



Quest Federal Credit Union

# ANNUAL REPORT

---

2016

# CONTENTS

agenda

1

staff

2

board of directors

4

from the CEO

5

'15 minutes

6

board nominees

8

auditors report

10

'15 statistics

11

'15 financials

12

Cooperative

# MEETING AGENDA

## SOCIAL

**Saturday, March 21, 2015 -- 8:30am - 9:30am**

## WELCOME

**Jolene Bailey - VP of Community Relations**

## INVOCATION

**Allen Barrett - Board Vice President**

## BREAKFAST

**Plaza Inn of Mt. Victory**

## BUSINESS MEETING

**Richard Wilcox - Board President**

## NOMINATING REPORT

**Allen Barrett - Board Vice President**

## 2015 RECAP & REPORT

**Matthew Jennings - CEO**

## SERVICE AWARDS

**Matthew Jennings - CEO**

## ADJOURNMENT

**Richard Wilcox - Board President**

# EST. 1969-2016

## EXECUTIVES

- **Matthew Jennings, Chief Executive Officer**
- **Sherrill Titus, Chief Accounting Officer**
- **Tammy Sherman, Chief Operations Officer**
- **Paige Wallace, Chief Financial Officer**
- **Brian Sprang, Chief Information Officer**

## MAIN branch

- **Jenny Musson, VP of Branch Operations**
- **Tracy Hollinger, Member Service Supervisor**
- **Deb Preston, Member Service Representative**
- **Patty King, Member Service Representative**
- **Krane Stahler, AVP of Lending**
- **Emily Heilman, Loan Officer**

## JACOB PARROTT branch

- **Andrea Good, VP of Branch Operations & VP of Compliance**
- **Jessica Shepherd, VP of Real Estate Lending**
- **Beth Delong, Member Service Supervisor**
- **Karla Lowe, Member Service Representative**
- **Abby Compton, Member Service Representative**
- **Kelly Rickenbacker, Member Service Representative**
- **Chloey Ritzman, Member Service Representative**
- **Michelle Brooks, Branch Office Support**
- **Jeff Beach, Security Officer**

# STAFF DIRECTORY

## DATA & LENDING center

- **Shannon Allmon, VP of AG\*Quest Lending**
- **Deb Houser, Loan Underwriter**
- **Vickie Roszman, Loan Underwriter**
- **Megan Kaufman, Loan Underwriter**
- **Richard Baum Jr., Facility Manager**

## BELLEFONTAINE branch

- **Tobi Collins, VP of Branch Operations**
- **Emily Brown, Member Service Supervisor**
- **Crystal Linville, Member Service Representative**
- **Jordan Henry, Member Service Representative**
- **David Ingles, Loan Officer**
- **Chuck Butcher, Facility Manager**

## ADA branch

- **Jolene Bailey, VP of Branch Operations & VP of Community Relations**
- **Mallory Barker, Member Service Supervisor**
- **Kayla Parker, Member Service Representative**
- **Logan Howard, Member Service Representative**
- **Jennifer Nelson, VP of Consumer Lending**
- **Angela Newland, Collections Manager**

# BOARD OF DIRECTORS

## BOARD MEMBERS

- **Richard Wilcox, President**
- **Allen Barrett, Vice President**
- **Jacqueline Brown, Secretary/Treasurer**
- **Jeffrey Beach, Board Member/Security**
- **Terry Minter, Board Member**
- **James Ramage, Board Member**
- **Ron Rogers, Board Member**
- **Sarah Wirbel, Board Member**
- **Nikki Haushalter, RPh - PharmD, Board Member**

## CREDIT committee

- **John “Pete” Gunn**
- **David Sturgeon**
- **Cam Hemmerly**

## SUPERVISORY committee

- **Ronald Ridenour**
- **Ed Rogers**
- **Connie Oates**
- **Karen Breidenbach**



# FROM THE CEO

## TO OUR QUEST MEMBER/OWNERS:

The Board of Directors and Management Team are pleased to provide you with the Quest Federal Credit Union 2015 Annual Report. Contained in this report you will find an agenda for our annual meeting, a full listing of our Board of Directors and Committee Members as well as useful financial information, the results of our 2015 Nominating Process and more.

