

**UNITED HERITAGE CREDIT UNION** 

# 2019 ANNUAL REPORT

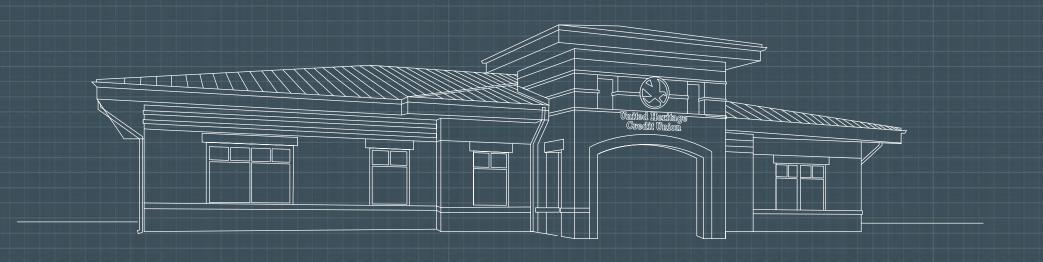


## VISION

To be the primary financial institution of choice.

## MISSION

To provide quality, personalized service while maintaining a strong financial position. United Heritage believes in the Credit Union philosophy of "People Helping People."



### **BOARD OF DIRECTORS**

Harold Keyes, CCD Dr. H. Ralph Wilburn, CCD Vice Chairman

James E. North, CCD

**Grady Elliott, CCD** 

**Tommy W. Lueders** 

Robert W. Spurck, Jr.

Val Velasquez

**Robert Hootkins, MD** 

Mike Trevino

Chairman

Secretary/Treasurer

Term: 2018-2021

Term: 2017-2020

Term: 2019-2022

Term: 2018-2021

Term: 2019-2022

Term: 2017-2020

Term: 2019-2022

Director

Director

Director

Director

Associate Director

Associate Director

**SENIOR MANAGEMENT** 

**Buddy Schroeder** 

Michael Ver Schuur

Sebrina Crawford

**Karen Wilkerson** 

**Jake Bernhard** 

**Nanette Courtney** 

**Rebecca Elliott** 

Joshua Robles

**Kristie Simo** 

Sara Vara

President/CEO

**Executive Vice President/CSO** 

Senior Vice President Operations/COO

Senior Vice President Risk Management/CRO, ISO

Vice President Real Estate Lending/CRELO

Vice President Compliance/CCO

Vice President Finance/CFO

Vice President Commercial Lending/CCLO

Vice President Consumer Lending/CCLO

Vice President Human Resources/CHRO





### HAROLD KEYES | CHAIRMAN

## CHAIRMAN'S REPORT

In 2019, United Heritage Credit Union saw a change to our Board of Directors leadership, with the retirement of May Lofgreen after 36 years of service, 25 of those years as the Chairman of the Board of Directors. It was a privilege to have worked alongside her for these past 24 years and an honor to have been elected to lead United Heritage Credit Union to further growth and success. This new appointment has reaffirmed my dedication and commitment to providing our members with the tools and resources they need to reach financial prosperity.

As we look back on 2019, we do so with excitement, as the Credit Union continues to reach new milestones, including our asset growth and our increased membership. We have taken great strides in creating a steadfast foundation for our continued growth and success. By investing in our infrastructure, with a new corporate headquarters, new products and programs, as well as additional technological tools, we are taking steps to ensure we are able to exceed the expectations and needs of our members.

The investment in our infrastructure has proved advantageous, as this past year we have seen growth to every major facet, including our assets and our membership. This growth is made possible by the dedicated individuals that make up the Credit Union's team of employees, led by Buddy Schroeder who in my opinion is the most talented and knowledgeable CEO in the credit union industry today. United Heritage Credit Union's staff is comprised of top talent, retained through our commitment to their success, which is evident by the 51 employees who have been with the company for more than a decade. The Credit Union takes immense pride in the fact that all of our 209 employees

utilize a personalized approach to meeting and exceeding our member's goals, expectations and needs through the tools and services we provide.

United Heritage Credit Union's employees embody our values, which is never more apparent than when they formed Team United Heritage in 2011, which is a group who works to support our members and communities. In 2019, members of Team United Heritage gave 200 hours of personal time volunteering to help worthy organizations with the support of the United Heritage Charity Foundation.

