



2018 ANNUAL REPORT

Exceeding Members' Expectations **Every Day**



Federally Insured by NCUA



Rebecca Bouska
Chair



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President / CEO

Board of Directors

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VICE CHAIR / TREASURER

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SECRETARY

Kathy Jewett

DIRECTOR

Trey Cusik

DIRECTOR

Rick Dixon

DIRECTOR

Linda Kizzire

Our Mission

To be our members' trusted financial home

Our Vision

Exceeding members' expectations every day

Mid American Credit Union was federally chartered in 1936 as Kansas Federal Credit Union to serve any employee/volunteer of a credit union or credit union association and their family members who at the time were unable to borrow from the credit union they served. We became a state-chartered credit union, opened our field of membership and became Mid American Credit Union in 1979, after legislation in the 1970s allowed employees and volunteers full access to their own credit unions.

Growth in 2018

In 2018, we saw a significant increase in our assets, jumping by 6 percent from 2017 to 2018. We went from being a \$281 million credit union to a \$298 million credit union. That growth was helped by a 3.9 percent increase in direct member accounts and a 5.1 percent increase in indirect member accounts. (Indirect members refer to those individuals who have secured an auto or vehicle loan with us and then open a share account for membership.)

Our member growth is the result of two successful relationship-building strategies. Many local employers partner with us to provide financial benefits to their employees, in part because we are one of the few financial institutions to offer guaranteed accounts to their employees who need a second chance at building creditworthiness. If the individual keeps the savings account in good standing for at least six months, they are offered the opportunity to open a checking account. We also have been very successful in building partnerships with both local and regional dealerships to provide loans to their customers.

With growth comes opportunities. In 2018 we hired another mortgage loan officer who works out of our northeast Wichita branch to supplement our longtime mortgage officer Debbie Stang in our West Kellogg home office. Also in 2018, our retirement and investment services advisor Steve Yokum retired and was replaced by Jessica Brokaw. Jessica has worked for us for the better part of the past decade, first as a member services representative and then in our marketing department, helping grow our employer partnership program. A young mom, Jessica has shown tremendous savviness in helping not only those approaching retirement or in retirement but millennials and younger adults who need help understanding the importance of financial planning.

Growing Engagement

The Board of Directors and I are proud of how Mid American provides volunteer service throughout the year. After all, credit unions focus on helping other people. Plus, research shows that relationships are deepened among individuals and within communities through volunteer efforts. We invest hundreds of hours in helping thousands of middle and high school students in the Wichita area understand how their academic success will relate to their future financial situation through our Reality U partnership with the Pando Initiative. We provide

a financial curriculum at summertime camps offered in part by the Wichita Police Department. In a new volunteer venture in 2018, all 115 of Mid American's employees gave up part of their Columbus Day holiday to give a half-day of service at six Wichita agencies.

Regulation Relief

Another part of our relationship-building extends to educating policymakers about how their decisions impact credit unions and their members. For several years, members of our leadership team and Board of Directors have visited Washington, D.C., to raise that awareness. We finally had success when Congress passed the Economic Growth, Regulatory Relief and Consumer Protection Act in May. For Mid American, the regulation relief allowed us to expand mortgage loan capabilities and freed up capital to do more small business lending.

More Great Things in 2019

Mid American's Board of Directors and its leadership team remain committed to building on the trust and service that you expect from your financial home, and that's why we have several new things on the horizon. In 2019, we will roll out mobile wallet capabilities and microchip-embedded debit cards. With a mobile wallet, your smartphone or other device becomes a virtual wallet, allowing you to use Apple Pay, Samsung Pay and Google Pay for purchases and transactions.

Our other big news for 2019 is the expected opening sometime in the fall quarter of a full-service and much larger VA branch at the corner of Kellogg and Oliver in Wichita. Mid American will debut the use of ITMs (interactive teller machines) at that branch, and then start retrofitting our other branches with ITMs. ITMs are similar to ATMs but you interact remotely with a member service representative.

On behalf of the staff and volunteers, I want to thank you for continued membership in Mid American – it means we have your confidence and trust, and that is something we highly value.