As you review this report, please draw attention to the Independent Auditors Report authored by our audit firm, GBQ Partners, LLC. As an owner, you will be happy to know that Quest has performed at a high level on our audit reports for many years and that trend continued in 2015. Also, as you analyze our financial report, take note of the sustained growth that we saw as a credit union in areas of membership and lending. Our products and services continue to attract new owners and the newest addition to our lending line up, ProDoc has been launched and is a huge success providing digital signature and electronic delivery of loan documents. Our financial performance numbers are very stable and solid and for this we thank you for patronizing your credit union, without our owners, this would not be possible.

2015 was an outstanding year for Quest and its owners and we are planning to build on that success moving into 2016 and beyond. As you all are aware, we have expanded our Community Charter to include the county of Wyandot in 2013 and this year we plan to have a branch location in the Upper Sandusky market. As I outlined above, we have gone “paperless” in our loan department which will create financial efficiencies in lending as well as increase the convenience level for our owners. Please take a moment to view our website and learn about two exciting services we launched in 2015, Money Desktop and My Virtual StrongBox. These services are free to our owners and provide a tool for planning your finances and digitally storing important account and loan related documents. At Quest, we pride ourselves in leading edge technology and 2015 raised the bar for the e-services that we are providing for our owners.

In closing, we thank you for your interest in Quest and we welcome your comments and ideas. The Board of Directors or any of the Executive Management Team consisting of myself, Tammy Sherman, Sherrill Titus, Paige Wallace or Brian Sprang are always accessible and ready to listen.

**Quest Federal Credit Union – *Explore the Possibilities!***

Respectfully,  
*Matthew T. Jennings*  
Matthew T. Jennings, CEO

# 2015 ANNUAL MEETING

## MEETING MINUTES

Quest Federal Credit Union  
Annual Meeting  
March 21st, 2015 9:00am  
Plaza Inn Restaurant – Mt. Victory, Ohio

Jolene Bailey, VP of Branch Operations and Community Relations Manager welcomed everyone to our Annual Meeting and an Invocation was given by Vice President Allen Barrett. A meal followed and was served by the Plaza Inn.

Richard Wilcox, President called the business meeting to order. Dick welcomed everyone to our 45th Annual Meeting.

President Wilcox took roll call and BOD members present were; Dick Wilcox, Jeff Beach, Allen Barrett, Jim Ramage, Pete Gunn, Ed Rogers, Dave Sturgeon, Terry Minter, Brian Sprang, Karen Breidenbach, Tammy Sherman, Paige Wallace, Sherrill Titus, Cam Hemmerly, Nikki Haushalter, Ron Rogers, Connie Oates, Jackie Brown and Matt Jennings.

Dick announced that Nikki Haushalter has been appointed by the board to fulfill the unexpired term of Brian Sprang and introduced Nikki to those in attendance.

Dick asked for a review of the minutes and if there were any additions or corrections. Hearing none, Allen Barrett made a motion to accept, second by Jeff Beach, all in favor, motion carried.

Dick gave a summary report on financial performance and asked for any questions or comments. Hearing none, Ron Rogers made a motion to accept, second by Terry Minter, all in favor, motion carried.

Allen Barrett, Vice President and Chair of the Nominating Committee gave a summary of the election process and results with Richard “Dick” Wilcox, James Ramage, Nikki Haushalter being re-elected to the Board and John “Pete” Gunn being re-elected to Credit Committee. Barrett asked for questions from the floor, hearing none he thanked the current members for their service and welcomed the new members to our organization.



# 2015 ANNUAL MEETING

## MEETING MINUTES - cont'd

President Wilcox introduced Matthew Jennings, CEO and a summary of 2014 performance and 2015 goals and initiatives were reviewed. Matt introduced the 2014 QFCU Leadership Graduates, Kelsey Ralston, Jenny Musson, Crystal Linville and Beth DeLong. 2015 Candidates for QFCU Leadership will be; Angela Newland, Krane Stahler, Sarah Wirbel and Nikki Haushalter. Service awards were presented to Angela Newland, Michelle Brooks, Tracy Hollinger and Jolene Bailey – 5 years, Karla Lowe and Jenny Musson – 10 years, Deb Houser and Paige Wallace – 15 years, Vickie Roszman – 20 years and Allen Barrett – 25 years.

