

SUPERVISORY COMMITTEE MESSAGE

As Supervisory Committee Members, we work in partnership with the Credit Union's Board of Directors to protect members' interests.

In collaboration with an independent certified public accounting firm, we verify the Credit Union's financial position is fairly and accurately represented in financial statements. We also ensure financial practices, policies and regulatory requirements are understood, measured for soundness, and audited on a regular basis to safeguard the assets of each member.

I am pleased to report Clifton Larsen Allen LLP has successfully completed the 2017 Annual Opinion Audit.

Through this audit, we feel that adequate financial, compliance and operation controls are in place, leaving us in great financial shape and poised for continued growth and success in 2018.

Jeffrey Joseph | Supervisory Committee Coordinator

Financial Condition as of 12/31/17

ASSETS

Loans to Members	\$ 359,772,373
Less: Allowance for Loan Losses	\$1,809,909
Net Loans	\$357,962,464
Cash	\$10,995,681
Accounts Receivable	\$293,874
Investments	\$26,600,004
Accrued Income	\$994,222
Prepaid & Deferred Expenses	\$886,070
Land, Building & Improvements	\$6,369,320
Other Fixed Assets	\$1,737,740
Other Real Estate Owned	\$0
Share Insurance Fund	\$4,852,365
Core Deposit Intangible	\$50,400
Other Assets	\$8,817,248
TOTAL ASSETS	\$419,559,388

LIABILITIES

Accounts Payable	\$ 2,740,515
Notes & Interest Payable	\$0
Accrued Expenses	\$850,631
Other Liabilities	\$391,085
TOTAL LIABILITIES	\$3,982,231

EQUITY

Shares	\$ 384,275,392
Regular Reserves	\$8,641,078
Reserves for Contingencies	\$22,297,195
Undivided Earnings	\$363,492
TOTAL EQUITY	\$415,577,157
TOTAL LIABILITIES & EQUITY	\$419,559,388

2017 Income and Expenses

INCOME

Interest on Loans	\$13,947,473
Income from Investments	\$279,657
Other Income	\$3,462,837
TOTAL INCOME	\$17,689,967

OPERATING EXPENSES

Compensation & Benefits	\$6,965,983
Travel, Education & Training	\$303,949
Office Occupancy	\$1,064,205
Office Operations	\$1,175,839
Marketing & Promotions	\$427,825
Professional & Outside Services	\$3,250,976
Provision for Loan Losses	\$1,786,209
Miscellaneous	\$389,261
TOTAL OPERATING EXPENSES	\$15,364,247

TOTAL OPERATING EXPENSES \$15,364,247

INCOME BEFORE DIVIDENDS \$2,325,720

DIVIDENDS \$2,541,379

**NET INCOME BEFORE
NON-OPERATING LOSS** \$(215,659)

NON-OPERATING GAIN (LOSS) \$579,152

NET INCOME (LOSS) \$363,493

**DISTRIBUTION OF INCOME
FROM ALL SOURCES**

Dividends	\$2,541,379
Operating Expenses	\$15,364,247
Undivided Earnings & Reserve Contributions	\$363,492

**TOTAL INCOME
FROM ALL SOURCES** \$18,269,118

SAFEAMERICA IN THE COMMUNITY

SafeAmerica Credit union, its members, and employees continued to support our local charities in 2017.

Veterans Appreciation Breakfast

American Red Cross

Alameda County Community Food Bank

Food Bank of Contra Costa & Solano

CU 4 Kids, Children's Miracle Network,
Children's Hospital



CHAIRMAN'S MESSAGE

2017 was a year of changes and improvements. SafeAmerica Credit Union welcomed a new President and CEO, Mr. Tom Graves. We welcome Tom and his years of professionalism and experience in the credit union industry. We are confident that under his leadership he will guide our team of employees and seek new means to implement ways to enhance the overall financial experience of our members.

SafeAmerica had a very successful 2017. The indirect lending program continued to thrive. We were pleased to launch an all-new website, fully optimized for mobile devices, providing a better banking experience. Still, SafeAmerica Credit Union is constantly improving our systems for the best possible experience for the member.

SafeAmerica held our Strategic Planning in October and developed a forward looking plan for the credit union. The credit union had a record year of donations to the community thanks to the membership and staff.

The Board would like to thank the Executive Team for their dedication to the strategic initiatives designed for SafeAmerica to provide members a financially sound credit union; a progressive credit union that utilizes technology for the member's benefit.

SafeAmerica's audits have been clean and show we are a strong financial institution.

On behalf of the Board of Directors, Supervisory Committee, management and staff, we want to thank you for your membership, trust, and loyalty to SafeAmerica Credit Union.

Frank Zampella | Chairman, Board of Directors

Board of Directors

Frank Zampella
Chairman of the Board

Brian Schultz
Executive Vice Chairman

Clif Boehrer
1st Vice Chairman

Susan Walls
Secretary/Treasurer

Diane Bailey
Director

Patty Carlson
Director

Jason Chang
Director

Carmine Perrelli
Director

Tracy Thames
Director

Supervisory Committee

Jeffrey Joseph
Coordinator

Shabnam Bibi
Committee Member

Andrew Kenny
Committee Member

Executive Team

Tom Graves
President and CEO

Matthew Benidt
VP Retail Banking

Stefany Chadbon-Hooke
VP Human Resources

Candy Davis
VP Compliance
& Operations

Chuck Dunbar
VP Finance

John Gracyalny
VP Information Technology

Steven Page
VP Marketing
& Digital Banking

Amrita Prasad
VP Lending
& Collections

Annual Report 2017

LETTER FROM THE PRESIDENT & CEO

2017 was another successful year for SafeAmerica Credit Union, made possible by you, our loyal members, and the commitment you have to your credit union. From our beginnings serving Safeway employees in San Francisco to our community reach throughout the Bay Area today, we are proud of the financial partnership we have forged with our members.

The financial well-being of our members is our primary concern, and one in which we have centered all of our activities. It is our pleasure to consistently improve both our service to you, and our ability to meet your financial needs; wherever and whenever you need them.

Our commitment to providing superior value to our members remains at the forefront. SafeAmerica's deposit rates were again among the highest available in the market and our loan rates were consistently below bank and credit union averages.

SafeAmerica Credit Union achieved many financial successes in 2017. Membership continued to rise with a 1.6% increase. We are very proud of our successes but also understand there is much more work to be done to sustainably deliver the quality service and value you expect.

In this rapidly changing marketplace, 2018 is sure to be a year full of many new initiatives to provide even more value to you, our members. Look for improved technology and a better online banking experience with our new online and mobile banking platforms as well as an upgrade to our Visa program, including a new and improved rewards program.

Our organization is growing, healthy, safe and secure. Our local economy is in terrific shape and we are poised to grow along with the communities we serve, in ways that are meaningful for you. We commit to providing you a better banking experience through more access, better rates and higher value than any other financial service provider. Thank you for your trust in us and for your loyalty with SafeAmerica Credit Union.

Tom Graves | President & CEO

 **SafeAmerica**
Credit Union

safeamerica.com | (800) 972-0999 |  



AMERICAN SHARE INSURANCE

Your savings insured to \$500,000 per account. By members' choice, this institution is not federally insured, or insured by any state government.

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