

You deserve a credit union working for you!



**FOR SMALL BUSINESS LOANS  
AND 1-4 UNIT INVESTMENT PROPERTY LOANS**



Loans subject to credit qualifications. CES Credit Union NMLS# 798565. Federally insured by NCUA.



## Annual Meeting for CES Credit Union

Monday September 23, 2024 | 7:00pm | Virtual

### Agenda for the Annual Meeting

- Call to order
- Determination of a Quorum
- Election of members to Board of Directors (by Acclamation)
- Roll Call of Directors
- Reading of the Minutes of  
September 25, 2023 (Virtual) Meeting
- Meeting Reports:
  - Treasurer: Jason Booth
  - CEO: Sandy Coffing
  - Board of Directors: Jeff Wells
- Unfinished Business
- New Business
- Adjournment

### Minutes from CES Credit Union's Annual Meeting | September 25, 2023

The Annual Meeting was held virtually.

1. Call to order.
2. There were 69 members present: well within the requirement for a quorum.
3. Teresa Bemiller and Jason Booth were the candidates for the Board of Directors that were elected by acclamation. George Warden did not seek re-election, leaving an open seat to be filled.
4. Jeff Wells introduced the Board of Directors.
5. By acclamation, dispensed with the reading of the 2022 Minutes.
6. Treasurer, George Warden presented the treasurers report.
7. CEO, Sandy Coffing, presented her report.
8. Chairman of the Board, Jeff Wells, presented his report.
9. There was no unfinished business.
10. With no further business, the meeting was adjourned.

### The CES Credit Union Mission Statement:

CES Credit Union is dedicated to the financial success of our members and the communities we serve.

**A POWERFUL WAY  
TO SAVE MONEY**


**ELITE  
CHECKING**

powered by  
**BaZing**



**SAVE MONEY AND TIME.  
GET PEACE OF MIND.**

Ask a CES Credit Union associate for complete details.



**Cell Phone Protection**

**Bazing! Savings**  
Shop local, save local

**Health Savings**  
Save money on prescriptions & more

**Billshark**  
Negotiate monthly subscriptions & fees

**Coin Stash Bonus Rate**  
above Essential Checking

**Roadside Assistance**

**And more....**  
Some services require activation.

FEDERALLY INSURED BY NCUA.

### Did you know?

CES Credit Union employees have been instructing customized financial education classes at senior living communities, employment centers, Chamber meetings, high school classrooms and more, averaging two or more events per month. Many classes focus on scam and fraud prevention. If you are interested in a program on most any financial education topic for your school, group or gathering, just inquire at your nearest CES Credit Union service center or call us at 740-491-7571.



## Welcome from the Chair of the Board of Directors of CES Credit Union

To All CES Credit Union Members,

September 23, 2024

I once again would like to welcome you to the CES Credit Union Annual Meeting. I can't believe how fast Fall is coming upon us but with the early start to the growing season we had this past Spring, it was inevitable. Although it's only September, I have seen mature pumpkins adorning various houses already and am enjoying the football season. Fall is my favorite time of year.



I'm pleased to tell you that your credit union is experienced another successful year. A quick look at a few statistics reinforces that statement. Through June 30 of this year:

- Assets are up to \$217 million
- Loans have gone up by \$6.4 million
- Accounts have increased by 195
- Delinquency remains very low at .24%

This year has proven to be a real challenge. Initially, we expected to see the financial markets begin to settle down, but with the continuation of high inflation, we remain focused on keeping loan interest rates as low as possible. However, for those looking for investment yields for their savings, our certificate rates have repriced to a higher rate as we continue to remain competitive.

Additionally, we started business lending last year, and this year we are working to enhance that program with business credit cards and business debit cards. We continue to work towards improving our products and services while operating in the current environment, including the addition of a new checking (share draft) account called Elite Checking. The account has valuable benefits and perks, including a "Shop Local, Save Local" feature.

You'll also notice a lot of physical changes taking place in our Yauger Road Service Center. Like everything, as we grow it's necessary to be able to accommodate staff changes, obsolescence of furniture, equipment, and the need to improve the efficiency of operations. As we remodel the nearly 30-year old structure, we will maintain normal operations as much as possible. The project should be completed around mid-2025.

I also hope you've enjoyed the concerts we started sponsoring in September of 2023. This event attracts current members as well as many prospective new members, and gives CES Credit Union positive exposure to a new audience. It is a great way to give back to our members and the community.

