



2023

ANNUAL REPORT



Annual Meeting Agenda

- Welcome
 - Introduction of current Directors, Supervisory Committee and Managers
- Determination of a Quorum
- Reading of the 2023 Annual Meeting Minutes
- Approval of Minutes
- 2023 Annual Report
- Unfinished Business
- New Business
 - Report from Nominating Committee Chairman
- Adjournment

Our Mission

To provide our members with better options that guide them on the path to reach their financial goals throughout life's journey.

Our Vision

To be widely recognized in our community as the better option focused on empowering our members to be financially confident.

Core Values

Tech Credit Union is a better financial services option because we support our members, our team, and our communities in exceptional ways...

...by building trusted relationships with our members through providing solutions that guide them toward financial success;

...by investing in and trusting our diverse team and recognizing their contributions to Tech Credit Union;

...and by being committed to the social and economic success of the communities we are proud to serve.

Board of Directors

Joseph A. Machara	Chairman of the Board
Jamie Mack	1st Vice Chairman
Edward J. Petyo	Treasurer
Walter J. Garbarczyk	Secretary
Lisa Beck	Director
R. Louie Gonzalez	Director
Lee Lane	Director
Greg Salvatore	Director
Richard A. Young	Director

Supervisory Committee

Larry Hickman	Chairman
Andy Callas	Member
Peter Melcher	Member

Senior Management

Gene Novello	President and CEO
Michael Casey	Executive Vice President
John F. Wilkening	Senior Vice President, Chief Banking Officer
Zach Hohulin	Vice President of Information Technology, Chief Information Officer
Tracy Anderson	Vice President of Member Experience
Roseann R. Dennis	Vice President of Human Resources
Cris Rizzo Kratkoczki	Vice President of Finance
Mary E. Land	Vice President of Treasury Cash Management
Don McCormick	Vice President of Commercial Services
Janna M. Novak	Vice President of Risk Management
Jill M. Sandilla	Vice President of Lending
Larry Schaffer	Vice President of Marketing
Lora Sturtridge	Vice President of Information Technology
Scott L. Winger	Vice President of Facilities & Physical Security
Kim Carpenter	Manager, CU Mortgage Service
Nicolaus Patterson	Internal Auditor

Management

Kristie Brown	Assistant Manager, CU Mortgage Service
Stephanie Calarie	Manager, Contact Center
Maria Camacho	Assistant Manager, Contact Center
Cathie Dull	Director of Recruitment & Leadership Development
Betsy Granko	Director of Marketing
Danette Hogue	Consumer Lending Operations Manager
Nicky Pedraza	Deposit Operations Manager
Nicole Plesha	Assistant Vice President of Information Technology
Nikolina Rajacic	Accounting Manager
Eric Shrock	Director of Facilities & Physical Security
Bianca Sosa	Director of Training Activities
Joe Stan	Assistant Vice President, Indirect Lending Program Manager
Jamie Wolfe	Assistant Vice President, Consumer Lending UW & Home Equity Manager
Bob Wright	Assistant Vice President, Retail Sales

Branch Managers

Elissa Bafia	Crown Point
Kristen Borem	Lowell
Selena Davis	Calumet City
Charlie R. Hult	La Porte
Kevin Kickert	Assistant Vice President at Cedar Lake
Bert Kullerstrand	Merrillville
Daniel Montenegro	Orland Park
Louise Ortiz	Valparaiso (US 30)
Kyle Sroufek	Valparaiso (SR 149)
Jamica Williams	Assistant Vice President at Gary
Sherry Williams	East Chicago

Assistant Branch Managers

Michelle Alexander	Gary
Detra Armstrong	Calumet City
Tamara Bogard	La Porte
Jay Harris	Merrillville
Barbara Johns	Valparaiso (US 30)
Helen Johnson	Gary
Anthony Muniz	Cedar Lake
Megan A. Seaton	Lowell
Melissa Simmons	Valparaiso (SR 149)
Nicholas Spolar	Crown Point
Sara A. Thompson	Orland Park
Jorge Vargas	East Chicago

Chairman's Report

Tech Credit Union made several improvements to better serve our membership in 2023. Our Crest Hill, IL branch was relocated to Orland Park, IL. This new branch provides members with expanded service hours, a modern lobby, spacious member service offices, drive-through lanes, and a 24-hour ATM. The Crown Point, IN branch was also completely renovated to provide members with an up-to-date banking experience. This location is home to our Commercial Services department and also has a CU Mortgage Service loan officer onsite.

We converted our debit card program from Visa to Mastercard. The Tech Credit Union Mastercard debit cards were enhanced for use with Apple Pay, Google Pay and Samsung Pay mobile wallets. Cardholders can use their smartphone and other devices to make quick, secure payments online, in apps, and in stores. The change also provides our cardholders with contactless payment technology.

As we strive to remain competitive in the marketplace, Tech Credit Union has worked hard to meet our members' savings objectives with competitive deposit account rates and Certificate of Deposit rate specials.

The credit union sponsored and participated in a variety of community, civic, educational, and human service organization events that advance the welfare of our membership and communities we serve.

