

2018  
**ANNUAL  
REPORT**



**GEORGIAUNITED®**  
CREDIT UNION

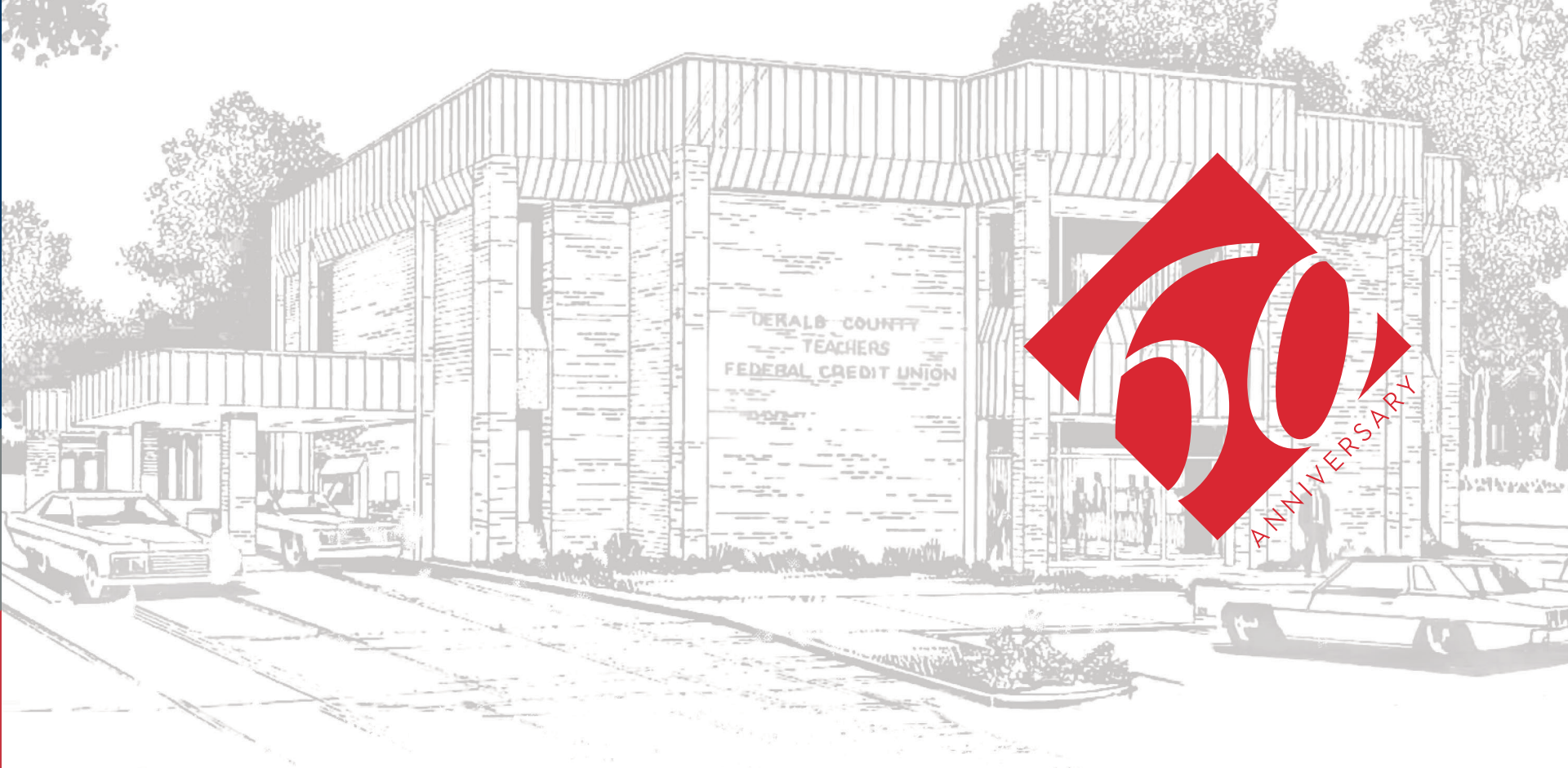
*We are*  
so much more than a bank.



GEORGIAUNITED  
CREDIT UNION



*We are*  
**YOU**United®



## **WE WOULD LIKE TO THANK EACH MEMBER FOR CHOOSING GEORGIA UNITED TO BE YOUR FINANCIAL PARTNER.**

Since 1958, we've had the honor of serving Georgia families and improving the communities we serve. Our mission is service – to serve you, our team members and the community. We are grateful for the trust that you have placed in us. We have worked hard to build that loyalty and will never take it for granted. Our success over 60 years is directly tied to how well we serve you. As always, we remain committed to putting your needs first. The more you succeed, the more our communities prosper. As a not-for-profit, our earnings are reinvested to benefit you through great rates, relevant products and services and delivery channel enhancements. These earnings are also invested in bettering our communities through programs like School Crashers®, Junior Achievement and financial literacy seminars.

