

## A NOTE FROM LEADERSHIP

Dear Member-Owners,

In the year since our last Annual Report, Cedar Point Federal Credit Union® has undertaken some large-scale projects which will provide the guiding hand for our credit union's future. We have partnered with Cornerstone Advisors to assist us through several of these projects, and the partnership has proved to be productive and meaningful. We are confident that the product and vendor choices we've made will give our membership great satisfaction. Below are some of the year's updates, and a small window into what you can expect in 2024.

In 2022 we applied for and received a trademark for our name and logo, as you can see in various places throughout this report. The trademark will give our institution greater protection against bad actors.

In June of 2023 we opened the newly renovated lobby of our Headquarters branch in Lexington Park. The branch remodel provides our members with a modernized in-branch experience complete with cash dispensers, new equipment, wifi and comfortable seating.

The most important selection we've made in the intervening year is for a new trusted system to securely process and house our data. We are thrilled to be partnering with Corelation, Inc. and other vendors in this endeavor. This system will allow for an enhanced member experience on site, over the phone and through our digital banking platform.

We've also chosen a new digital banking vendor to provide a modern experience and sleek interface for members using our digital banking platform on various devices. Q2 is the vendor we'll be utilizing. This superior platform will deliver timely, relevant, and personalized financial experiences for our members while protecting their data with integrated, multilayered security.

We are pleased to be able to provide our members with these enhanced digital and in-person experiences beginning in the first quarter of 2024. We thank our members for their support as we make these significant transitions.



**ROBERT A. CLEMENTS**  
CHAIRMAN



**CHARLES ROACH**  
PRESIDENT & CEO

## TREASURER'S REPORT

2022 was another successful year for Cedar Point Federal Credit Union. The Credit Union continued to experience growth and financial success. Highlights of this growth include:

- » Outstanding loans to members increased by 30.9% or \$98M. This increase in most part is attributable to New and Used Auto, Mortgage, Home Equity, and Member Business Loans.
- » Member deposits increased by \$5.0M to \$690.1M.
- » Net income of \$4.6M was added to Cedar Point's capital (net worth), which is the largest income recognized by the credit union.
- » A new branch in Waldorf was opened in January 2022 .

This continued success and profitability are enabling Cedar Point to provide improvements to the Credit Union's current infrastructure. The Credit Union started the process of selecting a new core system provider. The Credit Union is confident that a new core will enhance the member experience through reduced paperwork, shorter office visits, and greater member access to their accounts. The Credit Union also continues to improve and enhance the cybersecurity infrastructure. As treasurer, I would like to thank all of you for your continued support of your Credit Union. We are here to serve your financial needs and look forward to doing so in the future.



**WILLIAM R. HAYES**  
TREASURER

## BOARD OF DIRECTORS



**ROBERT A. CLEMENTS**  
CHAIRMAN



**PATRICIA ROBRECHT**  
VICE CHAIRPERSON



**WILLIAM R. HAYES**  
TREASURER



**LISA MANN**  
SECRETARY



**DR. ROBERT SCHALLER**  
SUPERVISORY COMMITTEE CHAIR



**FRANK EDMOWONYI**  
DIRECTOR



**BRUCE K. JACKSON**  
DIRECTOR



**KELLY ROBERTSON-SLAGLE**  
DIRECTOR



**GENE W. TOWNSEND**  
DIRECTOR

## CPFS REPORT

On behalf of Cedar Point Financial Services, Inc. (CPFS), I am pleased to share the highlights of 2022. After two years of pandemic-centered fallout, economic changes, layoffs, environmental crisis, etc., the new normal became adapting to change and developing a plan that meets the needs of those served. In a word, resilience.

While the financial services industry experienced continued disruption and navigated volatile capital markets, I'm proud that we were resilient in our commitment to educating and serving Cedar Point Federal Credit Union members. This was done through educational seminars and individual appointments. During 2022 our financial representatives met with over 1,000 members, in person and virtually. Cedar Point's commitment to enriching members' lives with financial management products and services remains one of the strongest and most consistent in the local community.