We also appreciate you voting Tech Credit Union the “#1 Best Credit Union” in The Times “Best of the Region” reader survey. We truly appreciate your vote of confidence. And most of all, thank you for your business.



Joseph A. Machara
Chairman of the Board

President's Report

Tech Credit Union experienced record earnings in 2023 thanks to the realization of two significant extraordinary items. The sale of real estate property adjacent to our Crown Point office in March and the sale of VISA Class B Shares in November created windfalls for the Credit Union to utilize in the restructuring of our balance sheet.

Tech Credit Union finished 2023 with assets of \$521,276,149.50, a small decrease of 1.88% from last year. Earnings for the year totaled \$6,844,334.75, almost double that of any previous year for the credit union. Loan and deposit balances both decreased in 2023 as members utilized savings in more challenging economic times. The credit union also purposely limited growth to build both liquidity and capital. The increased rate environment, not seen in roughly fifteen years, also hampered Credit Union Mortgage Service, a Tech Credit Union company, as loan volume decreased significantly.

The credit union industry, and the banking system in general have been experiencing the challenge of liquidity created by the unprecedented rise in interest rates and an uneven deposit environment during the pandemic. As a result of the before mentioned restructuring, primary liquidity increased to 6.75% in 2023 and our net worth increased to 9.21%.

Your credit union is well positioned for future growth and profitability. We strive to create convenience for our members through prime branch locations and by providing an array of electronic delivery channels. Look for continued success with new products and a renewed focus on member-centric service in 2024.

We are extremely proud that Tech Credit Union was voted Best Credit Union in The Times "Best of the Region" competition. We take pride in being the **"Better Option"** for banking in the markets that we serve and our strategic focus on member service resonates with our members. Thank you for your continued support and confidence.



Gene Novello
President & CEO

Statement of Financial Condition

For The Year Ending December 31, 2023

ASSETS: LOANS & CASH

Commercial and Agricultural Loans to Members	\$93,521,478.18
Real Estate Secured Loans	\$145,338,117.47
Loan Balances Fully Secured by Shares	\$1,026,144.77
All Other Loans	\$207,560,949.93
Total Loans to Members	\$447,446,690.35
(Less) Allowance for Loan Losses	(\$1,908,835.00)
Net Loans Outstanding	\$445,537,855.35
Cash	\$2,792,062.69

INVESTMENTS

	1 year or less	1 year plus	Total
US Government Obligations	\$0.00	\$0.00	\$0.00
Federal Agencies	\$0.00	\$566,240.28	\$566,240.28
NUCSIF	\$0.00	\$4,553,826.17	\$4,553,826.17
Deposits in Corporate Centrals	\$32,208,783.12	\$0.00	\$32,208,783.12
Deposits in Banks & S&Ls	\$200,000.00	\$0.00	\$200,000.00
Other Investments	\$0.00	\$2,431,795.70	\$2,431,795.70
TOTAL INVESTMENTS	\$32,408,783.12	\$7,551,862.15	\$39,960,645.27

OTHER ASSETS

Land & Building	\$20,151,718.37
Furniture and Fixtures (net)	\$4,017,921.30
All Other Assets	\$8,815,946.52
TOTAL ASSETS	\$521,276,149.50

LIABILITIES

Accounts Payable	\$1,579,875.06
Dividends Payable	\$0.00
All Other Liabilities	\$7,480,585.48

TOTAL LIABILITIES

\$9,060,460.54

SHARES AND EQUITY

Share Certificates	\$100,802,765.31
Checking Accounts	\$75,930,323.21
IRA, Keogh & Retirement Accounts	\$19,883,459.01
Other Savings	\$259,116,913.27
Nonmember Savings	\$8,487,000.00

TOTAL SHARES

\$464,220,460.80

RESERVES AND UNDIVIDED EARNINGS

Statutory Regular Reserves	\$28,993,198.68
Other Reserves	\$9,239,922.38
Undivided Earnings	\$9,762,107.10
Total Reserves and Undivided Earnings	\$47,995,228.16

TOTAL LIABILITIES, SHARES & EQUITY

\$521,276,149.50

Statement of Income

For The Year Ending December 31, 2023

OPERATING INCOME

Interest on Loans	\$20,122,608.17
Income from Investments	\$1,074,985.32
Other Operating Income	\$4,686,135.07

TOTAL INCOME **\$25,883,728.56**

OPERATING EXPENSES

Compensation	\$8,552,903.67
Benefits	\$2,540,401.01
Travel & Conferences	\$162,865.45
Association Dues	\$45,198.05
Office Occupancy	\$1,992,631.63
Office Operations	\$3,939,099.41
Loan Servicing	\$1,204,520.71
Professional Outside Services	\$1,449,795.67
Provision for Loan Losses	\$473,787.33
Members Insurance	\$0.00
Education & Promotions	\$396,725.00
Operating Fee	\$36,223.74
Cash Over/Short	\$4,558.91
Interest on Borrowed Money	\$136,850.47
Annual Meeting Expenses	\$0.00
Miscellaneous	\$48,925.46