This annual report will help you better understand the activities of your credit union during 2018, and the progress that has been made to provide you with financial solutions and education that meet your needs. By making the needs of our members, team members and communities the center of everything we do, we ensure our commitment to serving our members.







# PRESIDENT'S REPORT

## CONTINUED GROWTH

### **THROUGHOUT 2018, WE CONTINUED TO FOCUS OUR EFFORTS ON IMPROVING THE MEMBER EXPERIENCE AND SERVING OUR COMMUNITIES.**

Members and community leaders joined our board members and team members for the grand opening of our new state-of-the-art branch in Stockbridge. We improved branch technology and added compelling new products and services including student lending. We also introduced more efficient and streamlined processes to increase efficiency, resulting in improved team member experience and member service.

We took a big step in expanding our longstanding partnership with Junior Achievement. In addition to our existing sponsorships at the Gwinnett Discovery Center and in Atlanta, Dalton and Savannah, we opened a branch storefront at the new Mike and Lynn Cottrell JA Discovery Center in North Georgia, serving schools in Calhoun City, Dawson County, Forsyth County, Gainesville City, Hall County and Lumpkin County.

A highlight of 2018 was the endorsement of Head Football Coach Kirby Smart as part of Georgia United's five-year expanded partnership as the Official Credit Union of Georgia Athletics, which began in 2017. The partnership has further strengthened the credit union's presence on campus and with Georgia sporting events. Our partnership includes in-venue signage and in-game features at football, men's and women's basketball, gymnastics, baseball and softball games, radio spots played during football games and digital ads. This year, we also unveiled Georgia United television spots

featuring Coach Smart and his endorsement. Georgia United is a proud partner of the University of Georgia and serves the Clarke, Oconee and surrounding counties.

In 2018, we saw continued success with growth in members, loans and member shares. Over 5,000 new members joined the credit union in 2018 — a net increase of 3.4%. A record level of loan originations created a \$110 million, or 12.5%, increase in total loans, which ended 2018 at \$993 million. At the end of 2018, total member shares were \$1.15 billion and grew 4.8%. This growth was the result of our members' continued trust in us as one of the safest financial institutions in Georgia. The success of our ultra-competitive and convenient Unified Checking account also helped fuel share growth, as members took advantage of a truly free account that pays interest and provides additional perks. As a result, total assets increased to \$1.36 billion at the 2018 year-end, a 4.9% growth rate.

In closing, thank you for your membership and your business. Your loyalty and support are the reasons for our continued success. I would also like to thank our team members. It is because of their commitment to service that we are able to provide platinum level service. As we continue to grow, our commitment remains unchanged - improve the lives of our members, as well as our team members and our communities.



# MEMBERS



## WE ARE HERE TO SERVE YOU

**FOR OVER 60 YEARS,** Georgia United has proudly served our members by meeting their financial needs, creating value through our products and services and displaying an unwavering commitment to service. As one of our 160,000+ members, you have access to the financial resources that can help you reach your goals. Loyalty comes from consistently meeting and exceeding expectations. We accomplish this by putting you first. We are committed to helping you and your family succeed by providing a unique service experience that exceeds your expectations.

In 1958, seven DeKalb County School District educators started the credit union by each putting \$5 in a cigar box. They envisioned a better way, a member centered way, instead of the conventional banking experience of the day. Fast forward, we continue to deliver personal service at the highest level. Our mission rings as loud now as it did then – to positively impact the lives of our members, team members and the communities we serve through our Shared Strength. We believe in offering relevant financial products and services that are simple to understand and easy to use, while serving our members, team members and communities with care.

**Our guiding business principles have served us well and set the tone for our service success:**

- 1. Have knowledgeable team members that answer your questions and provide solutions through our product and service offerings.**
- 2. Pay attention to the smallest details and provide exceptional service to our members and team members.**
- 3. Deliver innovative ways to serve our members and team members.**
- 4. Promote financial strength by making sound decisions regarding all areas of our business.**

Thank you to all of our members for allowing us to earn your business, trust and loyalty. Whether you joined the credit union as a community member, an employee at any of our partner companies or through a family member, we are proud to have you as part of the Georgia United Family. We look forward to serving you and your family for generations to come.





# Unified Checking

EARN UP TO  
**1.00%** APY\*  
with a **FREE** account!



