THE POWER TO SPEND SMART
THE POWER TO SAVE MORE
THE POWER TO GIVE BACK

IT'S YOUR MONEY. OWN IT.
CONNECT people AND INSPIRE ACTION TO CREATE MEMBER AND COMMUNITY wealth
2017

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Wealth Planner
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Director of Credit Union
Business Development
Madison Investment
Advisors
SUMMIT CREDIT UNION AWARDS AND RECOGNITION

GOVERNOR’S FINANCIAL LITERACY AWARD
For the impacts of Summit’s Project Money, an annual financial challenge to reduce debt and increase savings; awarded by Wisconsin Governor Walker and The Governor’s Council on Financial Literacy

BEST OF AWARDS
• Credit Unions – Star of Madison (8th year in a row)
• Financial Institution – Sun Prairie (8th year in a row)
• Financial Institution – Waunakee (8th year in a row)
• Financial Institution – BRAVA readers (2nd year in a row & 2014)

EXECUTIVE CHOICE AWARD FOR CREDIT UNIONS
Awarded by In Business Magazine, winners represent the top business-to-business vendors in the Greater Madison area (8th year in a row)

UNITED WAY PEOPLE’S CHOICE INNOVATION AWARD
For commitment to raising awareness and resources during the campaign

UNITED WAY – TOP 10 IN FIVE AWARD CATEGORIES
For employers with more than 350 employees:
• Community Chest for percent increase in employee giving (3rd year in a row)
• Employee Engagement for participation in an employee campaign (3rd year in a row)
• Red Feather for dollar increase in employee giving (4th year in a row)
• Bronze Award for average employee giving (4th year in a row)
• Best Practices Award for execution of best practices and an overall increase in giving (4th year in a row & 2012)

CIRCLE OF EXCELLENCE AWARD
Awarded in 2017 by Credit Union Legislative Action Council (CULAC) for raising more funds for CULAC than any other credit union in Wisconsin in 2016

CUNA WOW AWARD
CUNA’s most prestigious award for employee development in recognition of Summit’s Leadership Academy for managers and emerging leaders

GOLD ADDY AWARD
Awarded by The American Advertising Federation for Best of Online Social Media Promotion and Best of Visual Advertising

SILVER ADDY AWARD
Awarded by The American Advertising Federation for Best of Online/Interactive Consumer Website, Best of Responsive Design and Best of Online Film, Video and Sound

#1 MORTGAGE LENDER IN DANE COUNTY AND COLUMBIA COUNTY

1 #1 mortgage lender based on number of mortgages recorded with Dane and Columbia County register of deeds. 2 SBA Lender of the Year Award for Credit Unions, for number of SBA loans approved, as awarded by the Small Business Administration of Wisconsin in May, 2018.
Dear Members,

We are happy to report that we are in a strong financial position and growing to meet your needs now and well into the future. We attribute that success to our unwavering focus on connecting people and inspiring action to build member and community wealth. That is what motivates our board of directors and energizes our employees every day.

Some examples of wealth built for our members include:

• As an organization, we set a lofty goal in 2013 to save you, our members, at least $60 million dollars in five years over the cost of doing business with Wisconsin’s for-profit banks. We surpassed our goal two years early! In 2017 we celebrated saving our members more than $611 million in just three years.

• We build member wealth with tools that make managing money easier, more fun and more impactful. One of the year’s best examples is Summit’s Money Minder, the free, personal financial management tool in our online branch that lets you monitor money in accounts from anywhere and track your own goals. Brand new in 2017, more than 30,000 members were taking advantage of this service by the end of the year.

• Making it easier and more fun to manage money, we added more than 60 calculators to our website in 2017. We made it easy to join Summit online and in our mobile app, so when you recommend Summit to your family and friends, it’s easy for them to join and enjoy the benefits, too.

• We are known in the industry for our cutting edge financial education programs that help people plan and take action for better financial wellness.

“I looked at my wealth through a whole different lens. My wealth isn’t about my paycheck today. It’s about what I can do with my money tomorrow and for the years to follow.”

