

2020

ANNUAL REPORT

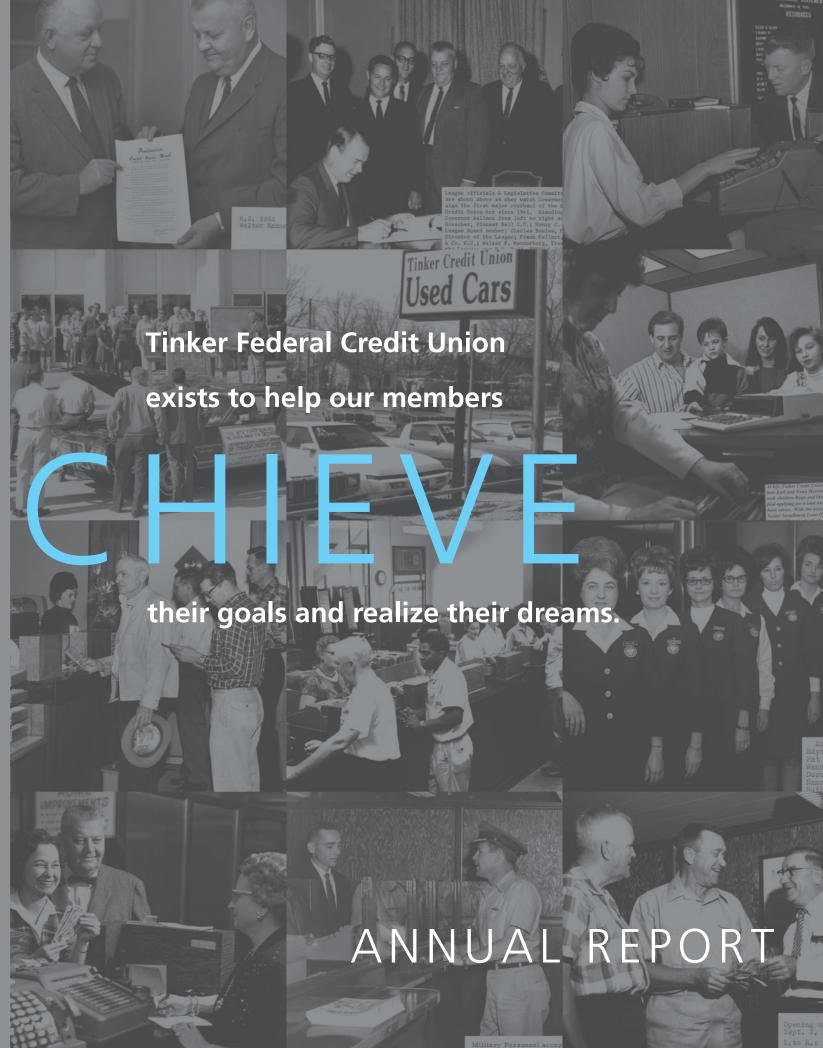
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Michael D. Kloiber **President / CEO**

PRESIDENT'S REPORT

Happy 75th anniversary! It is because of you, our member/owners, that we have reached this historic anniversary.

We celebrate our Diamond Anniversary, also called the Diamond Jubilee, in 2021! A diamond is formed from carbon or coal, under a high temperature and pressure. The product is a precious stone called a diamond. From a humble beginning, coal becomes one of our most precious and valuable gemstones.

In a way, that is how the credit union developed over the years. In March 1946, we started with very few assets and members, and under the pressures of the times, Tinker Federal Credit Union (TFCU) has become the shining gemstone of the financial services industry. We have survived wars, recessions, natural disasters, a pandemic and human mistakes to become the largest credit union in Oklahoma, and one of the largest in the nation.

We have come from a shoe box operation in a single office space in 1946, to a full-service, not-for-profit financial institution with 32 full-service branches. By full service. I mean all types of consumer and commercial products. We ended 2020 with over \$5 billion in assets and nearly 420,000 members scattered around the world. Our members can access their accounts anywhere, at any time. For many of our members, they never even have to come into one of our branches!