**GEORGIAUNITED**<sup>®</sup>  
CREDIT UNION

Visit [gucu.org/unified](https://gucu.org/unified)

\*APY = Annual Percentage Yield. Rate may change after account is opened. The APY is accurate as of the last dividend declaration date. If the average daily account balance is over \$1,000, then 0.10% APY will be earned. To earn 1.00% APY on up to \$15,000 of the average daily account balance and to receive up to \$10 per month in non-Georgia United ATM surcharge fee refunds, there is no minimum account balance requirement; however, the account must perform at least 15 Georgia United debit and/or credit card transactions during the month, have a monthly direct deposit of \$500 or more and be enrolled in E-Statements; remaining average daily account balances in excess of \$15,000 will earn 0.10% APY. If the listed qualifiers for the 1.00% APY have not been met and the average daily account balance is below \$1,000, no interest will be earned. All Credit Union programs, rates, terms and conditions are subject to change at any time without notice. **Insured by NCUA.**



# 2018 HIGHLIGHTS

## NEW STOCKBRIDGE BRANCH

- Relocated branch to convenient location at 430 Country Club Drive near the Village Center at Eagles Landing
- State-of-the-art building with greater accessibility
- Two full-service branches in Henry County

## CHECK IMAGING

- Faster teller transactions
- Decrease in errors
- Fraud reduction

## MIKE AND LYNN COTTRELL JUNIOR ACHIEVEMENT DISCOVERY CENTER AT NORTH GEORGIA

- Georgia United Storefront Ribbon Cutting Ceremony held on September 11, 2018
- JA Discovery Center provides middle school students the opportunity to take part in simulated economies to learn financial concepts while increasing their communication and creative thinking skills
- The new JA Discovery Center anticipates serving 15,000 students from schools in Calhoun City, Dawson County, Forsyth County, Gainesville City, Hall County and Lumpkin County
- This marks the first hybrid facility in the state that combines both JA BizTown and JA Finance Park

## STUDENT LENDING

- Private loans for undergraduate students
  - Refinancing loan options for graduates
    - Competitive, low interest rates with no origination or prepayment fees
    - Payments can be deferred while students are enrolled at least part-time



# 2019 INITIATIVES

**THERE ARE A NUMBER OF  
INITIATIVES DESIGNED TO  
IMPROVE OUR ONGOING  
COMMITMENT TO SERVICE**

- 
- New Tucker branch location
  - Enhanced document repository
  - Improved lending application system
  - New account opening platform
  - Launch of new business loan and deposit products

# PARTNERSHIP

## UNIVERSITY OF GEORGIA

Over the past 50 years, Georgia United has been actively involved in supporting the University of Georgia. In 2017, we announced an expanded partnership with UGA as the Official Credit Union of Georgia Athletics. In 2018, we launched a brand campaign in partnership with University of Georgia Athletics with Coach Kirby Smart as an official spokesperson. Over a two-day production shoot in May, we shot two commercials, cementing our relationship with Coach Smart and setting the stage for further product and service-based commercials. The first brand spot in the series, "Tradition," started airing in August 2018.

We will continue to provide financial education and outreach opportunities to support student athletes over the next few years. The partnership also includes signage at home football, basketball, gymnastics, baseball and softball games.









# PARTNERSHIP

## GEORGIA INSTITUTE OF TECHNOLOGY

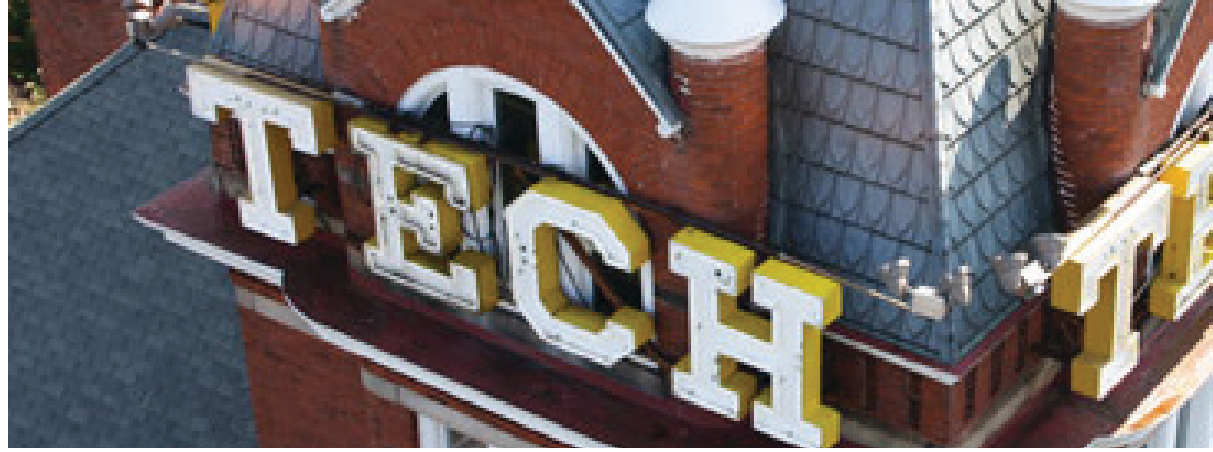
Georgia United has been a longstanding partner with Georgia Tech. In 2018, we started work on the Georgia Tech debit card program. We look forward to launching this unique product to Georgia Tech students, alumni and fans to support athletic scholarships. This partnership and design of the debit card reinforces our commitment to education. As part of the partnership, Georgia United has signage in the stadiums of home football, basketball and baseball games. We also support programs like can food drives and Jacket 2 Jacket, which encourages Atlanta elementary and middle school children to read.