TOTAL OPERATING EXPENSES **\$20,984,486.51**

NON-OPERATING GAINS OR (LOSSES)

Gains & (Losses) on Investments	\$0.00
Gains & (Losses) on Assets	\$7,953,017.43
Other Non-Operating Gains & (Losses)	(\$435,995.42)
Total Net Income Before Dividends	\$12,416,264.06
Dividends	\$5,571,929.31
Net Income after Dividends	\$6,844,334.75
Regular Reserve Transfer	\$2,587,938.74
Change to Undivided Earnings	\$4,256,396.01

CLASSIFICATION OF LOANS OUTSTANDING

Degree of Delinquency	
a) Current & Less than 2 months	\$442,641,616.28
b) 2 to 6 Months	\$3,921,289.35
c) 6 to Less than 12 Months	\$375,639.75
d) 12 Months & Over	\$384,945.63
e) Collateral in Process	\$123,199.34

TOTAL LOANS **\$447,446,690.35**

Current Membership	38,525
Potential Membership	1,200,000

Supervisory Committee Report

The Supervisory Committee provides you, the member, with a forum to voice your concerns regarding credit union policies and procedures, or to have specific questions answered regarding transactions on your accounts. The committee also acts as the oversight body for both the internal and external audit functions of the credit union. Our goal is to provide assurance to the membership that their investment in the credit union remains secure.

Auditors from federal and state agencies along with Plante Moran, PLLC, our external auditor, provide guidance to help us maintain a high level of compliance with regulations and sound financial management policies that we, as members, expect.

We, as members, can also be proud of the professional staff that continually strives to meet our needs. The Supervisory Committee will continue to do its part to keep Tech Credit Union a strong, member-oriented credit union.

We would like to thank the Board of Directors, Management and staff for their support as we perform our duties. And thank you, our fellow members, for allowing us to serve you and Tech Credit Union.

Supervisory Committee

Andy Callas, Peter Melcher, Lawrence Hickman

Commercial Services Report

Throughout the year, 2023 continued to be marked by inflationary pressure, interest rates not seen in decades, and overall economic uncertainty. The Commercial Services team continued to meet the needs of our business members despite these economic challenges. On December 31, 2023, the commercial loan portfolio was \$93,521,478, with total credit facilities committed exceeding \$108 million.

As we begin the new year, our team continues to focus on our business members by providing solutions to meet their financing, deposit, and treasury management needs. We are committed to providing our members with the highest level of service as well as building new relationships in the markets that we serve. Thank you to the Commercial Services team for their commitment to our members and their continuous effort to expand efficiencies and mitigate risk.

Undoubtedly, 2024 will continue to be marked with economic uncertainty related to inflationary and interest rate pressure, but our goals will remain unchanged. We will continue to focus on growth, credit risk management, and member service to

achieve our objective of being the Better Option for our business members.

Thank you for your support and opportunity to earn your business every day.

Don McCormick
Vice President of Commercial Services

Corporate Membership Program

Tech Credit Union's Corporate Membership program provides our business partners a no-cost financial wellness program to enhance their current benefits package. As a corporate member partner, your employees not only have access to the latest in banking and loan services, but to financial wellness resources as well.

Connecting people to financial resources, providing better options, and keeping our member's best interests in mind is at the heart of everything we do. Our goal is to provide the products and resources to accommodate your employee's needs for convenience, address their financial challenges, and provide personal assistance whenever needed.

Your company will be provided a dedicated representative to serve the banking needs of your employees. Whether it's something as simple as opening a new account or in-depth as buying a home, we're here to help every step of the way. Our banking solutions and commitment to financial wellness can enhance your benefits package, all while making it easy for you!

Tech Credit Union proudly serves businesses partners located throughout Northwest Indiana and the South Chicago Suburbs. Visit www.techcu.org for a list of our Corporate Member Groups.

Thank you for your continued support, your participation contributes to your employee's financial wellbeing!



Tech Credit Union Corporate Center

10110 Randolph Street
Crown Point, IN
800-276-8324

Visit us online at www.techcu.org

Tech Credit Union Branches

Calumet City, IL

1011 River Oaks Dr.
708-891-3380

Cedar Lake, IN

9707 West 133rd Ave.
219-232-1333

Crown Point, IN

10951 Broadway
219-662-3880

East Chicago, IN

2310 E. Columbus Dr.
219-398-1613

Gary, IN

2155 W. Ridge Rd.
219-884-4045

La Porte, IN

1101 Boyd Boulevard
219-266-3100

Lowell, IN

1800 E. Commercial Ave.
219-690-1370

Merrillville, IN

7901 Grant St.
219-791-0629

Orland Park, IL

11051 West 179th Street
(708) 963-0630

Valparaiso, IN

370 Morthland Dr. (US 30)
219-477-6805

Valparaiso, IN

401 State Road 149
219-299-8588

CU Mortgage Service (a subsidiary of Tech Credit Union)

870 Eastport Centre Dr., Suite 200
Valparaiso, IN 46383
800-285-0670
www.cumortgageservice.com



Federally Insured by NCUA