Tonight, as you listen to the reports that are presented, I hope you will feel proud to be a member of this great institution and are benefiting from what we have to offer. If there are other financial products and services you think we should be providing, please let us know by phone, e-mail or stopping in one of our six service centers to speak with us.

Sincerely Yours,

*Jeff Wells*

President of the Board of CES Credit Union

## The CES Credit Union Board of Directors:



The Board of Directors Board ensures the finances of the credit union are handled properly; approves and monitors the annual budget; ensures compliance with applicable legislation; establishes and monitors financial policies and practices. This is a volunteer (uncompensated) position and is critical to the success of the financial cooperative.

- Teresa Bemiller | Board Secretary | Knox County (OH) Commissioner | Mount Vernon, OH
- Jason Booth | Board Treasurer | County Administrator, Knox County | Mount Vernon, OH
- Kim Fearn | Retired, Siemens | Fredericktown, OH



- Candice Gallagher | Fredericktown School Board and Retired Educator | Fredericktown, OH
- Larry Hatton | Retired, Director of Emergency Management and Homeland Security, Knox County | Mount Vernon, OH
- Michael Gray | Educator & Coach, River View Local Schools | Coshocton, OH



- Margaret Ann Ruhl | Board Vice Chair | Retired, Ohio Senate & Ohio House of Representatives | Fredericktown, OH
- Brenda Curry | Community Nurse, The Freedom Center | Mount Vernon, OH
- Jeff Wells | Board Chair | Retired, Siemens | Mount Vernon, OH

Larry Hatton chose to step off the Board at the end of his term in September 2024. We sincerely appreciate his service.



## Asset and Liability Statement for Fiscal Year 2023-2024

(Fiscal Year runs from July 1 to June 30)

ASSETS	June 2024	June 2023	June 2022	June 2021	June 2020
Cash and Cash Equivalents	\$13,191,716	\$12,059,673	\$6,731,303	\$15,978,369	\$14,188,700
Investments	\$71,932,850	\$78,769,180	\$102,786,220	\$78,377,200	\$58,363,200
Loans to Members - less allowance for loan losses	\$122,015,610	\$115,519,185	\$94,738,690	\$89,590,284	\$84,386,817
Other Real Estate Owned	\$-	\$-	\$-	\$-	\$-
Property and Equipment - Net	\$2,201,608	\$2,095,035	\$2,105,839	\$2,146,664	\$2,260,574
Other Assets	\$7,943,876	\$7,700,320	\$7,360,778	\$7,130,049	\$4,812,106
<b>Total Assets</b>	<b>\$217,285,660</b>	<b>\$216,143,393</b>	<b>\$213,722,830</b>	<b>\$193,222,566</b>	<b>\$164,011,397</b>
<b>LIABILITIES AND MEMBERS' EQUITY</b>					
Member Share Accounts	\$192,947,187	\$194,844,670	\$193,127,300	\$173,913,768	\$146,163,545
Notes Payable	\$-	\$-	\$-	\$-	\$-
Accounts Payable and Accrued Liabilities	\$1,250,680	\$1,166,347	\$874,540	\$787,353	\$697,431
<b>Total Liabilities</b>	<b>\$194,197,867</b>	<b>\$196,011,017</b>	<b>\$194,001,840</b>	<b>\$174,701,121</b>	<b>\$146,860,976</b>
Statutory Reserve	\$2,102,834	\$2,102,834	\$2,102,834	\$2,102,834	\$2,102,834
Undivided Earnings	\$21,927,754	\$19,282,891	\$17,513,100	\$16,418,611	\$15,047,587
Equity Acquired in Merger	\$-	\$-	\$105,056	\$-	\$-
Unrealized Gain on Investments	\$(1,047,851)	\$(1,358,405)	\$-	\$-	\$-
<b>Total Members' Equity</b>	<b>\$23,087,793</b>	<b>\$20,132,376</b>	<b>\$19,720,990</b>	<b>\$18,521,445</b>	<b>\$17,150,421</b>
<b>Total Liabilities and Members' Equity</b>	<b>\$217,298,660</b>	<b>\$216,143,393</b>	<b>\$213,722,830</b>	<b>\$193,222,566</b>	<b>\$164,011,397</b>

Financial Disclosure: The June 30, 2024 financial statements presented with this annual report were prepared by the management of the credit union. The Board of Directors of CES Credit Union engages the services of Lillie and Company to perform an audit of the credit union's financial statements each year. The most recent audited financial statements as of June 30, 2024 are available upon request.