The Official Credit Union of  
**GEORGIA TECH® ATHLETICS**







**GEORGIAUNITED<sup>®</sup>**  
CREDIT UNION

# STAYCATION

● SWEEPSTAKES ●





**Home.**  
**Things to c**

- Taxes
- Age of home
- Maintenance issues
- Utilities
- Sunlight/Rain
- Surroundings/locations
- Visit at different times

[gucv.org](http://gucv.org)





# COMMUNITY

## PEOPLE HELPING PEOPLE

**COMMUNITY INVOLVEMENT GOES HAND IN HAND WITH CREDIT UNION PHILOSOPHY. GEORGIA UNITED TAKES GREAT PRIDE IN BEING AN ACTIVE AND RESPONSIBLE MEMBER OF THE COMMUNITIES WE SERVE.**



### **VOLUNTEERING**

All Georgia United team members are given three paid volunteer days each year to serve at credit union-sponsored programs or a charitable organization of their choice. Don't be surprised to find our team members volunteering at a local elementary school career day or rolling up their sleeves for Habitat for Humanity or other service organizations.



### **SHRED DAYS**

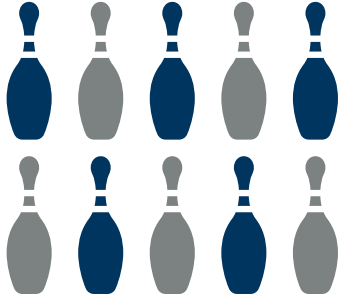
Safeguarding member account information and minimizing the opportunity for account fraud is important to us. Georgia United partners with Iron Mountain to provide multiple Shred Days at select branches each spring allowing members the ability to safely dispose and recycle personal documents and records.



### **FINANCIAL EDUCATION SEMINARS**

We provide financial wellness seminars for schools, partner companies and civic groups throughout the year. Along with a wide variety of money management programs, including home buying and retirement planning, we can help you prepare for the future with confidence.

# SHARED STRENGTH



## CMN BOWL-A-THON

Georgia United helped raise

**\$35,396**

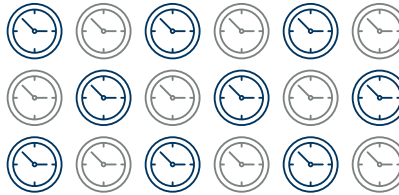
for Children's Miracle  
Network of Atlanta

## VOLUNTEER HOURS

Georgia United team  
members provided

**8,568  
HOURS**

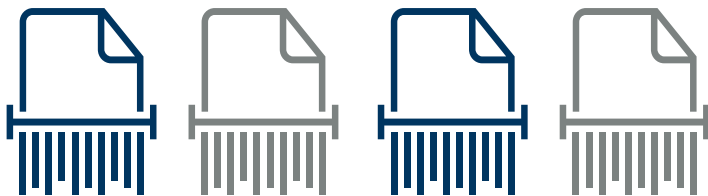
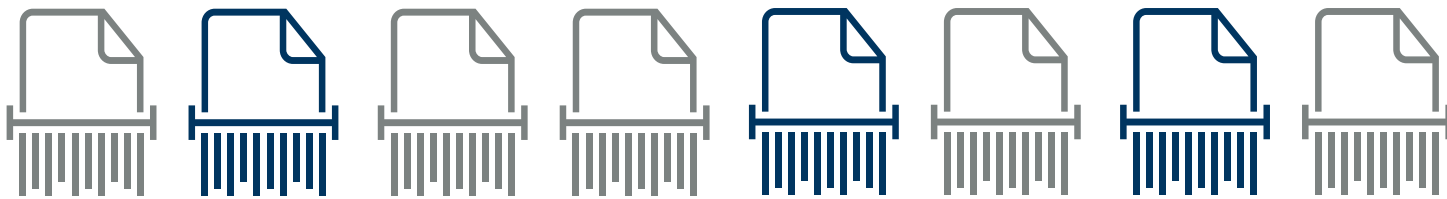
to give back to the  
communities we serve