The Board of Directors and Committee Members were asked to stand and be recognized for their service and the Plaza Inn and Jolene Bailey were thanked for the event and wonderful meal.

After hearing no other new business, President Wilcox asked for a motion to adjourn, motion made by Allen Barrett, second by Jackie Brown, all in favor, meeting was adjourned.

Door Prizes were then disbursed.

**quest** /kwest/

*noun.*

1. The act or an instance of seeking or pursuing something; a search.

*verb.*

2. To search for something.

**Quest Federal Credit Union is constantly “searching for” a new and better way of achieving financial success for our owners, thus the brand name Quest Federal Credit Union was chosen and the result is a strong, single word description of ourselves, our history, and our future.**

# NOMINEE BIOGRAPHIES

## BOARD OF DIRECTORS - nominees

### **Jacqueline J. Brown** (Board of Directors Nominee)

My name is Jackie Brown and I am the current Board Secretary/Treasurer for Quest FCU. I am a 1964 graduate of Kenton High School and attended college for 2 years. I am retired from Rockwell after serving 30 years and currently work as an in-home care provider for local elderly people. Committees that I serve on as Secretary/Treasurer are the Asset Liability Management and Executive Committee.

My years spent on the credit union board have been very positive and I have learned a great deal about the operations of the credit union, setting direction and then following through with the CEO to see that we are working towards our goals.

I serve on the following boards locally, Helen Mabry Shoe Fund, United Way of Hardin County, Business & Professional Women and the Mother Club. I enjoying donating my time to worthwhile organizations and some of my best experiences have been assisting the credit union in the mission of serving our members.

### **Terry Minter** (Board of Directors Nominee)

My name is Terry Minter and I am a current Board Member of Quest FCU and have served on the board for 10 years. I am a graduate of Hardin Northern and of MATA in Computer Programming. I retired from Arvin Meritor after 30 years of service and I operate my family farm and help friends, family and the church with their computers.

My experience on the board has been outstanding and I believe that as a Credit Union we treat members well not like a number. The credit union can and does make a difference in member's lives and I enjoy being a part of this and believe that it is important for Hardin and Logan Counties to have such an organization.

Currently I am a member of the Walnut Grove United Methodist Church where I serve on the Pastor/Parish Board.

## BOARD OF DIRECTORS - nominees cont'd

### **Sarah Wirbel** (Board of Directors Nominee)

My name is Sarah Wirbel and I am a current Board member of Quest Federal Credit Union. Prior to becoming a board member of Quest, I served on the Supervisory Committee for 6 years and was Chairperson on multiple occasions. I am a graduate of Kenton Senior High School in 1996 and then continued my education at The State Beauty Academy graduating in 1997. I have been a hairstylist for 19 years and a small business owner for 12 years. I serve on the board of the Kenton Educational Foundation and my family attends St. Johns United Church of Christ.

As a member of the Supervisory Committee and Board Member of Quest Federal Credit Union I have had the unique learning experience that only comes from hands on work that I completed both on Supervisory and the Board. I currently serve on the ALCO Committee and I am the Chair of the ERM Committee. It has been and continues to be an honor to serve our members.

## CREDIT COMMITTEE - nominees

### **Camella Hemmerly** (Credit Committee Nominee)

My name is Camella Hemmerly and I currently serve on the Credit and the AG\*Quest Loan Committees. I was appointed to replace a long term Credit Committee member in Tom Sprang, following his passing and those were some big shoes to fill. I am a 1982 graduate of Riverdale High School and attended Rhodes State College. I have been employed with Silver Creek Supply for 31 years serving area farmers and their families in the farm operating needs.

I have been married to Dave for 33 years and we have 2 daughters and 3 grandchildren.

I am a member of St Johns United Church of Christ and taught Sunday school for 16 years.

I was the Kenton Athletic Boosters Treasurer for 6 years, and I have been the Co-Chair of the Athletic Boosters Reverse Raffle for the last 13 years. I have enjoyed learning and working with the Board and the employees of Quest. And I look forward to serving the Owners of Quest.