We cannot mention the success of the Credit Union without commemorating the volunteer Board of Directors, whose leadership has been of paramount importance to our current and future endeavors. Each Board member provides a variety of knowledge and experiences to form a group that is dedicated to utilizing their expertise to ensure that the Credit Union remains a strong, viable institution and positions us for success year after year. I have had the honor of serving on the board for more than 24 years, and I'm privileged to lead this group of qualified experts in the upcoming years.

As we look to 2020, we do so with enthusiasm, as we continue forward with our commitment to serving our members to the best of our abilities. Our 63rd year will bring new trials and triumphs, and we will continue on our path to ensure our members' financial needs and goals are met in 2020 and the years to come.



### **BUDDY SCHROEDER | PRESIDENT AND CEO**

### PRESIDENT'S REPORT

2019 was another remarkable year for United Heritage Credit Union. We saw phenomenal growth in assets which continued to increase past \$1 billion, as well as in membership, which grew to over 67,100 members. As we look back at 2019, we recognize the fundamental building blocks we've created to ensure that we continue to strengthen our capital position and expand our offering of financial products and services. The Credit Union's staff, Board of Directors and members should be extremely proud of our growth and success.

Due in large part to sound financial and risk management practices, 2019 will be recognized as one of United Heritage's most successful years in our history. This is evidenced by our earnings levels, growth in loans, shares, assets and capital, and assessments conducted by state and federal regulators. The Credit Union's assets increased by 5.1% during 2019, while members continued to demonstrate their faith in the Credit Union as a place to save and borrow, with shares and loans increasing 8.74% and 3.92% respectively. Furthermore, United Heritage continued to maintain a well-capitalized position with well performing assets and a capital ratio of 9.63%.

Throughout 2019, the Credit Union continued to invest in our technological future with new tools and resources aimed at improving the convenience, access and security of our services and products. Most evident to members was the launch of our updated and redesigned website, which focused heavily on improving member experience. Our commitment to these improvements and others supports United Heritage's dedication to our members' financial security.

Our employees continue to be United Heritage's greatest asset. Due to their continued dedication to providing exceptional member service, United Heritage is able to continuously meet and exceed members' expectations. Each employee epitomizes the Credit Union's philosophy of "People Helping People" in every aspect of their duties and responsibilities. We're sincerely grateful for every employee and the specific levels of expertise they bring to each area of the Credit Union.

Our Board of Directors are a vital component in the Credit Union's achievements. In 2019, we welcomed our new Chairman of the Board, Harold Keyes, who has served as a Board member for over 24 years and served as Vice-Chairman for six years. United Heritage Board members adhere to extensive ongoing meeting, training and educational requirements. Meeting attendance stipends totaled \$90,300 for 2019, consistent with expectations for 2020. Under Mr. Keyes' guidance the Board will continue to utilize their knowledge and expertise to ensure member expectations are at the forefront in every aspect of the Credit Union's operations.

We cannot look back on 2019 without acknowledging our member-owners. Our pursuit of success is to benefit you. Choosing the right financial partner is a significant decision, and it is our goal to make United Heritage Credit Union your first choice for all your financial needs. We are honored that you have chosen ownership in this Credit Union. The results of 2019 indicate the tangible and intangible value United Heritage provides its members, and we are confident that 2020 will bring about an even brighter future.



### JAMES E. NORTH | SECRETARY AND TREASURER

### TREASURER'S REPORT

As Secretary and Treasurer of the Board of Directors, I am pleased to report that 2019 was another successful year for United Heritage Credit Union. Assets continued to climb above the \$1 billion mark achieved in 2018. This is a direct result of our members' loyalty, as well as the steadfast commitment of our organization to growth and evolution. A strong foundation has been built to support continued financial success and we remain committed in the upcoming years to maintaining solid earnings, a quality loan portfolio and a strong capital position.