We added 185 brokerage investment accounts bringing the total accounts managed to 3098. Assets managed totaled over \$120 million, down from \$137 million in 2021 largely due to market fluctuations. Life insurance grew more conservatively, with annualized premiums increasing to over \$453 thousand.

Thank you for your continued trust in Cedar Point Financial Services.

You can count on us to build on our 29-year history, stay true to our purpose, and honor our commitments to you as a Cedar Point Federal Credit Union member. We look forward to serving you and your loved ones for many years to come!



**ROBERT A. RUSSELL**  
PRESIDENT  
CEDAR POINT  
FINANCIAL SERVICES, INC



**CEDAR POINT**  
FEDERAL CREDIT UNION®

# 2022

## ANNUAL REPORT





# SUPERVISORY COMMITTEE REPORT

# FINANCIAL STATEMENTS

# FINANCIAL STATEMENTS

## Who are the committee members?

The Supervisory Committee serves an independent and essential oversight function for Cedar Point Federal Credit Union Members. The Supervisory Committee is federally mandated and consists of at least three and at most five Credit Union Members appointed by the Board of Directors. The primary function of the Committee is to ensure that the Credit Union's financial statements are accurate and reasonably present the financial condition of the Credit Union and that Management's practices and procedures and those of its Board of Directors in safeguarding members' assets from error, carelessness, conflict of interest, self-dealings or fraud.

## What does the Supervisory Committee do?

The Supervisory Committee for 2023 is comprised of five CPFCU members. Bob Schaller, Chairperson and Board Member, oversees the Supervisory Committee. The other four members are Ben Cooper, Spencer Drake, Don French, and David George. In the past year, Andrew Giroux came on as Cedar Point's Internal Auditor and is the primary staff member. Our Supervisory Committee meets quarterly to review audit reports prepared by the Internal Auditor and hired external auditors for regulatory compliance purposes. All member complaints are also reviewed. Other responsibilities include:

- » Supervising the required annual opinion audit and verification of member accounts performed by a CPA auditing firm.
- » Overseeing the regular federal examination by NCUA that reviews credit union safety and soundness to ensure Cedar Point's protection of member data and financial information.
- » Ongoing review of Cedar Point's Internal Auditor's multiple internal control and financial audits of our departments that are generally not reviewed by the larger outside audits.
- » Ensuring resolution of all member concerns and complaints.
- » Reviewing management's corrective action to include reasonable timelines of actions to be completed.
- » Ensuring all officers, committees, and credit union employees comply with policies and regulations.

As the Chairperson of the Supervisory Committee, on behalf of all committee members, it has been a pleasure to serve you in 2022-2023. The committee will continue to work diligently in the coming year to ensure that Cedar Point remains a safe and sound institution, ready to meet your financial needs.

If any member has a concern or question or would like to lodge a formal complaint with our supervisory committee, please email [supervisory@cpfcu.com](mailto:supervisory@cpfcu.com) or send mail in writing to the address below. Your message will be reviewed and responded to in a timely fashion.

### Cedar Point Federal Credit Union

ATTN: Supervisory Committee

22745 Maple Road, Lexington Park, MD 20653



**DR. BOB SCHALLER**  
SUPERVISORY COMMITTEE CHAIR

## SUPERVISORY COMMITTEE

<b>BENJAMIN COOPER</b>	Member
<b>SPENCER DRAKE</b>	Member
<b>DON FRENCH</b>	Member
<b>DAVID GEORGE</b>	Member

