



2020 Annual Report

From the President and CEO

Hello members,

During the incredibly challenging 2020, there is much for which we can be grateful. And all of us at Sno Falls Credit Union are grateful to you, our amazing members.

You pivoted to our online technologies, keeping your personal and business financial lives moving. Our technological pre-planning and execution (long before we heard “COVID-19”), and sound business strategies allowed us to seamlessly continue serving you all. It also allowed us to successfully navigate our way through a year no one could have predicted, coming through as the incredibly healthy credit union you expect.

I’m proud of how responsibly and quickly our staff adapted to the remote work environment. And I’m thankful how, at the very same time, our front-line staff continued working in our branches to ensure you were fully supported.

During a uniquely challenging time, Sno Falls didn’t falter, we didn’t just survive, we thrived with record growth and monumental stability for both our members and our employees.

We thank you, deeply, for your continued trust in Sno Falls.

Thank you and be well,
Timothy W. Williams, President and CEO



Highlights and Growth

With COVID-19 health and safety guidelines in place, our daily habits shifted, and electronic banking became essential. We saw increased usage across all of our digital channels; experienced new records in deposits, loans, and total assets; and our mortgage business was in high gear thanks to historically low interest rates.

Deposits: *You trusted us with your savings*

- \$13.6 million in deposit growth, an 18.75% increase
- \$86.3 million in total deposits, a record high

Loans: *We supported much growth in our Snoqualmie Valley*

- \$14.8 million in mortgage fundings, the refinance boom continued
- \$3.8 million in loan growth, a 6.09% increase

Assets and net Income: *A healthy year of growth*

- \$93.8 million in total assets, a new record high
- \$508,000 in net income, solid income production

Supervisory Committee Report

The Supervisory Committee is charged with representing the members' interests and validating the results of operations each year. In 2019, the Supervisory Committee retained the independent public accounting firm of Hauser, Jones & Sas LLC to perform a financial statement audit and member verification, as well as an audit of the financial condition of Sno Falls Credit Union.

In carrying out its responsibilities, the Supervisory Committee believes that appropriate internal controls are in place at SFCU and that the 2020 financial statements accurately reflect the financial position of the credit union.

Board of Directors

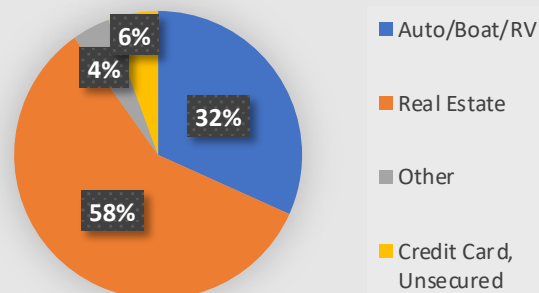
Dennis Arriaga, Chair
Shelly Inman, Vice Chair
Carol Lawrence, Secretary
E. Steve Collins, Director
Bart Kelly, Director
Susan Hankins, Director
Mary Barrett, Director

Supervisory Committee

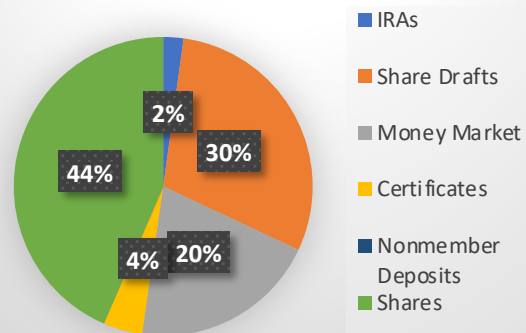
Bart Kelly, Chair
Susan Hankins
Chris Grina
Mary Barrett

Statement of Financial Condition

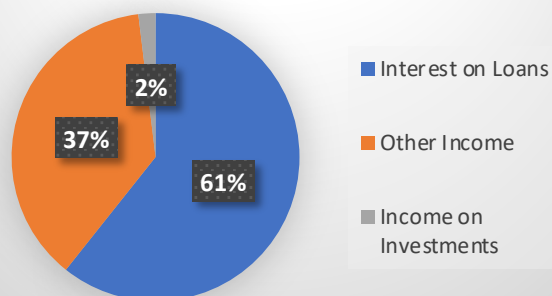
Distribution of Loans



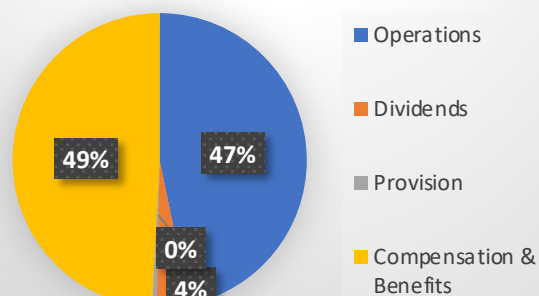
Distribution of Shares



Sources of Income



Distribution of Income



Assets	2020	2019	\$ Change	% Change
Loans	66,047,693	62,275,437	3,772,256	6.06%
Less: Allowance for Loan Loss	(139,062)	(147,753)	8,691	5.88%
Loans Net of Allowance	65,908,631	62,127,684	\$ 3,780,947	6.09%
Cash & Cash Equivalents	16,770,676	5,703,507	11,067,169	194.04%
Investments	2,652,397	5,366,574	(2,714,177)	-50.58%
Fixed Assets	5,842,344	5,169,452	672,892	13.02%
Other Assets	2,672,222	1,357,365	1,314,857	96.87%
Total Assets	93,846,270	79,724,582	\$ 14,121,688	17.71%

Liabilities and Members' Equity

Shares	37,519,449	31,184,801	6,334,648	20.31%
Certificates	3,653,671	2,646,858	1,006,813	38.04%
Money Market	17,486,645	14,950,147	2,536,498	16.97%
Share Drafts	25,702,481	19,812,878	5,889,603	29.73%
IRAs	1,890,431	1,883,084	7,347	0.39%
Nonmember Deposits	-	2,159,000	(2,159,000)	100.00%
Total Share & Deposit Accounts	86,252,677	72,636,768	\$ 13,615,909	18.75%

Total Notes Payable & Other Liabilities 887,089 889,656 (2,567) -0.29%

Regular Reserves	1,137,843	1,137,843	-	0.00%
Undivided Earnings	5,568,661	5,060,315	508,346	10.05%
Total Reserves	6,706,504	6,198,158	\$ 508,346	8.20%

Total Liabilities and Members' Equity **93,846,270** **79,724,582** **\$ 14,121,688** **17.71%**

Statement of Earnings

Interest Income on Loans	3,195,849	3,113,825	82,024	2.63%
Interest Income on Investments	100,752	263,273	(162,521)	-61.73%
Interest Income	3,296,601	3,377,098	\$ (80,497)	-2.38%
Members' Shares & Savings	169,501	149,871	19,630	13.10%
Borrowed Funds	6	144	(138)	0.00%
Interest Expense	169,507	150,015	\$ 19,492	12.99%
Provision for Loan Losses	24,205	101,771	(77,566)	-76.22%
Non-Interest Income	1,968,934	1,653,196	315,738	19.10%
Operating Expenses	4,563,477	4,045,311	518,166	12.81%
Net Income Before NCUSIF Expense	508,346	733,197	\$ (224,851)	-30.67%
NCUSIF Expense	-	-	-	n/a
Net Income	508,346	733,197	\$ (224,851)	-30.67%

(Unaudited Financials)



Small...But Mighty

P.O. Box 2510
North Bend, WA 98045

Phone 425.888.4004
Fax 425.888.4240

www.snofalls.com