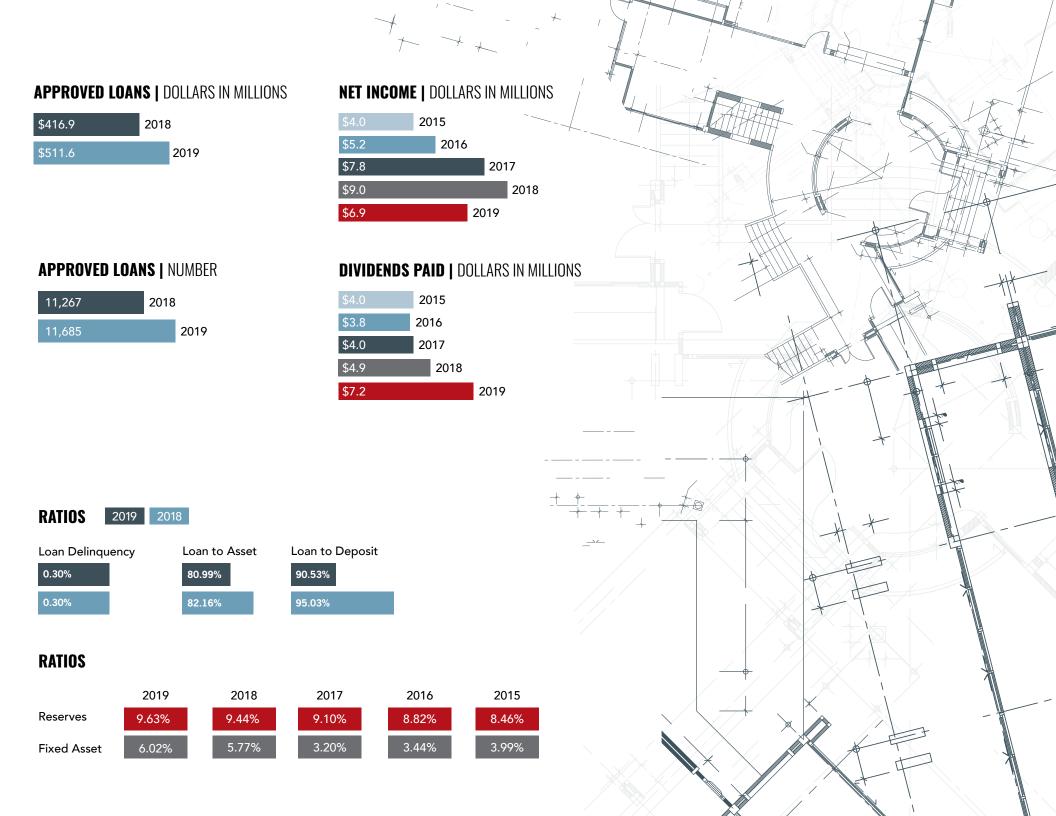
As United Heritage Credit Union's assets increased by \$52 million during 2019, other aspects of the operation demonstrated similar success. Responding to the demands of our members, outstanding loans jumped to \$873.1 million, up from \$842.9 million the year prior. Asset quality remained exceptional, reflected in low loan delinquency and charge-off levels. And the Credit Union's capital ratio rose to 9.63% during 2019, solidifying our position as a well-capitalized credit union, a designation the Credit Union has consistently maintained. While financial growth is a key metric used to measure success year-over-year, the Credit Union also relies on continued membership growth to gauge success. In 2019 membership increased more than 4.2% to 67,139 member accounts, up from 64,385 at 2018 year-end. As we look to this coming year we pledge that we will continue to serve our communities and our members, in turn, entrusting their hard-earned funds to the Credit Union.

2019 reflects a clear pattern of growth for United Heritage, financially and otherwise. However, without a frame of reference these totals

cannot be analyzed to determine the Credit Union's effectiveness meeting member needs, and ultimately maintaining a high level of member satisfaction. To complete this narrative, the Board of Directors and management team have determined that assessing product and program usage, in addition to member satisfaction levels, is an essential component in measuring the Credit Union's success.

In 2019, United Heritage approved a record 11,685 member loans totaling more than \$511.6 million. The number of debit card transactions on the year reached more than 36 million, and other services saw similarly strong increases in usage levels. As an example, sign-ins on the UHCU Mobile App climbed to a monthly average of 482,897, up from 384,408 in 2018. The Credit Union also paid out more than \$7.2 million in dividends on member deposits in 2019, demonstrating a commitment and deeprooted history of delivering a strong return on member deposits.

As we look towards 2020 and beyond, United Heritage Credit Union remains committed to our continued evolution and expansion of member services. Our focus on our members persists as we set new goals for 2020. United Heritage will continue to support our members' financial aspirations and needs in every way possible. We are dedicated to providing our members and the communities we serve with excellent, personalized service. We know that 2020 will be filled with new challenges and milestones, which we look forward to facing and working to reach respectively. We are honored to provide our member-owners with continued security, as we work to fulfill our mission.



### H. RALPH WILBURN - CHAIRMAN BOB SPURCK & GRADY ELLIOTT - AUDIT COMMITTEE

### **AUDIT COMMITTEE REPORT**

The Audit Committee is comprised of three members of the Board of Directors appointed annually by the Board Chairman. These three volunteers, selected for their dedication and knowledge of the Credit Union, fulfill a variety of critical needs. They monitor regulatory supervisory processes, oversee external audit functions, assist in assessment of the Board's individual and collective performance and ensure Board Policy adheres to regulatory requirements and organizational expectations.

