suite B, Ortonville 48462 248-627-8600

#### Oxford

168 S. Washington, Oxford 48371 248-236-8135

## Plymouth

13000 Haggerty Rd., Plymouth 48170 734-453-5440

## **Pontiac**

44400 Woodward Ave., Pontiac 48341 248-858-2323

## **Rochester Hills - Crooks**

2881 Crooks Rd., Rochester Hills 48309 248-299-5400

## **Rochester Hills - Avon**

55 W. Avon Rd., Rochester Hills 48307 248-608-2789

## Shelby Township

49675 Van Dyke, Shelby Twp., 48317 586-323-7060

#### Troy - Big Beaver

363 W. Big Beaver, Suite 150, Troy 48084 248-528-0302

#### Troy - John R

4972 John R Rd., Troy 48085 248-740-5932

#### Waterford - M-59

7372 Highland Rd., Waterford 48327 248-666-9742

#### Waterford - Dixie

4416 Dixie Hwy., Waterford 48329 248-618-8065

#### Waterford - Walton

2960 W. Walton Blvd., Waterford 48329 248-618-0914

#### White Lake

3671 Highland Rd., White Lake 48383 248-887-1211

#### Wixom

160 Wixom Rd., Wixom 48393 248-926-0648

## **Ypsilanti**

2820 Tyler Rd., Ypsilanti 48198 734-485-8000

## Minnesota Branches

## Eagan

1519 Central Parkway, Suite 110, Eagan 55121 651-994-4898

#### Roseville

1490 County Road B West, Suite B, Roseville 55113 651-633-8443

## Pennsylvania Branch

#### Blue Bell

1510 DeKalb Pike, Suite A-9, Blue Bell, PA 19422 610-272-4900



www.genisyscu.org