## FINANCIAL EDUCATION & RETIREMENT SEMINARS

**84**

financial  
education,  
homebuyers  
or retirement  
seminars  
conducted to  
member and  
community  
groups



## SHRED DAYS

**34.75 TONS**

of personal documents safely recycled and  
shredded for 1,512 individuals across  
eight events

# #GUCUcares



## HOURS OF PAID INTERNSHIP TIME

**3,938  
HOURS**

of real-world work  
experience for  
college interns during  
summer of 2018

## MONEY MAMMALS

**4,036**

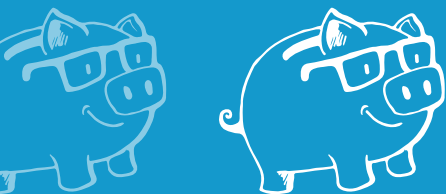
children participated  
in Georgia United's  
savings club for kids  
and earned rewards



## MONEY MASTERS

**3,792**

teenagers participated in  
Georgia United's savings  
program for students  
and qualified for rewards  
including Pays for A's



# GEORGIAUNITED FOUNDATION

## WISH TREE

**2,230**

gifts delivered to  
local foster children

## CAN HUNGER

**43,856**

cans of food were  
donated to local  
food banks in our  
neighborhood –  
bringing our eight-year  
donation total  
to 294,298

## VOLUNTEER INCOME TAX ASSISTANCE

**2,842**

individuals received  
free income tax filing  
assistance through  
our partnership  
with UGA and  
Dalton State

## JUNIOR ACHIEVEMENT

**812  
HOURS**

of service from Georgia  
United team members  
to help middle school  
students learn financial  
concepts through their  
Gwinnett, Atlanta  
and North Georgia  
JA locations

## SCHOOL CRASHERS

**2,670**

volunteer hours were  
donated to improve  
four schools during  
the summer of 2018





CAN HUNGER



SCHOOL CRASHERS



JUNIOR ACHIEVEMENT



WISH TREE





In 2017, we laid the groundwork to expand the impact of our community service programs by establishing the Georgia United Credit Union Foundation, a 501(c)(3) nonprofit charitable organization.

## The Georgia United Foundation is committed to improving the quality of life for children and families in the communities we serve.

We accomplish this mission by supporting local school systems, advancing financial literacy and enriching lives.

Some of Georgia United's longest-term service programs – Scholarships, Junior Achievement, Can Hunger, Wish Tree, School Crashers, Volunteer Income Tax Assistance (VITA) and Children's Miracle Network programs — will now be administered by the Foundation, as well as new programs approved by the Foundation Board of Directors.

## SCHOOL CRASHERS®

Over the past five years, Georgia United has provided **33** facility makeovers valued at **\$1,036,084** (grant and in-kind donations) to deserving schools through our School Crashers program. Interested schools apply for grants each spring. Once schools are selected, School Crashers unites communities, donors and volunteers to complete the improvement projects.

### This year, the top grant recipient was Rock Chapel Elementary in Lithonia.

Their makeover included a courtyard Science, Technology, Engineering and Math (STEM) garden, cafeteria mural, interior paint and exterior landscaping with volunteers and corporate donors like Chick-fil-A Foundation and Mohawk Carpet just to name a few. In addition, three other schools received mini-makeover projects and four schools received Mohawk carpet for their media centers.

School Crashers received national recognition winning the 2018 CUNA Dora Maxwell Outstanding Community Service Award for credit unions over \$1 billion in assets. Our program also received a Diamond Award for Most Impactful Program from the Credit Union National Association (CUNA) Marketing & Business Development Council and was featured on the cover of Credit Union Magazine.



## WHAT OUR TEAM MEMBERS ARE SAYING:



Those around me are selfless and truly care for those in our communities, and I feel like I work for an organization that cares for their members, team members and surrounding communities.



I am given the tools I need to succeed, the space I need to perform my job and the encouragement to continue growing.



Georgia United Credit Union makes me feel special. I love being able to be involved with community service. Georgia United Credit Union really cares about each and every team member.



I get to work with a great team who always encourages me and pushes me to be my best. A team who not only tells me but also shows me through training and hands-on experience.

# TEAM MEMBERS

## STRENGTH FROM THE INSIDE

Each year, the Atlanta Journal Constitution names the area's Top Workplaces – based solely upon annual surveys completed by employees. We are proud that in 2019, Georgia United is listed as a Top Workplace within the mid-size company category for the fifth year in a row. Our team members are highly engaged and continue to focus on creating memorable experiences for our members. In 2018, our number of team members grew by 7% which has allowed us to continue meeting our members' needs. Team members understand the impact they have on individuals who live and work in the communities we serve, and as a result, we are leaders in service excellence across the financial industry. This is our Shared Strength.