– Jenniffer, 2017 Project Money Winner

A 2017 Project Money participant used Money Minder to show her how much she was spending in categories she created by tagging transactions. That made it easy for her to set and hold herself accountable to spending targets and do more with her money.
• One very direct way we built member wealth in 2017 was through our Cash Boomerang, a member patronage dividend. Summit’s Cash Boomerang rewards members for building the cooperative and paid out $2.08 million to members in 2017!2

We continued to put our expertise to use serving those buying homes and those starting or expanding their businesses. In fact, we remain the number one mortgage lender in Dane County, and, in 2017, we were number one in Columbia County as well.3 We are also the number one Small Business Administration (SBA) lender among credit unions and number three in the nation.4

We were grateful to be voted the #1 Credit Union in 2017 by readers of the Wisconsin State Journal, Capital Times, The Star (Sun Prairie), the Waunakee Tribune, and BRAVA Magazine.

In 2017, our membership grew 6% to 171,906. We were happy to add a new branch in Monona and merge with Baraboo Municipal Employees Credit Union. And at the end of 2017, we began construction on our new headquarters in Cottage Grove, which will bring our administrative functions, currently spread over five offices, into one building in 2019. Our new headquarters will include many sustainable features, provide space for future growth and include a branch with a drive up to serve members.

We hope you, as members, are as proud as our board and staff are to be part of a cooperative focused on its members and building strong communities. Together, we build financial security. You are why we are here, and we look forward to continuing to build member and community wealth with all of you in 2018 and beyond.

John Litscher | Board Chair

Kim Sponem | CEO & President

Federally insured by NCUA. 1 Savings over the average cost of doing business with a for-profit banking institution in WI. CUNA Economics & Statistics Department, customized analysis of member benefits for Summit Credit Union, for 12 months ending Dec. 31, 2014, 2015 and 2016. 2 No minimum balances are required to be eligible for the program. Any fees/charges applied to an account will reduce the account balance and result in less dividends earned. A checking account must be open as of 9/30 of year of payment to be eligible for the program. Only members in good standing at the date of the payout will receive as long as the Cash Boomerang computes to $10 or more, with a maximum of $1,000. Cash Boomerang is typical but not guaranteed. Cash Boomerang is a dividend and subject to tax reporting. 3. #1 mortgage lender based on number of mortgages recorded with Dane and Columbia County register of deeds. 4 SBA Lender of the Year Award for Credit Unions, for number of SBA loans approved, as awarded by the Small Business Administration of Wisconsin in May, 2018.
At Summit, the spending conversation does not start with what you need to cut out of your life. It starts with what you want to accomplish or even what would help you sleep better!

From there, we offer the tools, products, services and guidance to help you come up with a spending plan that makes sense for you and actually moves you closer to what you want out of life.

Plug into a money conversation with Summit any way you’d like – give us a call, check out Money Smarts on our website, take part in our award-winning financial education programs at work and in the community, or stop by any Summit branch for a chat.

If you want to spend smarter (and sleep better), let’s talk!

“At Summit, we have found that talking about money often leads to taking positive action.”

— KIM SPONEM
CEO & President
FINANCIAL EDUCATION WITH IMPACT

In just seven months, the 2017 season of Summit Credit Union’s Project Money helped participants, and many others, plan for and take the small actions that lead to a better, stronger financial life.

Soon to celebrate its 10th season, Summit’s Project Money pairs each of four teams with a Summit coach with the goal of lowering debt and increasing savings while sharing the experience and lessons online and on TV so others can be inspired to make changes in their own financial lives.

TOGETHER 2017 PROJECT MONEY PARTICIPANTS HAD 11,677 BLOG VIEWS

INCREASED THEIR SAVINGS $28,593  
DECREASED THEIR DEBT $19,097

2017 $10,000 WINNER

Jenniffer

2017 $2,500 WINNERS

Venus

Karl & Heather

Moriah & Terrance

Project Money is an award-winning financial education program
Awarded the Governor’s Financial Literacy Award (2016) and the Desjardins Adult Financial Education Award in Wisconsin (2016).