Looking back on our 74th year, it turned out to be the most challenging one in our history. We found ourselves in the middle of a once in a century pandemic. After all that we have been through since the beginning of this century, no one could have guessed what 2020 had in store for us.

Sailing through these uncharted waters, we found ourselves temporarily closing branch lobbies, bolstering our call center service capabilities and enhancing our online services. Our concern was to ensure the safety of our members and employees, while continuing our regular operations. After learning what it would take to accomplish this task, we were able to quickly reopen our branch lobbies and keep them open throughout the year.

As our mission statement says, "TFCU exists to help our members achieve their goals and realize their dreams." This is our legacy, our *Longevity*, defined as "long existence or service." Long existence alone does not make us successful, but combined with premium service, longevity leads to the success that you find in your credit union today. All of our experiences over the years truly prepared us for the challenges of 2020.

Despite the many hurdles 2020 threw in our way to success, your Board, Supervisory Committee and dedicated staff found the way to ensure that your financial service needs were met every step of the way. Keeping our doors open meant that many of our staff accepted the risks posed by the pandemic, and they continued to provide you with the service you have come to expect from us. They lived the Service Promises you see posted in our branches and on our website.

Along with the credit union, I celebrated my 25th anniversary on February 1, 2021, as the President/CEO of this great institution. I have had the honor of overseeing so many achievements during this time. From less than \$1 billion in assets and 155,000 members, we have grown to the numbers mentioned earlier. Our total focus has not been on the growth we have experienced, but on delivering the service you

expected from us. By focusing on our service to you, we have grown into the credit union we are today.

I often hear about what a great a job I have done over this time, but honestly, I just did my part in accomplishing all we have achieved on behalf of our members. I started at the credit union nearly 33 years ago, and during that time, I have worked with some of the most professional people, who did their very best to help us reach our highest potential. I was also blessed with the necessary support at home from my wonderful wife, Pam, who accompanied me and allowed me to participate in all of the outside activities required of this position. This group of people deserves the credit for making me look so good and successful.

So, to this entire group, I say thank you, as I complete my last full year as the President/CEO. I will retire at the end of August 2021. It is time for a change, and I am happy to report that Dave Willis will become your new President/CEO. Dave has been with TFCU since October 2008, serving as the Executive Vice President/Chief Operations Officer. He and I have worked hand in hand for almost 13 years, and I know he is prepared to continue our successes into the future.

Thank you for your support and confidence that allowed me to serve as your Chief Executive for a quarter of a century. Together, we have taken TFCU to the highest of heights, and I believe that the best years are yet to come. **Longevity** plus **Premium Service** are the keys to our future success.

Sincerely,

drichael D. Klaibe Michael D. Kloiber,

President

SETTING OUR SIGHTS ON



In December 1956, TFCU reached \$5 million in assets. The depositor, Virginia Brooks, accompanied by then-president Walt Mannerberg, deposited her money with the help of office manager Brunetta White.



IN APPRECIATION OF YOUR TIRELESS DEDICATION OVER

I have had the privilege to work with Mike Kloiber his entire career as President/CEO. During that time, Mike has led TFCU to an amazing level of success, and he has been an inspiration to all of us with his leadership and professionalism. Mike, I wish you the best for your upcoming future, and I will always appreciate all you have accomplished for Tinker Federal Credit Union.

Sheila Lones

Chair, Board of Directors

Michael D. Kloiber is a native Oklahoman, born in Tulsa and raised in Oklahoma City. He has been a resident of south Oklahoma City for over 66 years. Mr. Kloiber received a bachelor's degree in elementary education and a master's of business administration, both from the University of Central Oklahoma.

He has 43 years of financial industry work experience, with the last 33 years at Tinker Federal Credit Union. Mr. Kloiber has served as President/CEO for the past 25 years. His previous positions include Senior Vice President/Chief Operations Officer and Vice President of Operations.

