



**NuMark Credit Union Call Centers:**  
**(815) 729-3211 ♦ (708) 429-8590**  
**www.numarkcu.org**

**Audio Response: (815) 729-6328**  
**Mortgage Line: (815) 744-7497**

#### NuMark Credit Union Locations:


**Joliet . . . . .** 1654 Terry Drive  
P.O. Box 2729  
Joliet, IL 60434-2729

**Countryside . . . .** 9809 W. 55th Street  
Countryside, IL 60525

**Crest Hill. . . . .** 2380 Caton Farm Road  
Crest Hill, IL 60403

**New Lenox. . . . .** 951 E. Lincoln Highway  
New Lenox, IL 60451

**Tinley Park. . . . .** 8001 W. 159th Street  
Tinley Park, IL 60477

 Your savings federally insured  
to at least \$250,000 and  
backed by the full faith and  
credit of the United States Government by the  
National Credit Union Administration.



## ANNUAL REPORT

# CHANGING LIVES

One Member At A Time



## PRESIDENT'S REPORT

NuMark Credit Union once again experienced a very productive year in 2016. We continue to grow to better serve our members and our community.

We are pleased to have opened our newest branch in New Lenox which has allowed us to serve our existing members, attract new members to NuMark and increase our presence in the southwest suburbs.



**Ann M. Dubie**  
*President & CEO*

To make sure that we are meeting our members' financial needs today and tomorrow, we are focused on the future and the technology, training, products and services needed to provide the best service and security for our members. Today, our members have easy access to their money through our branch locations, large ATM Network or online banking. They can meet with our onsite Financial Advisor to plan for their future. They can also save money by visiting one of our many local auto dealer partners. We are full service and are ready to serve our members' financial needs for the long-term.

Working with local Realtor partners and local professionals, our In-house Mortgage Department is growing by helping members purchase and refinance their homes. They help everyone through the process, especially first time home buyers. Mortgage rates are still historically low, and our mortgage experts help our members take advantage of the market to achieve their dreams.

We are the smart choice for financial services. Unfortunately, many people still wonder how a credit union can benefit them. Telling our story is one of the most important things we do, and our Facebook Page is a place where we share financial tips, NuMark news, community news, pictures, interesting facts and we even have some fun contests. I encourage members to like us on Facebook and follow us on Twitter. In the near future we will be launching our new responsive website where you will have the same great experience on your desktop, tablet or mobile phone.

We have much to celebrate at NuMark. Through a collective vision and growth we are changing lives one member at a time.

Thank you for helping us grow.

**Ann M. Dubie**  
*President and CEO*

## CHAIRMAN'S REPORT

Thanks to our members choosing NuMark for their financial needs, we were able to open a new branch in New Lenox. We want to make sure that our members have easy access to their money. That is why we focus on being in the best locations, offering the latest mobile technologies and are a part of the shared branching network. Our members can walk into 5,200 branch locations nationwide.



**Wally Chlipala**  
*Board Chairman*

Supporting our communities is the foundation of the credit union movement. We participate in community and chamber events, expos, parades, golf outings and sponsor many local events each year. We are proud to have received 2nd Place in the State Dora Maxwell Award for Community Involvement for our support of Local Pet Charities. We also collected \$3,000 and sponsored 300 wreaths for the "Wreaths across America" project, a national program that honors veterans and their families. NuMark is proud to sponsor wreaths at the Abraham Lincoln National Cemetery. In 2016 we began our support of the Northern Illinois Food Bank, which is working to build a new facility in Will County to better serve our communities.

The Board of Directors also provided a special Community Giveback by giving NuMark employees \$50 to spend at a local business. We are locally owned and operated just as they are, and we wanted to show our support.

Financial Literacy is key to giving back. We provide Bank at School and free financial literacy programs to local schools. For adults, we share our expertise on the Money Talk Radio Show on WJOL 1340AM and provide free financial seminars. Our efforts have been recognized. I am pleased to announce that NuMark earned 1st Place in the State Competition for the Desjardins Adult Financial Literacy for our "Women in Money" Free Seminar Series and we received 1st Place in the State Competition for the Desjardins Youth Financial Literacy Competition for our work with the Rockdale Entrepreneur Club.