Clifton Larson, LLP, an independent audit firm, performed the 2019 financial audit of United Heritage Credit Union and its subsidiaries in accordance with GAAP and as required by the Texas Finance Code. Results of this comprehensive audit led to United Heritage Credit Union receiving an unmodified opinion on the consolidated financial statements for the year ending December 31, 2019.

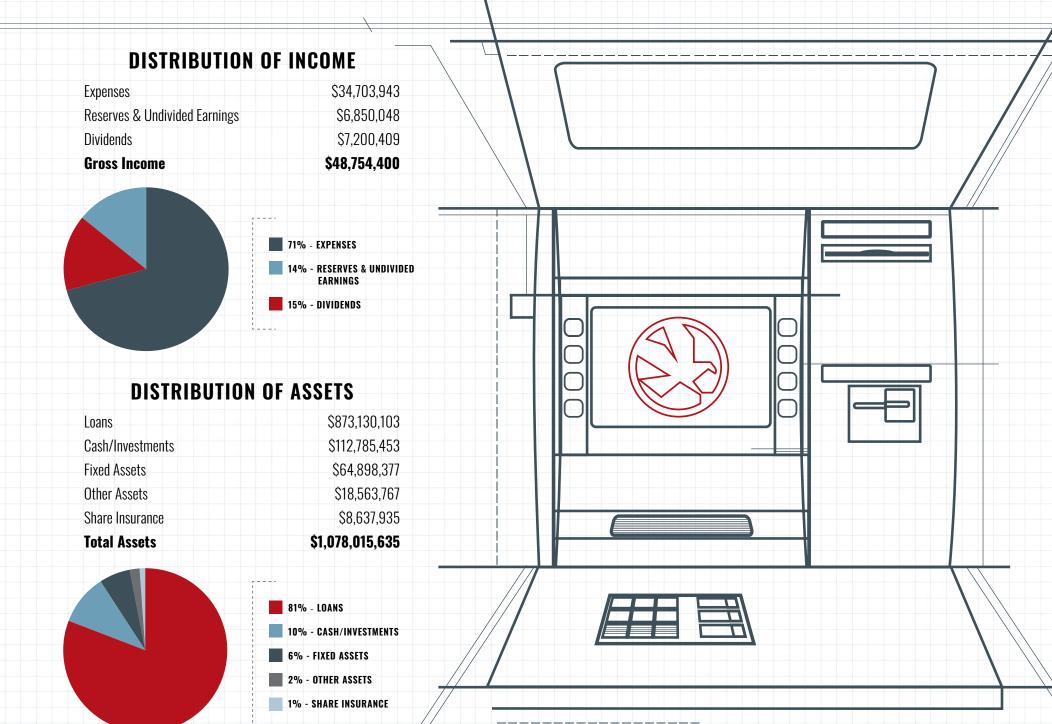
In accordance with state and federal regulatory requirements, United Heritage Credit Union was also examined by representatives of both the State of Texas Credit Union Department and National Credit Union Administration during 2019. These examinations attest to the security of the Credit Union's operations. The Audit Committee is pleased to report that – according to the combined findings of independent auditors, state and federal regulatory examiners, and financial and operational statements – United Heritage Credit Union is in exemplary financial condition and management procedures are in place to protect the assets of the Credit Union's members; which is the utmost priority of our organization.

Board and staff realize that member service is paramount to the success of United Heritage Credit Union. The Credit Union's 99% favorable service rating during 2019 reflects success attaining this goal. This success was made possible by the hard work and commitment of staff across all aspects of the Credit Union's operations and is essential to our continued growth.

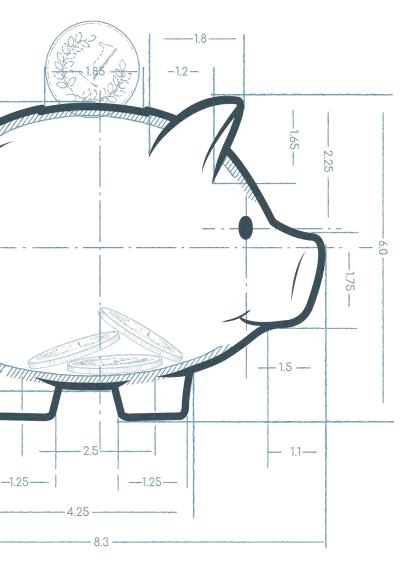
A commitment to the mission and values of United Heritage Credit Union continues to drive the Audit Committee in all efforts. The Committee appreciates the support of United Heritage's more than 67,000 members and the confidence shown entrusting the Credit Union with their hard-earned funds.