As President/CEO, Mr. Kloiber is responsible for the day-to-day operations of the credit union. He is charged with working closely with the Board of Directors and the Senior Management team to ensure TFCU offers both efficient electronic and personal services to our members.

THANKS!

Commitment to the Community and the Credit Union Movement:

- Better Business Bureau of Central Oklahoma, Board of Directors (past Board Chair for four years)
- Credit Union Shared Service Centers, Inc. of Oklahoma, Board of Directors (past Board Chair for two years)
- Defense Credit Union Council, a national trade association, Board of Directors (Board Chair)
- Defense Credit Union Council; Midwest Sub Council, Board of Directors (Chair)
- Navy League of the United States Oklahoma City Council, Board of Directors (President for four
- Midwest City Chamber of Commerce, Board of Directors (past Board President for three years)
- Greater Oklahoma City Hispanic Chamber of Commerce, Board of Directors (Chair)
- Cornerstone Credit Union League (Regional Trade Association), Board of Directors (Past Chair for two years)
- CU Resources, Inc., Board of Directors (Past Chair)
- Cornerstone Credit Union Foundation. Board of
- University of Central Oklahoma's Foundation Board (nine years)

- Thrift Institutions Advisory Council for Chairman Bernanke and Board of Governors for the Federal Reserve Bank (2010)
- Community Depository Institutions Advisory Council for Chairman Bernanke and the Board of Governors of the Federal Reserve Bank, Washington DC (2011 & 2012)
- Credit Union Association of Oklahoma, Board of Directors (past Board Chair for five years)
- Del City Chamber of Commerce, Member
- Edmond Chamber of Commerce, Member
- Greater Oklahoma City Chamber of Commerce,
- Moore Chamber of Commerce, Member
- South Oklahoma City Chamber, Member
- Credit Union Executive Society, Member
- Oklahoma Credit Union Executives, Member
- Team Tinker Home Away From Home Foundation (First Term Airmen Host Family Program), Co-Founder and Host Family
- Air Force Association, Member

Honors Received:

- Defense Credit Union Council Hall of Honor, 2012
- Oklahoma's Most Admired CEOs, 2011, 2014
- Oklahoma Credit Union Political Activist of the Year, 2009, 2010

YEAR IN REVIEW



Dr. Martin Luther King, Jr. Holiday Parade

Chilly weather didn't stop the TFCU team from marching in the 2020 Martin Luther King, Jr. parade, where we honored and celebrated the legacy of the leader.



Pepper, an interactive robot, made its debut at the Midwest City branch on March 3, 2020. Pepper can answer simple questions, provide information about accounts and services and entertain members with dancing, singing and posing for selfies.





TFCU Mask Makers

TFCU employees and volunteers stepped up to sew thousands of face masks during the onset of the COVID-19 pandemic. Angel Mance, marketing administrative assistant, and her son donated their time and skills to this endeavor.

Summer Food Truck Events

TFCU celebrated our members over the summer by hosting member appreciation events at all full-service branches. Members were treated to free treats and given keychain hand sanitizers, a hot commodity during the pandemic.



Mask Donations

With the help of many employees and volunteers, TFCU was able to donate 2,000 handmade masks to OU Children's Hospital in May 2020. TFCU continued to donate masks throughout the pandemic.



YEAR IN REVIEW



Shred Days

To help our members securely dispose of unneeded paperwork containing personal information, TFCU hosted shred days at our branches. In 2020, TFCU shredded 82,000 pounds of documents for our members.

Tinker Federal Credit Union Prime Business Solutions

In September 2020, TFCU acquired Prime Bank, a local community bank. Through the acquisition, TFCU members will be able to open small business and commercial accounts at the Tinker Federal Credit Union Prime Business Solutions' location in Edmond.





New Choctaw Branch

The Choctaw Branch opened on October 15, 2020. The state-of-the-art branch features Pepper, an interactive robot, interactive teller machines, electric vehicle charging stations, a community room and a coffee shop.





