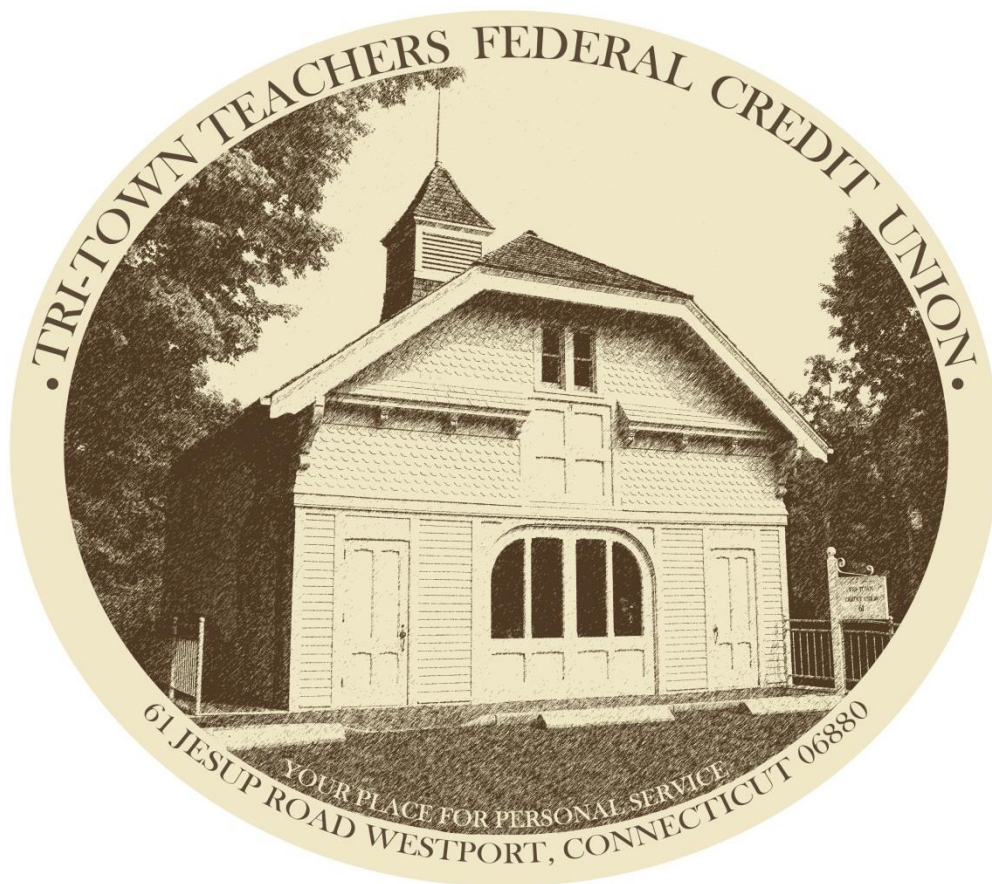


Tri-Town Teachers Federal Credit Union

2015

ANNUAL REPORT



“The Carriage House”