#### **NEW MEMBER SATISFACTION**





### 2019 FINANCIAL REPORT



#### CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

ASSETS	2019	2018
Loans	\$875,942,392	\$842,923,103
Less Allowance for Loan Loss	(\$2,812,289)	(\$2,763,863)
Cash/Cash on Deposit	\$8,111,293	\$8,683,019
Investments	\$104,674,160	\$95,937,879
Fixed Assets	\$64,898,377	\$59,156,136
Share Insurance	\$8,637,935	\$8,356,284
Other Assets	\$18,563,767	\$13,639,531
Total Assets	\$1,078,015,635	\$1,025,932,089
LIABILITIES AND EQUITY	2019	2018
LIABILITIES AND EQUITY  Accounts Payable	<b>2019</b> \$8,797,351	<b>2018</b> \$42,375,117
Accounts Payable	\$8,797,351	\$42,375,117
Accounts Payable Dividends Payable	\$8,797,351 \$691	\$42,375,117 \$584
Accounts Payable Dividends Payable Other Liabilities	\$8,797,351 \$691 \$3,804,983	\$42,375,117 \$584 \$2,955,936
Accounts Payable Dividends Payable Other Liabilities Member Deposits	\$8,797,351 \$691 \$3,804,983 \$964,501,383	\$42,375,117 \$584 \$2,955,936 \$886,966,030
Accounts Payable Dividends Payable Other Liabilities Member Deposits Regular Reserves	\$8,797,351 \$691 \$3,804,983 \$964,501,383 \$11,471,964	\$42,375,117 \$584 \$2,955,936 \$886,966,030 \$11,471,964

### **CONSOLIDATED STATEMENTS OF INCOME**

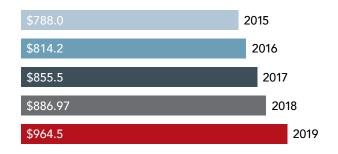
Gross Income	\$48,754,400	\$44,827,272
Other	\$10,959,388	\$11,132,408
Gain on Sale of Assets	\$0	\$0
Investments	\$3,230,977	\$2,887,959
Loans	\$34,564,035	\$30,806,905
INCOME	2019	2018

	ψο,200,777	Ψ2,007,707	
Gain on Sale of Assets	\$0	\$0	
Other	\$10,959,388	\$11,132,408	
Gross Income	\$48,754,400	\$44,827,272	

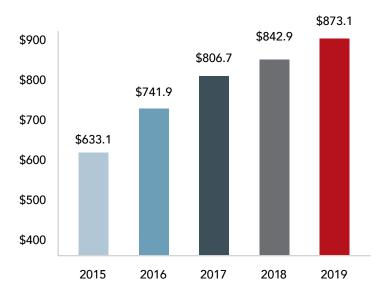
EXPENSES	2019	2018
Operating Expenses	\$16,968,401	\$15,218,227
Provision for Loan Loss	\$1,790,404	\$2,151,979
Other General and Admin	\$15,945,138	\$13,497,733
Total Expenses	\$34,703,943	\$30,867,939

Net Income  Members	\$6,865,048 67,139	\$9,023,481 64,385	
Dividends Paid	\$7,200,409	\$4,935,852	
Income Before Dividends	\$14,050,457	\$13,959,333	

### TOTAL SHARE DEPOSITS | DOLLARS IN MILLIONS



### TOTAL LOANS | DOLLARS IN MILLIONS





### **SERVICES REPORT**

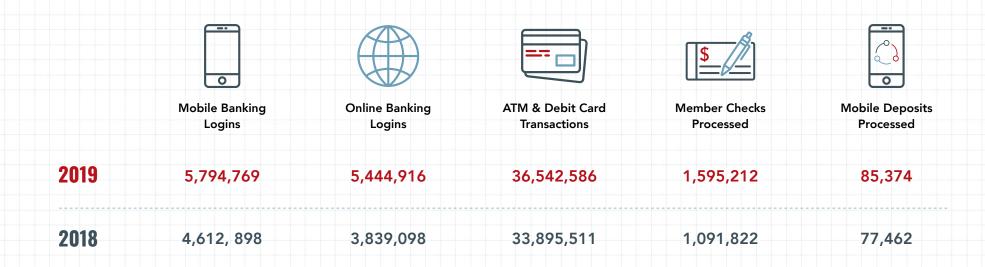
United Heritage Credit Union remains committed to improving our members' digital experience, developing and implementing new tools and resources for members to conduct seamless online banking transactions. In 2019 the Credit Union launched a redesigned website, focused on providing an exceptional member experience using a cohesive data-driven, journey based approach to create a more intuitive and faster site.