Haunt the Zoo

Save-A-Tron 5000 loved getting to see his friends' costumes during Halloween! Save-A-Tron greeted hundreds of trick-or-treaters at the Oklahoma City Zoo and Botanical Gardens during their 37th annual Haunt the Zoo.

The Great Auto Loan Payoff

During the fall, eligible members were automatically entered in a sweepstakes to pay off their TFCU auto loan up to \$50,000. The lucky winner was Kayla Crockett from Broken Arrow. She joined TFCU for a celebration in November to officially accept her payoff of \$8,841.48.

BOARD OF DIRECTORS' REPORT

In 2021, Tinker Federal Credit Union will celebrate 75 years of providing the membership with secure and economic financial services across all stages of their lives. It is my honor with the other volunteers to represent you in ensuring that your financial needs are met as well as meeting our fiduciary responsibilities to maintain the viability and continuance of the credit union itself.

I encourage you to look closely at the financial statement provided in this annual report. You will find hard evidence of the financial strength of your credit union. We maintained a very strong financial position this year despite the turmoil throughout the year.

While we celebrate our important milestone in 2021, we will never forget the year 2020. We express our gratitude to the members and employees who ensured that financial services continued through the worst health and financial crisis in our lifetimes. We appreciate the membership's ability to adapt to new ways of doing business and celebrate the dedication of our employees who made many sacrifices to provide essential financial services.

We will continue to provide community support through our foundation, the Children's Miracle Network, Purple Heart Homes and Team Tinker Home Away From Home for Tinker AFB. We never forget our roots of supporting the military organizations and the people that make our country safe. We will continue to offer financial classes for those who seek to increase their financial knowledge. Additionally, we will always treat all of our members and employees with respect and celebrate the diversity of this country. It's part of our core values.

Your volunteers believe in the core principles of this organization, "Members Helping Members." That's the reason we freely give our time to represent our fellow credit union members. We are here to serve you, and it is your loyalty that allows us to join you on your path of life as your financial institution of choice. Thank you for your support.

Respectfully,

Sheila Gores

Chair. Board of Directors



Sheila Jones, Chair



Al Rich. Vice Chair



Bill Watkins, Secretary



Gary Wall, Treasurer



Tiffany Broiles, Assistant Secretary I



Eldon Overstreet, Assistant Secretary II



Rodney Walker, Assistant Treasurer

FINANCIAL EVIDENCE OF





TREASURER'S REPORT

With longevity comes maturity and wisdom. We really utilized these traits as we navigated through a pandemic, which was a first for most of us. Although this was new territory, TFCU could rely on our past experience, always ensuring member and employee safety was paramount.

Despite COVID-19 and all of its challenges, TFCU thrived. TFCU assisted with loan payments, offered skip-a-pays and interest-only payments, kept high interest rates on savings and made necessary exceptions to help each member. In addition to government stimulus payments and bonus unemployment checks, most of our members were able to financially manage their way through these unprecedented times. With record share growth, we have plenty of funding ready to lend, as our members get through the pandemic. While many members may be postponing traveling for now, we hope you find a new car, boat or RV. We all deserve a reward after this difficult year. Perhaps COVID-19 helped you realize that security or getting out of debt brings you even more joy. Whether you are borrowing or saving, we have the right product and rate for you. In 2020, we also acquired a bank and will be able to offer a wider array of products.



Gary Wall, Treasurer

Not even a pandemic could hinder our progress, and TFCU ended the year with a Return on Assets (ROA) of 1.12% and a Net Worth of 10.75%. Our strong financial results mean that your children and grandchildren will always find longevity and wisdom as they become members of TFCU.

Some members may wonder why a not-for-profit credit union would need net income. Net income is how we increase our equity, which is like a rainy day fund. We encourage our members to save money for unexpected emergencies, and we follow that same advice. TFCU sets aside funds (net income) into our rainy day account (equity) every year. This practice keeps us strong for our members no matter what the new year brings.