## Profit and Loss Statement for Fiscal Year 2023-2024

(Fiscal Year runs from July 1 to June 30)

	June 2024	June 2023	June 2022	June 2021	June 2020
Gross Income	\$11,494,929	\$9,143,045	\$7,591,946	\$7,310,121	\$7,815,373
Less: Expenses & Dividends	\$(8,309,389)	\$(7,373,254)	\$(6,497,457)	\$(5,939,097)	\$(5,966,723)
<b>Comprehensive Income</b>	<b>\$3,185,540</b>	<b>\$1,769,791</b>	<b>\$1,094,489</b>	<b>\$1,371,024</b>	<b>\$1,848,650</b>
<b>Total Interest Income</b>	<b>\$8,097,740</b>	<b>\$6,250,123</b>	<b>\$4,578,900</b>	<b>\$4,557,836</b>	<b>\$5,061,792</b>
<b>Total Dividends &amp; Interest Expense</b>	<b>\$(776,383)</b>	<b>\$(256,922)</b>	<b>\$(135,284)</b>	<b>\$(136,930)</b>	<b>\$(125,872)</b>
<b>Provision for Loan Loss</b>	<b>\$(96,688)</b>	<b>\$(73,206)</b>	<b>\$(85,068)</b>	<b>\$7,990</b>	<b>\$(158,604)</b>
<b>Non Interest Income</b>	<b>\$3,086,635</b>	<b>\$3,150,797</b>	<b>\$3,013,046</b>	<b>\$2,752,285</b>	<b>\$2,753,581</b>
<b>Non Interest Expense</b>	<b>\$(7,436,318)</b>	<b>\$(7,043,126)</b>	<b>\$(6,277,105)</b>	<b>\$(5,810,157)</b>	<b>\$(5,682,247)</b>
<b>Change in Unrealized Gain</b>	<b>\$-</b>	<b>\$(257,875)</b>	<b>\$-</b>	<b>\$-</b>	<b>\$-</b>
<b>Comprehensive Income</b>	<b>\$3,185,540</b>	<b>\$1,769,791</b>	<b>\$1,094,489</b>	<b>\$1,371,024</b>	<b>\$1,848,650</b>

Financial Disclosure: The June 30, 2024 financial statements presented with this annual report were prepared by the management of the credit union. The Board of Directors of CES Credit Union engages the services of Lillie and Company to perform an audit of the credit union's financial statements each year. The most recent audited financial statements as of June 30, 2024 are available upon request.

## Statistical Report for Fiscal Year 2023-2024

(Fiscal Year runs from July 1 to June 30)

	June 2024	June 2023	June 2022	June 2021	June 2020
Total Members	17,247	17,076	16,592	15,944	15,751
Number of Member Loans Granted	2,105	2,493	2,167	2,209	1,688
Amount of Member Loans Granted	\$38,288,311	\$50,182,529	\$36,474,588	\$37,285,466	\$28,263,247
Dividends Paid to Members	\$770,328	\$175,494	\$135,285	\$136,836	\$125,872
Visa Debit Card Holders (Number)	10,217	10,095	9,961	9,718	9,247
Visa Credit Card Holders (Number)	4,067	4,191	4,170	4,196	3,951

## A Quick Recap of 2023 to 2024...

Fiscal Year (FY) 2023-2024 (running July 1, 2023 to June 30, 2024) was a productive and profitable year for CES Credit Union. Undoubtedly the pandemic beginning in 2020 changed some behaviors of consumers (less lobby traffic, more online transactions) and lingering inflation is still affecting personal, household and business budgets. Locally, a good job market, personal situations and household wealth has some CES Credit Union members looking to borrow for vehicles of all types. A tightness in the market for residential lending exists, even after real estate prices leaped higher in 2020 and through 2022. The housing inventory in Central Ohio still has demand significantly outpacing supply.

There is still a lingering caution among our members to borrow, although our members continue to trust the credit union with their lending needs. The number of loans granted in FY 2023-24 was down about 15 percent (somewhat expected after a big jump in lending just last year). Our total loan volume continues to grow, up over 5% in the last year. (On a national level, NCUA insured credit unions collectively grew 3.5% in loan volume). Meanwhile, member shares (or deposits) remained fairly steady, similar to the national trend among credit unions.

