

BALANCE SHEET

Assets	2017
Loans	39,959,319
ALL	(678,720)
Net Loans	39,280,599
Cash & Investments	36,140,359
Fixed & Other Assets	5,564,885
Total Assets	80,985,843
Liabilities & Equity	
Other Liabilities	938,500
Savings	23,445,133
Checking	12,183,521
Money Market	13,776,234
Share & IRA Certificates	19,832,685
Total Deposits	69,237,573
Total Equity	10,809,770
Total Liabilities & Equity	80,985,843
Net Worth Ratio	13.35%

NCUA and American Share Insurance

Deposit savings accounts are insured up to \$500,000. Your savings is federally insured to at least \$250,000 and backed by the National Credit Union Administration, a U.S. Government Agency. The Board of Directors has chosen to provide an additional \$250,000 of savings protection to each qualifying account through American Share Insurance, a private deposit guaranty corporation.

We are an Equal Opportunity Lender and an Equal Housing Lender. We do business in accordance with the Federal Fair Housing Law and the Equal Credit Opportunity Act.



INCOME STATEMENT

	2017
Income from Loans	2,222,335
Income from Investments	427,548
Other Income	1,176,604
Total Income	3,826,487
Operating Expenses	3,356,891
Income before Dividends	469,596
Dividends & Interest Paid	350,976
Other Non-Operating Inc. (Exp)	(9,267)
Net Income	109,353

BOARD OF DIRECTORS

Jess Cisneros *Chairman*
Linda Bardere *Vice Chairman*
Brad McDuffee *Treasurer*
Marcia Mulvaney *Secretary*
Charlie Slaton *Director*
Del Bryant *Director*
Melissa Anderson *Director*
Denise Perez *Director*
Ethel McAfee *Director*

SUPERVISORY COMMITTEE

Diane Pearce *Chairperson*
Alan Dyer *Committee Member*
Joe Paulino *Committee Member*

THINKWISE CREDIT UNION

2441 North Sierra Way
 San Bernardino, CA 92405

(909) 882-2911 · thinkwisecu.org

2017 ANNUAL REPORT



Thinkwise
CREDIT UNION

A MESSAGE FROM THE CHAIRMAN AND CEO

What an exciting 2017! As always, we thank you for being a member. We have been working diligently to improve your financial experience in many ways. Technology is moving forward faster than ever. We are making sure that we keep up with the latest financial technologies that will provide you with efficient and secure access to your accounts. You will be noticing new and exciting products and services as we enter 2018.

Your credit union experienced a number of milestones in 2017, including:

- Crossing \$80 million in assets
- Partnering with the San Bernardino 66ers for the Hit the Books program
- Installing two new ATMs, one at the new PDC Building and the other at the Rialto School District
- Adopting Middle College High School
- Launching MobiMoney, in-depth controls for your debit and credit cards
- Implementing the ability to deposit checks via your smartphone
- Hosting the financial simulation, Bite of Reality, for 12 local schools and organizations

These are accomplishments that were only made possible by the support of you, our members. Thinkwise is recognized as a strong community supporter, and we will continue to develop and strengthen that bond in the years ahead.

Thinkwise demonstrated outstanding financial performance during 2017. Your credit union ended the year with a net worth ratio over 13.35 percent, which

is significantly higher than our peer group of similar-size credit unions. The National Credit Union Administration considers a credit union well-capitalized at 7 percent. Our deposits, assets and loans are at very healthy levels.

Loan growth is one of our priorities for 2018. The lending team continues to do an excellent job of engaging members to identify lending opportunities. We continue to refinance millions of dollars in loans from other institutions, saving our members tens of thousands of dollars in monthly interest payments. Nothing reinforces our commitment to improvement more than having members bring us more of their loan and deposit needs. Our products, services and pricing will stay competitive to attract even more potential members in the future.

Identity security has always been an issue, but 2017 showed that we have to be more diligent than ever. We are excited to announce Wise Checking, a new benefits checking that will provide members with the tools they need to keep their identity secure. That security is just a portion of what this new product will provide. You will see more communications on this product very soon.

Finally, we would like to welcome our new President/CEO, Heri "Eddie" Garcia. Heri started with Thinkwise in 2012 as the VP of Operations and has been instrumental in many of the benefits and additions you have experienced in the last few years. He and the rest of the Thinkwise staff are ready to serve your needs and exceed your expectations in 2018!

Sincerely,

Jess Cisneros *Chairman of the Board*
Heri "Eddie" Garcia *President/CEO*

TREASURER'S REPORT

For several years, Thinkwise Credit Union has been committed to improving benefits for our employees and members. One of the benefits that we see from that commitment is improved efficiency and growth in many areas. Some highlights from the past year include the following:

- Member deposits increased by \$2.1 million from \$67.1 million in 2016 to \$69.2 million in 2017. This increase of 3 percent represents your continued faith in Thinkwise as a safe and sound financial institution providing above-market interest rates.
- Total assets grew \$2.5 million from \$78.4 million in 2016 to \$80.9 million in 2017, an increase of nearly 3 percent.
- The net worth ratio as of December 31, 2017, was 13.35 percent. The National Credit Union Administration requires a net worth ratio of 7 percent to be considered well-capitalized. Thinkwise continues to maintain a ratio nearly double the well-capitalized requirement.

The Board maintains a strong commitment to reducing fees for members. Over the past six years, we have worked to eliminate or reduce many superfluous fees. The information below highlights that commitment to our members.

Fee Income					
2012	2013	2014	2015	2016	2017
\$1,059,876	\$878,046	\$742,913	\$759,114	\$744,148	\$686,784

Dividends are another area of focus for the Board of Directors. Over the past six years, we have shown a strong commitment to offering the highest rates and paying the highest dividends to members.

Dividend Expense					
2012	2013	2014	2015	2016	2017
\$216,098	\$203,491	\$243,406	\$316,563	\$326,559	\$350,976

The Board of Directors and management have made a huge commitment to ensuring the long-term future of Thinkwise Credit Union. Ensuring that members receive tremendous value will remain at the forefront of our priorities. We continue to be a very safe and sound financial institution with a strong financial profile. It is my pleasure to serve as your Treasurer.

Thank you for your membership.

Brad McDuffee *Treasurer*

SUPERVISORY COMMITTEE'S REPORT

The Supervisory Committee is responsible for monitoring the financial safety and soundness of Thinkwise Federal Credit Union. We also measure compliance with various financial and regulatory requirements. In fulfilling these responsibilities, the Committee appointed the independent audit firm of Richards and Associates, which directly reports to the Supervisory Committee. We held monthly meetings to review internal audit services, internal control and risk management processes, and examinations by regulatory agencies. In the opinion of the Committee, Thinkwise Federal Credit Union has operated in accordance with applicable federal and state regulations.