It is our honor to help you achieve your goals and realize your dreams.

Respectfully,

Treasurer, Board of Directors

\$3,695 \$3,403 \$3,267 \$3,170 SHARESMillions 2016 2017 2018 2019 2020 \$3,285 \$2,935 \$2.900 \$2,668 \$2,474 LOANSMillions 2016 2017 2018 2019 2020 \$5,339 \$4,229 \$3,874 \$3,697 ASSETS\$3,578 Millions 2018 2016 2017 2019 2020 418,332 397,821 383,236 361,387 341,520 **MEMBERS** 2016 2017

2018

2019

2020

\$4,725

Tinker Federal Credit Union and Subsidiary

CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

December 31, 2020 and 2019 — (In Thousands)

<u>Assets</u>	 2020	2019
Cash and cash equivalents	\$ 357,220	\$ 326,960
Investments (note 2)	,	,
Equities	2,827	2,551
Available-for-sale	1,450,090	840,718
Time deposits with other institutions	969	360
Other, at cost	4,527	4,077
Loans to members, net of allowance for loan losses of \$21,844 and \$19,903 at December 31, 2020 and 2019, respectively (note 3)	3,264,038	2,914,867
Interest receivable	14,212	12,933
Property and equipment, net (note 5)	86,085	78,133
National Credit Union Share Insurance Fund (NCUSIF) deposit	40,505	33,001
Other assets	118,885	15,079
Total assets	\$ 5,339,358	\$ 4,228,679
Liabilities and Members' Equity		
Liabilities		
Members' shares (note 6)	\$ 4,725,870	\$ 3,694,780
Borrowed funds (note 8)	3,000	-
Accrued expenses and other liabilities	 31,674	27,370
Total liabilities	\$ 4,760,544	\$ 3,722,150
Commitments and contingent liabilities		
Members' Equity		
Retained earnings	\$ 555,865	\$ 503,105
Accumulated other comprehensive income	 22,949	 3,424
Total members' equity	\$ 578,814	\$ 506,529
Total liabilities and members' equity	\$ 5,339,358	\$ 4,228,679

For a complete copy of Tinker Federal Credit Union's audited consolidated financial statements with accompanying notes, contact our Member Service Center at (405) 732-0324, ext. 2255 for Oklahoma City, (918) 592-0324, ext. 2255 for Tulsa, (580) 310-0324, ext. 2255 for Ada, (405) 707-7440, ext. 2255 for Stillwater, (580) 233-3330, ext. 2255 for Enid, or 1-800-456-4828 (toll free).

Tinker Federal Credit Union and Subsidiary

CONSOLIDATED STATEMENTS OF INCOME

December 31, 2020 and 2019 — (In Thousands)

		2020	2019		
Interest Income					
Interest income Interest on loans to members	\$	147,618	\$	136,589	
Interest on investments and cash equivalents	Ψ	18,600	Ψ	22,458	
•	-				
Total interest income		166,218		159,047	
Interest Expense					
Dividends on members' shares	-	39,908		42,121	
Net interest income		126,310		116,926	
Provision for Loan Losses		18,244		16,873	
Net interest income after provision for loan losses		108,066		100,053	
Noninterest Income (Expense)					
Net loss on sales of foreclosed assets		(73)		(58)	
Net gain on sales of available-for-sale investments		585		-	
Net gain on sales of mortgage loans		2,944		1,129	
Loan servicing fees		580		539	
Interchange income		26,544		24,885	
Service charges and other fees		25,498		29,594	
Other noninterest income		6,953		8,380	
Total noninterest income		63,031		64,469	
Income Before General and Administrative Expenses		171,097		164,522	
General and Administrative Expenses					
Salaries and benefits		60,819		56,028	
Operations		51,849		51,979	
Occupancy		5,669		5,536	
Total general and administrative expenses		118,337		113,543	
Net Income	\$	52,760	\$	50,979	