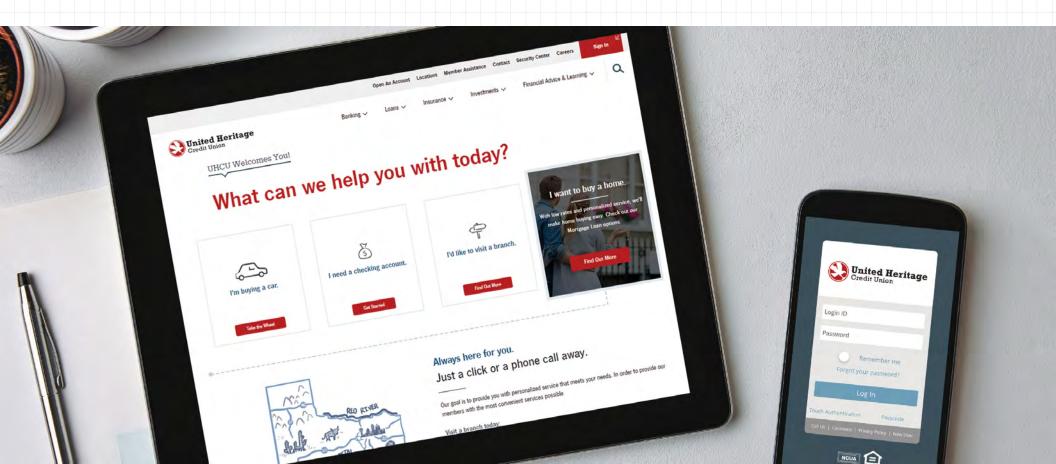
The award winning website redesign allowed for our members to more easily complete their online banking needs while providing them with financial information relevant to them. The updated site combines new Al technology with a streamlined design geared to improve our member experience.

We recognize more of our members are turning to the digital world to complete their banking transactions and to acquire financial information. One of our primary goals is the safety of our members' data. Throughout the year, the Credit Union has continued to update and launch security measures designed to protect members' data and private information.

The Credit Union uses a variety of tools to keep members informed of potential security risks, such as SMS phishing scams, and other potentially vulnerable spots. The Security Center and Blog are a great resource for members looking to learn how to keep their data safe. Our blog goes beyond security information. It also includes articles relevant to UHCU, including buying a home or a car, or information regarding the Credit Union's events such as monthly Shred Days. Stay up-to-date by visiting uhcu.org/ securitycenter and uhcu.org/blog.

Throughout 2019, United Heritage Credit Union has used our social media profiles to engage with our members. Through sites such as Facebook, Twitter and Instagram, the Credit Union has informed our members of events, promotions, giveaways, product announcements and security updates. We saw a marked growth of followers and engagement in each of our social media sites during 2019, and our teams appreciate being able to connect with our members through these channels. The Credit Union looks forward to increasing our engagement and providing our members with relevant information on these sites in the upcoming year.





## MEMBER APPRECIATION

United Heritage Credit Union hosted four Member Appreciation events in 2019, with three Austin-area Member Appreciation events at the Dell Diamond and one at the Tyler branch for our Tyler-area members.

At the Austin-area events, members enjoyed a Round Rock Express baseball game, got their faces painted, dined on burgers and hotdogs, entered to win awesome door prizes and even had their photo taken with Beaker, the UHCU eagle mascot.

Our Tyler members also enjoyed a Member Appreciation Day in October of 2019. With music, free food, face painting, door prizes, visits with Beaker and more, it was a great, family-friendly event. United Heritage looks forward to these events each year and enjoys the opportunity to visit with members in such a relaxed, fun environment.







## TEAM UNITED HERITAGE

United Heritage Credit Union is proud to have employees dedicated to improving the Central and East Texas communities in which they live and work. It is the shared desire to help others that leads many staff members to join Team United Heritage, a group of Credit Union employees that routinely volunteers their time and resources to support a variety of local charitable organizations and initiatives.

In 2019, Team United Heritage had over 50 volunteers participate in seven events across Central and East Texas. On top of that, they gave hours of their free time and raised donations for local charities, like Keep Austin Beautiful and the Special Olympics.