# AUDITOR'S REPORT

230 West Street  
Suite 700  
Columbus, OH 43215

Tel: 614.221.1122  
Fax: 614.227.5500

[www.gba.com](http://www.gba.com)



To the Board of Directors  
Quest Federal Credit Union  
Kenton, Ohio

## Independent Auditor's Report

We have audited the accompanying financial statements of Quest Federal Credit Union, which comprise the statements of financial condition as of March 31, 2015 and 2014, and the related statements of income, changes in members' equity and cash flows for the years then ended, and the related notes to the financial statements.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal controls relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Opinion*

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Quest Federal Credit Union as of March 31, 2015 and 2014, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

*GBA Partners LLC*

Columbus, Ohio  
May 21, 2015

# 2015 STATISTICS

## KEY RATIOS



Membership  
**13,019**



Loans to Shares  
**77.6%**

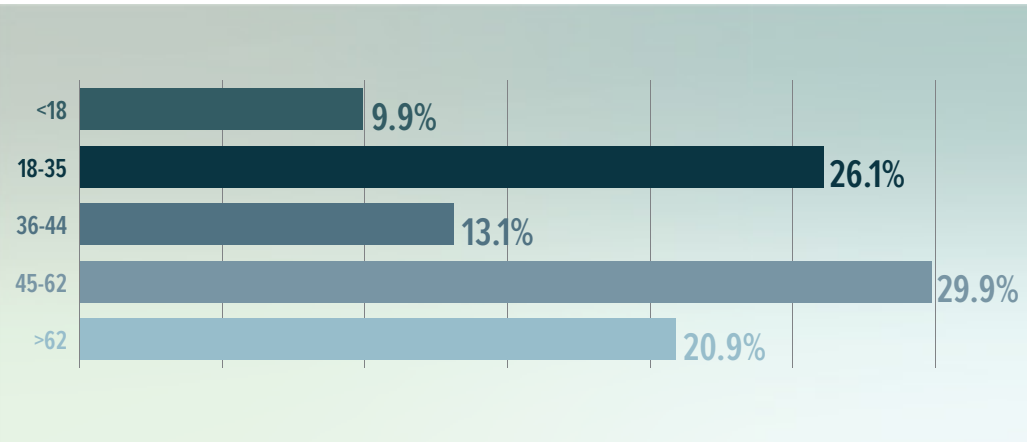


Total Assets  
**\$93.3M**

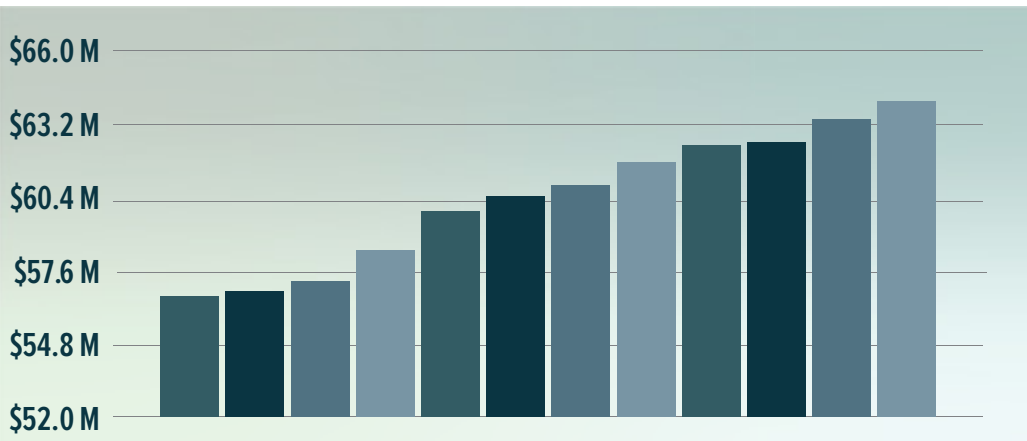


Net Worth  
**10.35%**

## MEMBER DEMOGRAPHICS BY AGE



## LOAN PORTFOLIO GROWTH



# FINANCIAL STATEMENTS

## BALANCE SHEET - Assets

DECEMBER 2015

### ASSETS

CASH	\$2,996,892
INVESTMENTS	\$20,458,121
LOANS	
REAL ESTATE LOANS	
1 <sup>ST</sup> MORTGAGE LOANS	\$14,482,897
2 <sup>ND</sup> MORTGAGE LOANS	\$2,069,431
MISC. MORTGAGE LOANS	\$0
1 <sup>ST</sup> MORTGAGE LOANS - ADJUSTABLE RATE	\$15,356,188
AG*QUEST LOANS	\$0
TOTAL REAL ESTATE LOANS	\$31,908,516
LINE OF CREDIT LOANS	
HELOC	\$3,570,369
TOTAL LINE OF CREDIT LOANS	\$3,570,369
OTHER LOANS	
SHARE SECURED LOANS	\$205,601
VISA	\$1,181,958
CLOSED END LOANS	\$3,437,260
TITLED COLLATERAL LOANS	\$22,159,724
STUDENT LOANS	\$1,561,145
TOTAL OTHER LOANS	\$28,545,688
TOTAL LOANS	\$64,024,572
ALLOWANCE FOR LOAN LOSS	(\$351,062)
NET TOTAL LOANS	\$63,673,511
NON-INTEREST BEARING ASSETS	
FIXED ASSETS	
LAND & BUILDING	\$1,923,847
FURNITURE & FIXTURES	\$249,522
PREPAID ACCOUNTS	\$355,938