61st Annual Meeting
May 3, 2016

TREASURER'S REPORT

REPORT OF THE OPERATIONS OF THE TRI-TOWN TEACHERS FEDERAL CREDIT UNION AS OF DECEMBER 31, 2015

Charter Number 10213

POST-CLOSING STATEMENT OF FINANCIAL CONDITION

ASSETS		LIABILITIES AND EQUITY		STATEMENT OF INCOME	Year To Date
Loans	\$15,421,715.00	Accounts Payable	\$3,257.72	OPERATING INCOME	
Less: Allow for		Notes Payable		Int. on Loans	\$815,822.39
Loan Losses	\$80,636.39	Dividends Payable	\$1,501.95	Inc fm Investments	\$ 8,219.29
Net	\$15,341,078.61	Taxes Payable	\$314.79	Other Operating Inc.	\$123,058.78
Accounts Receivable	(\$116,038.53)	Acc Loss Contingencies		<u>Total Income</u>	<u>\$947,100.46</u>
Share Drafts in Suspense	(\$54.88)	Accrued Expenses	\$53,423.34	OPERATING EXPENSES	
Cash	\$217,8735.87	Retirement	\$408,987.57	Employee Expense	\$333,471.30
Investments	\$2,400,627.01	<u>Total Liabilities</u>	<u>\$ 467,485.37</u>	Travel & Conference	\$ 6,055.72
Accrued Income	\$20,326.67	Shares	\$10,531,826.66	Associations Dues	\$ 12,168.00
Prepaid Expenses	\$50,536.16	IRA's	\$ 273,471.24	Office Occupancy	\$ 69,876.46
Land	\$134,000.00	S/C Cert.	\$3,227,801.75	Office Operations	\$ 83,365.59
Building	\$199,964.25	Clubs	\$127,243.26	Education & Prom.	\$ 5,859.90
Furniture & Fixtures	\$69,458.55	Share Drafts	\$2,183,976.56	Outside Services	\$200,731.24
Deferred Compensation	\$414,169.98	Escrow Accounts	\$1,273.32	Prov For Losses	\$ 41,403.11,
Security Deposits	\$50.00	Regular Reserves	\$486,273.93	Supv./Exam	\$ 3,696.87
		Undivided Earnings	\$1,028,061.86	Misc. Operations	\$ 9,231.53
Other Assets	\$0.00	<u>Total Equity</u>	<u>\$17,859,928.58</u>	<u>Total</u>	<u>\$765,859.72</u>
<u>Total Assets</u>	<u>\$18,731,963.45</u>	<u>Total Liabilities & Equity</u>	<u>\$18,327,413.95</u>		
Loans made				<u>Inc. (Loss) Before Div.</u>	<u>\$ 181,240.74</u>
a. year to date 329	\$8,794,258.82	Members	2158	Dividends	\$ 47,877.43
b. Since organ. 36,450	\$170,218,299.72	Potential Members	6000	Non-Oper. Gain (Loss)	\$ 26,393.45
Loans Chrg'd off Since Org.	\$1,773,949.33	Recoveries on Ln. Chrg'd off Since Organization	\$520,573.31	NCUA Stabilization Costs	\$ 0.00
				<u>Net Income</u>	<u>\$159,756.76</u>

SUPERVISORY COMMITTEE REPORT

The Supervisory Committee has maintained its regular monthly meeting schedule for 2015-2016.

Our agendas have included; reviewing loans, accounts and other activities as required.

Members of the committee met with the auditors from Robert Anderson & Company to discuss our role in the credit union's regulatory compliance. The committee will address any issues or concerns brought forth in the audit as needed.

We continue to work closely with management to maintain and improve regulatory compliance as well as any other issues as they arise.

The Committee has four members this year; Steve Crews, Joseph Izzo, Mike Krysiuk and myself.

Those needing to contact our committee can reach us at tttfcusupercom@gmail.com.

Submitted,
Skip Ploss, Chairman

DID YOU KNOW?

Did you know that any member of your family can join the credit union? Any relative of a member by "Blood, Marriage, or Adoption" can become a member and enjoy the benefits of Credit Union Membership on their own.

PRESIDENT'S REPORT – NELL MULLEN, PRESIDENT.



Welcome to the 61st Annual Meeting of your Credit Union. This is the 6th year in a row that your credit union has shown a profit. This year we had a net income of \$159,757; last year we had a net income of \$118,149. This is a 35.22% increase over last year. Our net worth is at 8.94%.

- *Net income \$159,756.76 up 35.22% over 2014
- *Total Loans \$15,421,715.00 up 7.63% over 2014
- *Total Assets \$18,731,963.45 up 2.21% over 2014
- *New highs for the credit union
- *Share growth 1.38%
- *CD growth 17.48%

We passed the NCUA exam with flying colors. The NCUA has rated us among the highest ranking of CUs in the US. Robert Anderson & Company performed our annual audit and we passed.

The NCUA examiner pointed out that to help us to survive in the current market we should expand our membership. We have formed a committee to investigate possible groups that we can add to our membership. We have already added the Westport Electric Car Club and Karl Chevrolet.

Delinquent loans continue to be a concern. We have had to write some of the loans off and send them to the attorney for collection. We still offer workout loans for members who have had difficulty meeting their obligations. One of these loans had to be sent to the attorney this year.

The Manager and Staff continue to monitor our system against fraud. This will always be a concern, as it is with all financial institutions.

The Board, Manager and Staff continue to monitor operation, competitive loan programs, and dividend rates to maintain the financial soundness of your credit union while still providing personal service and affordable products.

The Supervisory Committee has been meeting once a month and have been monitoring our operations, practices and procedures. We thank them for their dedication.

Bill Matthews, our web master, with the help of David Ritch, John Coniglio and the staff have done a wonderful job of maintaining our web site.