Rebecca A. Bouska – Chair, Board of Directors

Statement of Financial Condition

| AS OF | 12/31/17 | 12/31/18 |
|---|----------------------|----------------------|
| Assets | | |
| Loans to Members | \$254,864,831 | \$268,591,285 |
| Fixed Assets (Land, Building, Equipment) | 8,995,965 | 10,115,773 |
| Allowance for Loan Losses | (1,967,097) | (2,174,878) |
| Cash (On Hand and In Bank) | 5,735,079 | 3,854,324 |
| Investments | 5,235,127 | 5,663,625 |
| Other Assets | 8,567,337 | 12,440,982 |
| Total | \$281,431,242 | \$298,491,111 |

Liabilities

| | | |
|--------------------|----------------------|----------------------|
| Shares | \$232,399,659 | 241,934,253 |
| Regular Reserves | 5,067,990 | 5,067,990 |
| Undivided Earnings | 22,962,829 | 24,476,277 |
| Other Liabilities | 21,000,764 | 27,012,591 |
| Total | \$281,431,242 | \$298,491,111 |



Statement of Income Expense

| AS OF | 12/31/17 | 12/31/18 |
|-------------------------|---------------------|---------------------|
| Income | | |
| Interest on Loans | 13,000,668 | 13,454,247 |
| Income from Investments | 420,967 | 336,940 |
| Other Income | 5,170,027 | 5,895,368 |
| Gross Income | \$18,591,662 | \$19,686,555 |
| Operating Expenses | \$16,043,536 | \$16,481,778 |
| Net Income | \$2,548,126 | \$3,204,777 |

Distribution of Net Income

| | | |
|----------------------|--------------------|--------------------|
| Dividends Authorized | \$1,383,469 | \$1,691,329 |
| Undivided Earnings | 1,164,657 | 1,513,448 |
| Total | \$2,548,126 | \$3,204,777 |

Full-Service Branches in Wichita

West Branch / Main Office

8404 W. Kellogg Drive
316-722-3921
Toll free: 800-366-6228 (in Kansas)

Sedgwick County Branch

525 N. Main, Ste. 103
316-383-7999

Northeast Wichita Branch

2993 N. Webb Road
316-722-3921, ext. 699

South Wichita Branch

2433 W. 31st St. South
316-942-7326

VA Branch

804 S. Oliver
316-687-9809

Full-Service Branches in Kansas

Arkansas City

1610 N. Summit • 620-442-5811

Larned

114 W. 5th St. • 620-285-2026

Lawrence

550 N. Wakarusa Drive • 785-856-3051

Overland Park

9201 W. 87th St. • 913-362-5200



Mid American Credit Union members have access to more than 20 Wichita-area CO-OP Shared Branches and more than 5,000 nationwide. Look for the CO-OP Shared Branch logo at participating credit unions to make cash transactions, including deposits, withdrawals and transfers, along with account inquiries.

Products and Services

Savings Accounts

Basic Membership Savings
Vacation Savings
Christmas Club
Payroll Plus Savings
Preferred Youth Savings
IRA Accounts
Traditional IRA
Roth IRA
Coverdell Education Savings
Health Savings Accounts
Boost Your Savings

Checking Accounts and Services

Checking Plus
Basic Checking
e-Checking
Preferred Youth Checking
FirstStep Checking (youth)
Freedom Checking (youth)
VISA Debit Card
ATM Card
Overdraft Protection
Identity Theft Protection

Investment Services

Money Market Accounts
Certificate Accounts
 Regular
 PayDay
 Preferred Youth
IRA Certificates
Traditional IRA
Roth IRA
Coverdell Education Savings
Mid American Retirement &
Investment Services
Stocks
Mutual Funds
Annuities
Insurance

Business Services

Business Essentials Checking
Business e-Checking
Business Basic Savings
Business Money Market

Electronic Services

www.midamerican.coop
Mobile Banking
Online Banking
Free Online Bill Payer
Nationwide CO-OP ATM Access
 (nearly 30,000 ATMs)
Direct Deposit
24-hour Telephone Teller
Payroll Deduction
Wire Transfers

Lending Services

Auto/Boat/RV Loans
Mechanical Repair Coverage
Mortgage Loans
Home Equity Lines of Credit
VISA Credit Cards
Secured VISA Credit Cards
Preferred Youth VISA Cards
Credit Life Insurance
Credit Disability Insurance

Other Services

Safe Deposit Boxes
On-site Meetings
Discounted Insurance Products
Nearly 30,000 CO-OP
 Network ATMs
5,000+ CO-OP Shared
 Branches Nationwide