Continued profitable operations and expense controls helped CES build a stronger Net Worth-to-Asset Ratio (the primary measure of a credit union's financial strength, also known as the Capital Ratio). As of June 30, 2024, the end of FY 2023-2024, this ratio checked in at a very healthy ratio of 11.075%. For comparison, at the end of FY 2022-2023, this ratio was 9.92%; up from 9.21% in the prior FY end of 6/30/2022. At a national level, the aggregate net worth ratio – net worth as a percentage of assets – for NCUA insured credit unions stood at 10.84% at the same point in time in June 2024.

CES Credit Union's overall loan delinquency numbers remain very low (.239% - or just under 24 basis points - for CES) at the end of FY 2023-2024. The delinquency rate at federally insured credit unions nationally was 84 basis points at the same point in time (NCUA.gov). Sound lending practices and thorough follow-up from our Payment Solutions team place us in very good shape - especially as inflation continues to linger.

The market area of our eight county region of Ashland, Coshocton, Delaware, Holmes, Knox, Licking, Morrow and Richland counties remains in the top spots of hot housing and employment markets lists - not just in Ohio, but in the entire Midwest. Along with Intel's development in Licking County, other corporations are investing millions (and even billions) in the region. The board and management of CES Credit Union is always evaluating and studying how to best position the credit union for future growth as new competitors and challenges arise.

In 2023, the credit union launched a small business lending program and an investment property lending program. Both have been growing at a slow-but-steady pace since it's inception. In early 2024, the Elite Checking option was introduced as a way to add benefits to the accountholder but also the local business community through a "Shop Local, Save Local" initiative. In 2024, a major renovation of the Yauger Road service center and corporate offices commenced to make the nearly 30 year-old building more inviting and functional, while providing more office space to accommodate growth.

With the introduction of Digital Wallet (made up of Google Pay, Apple Pay and Samsung Pay) and Remote Deposit Capture of checks in the last few years, members still enjoy visiting our service centers for friendly service, warm smiles, genuine concern and prompt, accurate transactions and lending requests.

One of our service center managers recently observed a notable influx of customers from a banking competitor in recent months. Most of the new CES members said a "lack of personal connection" and a general indifference toward bank customers as their reason for choosing to leave the large financial institution. However, CES Credit Union employees seek and find fulfillment in building relationships with our members.

The numbers here are just a quick look "under the hood" of the credit union. There are always projects in motion behind the scene. We are proactive in policy, in action and in education on many fronts. At the forefront, we are always alert against the constant threat of hacks, schemes, scams and frauds against the credit union and against our members. The safety of your personal information is a constant, diligent, critical and (quite frankly) expensive responsibility. Know we take this responsibility very seriously.

Our employees are trained to ask questions when red flags of potential fraud and scams are detected in member or guest behaviors. These questions are to protect members from dangerous situations, and not just "being nosy". In some situations, we have saved our members from scams that could have resulted in losses of tens of thousands of dollars.

### CES Credit Union

Corporate Mailing Address:  
PO Box 631  
Mount Vernon, Ohio 43050

### Service Center Locations:

**Coshocton, OH:**  
● 700 South Second St. | 740.623.0527  
**Delaware, Ohio:**  
● 33 London Road | 740.363.8118  
**Loudonville, Ohio:**  
● 3030 State Route 3 So. | 567.203.5443  
**Mount Vernon, Ohio:**  
● 400 W Chestnut Street | 740.397.1136  
● 1215 Yauger Road | 740.397.1136  
**Utica, Ohio:**  
● 8 N. Main St. - St. Rt. 13 | 740.892.3323

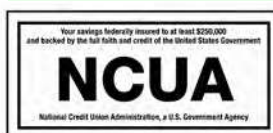
### Website & Phone

[www.cescu.com](http://www.cescu.com)  
740.397.1136 or 888.397.1136

CES Credit Union is  
federally insured by NCUA.