IN 9 PROJECT MONEY SEASONS, 36 PARTICIPANTS

INCREASED THEIR SAVINGS $307,132  
DECREASED THEIR DEBT $354,254

THE POWER TO SPEND SMART
SUMMIT’S FINANCIAL EDUCATION EVENTS REACHED OVER 13,100 PEOPLE IN 2017

As a leader in financial education, Summit provides free, live and online financial education programs in schools, workplaces and throughout the community. In 2017 we delivered more than 290 hours of financial education through 251 educational events, reaching more than 13,100 participants!

“I got all of my bills connected, the calendar working and got some budgets set up in Summit's Money Minder. I also took your advice to set up multiple savings accounts and set up an appointment to meet with a financial advisor at Summit! Thank you so much for all of your help. You have no idea how much you have helped me and made me think more about long-term goals.”
— Summit Member

“Summit Credit Union has been an invaluable resource to Edgewood College's Financial Literacy Program. The expertise, resources and support that Summit shares serves hundreds of students each year. New this year, Summit is also serving our faculty and staff. I expect Summit programming to reach well over 50% of our full-time faculty and staff this year.”
— Erin Bykowski, Director of Financial Education Services, Edgewood College

“Summit Credit Union and the staff who volunteer share their expertise in a way that sparks engagement from our students and encourages a sincere interest in money management.”
— Liz Machesney, Youth Programs Manager, Common Wealth Development

RED SHOES - STEP BOLDLY INTO YOUR MILLION

One size does not fit all. In Summit’s exclusive Red SHOES financial wellness program, you can make strides where you choose and at your own pace. We'll set you up with a step-by-step plan to help you make smart money decisions and achieve your financial goals - whether that’s a million dollars or something that makes you feel like a million. Find more about Red SHOES on the Money Smarts page of Summit’s website at SummitCreditUnion.com/MoneySmarts.
MONEY SMARSTM DELIVERED ON THE JOB

We believe anyone can be financially successful. Through our award-winning workplace financial education program, CUatWork, we partner with employers dedicated to reducing their employees’ money stress, increasing productivity and making their employees’ lives richer. We provide the in-person and online tools their employees can use to learn more about good financial decisions and to increase their confidence about money. By the end of 2017, we were partnered with 112 businesses serving 82,000 employees.

The more you know

The greater control you have

The fewer financial worries you have

Which means less stress

Better health

And a more stable personal life

Which makes you happier in the really important, outside-of-work, rest-of-your-life.

“CUatWork has been a big help with financial literacy for both students and staff. We enjoy the real-life applications that we are taught and it helps us plan & save for our future.”
— Kim Randall, CUatWork partner, Bryant & Stratton College

“Summit Credit Union has done a wonderful job educating our employees on financial wellness. The services we have received have been invaluable to our employees.”
— Ashley Anderson, CUatWork partner, Electronic Theatre Controls

IN 2017

15 businesses serving 27,770 EMPLOYEES JOINED CUatWORK

With CUatWORK 9,360 EMPLOYEES ENGAGED IN FINANCIAL WELLNESS ACTIVITIES

Summit provided 94 CUatWORK FINANCIAL EDUCATION SEMINARS

THE POWER TO SPEND SMART
FINANCIAL EDUCATION – STARTING YOUNG FOR A LIFETIME OF IMPACT

Summit’s Project Teen Money Scholarship Program - Teens Teach Teens

What better way to learn how to spend smarter, save more and give back than to share that knowledge after you learn it yourself? In Summit’s Project Teen Money, participants from high schools with Summit branches compete for scholarship funds by learning about money management and then creating online videos that teach other teens about saving, spending and giving.

“Through Project Teen Money, our Lancers learn with and from each other about having and managing money which builds skills that will benefit them for a lifetime.”

— Sean Storch, Principal, La Follette High School
FoolProof
Because it’s easier to avoid financial mistakes than to fix them, in 2017 Summit continued to offer FoolProof for free to students, parents and educators. FoolProof is a unique online financial literacy resource with engaging videos and other materials to help young people avoid costly mistakes. As of the end of 2017, 215 schools and community organizations have put FoolProof to work to engage and empower young adults to make good financial decisions now and throughout their lives. The impact is growing. FoolProof helped 4,100 young adults in 2017, bringing the total to 10,279 since 2012.