Four \$500 Tri-Town Scholarships are being offered this year to gain the interest of the youth in your Credit Union. Application forms were available on the web site and in the office in January. This year's winners are listed on page six of the annual report

A special thanks to David Ritch, John Coniglio, Barbara Octavio, Faith Vogel, and Barb Shade for the wonderful work that they do to make the your Credit Union successful. These are the people who put the "P" in personal service.

The Board and Staff are continually updating the Business Plan based on member suggestions and current trends with the emphasis on maintain our financial soundness. We welcome any suggestions or ideas from our members that can improve your credit union. Suggestions can be via snail mail, email, and live chat or in person.

On behalf of the member of the Credit Union I would like to thank the Board of Directors for their support and dedicated efforts to make your Credit Union success it is today.

We still face challenges in the future. One of the biggest ones is converting our credit and debit cards to the new EV chip cards. This will be starting this year. Keeping up with the new technologies will always be an ongoing process.

Sell Mullen

President of Tri-Town Teachers Federal Credit Union



MANAGER'S REPORT – DAVID A. RITCH

Last year I reported that our recovery from the losses of 2008 and 2009 was complete. I am happy to say that the positive trends continue. Our Net Income for the year was the highest on record. Assets continue to grow as do our loans, both of which are at or near record levels as well.

Last year in this report I discussed some statistics and compared ourselves to our nationwide peer group. This year I decided to go more local.

Our Peer Group is Credit Unions from \$10,000,000 to \$50,000,000 in Assets. In Connecticut there are 32 credit unions in this range. Last year there were 35. Three of our peers were merged into larger credit unions, as they were having trouble staying independent. Let's see how we compare to our local peer group.

Twenty of these credit unions are larger than us with Assets ranging up to \$42,000,000. Larger credit unions should, logically, have larger Net Income. In fact only one credit union's in the group had larger Net Income than us and that was the second largest in the group. So, thirty credit unions had a lower net income than we did. In fact 10 of those credit unions had a negative Net Income for 2015.

A more accurate measurement of a Credit Union's performance is their Return on Assets or ROA. This is calculated by dividing Net Income by Average Assets. Overall this group had an ROA of 0.05%, very low. Our ROA for 2015 was 0.85%, the highest of the group.

Another measurement of a Credit Union's performance is the Loan to Share Ratio. This is the percentage of deposits that is out on loan to the membership. As loans are a credit unions main source of Income, a higher percentage is desirable. As of the end of 2015 our Loan to Share Ratio was 93.07%, the second highest in the group. The average was 53.57% with 15 of the credit unions having a ratio of under 50%, the lowest being 20.68%. That credit union was profitable, but just barely.

A third measure of a credit union's strength is Net Worth. This is a ratio of Capital to Assets. The average of the group was 10.07%. Ours was 8.94%, just slightly under the average. This does not mean we are in a bad position; in fact we are right in the middle of the pack. A credit union is considered Well-Capitalized at 7.0% so we are in a good place. Of the credit unions in the group, 10 are under 7.0% and are considered Under or Poorly Capitalized. Some of these credit unions may not be around this time next year.

What all this means is that we are a profitable, well-capitalized credit union with positive trends. This is not only due to the Board and Staff, but to the Membership as well for their faith and support over the years. For this, we thank you.

OUR CREDIT UNION STAFF



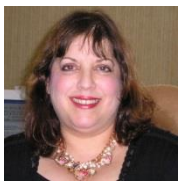
David Ritch, a credit union member for more than 40 years, has recently celebrated his 33rd anniversary with Tri-Town. Starting as a Student Loan Officer, he became Assistant Manager in 1984 and Manager in 1988. During his tenure we have moved our office twice, upgraded computer systems four times and grown from a small back-office credit union to a full-service financial institution.



John Coniglio, Assistant Manager, came to Tri-Town in 2004 as a second career after many years in the telecommunications industry. His experience in business has been helpful in stepping up our marketing efforts and bringing new programs to life such as the VISA Platinum Rewards card, the Electronic delivery of statements, and Online, User-Friendly services and apps.. His most recent accomplishments are the conversion of our ATM program to a new network of surcharge-free ATM's and our new mobile apps for smartphones. In addition, he is stewarding the project to upgrade our credit and debit cards to "chip cards" in the second half of 2016 He is also our Loan Officer and is eager to help our members with their financial needs.