### ATM Locations:

**Coshocton:**  
● 700 S. Second St.  
**Delaware:**  
● 33 London Road  
**Fredericktown:**  
● Fredericktown Marathon, Zolman Rd.  
near St. Rt. 95 & Salem Av.  
**Loudonville:**  
● 3030 State Route 3, by Mohican Market/Cafe  
**Mount Vernon:**  
● 400 West Chestnut Street  
● 1215 Yauger Road  
● Lannings' Market (inside), 1033 Newark Rd  
● Knox Co. Service Center (lobby), 117 E. High  
● Harcourt Road/SR 3 & US 36, Drive-Up  
(between GM of Mount Vernon &  
Mathews CDJR dealerships)  
● Gault's Cleaners, 855 Coshocton Av.  
**Newark:**  
● Red Oak Pub (inside), 250 Goose Pond Rd.  
off N. 21st St., by WalMart  
**Utica:**  
● 8 N. Main St., St. Rt. 13 by Post Office  
● Velvet's Ye Olde Mill Restaurant  
(inside, during open hours, May-Oct.),  
11324 Mount Vernon Rd. NE, St. Rt. 13

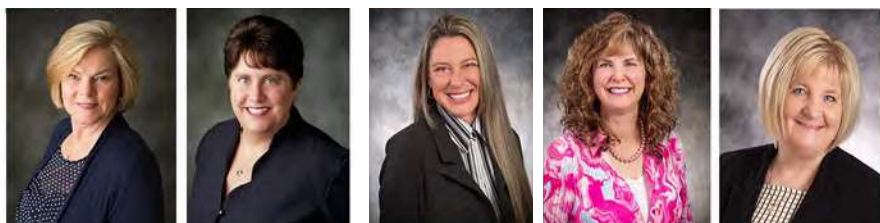




## The CES Credit Union Management Team & Lending Team:



**Sandy Coffing** | President, Chief Executive Officer  
**Mike Copley** | Chief Operations Officer  
**Tracy Morgan** | Chief Lending Officer  
**Karen Bell** | Chief Compliance Officer  
**Matthew Smith** | Chief Information Officer  
**Jamie Forster** | Chief Financial Officer (not pictured)



**Eydie Glasstetter** | Vice President, Human Resources  
**Tammy Lahmon** | Manager, Payment Solutions  
**Leslie Schutte** | Operations Manager  
**Colleen Kelly** | Service Center Manager, Chestnut St.  
**Karen Wright** | Service Center Manager, Coshocton



**Lynette Piper** | Service Center Manager, Loudonville  
**Joe Costello** | Service Center Manager, Delaware  
**Tina Cornella** | Service Center Manager, Utica  
**James McLaughlin** | Marketing Director  
**Sarah Bridges** | Training Manager



**Lisa Lahmon** | Senior Lender, Yauger Road Service Center  
**Ben Menke** | Mortgage Loan Officer  
**Colleen Myer** | Loan Officer, Chestnut St. Service Center  
**Linda Yarman** | Loan Officer, Yauger Road Service Center

## Who we serve. Why we serve.

Back in 1952, a few factory workers with an old cigar box and a little cash had some lofty dreams. They pooled their money and started the Cooper-Bessemer Employees Federal Credit Union to serve a few fellow workers that were struggling and the banks just overlooked. The first ever loan was to help an employee buy coal to heat his home through an Ohio winter. After all, credit unions were built on the idea of helping people through tough times.

Now, 72 years later, CES Credit Union provides valuable financial services to all who live, work, worship or attend school in the counties of Ashland, Coshocton, Delaware, Holmes, Knox, Licking, Morrow and Richland here in the heartland of Ohio. CES Credit Union is a community-based credit union dedicated to helping members navigate through life's financial challenges and build a plan for future success.

On a consistent basis, all of us here at CES Credit Union are planning, training and communicating our security and safety techniques, marketing trends, compliance concerns and technology updates. The last decade has seen amazing growth, and we will continue to do "the right things" that got us this far. Of course, we will always aim to be better.

The employees at CES Credit Union love to share real, down-to-earth success stories with each other. The energy from positive emails or internal acknowledgements for an employee who went above and beyond for a member, customer, or co-worker is contagious. Those large and small acts of kindness are often unnoticed in larger organizations. At CES Credit Union, those moments of connection, empathy and understanding - served with a solution and a smile - are celebrated.

CES Credit Union is dramatically different than the "for profit" counterparts in the financial world. The income generated from our operations is returned right back to the credit union membership through greater convenience, lower fees and better rates. We mean it when we say "you deserve a credit union working for you". Everyone deserves fairness, honesty, security and prompt, professional service with technology and conveniences that work. That is our goal here at CES Credit Union.