TOTAL FIXED ASSETS	\$2,529,306
OTHER ASSETS	\$3,660,032
TOTAL NON-INTEREST BEARING ASSETS	\$6,189,338
<b>TOTAL ASSETS</b>	<b>\$93,317,862</b>



# BALANCE SHEET - LIABILITIES

DECEMBER 2015

## LIABILITIES SHARES & EQUITY

LIABILITIES	
BORROWINGS	\$0
OTHER LIABILITIES	
ACCOUNTS PAYABLE	\$4,961
OTHER LIABILITIES	\$1,113,857
TOTAL OTHER LIABILITIES	\$1,118,818
TOTAL LIABILITIES	\$1,118,818

SHARES	
REGULAR SHARES	\$25,935,927
CLUB ACCOUNTS	\$2,282,214
SHARE DRAFT ACCOUNTS	\$15,103,942
MONEY MARKET	\$21,420,368
SHARE CERTIFICATES	\$12,189,267
IRA'S	\$3,520,985
IRA CERTIFICATES	\$2,084,759
TOTAL SHARES	\$82,537,461

EQUITY	
REGULAR RESERVES	\$1,582,988
SPECIAL RESERVES	\$0
OTHER RESERVES	\$0
UNDIVIDED EARNINGS	\$7,133,058
NET INCOME (LOSS)	\$945,536
TOTAL EQUITY	\$9,661,582

<b>TOTAL LIABILITIES, SHARES, &amp; EQUITY</b>	<b>\$93,317,862</b>
--	---------------------

# FINANCIAL STATEMENTS

## INCOME STATEMENT

YEAR END 2015

<b>INTEREST INCOME</b>	
<b>INTEREST ON LOANS</b>	
REAL ESTATE LOANS	
1 <sup>ST</sup> MORTGAGE LOANS	\$834,179
2 <sup>ND</sup> MORTGAGE LOANS	\$141,346
1 <sup>ST</sup> MORTGAGE LOANS - ADJUSTABLE RATE	\$770,257
AG*QUEST LOANS	\$0
<b>TOTAL REAL ESTATE LOANS</b>	<b>\$1,745,783</b>
LINE OF CREDIT LOANS	
HELOC	\$138,032
<b>TOTAL LINE OF CREDIT LOANS</b>	<b>\$138,032</b>
OTHER LOANS	
SHARE SECURED LOANS	\$9,057
VISA	\$117,934
CLOSED END LOANS	\$322,212
TITLED COLLATERAL LOANS	\$1,501,093
STUDENT LOANS	\$56,997
<b>TOTAL OTHER LOANS</b>	<b>\$2,007,295</b>
<b>TOTAL INTEREST ON LOANS</b>	<b>\$3,891,109</b>
<b>INVESTMENTS</b>	
INVESTMENTS (LESS THAN 1 YEAR)	\$246,328
CU*ANSWERS CUSO	\$37,179
<b>TOTAL INVESTMENTS</b>	<b>\$283,508</b>
<b>TOTAL INTEREST INCOME</b>	<b>\$4,174,617</b>
<b>INTEREST EXPENSE</b>	
<b>DIVIDENDS ON SHARES</b>	
REGULAR SHARES	\$35,490
CLUB ACCOUNTS	\$3,557
SHARE DRAFT ACCOUNTS	\$12,376
MONEY MARKET	\$97,655
SHARE CERTIFICATES	\$122,064
IRA'S	\$15,022
IRA CERTIFICATES	\$38,264
<b>TOTAL DIVIDENDS ON SHARES</b>	<b>\$324,428</b>
<b>INTEREST ON BORROWED MONEY</b>	<b>\$0</b>
<b>TOTAL INTEREST EXPENSE</b>	<b>\$324,428</b>