Team United Heritage is committed to their philanthropic work to enrich Texas communities. Whether through an individual philanthropic endeavor or a group activity, participants of Team United Heritage continue to improve the lives of those in their community on a regular basis.



### ORGANIZATIONS SUPPORTED BY TEAM UNITED HERITAGE

Special Olympics Texas

Austin Science Education Foundation

BookSpring

Keep Austin Beautiful

University of Texas Charter School System

Kids Matter International Literacy Council of Tyler Austin Empty Bowl Project Partnerships for Children

### UNITED HERITAGE CHARITY FOUNDATION

May Lofgreen, Chairman

Harold Keyes, Vice Chairman

Ralph Wilburn, Secretary & Treasurer

**Bob Spurck**, Director

Mike Trevino, Director

Ed Clements, Director



2019 was another successful year for the United Heritage Charity Foundation. Founded in 2003 as a independent nonprofit, the Charity Foundation maintained its commitment to its mission of supporting deserving organizations that make a difference in their communities.

The Charity Foundation would like to express their appreciativeness to everyone who has aided the Charity Foundation's efforts to make a difference in our communities. We are deeply pleased with the Charity Foundation's achievements throughout 2019 and will continue to provide key guidance to maintain the goals and objectives of the Charity Foundation.

The United Heritage Charity Foundation's largest fundraiser is the annual Auto Raffle. In 2011, the Charity Foundation held its inaugural Auto Raffle, raising \$39,989 to support local charities and organizations. With \$75,132 raised through 2019 Auto Raffle ticket sales, proceeds from the Auto Raffle now total \$541,818, and funds raised through ticket sales help facilitate the Charity Foundation's charitable mission throughout the year. Tamantha Darling was randomly selected as the winner of this year's Auto Raffle and took home a 2019 Jeep Cherokee Latitude.

On behalf of the United Heritage Charity Foundation Board of Directors, we would like to convey our thanks to everyone who contributed to the monumental success of the 2019 Auto Raffle. The money raised through the Auto Raffle is paramount to the Foundation to consistently achieve its goal of contributing to deserving organizations that positively impact the community.

Also in 2019, the Charity Foundation awarded \$10,000 in scholarships to college-bound high school seniors and donated another \$121,700 to local organizations. Since its inception, the Charity Foundation has distributed more than \$1.9 million to charitable causes in Central and East Texas.

With the support of United Heritage Credit Union and the community, the United Heritage Charity Foundation maintains the objective of improving the lives of fellow Texans as we enter 2020. Visit uhcf.org for more details.

### CHARITIES SUPPORTED BY THE UNITED HERITAGE CHARITY FOUNDATION

#### 2019 Beneficiaries:

A Gift of Time Adult Day Care

Alzheimer's Texas

Capital IDEA

Central Texas Food Bank

**CHRISTUS Mother Frances Hospital** 

Cystic Fibrosis Foundation - Central Texas Chapter

**Dress for Success Austin** 

Family Eldercare

Hill Country Community Ministries

Hospice Austin

Manos de Cristo

Marathon Kids

NAMI: National Alliance on Mental Health

**New Milestones Foundation** 

Onion Creek American Legion Post 326

Open Door Recovery House

**RED Arena** 

**Restoration Ranch** 

Samaritan Center

Senior Access

The Arc of the Capital Area

The Center for Child Protection

The Comfort Crew for Military Kids

The Settlement Home for Children

# UNITED HERITAGE COMMUNITY SCHOLARSHIP

The Charity Foundation awards college scholarships to high school seniors who exemplify the credit union philosophy of "People Helping People." In spring 2019, the United Heritage Community Scholarship Committee awarded Allison Agthe and Navya Janga with \$5,000 scholarships. The two Austin-area high school seniors were selected based on their outstanding community service, extracurricular activities, and academic performance. Dr. H. Ralph Wilburn and Mr. Harold Keyes presided over the scholarship presentation for Allison Agthe and May Lofgreen presided over the scholarship presentation for Navya Janga.