Our leaders are committed to improving the daily work-life environment for our team. We listen to our incredibly talented team and focus on their feedback. The results of our 2018 team member engagement survey included 90% participation and we received over 870 comments! Our team members really care about Georgia United and we will continue to seek out their ideas to enhance the services and products we provide.

In 2019, we will continue to create meaningful and rewarding goals that maximize each team member's full potential to grow and serve.







# DIRECTORS' REPORT

## **AS MEMBERS OF THE BOARD OF DIRECTORS,**

our primary responsibility is to represent each of our members. We are volunteers and strive to ensure that our members' best interests are considered in every key decision that we make. We work closely with the credit union's leadership team to set policy, monitor risk and guide the execution of our strategic plan. Our primary goal is to further the advancement of Georgia United, while assuring that our core values are instilled in everything we do.

Over the past year, the credit union continued to make investments in technology and tools to further enhance the member experience. We introduced an improved online mortgage application which is easier to use, empowers the member and has resulted in shorter times to close mortgage loans. Additionally, we rolled out a suite of student loan products allowing our membership to refinance existing student loans into more favorable terms, as well as provide for current financial needs. We also opened our new Stockbridge branch early in the year to better serve our members at this location. After laying the groundwork in 2017, we funded the Georgia United Credit Union Foundation in 2018. This new nonprofit charitable organization will allow us to better facilitate charitable giving in communities we serve and will provide a mechanism to have partners fully participate. This structure will strengthen our ability to expand our School Crashers® program, add new scholarships and increase other charitable endeavors.

Improvements in the economy, a low unemployment rate and competitively priced products helped the credit union fund another record level of loan originations for our members – over \$476 million as compared with the 2017 total of \$362 million. We are very pleased with the tremendous progress made in providing improved delivery channels for our lending products. Over the past several years,

we've originated thousands of loans with hundreds of millions of dollars. This has created tremendous growth, yet our delinquency and loan loss ratios have remained lower than those of our peer group. That's a testament to both the loyalty of our members and the great work of our team members.

As Chairman of the Board, I want to thank each of our dedicated Board of Directors and Supervisory Committee members for volunteering their time, wise counsel and direction. We also very much appreciate all the efforts and passion our leaders and team members display each day as they serve our members. I am looking forward to the future, as there are great things in store for our members.

## **GEORGIA UNITED'S BOARD OF DIRECTORS**



### **Standing:**

Randy Dennis, Treasurer  
Edwin T. Bell, Director  
Tracy Arner, Director  
Dr. Steven Whatley, Director  
Frank Thach, Director

### **Sitting:**

Dan Jones, Supervisory Committee Chair  
Tom Cochran, Secretary  
Tom Dickson, Chair  
Dr. Jim Williams, Vice-Chair

# SUPERVISORY COMMITTEE REPORT



**THE SUPERVISORY COMMITTEE** is appointed by Georgia United Credit Union's Board of Directors to provide an independent appraisal of the safety and soundness of the credit union's operations and activities, and monitors compliance with applicable laws and regulations. The committee also oversees the internal audit function to ensure the accuracy of record-keeping, the maintenance of sound internal controls and compliance with laws and regulations.

To aid our efforts, we are also responsible for selecting an independent public accounting firm. We selected the firm of Porter Keadle Moore, LLC to perform the 2018 annual audit and provide an opinion on the audited financial statements, in conformity with generally acceptable accounting standards. The committee meets with this firm to review audited financial statements, audit results and discuss recommendations for improvement. A copy of audited financial statements is available upon request.

The Georgia Department of Banking and Finance and the National Credit Union Administration also perform regular supervisory examinations. They assess Georgia United's financial condition, compliance with regulations and safety and soundness. The Supervisory Committee is pleased to report that the most recent regulatory examination once again validated the financial strength, safety and soundness of your credit union.

## GEORGIA UNITED'S SUPERVISORY COMMITTEE



Dan Jones, Chair  
Christy Willis, Committee Member  
Ray Caldwell, Committee Member



# HOME is THE FREEDOM



*to relax*



*to be silly*



*to make your  
own rules*



*to live  
comfortably*

  
MAKE  
HOME *Sweet* HOME  
HAPPEN

Visit [gucu.org/homeloans](https://gucu.org/homeloans)  
to learn more.