## INCOME STATEMENT - cont'd

	YEAR END 2015
<b>NET INTEREST INCOME</b>	<b>\$3,850,189</b>
PROVISION FOR LOAN LOSSES	\$360,000
<b>NET INTEREST AFTER PLL</b>	<b>\$3,490,189</b>
<b>NON-INTEREST INCOME</b>	
FEE INCOME	\$949,916
OTHER OPERATING INCOME	\$700,182
CORP ONE ADJUSTMENT	\$0
<b>TOTAL NON-INTEREST INCOME</b>	<b>\$1,650,097</b>
<b>NON-INTEREST EXPENSE</b>	
EMPLOYEE COMPENSATION	\$1,405,680
EMPLOYEE BENEFITS	\$258,225
TRAVEL & CONFERENCE	\$92,632
ASSOCIATION DUES	\$29,208
OFFICE OCCUPANCY	\$314,146
OFFICE OPERATIONS	\$1,268,727
EDUCATION AND PROMOTIONS	\$320,084
LOAN SERVICES	\$360,501
AUDIT FEES & PAYROLL PROCESSING	\$51,702
MEMBER INSURANCE	\$5
NCUSIF SPECIAL ASSESSMENT	\$0
STATEMENTS/POSTAGE	\$69,164
OPERATING FEES	\$15,887
CASH OVER/SHORT	\$3,288
ANNUAL MEETING	\$3,756
MISC. OPERATING EXPENSE & SPECIAL PROJECTS	\$1,745
<b>TOTAL NON-INTEREST EXPENSE</b>	<b>\$4,194,751</b>
<b>NET INCOME (LOSS) BEFORE EXTRAORDINARY EXPENSE</b>	<b>\$945,536</b>
NCUSIF STABILIZATION EXPENSE	\$0
<b>NET INCOME (LOSS)</b>	<b>\$945,536</b>
RESERVE TRANSFER	\$0
<b>NET INCOME (LOSS) AFTER RESERVE TRANSFER</b>	<b>\$945,536</b>

# FINANCIAL STATEMENTS

## FINANCIAL PERFORMANCE REPORT

	ACTUAL DEC. '15	ACTUAL DEC. '14	DIFFERENCE
<b>CAPITAL ADEQUACY</b>			
* NET WORTH/TOTAL ASSETS	10.35 %	10.04 %	0.31 %
DELINQUENT LOANS/NET WORTH	7.77 %	11.32 %	(3.55 %)
SOLVENCY EVALUATION (ESTIMATED)	111.71 %	111.36 %	0.35 %
CLASSIFIED ASSETS (ESTIMATED)/NET WORTH	3.63 %	4.13 %	(0.50 %)
<b>ASSET QUALITY</b>			
* DELINQUENT LOANS/TOTAL LOANS	1.17 %	1.75 %	(0.58 %)
* NET CHARGE-OFFS/AVERAGE LOANS	0.58 %	0.28 %	0.30 %
FAIR (MARKET) VALUE/BOOK VALUE (HTM INVEST)	0.00 %	0.00 %	0.00 %
ACCUMULATED UNREAL GAIN (LOSS) ON AFS/COST OF AFS	0.00 %	0.00 %	0.00 %
DELINQUENT LOANS/ASSETS	0.80 %	1.14 %	(0.34 %)
<b>EARNINGS</b>			
* RETURN ON AVERAGE ASSETS	1.05 %	0.96 %	0.09 %
* RETURN ON AVERAGE ASSETS BEFORE NCUSIF STABILIZATION	1.05 %	0.96 %	0.09 %
GROSS INCOME/AVERAGE ASSETS	6.47 %	6.03 %	0.44 %
YIELD ON AVERAGE LOANS	6.47 %	6.57 %	(0.10 %)
FEE AND OTHER OPERATING INCOME/AVERAGE ASSETS	1.83 %	1.76 %	0.07 %
YIELD ON AVERAGE INVESTMENTS	1.33 %	1.09 %	0.24 %
COST OF FUNDS/AVERAGE ASSETS	0.36 %	0.36 %	0.00 %
NET MARGIN/AVERAGE ASSETS	6.11 %	5.67 %	0.44 %
OPERATING EXPENSES/AVERAGE ASSETS	4.66 %	4.44 %	0.22 %
PROVISION FOR LOAN & LEASE LOSSES/AVERAGE ASSETS	0.40 %	0.28 %	0.12 %
NET INTEREST MARGIN/AVERAGE ASSETS	4.28 %	3.91 %	0.37 %
OPERATING EXPENSES/GROSS INCOME	72.02 %	73.56 %	(1.54 %)
FIXED, FORECLOSED & REPOSSESSED ASSETS/TOTAL ASSETS	2.71 %	2.96 %	(0.25 %)
NET OPERATING EXPENSE/AVERAGE ASSETS	3.60 %	3.37 %	0.23 %