# UNITED HERITAGE CREDIT UNION BRANCH LOCATIONS

### **CEDAR PARK**

1801 E Whitestone Blvd (FM 1431) Cedar Park, Texas 78613

#### GEORGETOWN

12 Waters Edge Cir Georgetown, Texas 78626

### **KYLE**

5029 Kyle Center Dr (S FM 1626), Kyle, Texas 78640

#### LAKEWAY

3317 S RR 620 Austin, Texas 78738

#### NORTH AUSTIN

12208 N Mopac Expy Austin, Texas 78758

#### RIVER PLACE

10815 RR 2222 AUSTIN, TEXAS 78730

### **ROUND ROCK**

301 Mays Crossing Dr Round Rock, Texas 78664

### **SOUTH AUSTIN**

6400 Menchaca Rd Austin, Texas 78745

#### **SOUTHWEST AUSTIN**

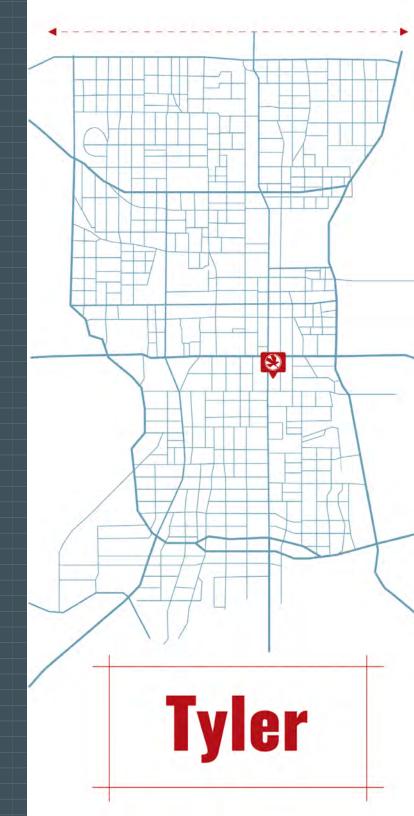
5011 W Slaughter Ln Austin, Texas 78749

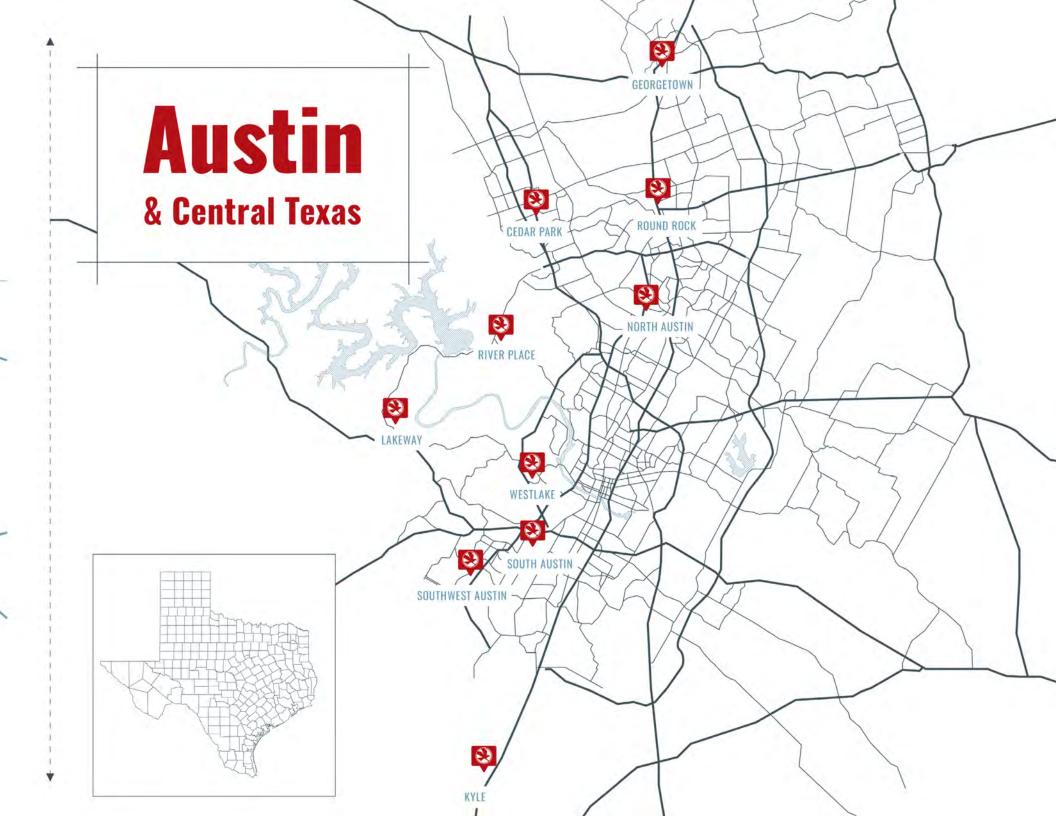
#### **TYLER**

522 S Broadway Ave Tyler, Texas 75702

#### WESTLAKE

2009 S Capital of Texas Hwy Austin, Texas 78746







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