# DO MORE

WITH THE CREDIT CARD THAT GIVES YOU MORE



TRIP CANCELLATION  
PROTECTION

IN ADDITION TO 1.5% CASH BACK,  
ENJOY THE BENEFITS OF

- No Annual Fee
- Cash Back Deposited Monthly into Savings Account
- Exclusive Discounts
- Immediately Freeze Lost or Stolen Card in Online Banking

# TREASURER'S REPORT

**GEORGIA UNITED'S** financial position is strong as a result of continued solid earnings, a strong balance sheet and further capital growth. Total members' equity grew by over \$5.8 million at the end of 2018 and our regulatory net worth ratio was 11.89% of assets, well above the 7% threshold that is required to be considered well capitalized. With several years of record loan growth, 2018 also served as another year of investing in enhanced product and service offerings to better serve our members.

Net income in 2018 totaled \$7.7 million as compared with \$8.9 million in 2017. Increases in net interest income and non-interest income were more than offset by increases in operations expense and the provision for loan losses. The return on assets, or ROA, for 2018 was 0.58% as compared to 0.72% in 2017. In 2018, the provision for loan losses was increased to ensure proper coverage for a segment of its commercial loan portfolio. Additionally, operating expenses increased as investments were made in our infrastructure to improve member service, expand product offerings, add talent and invest in technology.

Member shares totaled \$1.15 billion at the end of 2018 and grew over \$53 million, or 4.8%, over the prior year-end. This deposit growth elevated the total asset level to almost \$1.36 billion at the end of 2018 and helped fund more loans to our members. Total loan balances rose over \$110 million, or 12.5%, when compared with the end of 2017 and totaled \$993 million at the 2018 year-end.

Your board of directors is dedicated to providing financial services that create value for our members. We will continue to focus our efforts on employing prudent risk management disciplines to maintain the safety and liquidity of our members' deposits and in effectively managing the balance sheet. In 2018, we invested in a new budgeting and reporting system which will allow more visibility into the financial performance of the credit union, and in turn, will provide more value to our membership. While the objective is to sustain financial strength, we will also maintain the ability to invest in new products, talent and technology, with the ultimate goal of providing the best products and services possible.



# FINANCIALS

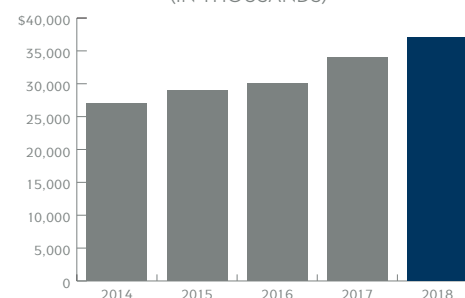
## CONDENSED STATEMENTS OF INCOME

years ended December 31, 2018 and 2017 (unaudited)

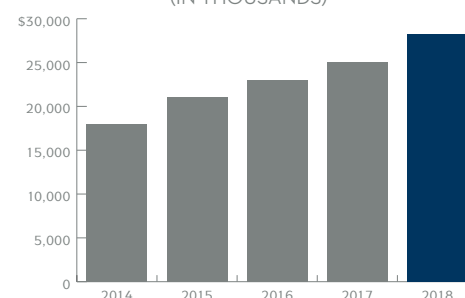
(\$ AMOUNTS IN THOUSANDS)

	2018	2017
<b>Interest Income</b>		
Interest on loans	\$37,678	\$33,213
Interest on securities and interest bearing deposits	4,915	4,297
<b>Total interest income</b>	<b>42,593</b>	<b>37,510</b>
<b>Interest Expense</b>		
Dividends on shares	5,108	3,550
Interest paid on borrowings	464	310
<b>Total interest expense</b>	<b>5,572</b>	<b>3,860</b>
<b>Net Interest Income</b>	<b>37,021</b>	<b>33,650</b>
Provision for possible loan losses	4,700	1,950
<b>Net interest income after provision for possible loan losses</b>	<b>32,321</b>	<b>31,700</b>
<b>Non-Interest Income</b>		
Interchange income	9,777	8,169
Checking and other share fees	9,212	9,852
Mortgage and other loan-related revenues	4,251	3,204
Other	5,018	3,694
<b>Total non-interest income</b>	<b>28,258</b>	<b>24,919</b>
<b>Non-Interest Expense</b>		
Salaries and employee benefits	28,039	25,628
Office operations and occupancy	14,689	13,485
Advertising and business development	2,866	2,283
Other	7,327	6,338
<b>Total non-interest expense</b>	<b>52,921</b>	<b>47,734</b>
<b>Net Income</b>	<b>\$7,658</b>	<b>\$8,885</b>

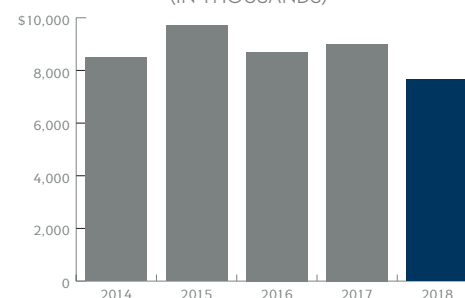
### NET INTEREST INCOME (IN THOUSANDS)