STATEMENT OF FINANCIAL CONDITION		
ASSETS	2022	2021
Cash and Cash Equivalents	\$51,278,791	\$111,503,896
Deposits in Other Financial Institutions	21,129,000	33,577,000
Securities - Available- For- Sale	162,718,056	217,279,650
Securities - Held -to-Maturity	57,255,016	37,376,663
Other Investments	2,485,301	2,179,608
Loans (Net)	414,475,313	316,648,690
Accrued Interest Receivable	1,493,983	1,244,814
Premises and Equipment (Net)	14,044,610	13,741,952
NCUSIF Deposit	7,122,426	6,109,003
Other Assets	11,810,145	6,283,529
<b>TOTAL ASSETS</b>	<b>\$743,812,641</b>	<b>\$745,944,805</b>
LIABILITIES & MEMBERS' EQUITY		
LIABILITIES		
Members' Share and Savings Accounts	\$690,678,387	\$685,124,622
Accrued Expenses and Other Liabilities	8,295,180	2,536,030
<b>TOTAL LIABILITIES</b>	<b>\$698,973,567</b>	<b>\$687,660,652</b>
MEMBERS' EQUITY		
Regular Reserve	\$3,148,340	\$3,148,340
Undivided Earnings	63,604,597	55,816,002
Accumulated Other Comprehensive Loss	-18,765,523	-680,189
<b>TOTAL MEMBERS' EQUITY</b>	<b>\$44,839,074</b>	<b>\$58,284,153</b>
<b>TOTAL LIABILITIES &amp; MEMBERS' EQUITY</b>	<b>\$743,812,641</b>	<b>\$745,944,805</b>

STATEMENT OF INCOME	2022	2021
INTEREST INCOME		
Loans	\$13,956,787	\$11,693,476
Securities, Interest Bearing Deposits & Cash Equivalents	5,353,440	4,169,470
<b>TOTAL INTEREST INCOME</b>	<b>\$19,310,227</b>	<b>\$15,862,946</b>
INTEREST EXPENSE		
Members' Share & Savings Accounts	\$1,676,775	\$1,922,286
<b>NET INTEREST INCOME</b>	<b>\$17,633,452</b>	<b>\$13,940,660</b>
PROVISION FOR LOAN LOSSES	\$555,916	\$181,154
<b>NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES</b>	<b>\$17,077,536</b>	<b>\$13,759,506</b>
NON-INTEREST INCOME		
Service Charges & Fees	\$3,069,250	\$2,723,403
Other Non-Interest Income	3,384,117	3,890,918
<b>TOTAL NON-INTEREST INCOME</b>	<b>\$6,453,367</b>	<b>\$6,614,321</b>
NON-INTEREST EXPENSE ( GENERAL & ADMINISTRATIVE)		
Employee Compensation & Benefits	\$10,050,803	\$9,657,325
Office Occupancy & Operations	6,715,215	6,073,747
Other Operating Expenses	2,124,630	1,881,831
<b>TOTAL NON-INTEREST EXPENSE</b>	<b>\$18,890,648</b>	<b>\$17,612,903</b>
<b>NET INCOME</b>	<b>\$4,640,255</b>	<b>\$2,760,924</b>
OTHER COMPREHENSIVE LOSS		
Unrealized Holding Loss Arising During the Period	-\$18,085,334	-\$4,207,879
Reclassification of Gain Included in Net Income	-232,741	-232,741
<b>TOTAL OTHER COMPREHENSIVE INCOME</b>	<b>-\$18,085,334</b>	<b>-\$4,440,620</b>
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>-\$13,445,079</b>	<b>-\$1,679,696</b>

## CEDAR POINT LEADERSHIP

### BRANCH MANAGERS

<b>CHERRON GODINEZ</b>	Lexington Park
<b>KATHLEEN HOLTZCLAW</b>	Prince Frederick
<b>OWEN LEWIS</b>	Headquarters
<b>TRACY MAXWELL</b>	Charlotte Hall
<b>DEBORAH MELENDEZ</b>	Support Services Annex
<b>MARY SIMMONS</b>	Leonardtwn
<b>HANNAH STRINGER</b>	Waldorf

### ADMINISTRATION

<b>CHARLES ROACH</b>	President & CEO
<b>LINDA KNOTT</b>	Executive Vice President
<b>LAUREL WARD</b>	VP, Compliance
<b>KATY WHITE</b>	VP, Product & Staff Development
<b>COLLEEN BLUNDELL</b>	VP, Investment & Business Services
<b>BJ SIEVERS</b>	Chief Information Officer
<b>KRISTIN KAUFFMAN</b>	Chief Marketing Officer
<b>MELISSA FARREN</b>	Chief Financial Officer
<b>BABAR KHAWAJA</b>	Chief Lending Officer
<b>AMANDA RUSSELL</b>	Chief of People & Culture