\* Denotes key ratio

## FINANCIAL PERFORMANCE REPORT - cont'd

	ACTUAL DEC. '15	ACTUAL DEC. '14	DIFFERENCE
<b>ASSET/LIABILITY MANAGEMENT</b>			
NET LONG TERM ASSETS/TOTAL ASSETS	10.41 %	46.21 %	(35.80 %)
REGULAR SHARES/TOTAL SHARES & BORROWINGS	31.42 %	31.54 %	(0.12 %)
TOTAL LOANS/TOTAL SHARES	77.57 %	73.29 %	4.28 %
TOTAL LOANS/TOTAL ASSETS	68.61 %	64.76 %	3.85 %
CASH & SHORT-TERM INVESTMENTS/ASSETS	3.21 %	12.61 %	(9.40 %)
TOTAL SHARES, DEPOSITS, BORROWINGS/EARNING ASSETS	97.70 %	97.98 %	(0.28 %)
REG. SHARES & SHARE DRAFTS/TOTAL SHARES & BORROWINGS	75.68 %	75.85 %	(0.17 %)
BORROWINGS/TOTAL SHARES & NET WORTH	0.00 %	0.00 %	0.00 %
EST. LOAN MATURITY IN MONTHS	28.9	27.7	1.2
<b>PRODUCTIVITY</b>			
MEMBERS/POTENTIAL MEMBERS	12.95 %	12.79 %	0.16 %
BORROWERS/MEMBERS	24.95 %	24.18 %	0.77 %
MEMBERS/FULL-TIME EMPLOYEES	406.8	395.7	11.1
AVERAGE SHARES/MEMBER	\$6,340	\$5,964	\$376
AVERAGE LOAN BALANCE	\$13,864	\$12,869	\$995
SALARY & BENEFITS/FULL-TIME EMPLOYEES	\$51,997	\$46,534	\$5,463
<b>OTHER RATIOS</b>			
MARKET GROWTH	7.62 %	(0.92 %)	8.54 %
NET WORTH GROWTH	10.85 %	10.52 %	0.33 %
LOAN GROWTH	13.90 %	18.16 %	(4.26 %)
ASSET GROWTH	7.50 %	0.68 %	6.82 %
INVESTMENT GROWTH	(7.27 %)	(27.64 %)	20.37 %
MEMBERSHIP GROWTH	1.24 %	2.58 %	(1.34 %)

# LOCATIONS

12837 State Route 68 South 419-674-4998  
Kenton, OH 43326

101 Jacob Parrot Boulevard 419-675-2322  
Kenton, OH 43326

900 East Sandusky Avenue 937-599-1321  
Bellefontaine, OH 43311

232 North Main Street 419-634-0031  
Ada, OH 45810

WWW.QUESTFCU.COM 800-333-9571



**Proudly serving those who live, work, worship, or attend  
schools in Hardin, Logan, and Wyandot Counties!**