### NON-INTEREST INCOME (IN THOUSANDS)



### NET INCOME (IN THOUSANDS)



\*Audited Financial Statements Available Upon Request

# CONDENSED BALANCE SHEET

as of December 31, 2018 and 2017 (unaudited)

## ASSETS

(\$ AMOUNTS IN THOUSANDS)

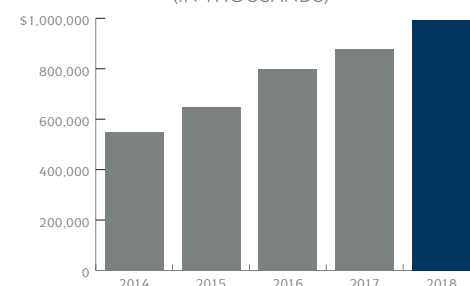
	2018	2017
<b>Loans</b>		
Auto	\$465,752	\$387,980
Real estate	380,822	362,234
Member business	49,901	49,387
Other	96,395	83,034
<b>Total loans</b>	<b>992,870</b>	<b>882,635</b>
Less: Allowance for possible loan losses	(5,828)	(5,410)
<b>Net loans</b>	<b>987,042</b>	<b>877,225</b>
Cash and due from banks	32,249	31,571
Securities and interest bearing deposits	239,573	290,789
Other assets	99,182	95,535
<b>Total Assets</b>	<b>\$1,358,046</b>	<b>\$1,295,120</b>

## SHARES, LIABILITIES AND MEMBERS' EQUITY

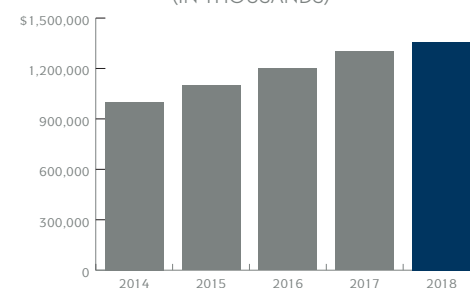
(\$ AMOUNTS IN THOUSANDS)

	2018	2017
<b>Shares</b>		
Checking	\$211,474	\$193,443
Savings and money market	736,876	718,890
Certificates	202,787	185,717
<b>Total shares</b>	<b>1,151,137</b>	<b>1,098,050</b>
Borrowings	35,000	25,000
Other liabilities	18,165	24,139
<b>Total shares and liabilities</b>	<b>1,204,302</b>	<b>1,147,189</b>
<b>Members' Equity</b>		
Regular reserves and undivided earnings	134,770	127,030
Equity acquired in mergers	22,629	22,629
Accumulated other comprehensive income (loss)	(3,655)	(1,728)
<b>Total members' equity</b>	<b>153,744</b>	<b>147,931</b>
<b>Total Shares, Liabilities and Members' Equity</b>	<b>\$1,358,046</b>	<b>\$1,295,120</b>

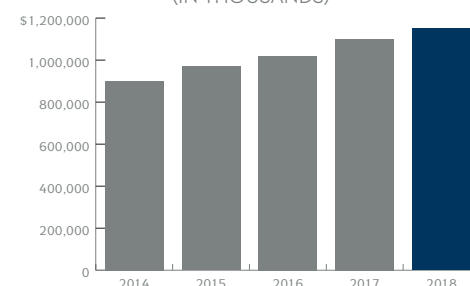
## LOAN GROWTH (IN THOUSANDS)



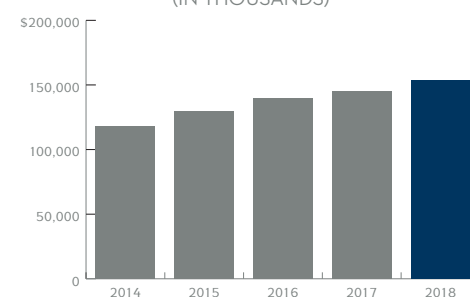
## ASSET GROWTH (IN THOUSANDS)



## DEPOSIT GROWTH (IN THOUSANDS)



## EQUITY GROWTH (IN THOUSANDS)



\*Audited Financial Statements Available Upon Request

## EXECUTIVE TEAM



**Standing:**

Bob Bogart, Chief Financial Officer  
Cynthia Gore, Chief People Officer  
Mark Bartholomew, Chief Information Officer  
Eric Jenkins, Chief Deposit Services Officer  
Aaron Chestnut, Chief Marketing Officer

**Sitting:**

Mike London, Chief Strategy Officer  
Debbie Smith, CEO & President  
Shawn Turpin, EVP

# TEAM DAY



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