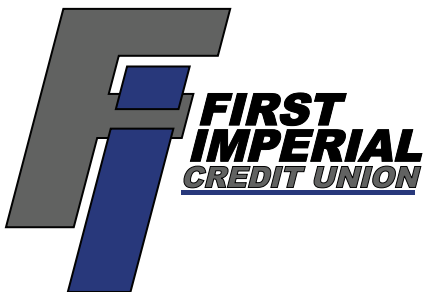




2018 Annual Report

Members / Employees / Community



Our Mission

To deliver quality, affordable financial services with an exceptional member-focused experience.

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Board of Directors

Chairwoman	Katie B. Luna
Vice-Chairwoman	Dr. Kathleen Lang
Secretary	Michael Campbell
Treasurer	Josue (Josh) Mercado
Board Member	Dr. Victor M. Jaime
Board Member	Chris Petree
Board Member	Victor Torres

Connect with us!





Josue Mercado
Treasurer

First Imperial Credit Union remained financially strong in 2018. For the year ending 2018, our total assets grew to \$122.4 million, deposits ended at \$106.1 million and loans ended at \$93.2 million. Our membership grew to 18,398, a number which continues to increase. Net income for the year was \$914,240 which gave us an ROA (return on assets) of 0.79% that is higher compared to our peers that stand at 0.72%. Overall, 2018 was proven to be a sound and impactful year for FICU.

The Board of Directors and senior management team have worked together closely to ensure that we remain a well-capitalized credit union with a net worth to total asset ratio of 9.89% as of year-end 2018. This ratio, established by the NCUA (National Credit Union Administration), sets the minimum allowable capital level for "well-capitalized credit unions" at 7%. First Imperial Credit Union continues to exceed this requirement.

Thank you for the trust you place in First Imperial Credit Union. We look forward to being your financial partner for many years to come.

Condensed Statement of Financial Condition

ASSETS		INCOME	
Loans	\$ 93,273,605	Interest on Loans	\$ 6,158,508
Allowance for Loan Losses	\$ (1,641,789)	Income from Investments	\$ 199,909
Cash	\$ 3,740,681	Fees	\$ 2,093,420
Deposits in Corporate Credit Union	\$ 29,665	Other Operating Income	\$ 980,560
Deposits in Federal Reserve Bank SF	\$ 3,794,112		
Investments	\$ 9,971,086	TOTAL INCOME	\$ 9,432,398
Land and Building/Leasehold Improvements	\$ 5,758,052		
Furniture and Fixtures/Data Software	\$ 673,761		
Other Assets	\$ 6,880,831		
TOTAL ASSETS	\$ 122,480,004		
LIABILITIES AND EQUITY		EXPENSES	
Liabilities	\$ 830,916	Employee Compensation and Benefits	\$ 2,704,147
Borrowings	\$ 4,165,429	Travel & Conference Expense	\$ 102,983
Deposits	\$ 106,098,850	Association Dues/Annual Fees	\$ 40,409
Regular Reserve	\$ 1,543,777	Office Occupancy Expense	\$ 468,227
Undivided Earnings	\$ 10,566,002	Office Operations Expense	\$ 1,562,673
Accum Other Comprehensive Loss	\$ (724,970)	Advertising and Publicity Expense	\$ 138,123
		Loan Servicing Expense	\$ 236,246
		Professional and Outside Services	\$ 264,792
		Operating Fees	\$ 13,757
		Miscellaneous Operating Expense	\$ 222,189
		TOTAL EXPENSES	\$ 5,753,546
		Dividends	\$ 623,564
		Provision for Loan Loss	\$ 2,087,786
		Interest Paid on Borrowings	\$ 53,262
		Non-Operating Loss	\$ -
TOTAL LIABILITIES AND EQUITY	\$ 122,480,004	NET INCOME/(LOSS)	\$ 914,240



Katie B. Luna
Board Chairwoman

I have had the honor of serving on this board for four years and throughout this time I have been blessed to serve with six dedicated, intelligent, and respectable individuals.

As we reflect upon 2018, we are thrilled to share with you the progress and success of our year. Without a doubt, our success is dependent upon our FICU team, our members, our community and the vision of the Board of Directors. In order to make solid and informed decisions, the Board must be current with industry trends, financial knowledge, and the desires of our members. In 2018, five members of the Board received Certified Credit Union Board Member Designations from the Credit Union National Association. I am proud of the commitment our Board has taken to ensure a healthy and prosperous future for our credit union.

Annually at our strategic planning session, we have the task of gathering our ideas to discuss and make decisions about the future of our credit union. Throughout each discussion and debate, we remind ourselves that we are here to serve our community

with a focus on our mission which is to deliver quality, affordable financial services with an exceptional member-focused experience.

As part of our mission, FICU consistently looks for opportunities to be more accessible for our members. In 2018, we invested in our infrastructure by opening a 4,000 square foot branch in Calexico both incorporating advanced technology and creating new jobs. We are proud to operate in Imperial County and to have a community charter that is focused on education and serving the financial needs for anyone that lives, works or worships in the Imperial County. We currently have more than 18,000 members and our financial institution continues to grow steady and strong. We thank you for your business and for being loyal members of First Imperial Credit Union.