Without a doubt, our people are our greatest asset at NuMark Credit Union. Their talent and dedication to serving our members and our communities is the backbone of our success. As we grow together, we have much to look forward to in 2017.

**Wally Chlipala**  
*Chairman of the Board*

# FINANCIAL STATEMENT

## BALANCE SHEET

### ASSETS

| As of December 31      |                       |                       |
|------------------------|-----------------------|-----------------------|
|                        | 2016                  | 2015                  |
| Cash                   | \$ 8,424,948          | \$ 9,791,193          |
| Investments            | 54,449,166            | 50,271,306            |
| Loans to Members       | 158,401,166           | 145,325,422           |
| Property and Equipment | 8,681,014             | 8,864,972             |
| Other Assets           | 6,540,433             | 5,936,300             |
| <b>Total Assets</b>    | <b>\$ 236,496,727</b> | <b>\$ 220,189,193</b> |

### LIABILITIES AND MEMBERS' EQUITY

|  |                       |                       |
|--|-----------------------|-----------------------|
| Members' Share Accounts                      | \$ 203,177,942        | \$ 189,234,358        |
| Borrowed Funds and Other Liabilities         | 1,672,250             | 1,449,725             |
| <b>Total Liabilities</b>                     | <b>\$ 204,850,192</b> | <b>\$ 190,684,083</b> |
| Members' Equity                              | 31,646,535            | 29,505,110            |
| <b>Total Liabilities and Members' Equity</b> | <b>\$ 236,496,727</b> | <b>\$ 220,189,193</b> |

## INCOME STATEMENT

| For the Year Ended December 31                      |                     |                     |
|---|---------------------|---------------------|
|   | 2016                | 2015                |
| Interest Income                                     | \$ 9,931,351        | \$ 9,010,770        |
| Dividends and Interest Expense                      | (745,503)           | (750,611)           |
| Net Interest Income                                 | \$ 9,185,848        | \$ 8,260,159        |
| Provision for Loan Losses                           | (1,125,000)         | (700,000)           |
| Net Interest Income After Provision for Loan Losses | \$ 8,060,848        | \$ 7,560,159        |
| Non-interest Income                                 | 6,248,410           | 5,000,074           |
| General and Administrative Expenses                 | (12,139,291)        | (10,217,985)        |
| <b>Net Income/ Loss</b>                             | <b>\$ 2,169,967</b> | <b>\$ 2,342,248</b> |

# BOARD OF DIRECTORS

Walter Chlipala  
*Chairman of the Board*

Raymond Eich  
*Vice Chairman of the Board*

David Harris  
*Supervisory Committee Chairman*

Cheryl Walsh

Clifford Struthers

David Cordero

James Maguire

Richard Sheedy

Timothy Rathbun

# MANAGEMENT TEAM

Ann M. Dubie  
*President/CEO*

Michelle M. Balog  
*Executive Vice President*

Debbie Reed  
*CFO/Vice President of Finance*

Jessica Mellen  
*Vice President of Operations*

Karen Wilson  
*Vice President of Lending*

Karlene Endres  
*Vice President of Marketing*

Kevin Quinn  
*Chief Information Officer*

Linda Sachaschik  
*Human Resources Director*

# SERVICES

ACH/Payroll Deduction

Ask Auto

Audio Response Account Access

Bank at School

Business Services

Checking Accounts

Christmas Club Accounts

Coverdell ESAs

Dewey's Savings Clubs

Direct Deposit

Discount Insurance Programs

E-Alerts

E-Statements

Federal Share Insurance

FHA Mortgages

GAP, MRC and Payment Protection

Health Savings Accounts

Home Equity Lines of Credit

Internet Banking

Lifestyle Lending

Low Rate Loans

Mobile Banking

Mobile Payments

Money Market Accounts

Money Orders

Mortgages

Motorcycle Loans

New & Used Auto Loans

Notary Public

Online Bill Payment

Personal Loans

PopMoney

Postage Stamps

Pre-Paid Debit Cards

Reverse Mortgages

Roth IRAs

RV Loans

Savings Accounts

Share Certificate of Deposits (CDs)

Shared Branching

Teen Checking & Savings Accounts

Traditional IRAs

U.S. Savings Bonds

Vacation Club Accounts

Visa Debit Cards

Visa Credit Cards

Visa Gift Cards