Barbara Octavio, Operations Specialist, joined us in November of 2008 after several years as a Real Estate Agent. Prior to that she had a long term career with General Electric Co. She has taken over the duties of the ATM's, ACH, Share Drafts, Certificates, Check Orders, Credit Card Processing, as well as assisting with Member Services. Some of you may remember Barbara from a few years ago when she worked in our office as a temp for several weeks.



Faith Vogel joined us in October of 2006. Faith worked in corporate legal for many years before raising her daughter. As our Member Service Representative she has direct contact with the membership on a daily basis. Like the rest of us she, too, wears different hats during the course of the day while performing other office duties. Faith's most enjoyable time of the day is working directly with the members.

Barb Schade is our newest employee. She joined us in 2012 as a part-time file clerk. Barb has been a member of the Credit Union for many years having worked in the Wilton School System. She also has a small private tutoring service.

OUR 2015 SCHOLARSHIP RECIPIENTS

Mariah Ventrella – Marian is a senior at Norwalk High School and plans to attend Endicott College to study Exercise Science. She has trained to be an Emergency Medical Technician and plans to become a Doctor of Physical Therapy.

Joseph Bairaktaris – Joseph is a senior at Staples High School in Westport and will be attending Johnson & Wales University to study Criminal Justice and is also an EMT.

Walker Marsh – Walker is a junior at Emory University studying Chemistry and Math. He plans on applying to medical school during his senior year.

Gabrielle Arena – Gabrielle is a senior at Norwalk High School. She is currently deciding which of four colleges to attend to study Accounting.

Credit Union Services

Account Services

Regular Share Accounts

Vacation Clubs

Coverdell Education Savings Accounts

Special Savings Accounts

Share Draft (checking) Accounts

Individual Retirement Accounts

Term Share Certificates

Holiday Clubs

Roth IRA Accounts

Audio Response System

Web Based Services

Online Account Access

Informational Web Site

Mobile Banking Apps

Online Loan Applications

Online Bill Payment

Remote Check Deposit

Online Check Ordering

Online Statements (All Accounts)

Live Chat

Loan Services

New Auto Loans

Home Equity Line of Credit Loans

VISA Platinum Rewards Credit Card

Used Auto Loans

Home Mortgages

Fixed Rate Home Equity Loans

Personal Loans

Share Draft Line of Credit

Insurance Services

Credit Life Insurance

Guaranteed Asset Protection (GAP) Insurance

Discount Auto & Home Owners Insurance & Life Insurance (CUNA Mutual & Liberty Mutual)

Credit Disability Insurance

Group Accident Insurance

Other Services

Loan Counseling

Notary Public Service

Used Automobile Guide

Payroll Deduction

Family Membership

Once a Member, Always a Member

Direct Deposit

VISA Debit Cards (surcharge free)

All Transactions Confidential

Accounts Federally Insured up to at least \$250,000.00 by NCUA

OUR BUSINESS PARTNERS

Enterprise Car Sales – 203-876-6330, Late model, Low Mileage Used Cars, No Haggle Pricing, and Certified Vehicles. Our members have had great experiences with their cars.

TruStage – 800-779-7905 Low cost Auto, Home Owners, and Life Insurance through CUNA Mutual and Liberty Mutual Insurance Companies. Many Members have reduced their insurance bills up to 25% a year.

Owner's Choice Funding – 800-342-4998 Refinance your existing mortgage; buy a new home or a second home. Licensed in Connecticut and five other states. For more information go to their website <http://cuc.mortgagewebcenter.com>. You can even apply online.

Timberlake Associates, LLC. William H. Mathews – Bill Mathews is our webmaster and continues to work with David and John to keep our website up to date and offering outstanding online services for our

members.

WHO'S WHO IN THE CU

BUILDING REPRESENTATIVES

WESTON

High School	Kara Swezey
	Alfia Pimpinella
Middle School	Peggy Jorgensen
Interim School	Cheryl Churchill
Hurlbutt	Stephanie Gallo
Administration	Barbara Kohler

WILTON

Central Office	Sokki Polito
High School	Kathleen Kessler
Middlebrook	Bonnie Strader
Cider Mill	Michael Hossler
Miller	Dianne Thulin
Driscoll	Dianne Thulin
Visiting Nurse & Hospice	Melissa Bell