Kindest Regards,

2018 was another banner year for First Imperial Credit Union, as we experienced great growth in loans, deposits, membership and assets. Our members continued to enjoy enhanced product offerings, consistent lending approvals and improved services with more robust digital platforms. We were and will continue to be absolutely committed to delivering an exceptional, member-focused experience in-branch, online and through our contact center.

With our members in mind, we dedicated additional training resources to enhance the skills of our team, ensuring that they have the knowledge needed to help our members fulfill their goals. We also enhanced our Bill Pay features, updated our website to be ADA compliant, improved our member statements, installed a new ATM at El Centro Regional Medical Center and inaugurated our newly built Calexico branch.

At the end of 2018 and in the month of January 2019, we proudly took the initiative to support our members who were affected by the Federal Government Shutdown by offering a zero percent loan assistance program and deferred loan payments to help bridge the gap during their difficult time.

Equally important to our growth and financial performance is our continued commitment to supporting the communities in which our members work, worship and live. In 2018, we donated to several local non-profits to ensure they were able to continue to do the great work they do to assist our community.

As we move into 2019, our focus will be to continue to follow our core values, which are focused on members, employees and our community. In addition, one of the top priorities for 2019 will be to finish the construction of our future Brawley branch which will be located at the Walmart shopping center. This will be a state-of-the-art branch which will serve our north-end members for many years to come. It is our pleasure to serve you and we thank you for your continued loyalty.

Sincerely,



Fidel Gonzalez
President/CEO



OUR GIVING INITIATIVES

67 
Community
Activities

 19
Financial Seminars
presented

8 
Casual for a Cause
donation recipients

more than
\$45,000
contributed to our
community in 2018.

The supervisory committee's role is to maintain oversight of the safety and soundness of the credit union. Operating independently of all entities at the credit union, we review practices and procedures followed by staff to verify that management carries out the policies set by the Board. The Department of Business Oversight (DBO) and the National Credit Union Administration (NCUA) examine the credit union on a regular basis; the supervisory committee reviews the results and follows up with senior management on any action items identified in the report to ensure compliance with applicable laws and government regulations.

The committee reviews quarterly financial reports and conducts ongoing operational audits. Annually we engage an independent certified public accounting firm to perform an opinion audit that evaluates accounting controls, financial statements and verification of members' accounts. For the fiscal year ending December 31, 2018, Turner, Warren, Hwang and Conrad conducted the 2018 audit of FICU. After the audit was completed, the CPA firm felt that the credit union followed all accounting rules appropriately and that the financial reports are an accurate representation of our financial condition.

The supervisory committee would like to report that FICU continues to maintain a high level of financial stability. I would like to express my gratitude to our dedicated Supervisory Committee volunteers. On behalf of the Committee, I would like to extend our appreciation to all the employees of First Imperial Credit Union and its Board of Directors, for their ongoing efforts to ensure the safety and soundness of the credit union.



Steve Escalera

Supervisory Committee
Chairman

Supervisory Committee

Steve Escalera
Chairman

Alexis Araujo

Richard Morales

Management Team

Fidel Gonzalez
President/CEO

Temo De La Torre
Executive Vice-President/CFO

Marlena Rascon
Marketing & Member Engagement

Dulce Luna
Lending

Angelina Araujo
Brawley Branch

Cecilia Cuevas
Calexico Branch

Sergio Jimenez
Imperial Branch

Micaela Pena
El Centro Branch

Evangelina Loya
HR/Compliance

Moises Lopez
Information Technology

Frank Ornelas
Loan Servicing

Veronica Yee
Accounting





18,000+
Total Members

Welcomed
3,414
members



72%

of members would
recommend us to
family and friends

Financial Industry Average is 43%
Source: netpromoter.com

7,095
Online
Banking
Users



2,276
new
checking
accounts



436,354
transactions

Loans by the numbers



5,138



1,351

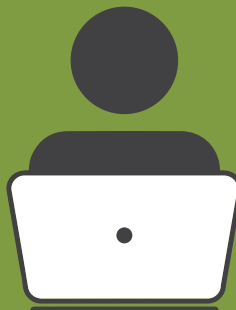


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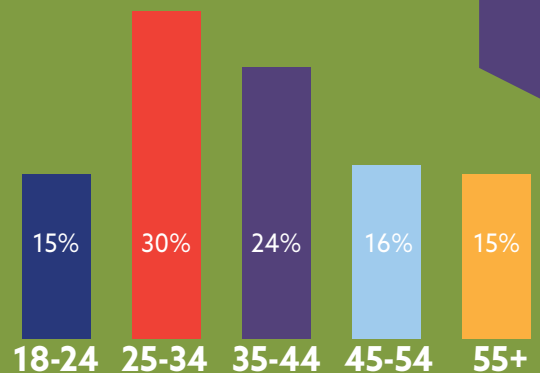
6,524 Loans
to members for
\$44 million

489,005

Page Views on ficu.com



64,456
ficu.com visitors



Age Demographic

SOCIAL MEDIA



[/firstimperialcu](https://www.facebook.com/firstimperialcu)

2,538 Likes
on Facebook

923 Followers
on Instagram

513 Video Views
on YouTube

2018 BY THE NUMBERS

We're more
than a bank,
We're your
credit union.



ficu.com

Brawley | Calexico | El Centro | Imperial | Imperial Valley College