Building Entrepreneurs
We teamed up with students from our three high school branches for a “shark tank” like challenge. Students created, planned and pitched their business ideas to their peers, parents and Summit staff. With Summit’s guidance and coaching, three students from East High School took the top prizes and received $500 in start-up funds to get launched. Their ventures include a designer t-shirt shop that donates a portion of its proceeds to a local homeless shelter and a gaming app that rewards kids for reading. The competition was made possible by a Biz Kid$ Grant from the National Credit Union Foundation awarded to STAR Credit Union.

Summit has branches at Madison’s East, Memorial and La Follette High Schools where students learn money habits and prepare for financial success.
STAR (Saving To Achieve Results) Credit Union
STAR Credit Union starts good money habits early. Through activities, games, simulations, programs and opportunities to help run the credit union, members of the Boys and Girls Club of Dane County learn money management skills through their own on-site, youth-chartered STAR Credit Union, funded and supported by Summit. In its 12th year, STAR has helped many students grow in their understanding of money and go on to help others, too! STAR bloggers Wendolee and Alexia learned money skills from STAR Credit Union and now give back by blogging financial tips at SAVEATSTAR.COM.

CEOs of Tomorrow
Summit partnered with CEOs of Tomorrow, an innovative local non-profit offering hands-on social entrepreneurship education and courses for youth. Students design revenue-generating social enterprises that promote positive change in their communities with coaching and assistance from Summit employees. Students have launched a pop-up stress-relief art workshop, a childhood cancer awareness t-shirt and bracelet and created a donation-supported self-care package distributed to local families in transitional housing shelters. How cool is that?

Girl Scouts
In 2017, Summit impacted 1,136 girl scouts, a 31% increase over 2016, plus 597 of their parents, with financial education. We partnered with Girl Scouts of Wisconsin-Badgerland Council for their “Cookie Kick-offs” where Summit taught goal setting and money handling to help the girls run their cookie businesses.
FOUR TIPS TO own YOUR MONEY

In just seven months these 2017 Project Money participants improved their financial position by $47,690 (combined increase in savings and decrease in debt). Here’s their advice to you.

**Jennifer**

**Change your mindset**

During my Project Money journey, I learned that in order to accomplish my financial goals and most effectively sift through the expenses that are needs and those that are wants, I had to commit to shifting my money mindset – those thoughts, beliefs, emotions and experiences about money. Shifting your money mindset, like any change in life, takes time, effort and a commitment to make the investment in your financial future. You too can shift your money mindset by setting achievable short-term and long-term financial goals, and focusing on positive changes in your money habits. Then, you will see your financial roots grow and take hold while you spread your money wings.

**Moriah & Terrance**

**Live by a budget, adjust as needed**

Our Coach Rachel explained that budgets are more than just numbers on paper. Yes, you need to start somewhere for the numbers in your budget. But we learned that our first budget failed. We cut our food budget so drastically that we were then spending more money on convenience eating. Always look for ways to make adjustments to keep yourself on track. What worked one month may not the next.

**Venus**

**Pay off credit card debt to improve credit**

Now that I accomplished my goal of paying off my credit card debt and watching my credit score go up, what’s next? Buying a home! Coach Myrphy recommended that I focus on paying off my credit card, because it was doing major damage to my credit score. It’s easy to get a house, even if you have bad credit, but you will be forced to pay more than someone with better credit. Accomplishing paying off my credit card sets me up for a better deal on a home and puts more money into my down payment fund.

**Karly & Heather**

**Believe that you can transform your finances**

When life is overshadowed by clouds of debt, it is near impossible to believe in yourself. Facing the reality that you need (and should get) help from experts at Summit Credit Union, like our Coach Laura, to turn your finances around, was life-changing. The positive effects of budgeting and eliminating debt have forever changed our mindset that hard work, dedication to family and self-belief really do pay off in the end.

Visit any Summit branch and our Money Smarts page at SummitCreditUnion.com/MoneySmarts for help to turn your own wishing and waiting into planning, doing and experiencing!
We think the ability to give back is one of the more rewarding measures of financial wellness. At Summit we are happy to partner with others, including our members, to build stronger communities. We happily contribute time, talents and resources, especially where we can impact sustainable initiatives for women, children and families in the areas of financial literacy, environmental stability, strong and thriving communities and health & wellness.