SUPERVISORY COMMITTEE'S REPORT

The supervisory committee is responsible for evaluating the safety and soundness of Tinker Federal Credit Union's operations. Overseeing internal and external reviews of accounting records, internal controls and procedures ensures TFCU accomplishes the duties outlined in its charter. To help with this process, the committee engaged the services of Doeren Mayhew, a certified public accounting firm, to administer external reviews of control and financial procedures. The firm established that TFCU's financial statements are in compliance with generally accepted accounting principles. These practices have contributed to the longevity of TFCU as we celebrate 75 years of existence in 2021.

Sincerely,

Scotto Olan Who #

Chair, Supervisory Committee



Scott White, Chair



James Pearl



Scott Freeman



We've always sought fun ways to give back to our members. In October 1972, TFCU gave away a 1972 Ford Torino to one lucky member to celebrate International Credit Union Month.

HELPING OUR MEMBERS



TFCU members Earl and Nona Merriman teach their children, Ryan and

SENIOR MANAGERS



Accounting Billie Houston, Executive Vice President/ Chief Financial Officer



Legal Linda K. Ellis, General Counsel



Operations Administration David Willis, Executive Vice President/ Chief Operations Officer



Tinker Federal Credit Union Prime Business Solutions Alan Berryman, Executive Vice President/Chief Administration Officer



Compliance Christie A. Porter. Senior Vice President/ Compliance



Lending Connie Wall, Senior Vice President/ Lending



Risk Management Patrick J. Yager, Executive Vice President/ Chief Risk Officer



Tinker Federal Credit Union Prime Business Solutions Kenny Thomas, Senior Vice President/ Commercial Lending



Corporate Michael D. Kloiber. President/ Chief Executive Officer



Marketing Matthew Stratton, Senior Vice President/ Marketing



TFCU Financial Advisors Brenda Peddycoart, Senior Vice President/ Supervisory Principal



Diversty & Inclusion Colisha Lewis. Senior Vice President/ Diversity, Equity and Inclusion



Operations Lisa Martinez-Leeper. Senior Vice President/ Operations

CORPORATE OFFICERS

- → Accounting
- → Accounting Larry Selby VP, Investment Officer
- Accounting
 Stefan Von Doller
- Ada

 DeLisa Floyd
- → Adjustments
- Card Center Alan Schaefer VP/Manager, Card Center
- Corporate Lending VP/Director, Lending
- Corporate Operations Joseph Arthur VP/Regional Director, Branch Operations North
- Corporate Operations Karl Wasserleben VP/Regional Director, Branch Operations South
- Edmond West & John Marshall Steven Gonner AVP/Branch Manager
- Enid & Vance AFB AVP/Branch Manage
- → Indirect Lending

- Human Resources Colisha Lewis

 <u>AVP/Interim-Manager</u>, Human
- Information Technology
 Brad DeVorss
 AVP/Manager, Information Security &
 Assurance
- Information Technology Matthew Downing VP, Enterprise Programs and Strate
- → Information Technology
- Information Technology
 Teresa Lee AVP/Manager, Technology Operations
- Information Technology

 Eric Quach AVP/Manager, Network and Telecom
- ▶ Information Technology
- Legal
 Elizabeth Crampton
 Assistant General Cr
- Marketing
 Nicole Emmons
 AVP/Manager, Marketing
- **Marketing** Heather Ka **}** VP/Manager, Financial Empowermen
- Marketing Kristy Viravong Portis AVP/Manager, Community Engagement **--**
- Marketing **6** Nancy Ward VP/Director, Marketing
- Member Service Center Tiffany Gonner