SUPERVISORY COMMITTEE

Richard Ploss, Chair
Steve Crews
Joe Izzo
Michael Krysuik

WESTPORT

Stepping Stones	Ellen DeMagistris
TSO	Barbara Kochiss
Staples & PSA	Laura Blair
Teachers Center	Horatio Ballesteros
Bedford Middle	Karen Clark
Coleytown Mid	Debra Spath
Long Lots	Regina Keating
Coleytown Elem	Jim Andrews
Kings Highway	Joyce Horne
Greens Farms Elem	Judy Bachman
Saugatuck Elem	Peter Von Euler

MUNICIPAL

Fire	Paul Wholforth
Police	Aldo Biagiotti
Recreation	Sheila Kavey
Highway	Mark Allen
Library	Janet Martin
Public Works	Tom McGrath
Town Hall	Nancy Curcio, Joyce Gentilozzi
EMS	Kevin Doherty
Town Hall, HR	Beverly Newell
Senior Center	Susan Pfister

STAFF

David A. Ritch, Manager
John Coniglio, Asst. Manager.
Barbara Octavio, Operations
Faith Vogel, Member Services
Barb Schade P/T Office Clerk

FIORE & FIORE, Attorneys at Law

John Fiore

COLONY GRILL, LLC

Ken Martin

BOARD MEMBERS PAST AND PRESENT

Margaret Bierbaum	Raymond Walsh
Michael Chappa	Juliette Gatzweiller
Jay Van Zandt	Gordon Hall
Barbara Albright	Samuel Judell
E. G. Lee Wall	Virginia Betts
Gail Gravitt	Robert Ittner
Robert Shook	Louise Mariani
Ray Wanke	Richard Holms
Maureen Boylan	David Harrison
Linnea Gugel	Peter Concilio
Eileen Bengston	Richard T. Russell
Anthony Pinzone	Susan Dilloway
Edward Bludnicki	David Heinmiller
Dorothy Tinsley	Virginia Merchant
Wendy Cudmore	Shelley Hall*
Peggy Klein*	Ruth Cavayero*
Joyce Gentilozzi*	Robert Westervelt*

PRESIDENTS PAST AND PRESENT

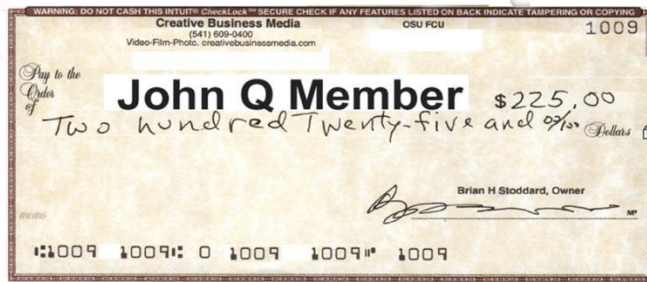
Margaret Scholtz
William Amundsen
Ella Williams
Edward Pierce
A. Wayne Ross Jr.
Harold Anderson
Gerald Mohyde
Peter Meehan
John T. Williams
Lonny Clark
Donald Miklus
Nell Mullen*
Wendy Cudmore

*presently serving

In addition to the above, there are those individuals who have served on committees, as Building Representatives and in other ways in the past who are far too numerous to mention by name. It is these individuals, with their volunteer service that makes the Credit Union Movement unique and has given this Credit Union the resources to thrive as it has over the years. All these individuals must share in the credit for the success of our Credit Union.



**SNAP !
CLICK !
DEPOSIT**



REMOTE CHECK DEPOSITING IS HERE

APPLE / ANDROID MOBILE APPS are ACTIVE NOW!!!

Our mobile app is now in the Apple and Android App-stores. You can search the App-store or iTunes for TTTFCU (all caps) or <https://play.google.com/store> to get the android app. In order to use the app you will have to register your mobile device using an authorization code (provided) and device ID. You can register online or via email. Please follow the directions when you download the app. The new mobile app lets you bank remotely--view your accounts, transfer funds, deposit checks remotely, pay your bills, check for holds and pledges on your account, contact us via email or get directions to our office from anywhere. You can also manage your Tri-Town debit and credit cards, turning them on or off from your smart phone. Use our e-alerts to keep you up to the minute on your card and other account activity to prevent fraud. Virtually anything that you can do from a computer, using our FLEXTELLER online system, can be done from a smartphone or tablet. In order to use these apps you must have access to your accounts remotely through FLEXTELLER. To sign up, call our office at 203-227-8511. All services are free to our members. Big bank services from your local Credit Union, your place for personal service!