 AVP/Manager, Call Center

- Midwest City AVP/Branch Manager
- m Midwest City East Dana Stacy

 AVP/Branch Manage
- Moore & Crooked Oak Jan Davis AVP/Branch Manager
- Norman East & West AVP/Branch Manager
- OKC, Capitol Hill AVP/Branch Manager
- OKC, North Rockwell Tasha Windisch AVP/Branch Manager
- OKC, Northeast & Metro Tech Cindy Peña Aleman AVP/Branch Manager
- OKC, Northwest & Bethany
 Cindy Akin
- OKC, South Sooner Road AVP/Branch Manager
- OKC, Southwest & Southwest Drive-Thru AVP/Branch Manager
- OKC, Tri-City
- Professional Development Amanda Nichols AVP/Manager, Professional
- Records Management & Support
 Brian Coleman VP/Manager, Records
 Management & Support

- Retail Member Services AVP/Manager, Retail Member
- Risk Management
 Jack Kelley
 AVP/Manager, Fraud
- Risk Management
- Shawnee & Seminole
 Margaret Toole-Scallorn
 AVP/Branch Manager
- **→** Special Services VP/Manager, Special Services
- Special Services Jason Kapka AVP/Manager, Construction
- Specialized Accounts AVP/Manager, Specialized
- **Stillwater**
- TFCU Financial Advisors AVP, Wealth Management
- Tinker Air Force Base VP/Branch Manager
- **T**ulsa Ashley Avanessian AVP/Branch Manager
- **1** Yukon



TFCU Department



TFCU Branch Location

LOCATIONS

Ada

1620 Lonnie Abbott Blvd.

Bethany

6750 N.W. 39th Expy.

Choctaw

2183 N. Harper

Crooked Oak

Open to Crooked Oak students, faculty and staff

Edmond East

3142 S. Bryant Ave.

Edmond West

1401 N. Kelly Ave.

Enid

801 S. Oakwood Rd.

John Marshall

Open to John Marshall students, faculty and staff

Midwest City

6501 Tinker Diagonal

Midwest City East

1401 S. Post Rd.

Moore

400 S.W. 6th St.

Norman East

1131 12th Ave. N.E.

Norman West

301 36th Ave. N.W.

Oklahoma City, Capitol Hill 2315 S. Western Ave.

Oklahoma City, Metro Tech

1800 Springlake Dr. Suite 200

Oklahoma City, North Rockwell

13300 N. Rockwell Ave.

Oklahoma City, Northeast

1177 N.E. 23rd St.

Oklahoma City, Northwest

626 S.W. 39th St.

Oklahoma City, South Sooner Road

14900 S. Sooner Rd.

Oklahoma City, Southwest

9601 S. Pennsylvania Ave.

Oklahoma City, Southwest Drive-Thru

1200 S.W. 89th St.

Oklahoma City, Tri-City

4101 S.W. 134th

Seminole

2221 N. Milt Phillips Ave.

Shawnee

3923 N. Harrison St.

Stillwater

5101 W. 6th Ave.

Tinker AFB, Area A

Bldg. 420

Tinker AFB, Area C-1 North

Bldg. 3001 Post Y-92

Tinker AFB, Area C-2 South

Bldg. 3001 Post Y-32

Equal Opportunity Employer
Minority / Female / Disability / Veterans

Tinker AFB, TAC

Bldg. 9001 Post A-45

Tinker Federal Credit Union Prime Business Solutions

1016 W. Covell Rd.

Tulsa

8920 E. 61st St.

Vance Air Force Base

234 Fields Street

Yukon

11209 W. Reno Ave.

TFCU Financial Advisors

6501 Tinker Diagonal

TFCU EXPRESS ELECTRONIC SERVICE CENTERS

Enid Express

215 W. Owen K. Garriott

Oklahoma City, Southwest Express

1200 S.W. 89th



P.O. Box 45750 Tinker Air Force Base, OK 73145-0750 www.TinkerFCU.org

(405) 732-0324 Oklahoma City (918) 592-0324 Tulsa (405) 707-7440 Stillwater

(580) 310-0324 Ada (580) 233-3330 Enid

1-800-456-4828 Toll-Free











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