“A focus on building communities is a guiding principle of the cooperative business sector. It’s one of many reasons we love being a cooperative.”

— KIM SPONEM
CEO & President
Summit is extremely proud to have been a part of the efforts to advance women’s economic empowerment through the final year of our strategic partnership with A Fund for Women (AFFW). Moving forward, AFFW grants will now exclusively fund this focus area, which supports their mission to transform Dane County so that all women and girls thrive.

Lisa Peyton-Caire, AVP Life, Learning & Events, announces Summit’s additional $5,000 donation to A Fund for Women at their 2017 Annual Event.

Summit donated funds to more than 250 non-profits

Members & staff donated 439 lbs. of food and more than $2,000 to Second Harvest Foodbank, providing 6,851 meals for those in need

$23,700 IN SCHOLARSHIPS to students for continuing education and to teachers for financial education training

Summit employees put in more than 28 hours for the Salvation Army

Summit continued our support of the Girls Inc. program through Goodman Community Center in 2017. One of the highlights of the year was joining the Goodman team at their Girls Inc. celebration of International Women’s Day where they celebrated strong, smart & bold women and girls in our communities. We’re proud to support their empowering efforts to shape future female leaders.

Summit employee volunteers helped hand out Thanksgiving baskets at Goodman Community Center in November.

240 SUMMIT EMPLOYEES VOLUNTEERED
At Summit, running our business in a sustainable, earth-friendly way isn’t something that’s “nice” to do - it’s something that speaks to the very heart of our commitment to our members and our community. Here are a few highlights from 2017.

As of December 31, 2017, Summit has made **418 LOANS FOR $3,833,872** through community partner energy efficiency programs.

**18.14 TONS OF PAPER SHREDDED and RECYCLED AT SHRED FEST 2017**
We held Shred Fests for the fourth year in a row in Madison and Milwaukee. Thank you to the Better Business Bureau for a great partnership.

In 2017, through Summit’s employee e-recycling program, **WE RECYCLED 7,975 LBS**

**4TH YEAR WORKPLACE COMMUNITY SUPPORTED AGRICULTURE (CSA) PROGRAM**
Summit employees can pick up fresh produce at work, support local farmers and pay through payroll deductions.
Our **GREEN TEAM** inspired change

We added a sustainability page to Summit’s website and posted member drive-up idling signage and new employee recycling guidelines.

**WE REDUCED and REUSED**

We repurposed furniture, replaced lights with LED fixtures inside and outside several buildings and replaced wood mulch with stone at three of our offices.

We are excited to announce that we are seeking **LEED SILVER CERTIFICATION** for our new headquarters scheduled to open in 2019.

We continued our involvement with **WISCONSIN SUSTAINABLE BUSINESS COUNCIL**

(part of the Green Masters Program since 2015)

We continued our involvement with **SUSTAIN DANE**

(2013 MPower Business Champion)

Learn more about how Summit is working to live more lightly on our planet at SummitCreditUnion.com/Sustainability.
Summit is proud to be a part of the cooperative business sector and live by the principles that involves. Three of the seven principles are cooperation among cooperatives, prioritizing education and concern for our communities. With Co-op Connection, Summit and 17 cooperative partners delivered on all three.

In its 7th year, Co-op Connection welcomed 4,500 visitors to interact with cooperatives and learn more about what cooperatives provide our members and communities.

**SUMMIT FEST 2017 - A HIT**

We love to say “thanks” to our members with our annual Summit Fest – Annual Meeting, Family Picnic and Obstacle Races!

“**We loved watching the kids have fun. Thank you!”**

— Summit Fest Attendee

“**You can’t leave Summit Fest without an overwhelming feeling of pure happiness!”**

— Summit Fest Attendee

Watch SummitCreditUnion.com for info on Summit Fest 2019!
GLOBAL GOOD

It’s not every day you get the chance to make a big difference in someone else’s life by making a small change to your own. With a Summit Global Good card, enjoy all the benefits of the Summit Rewards credit card, plus the bonus of helping people around the world every time you use it. By switching to Summit’s Global Good credit card, your purchases help fund the World Council of Credit Unions (WOCCU) to impact lives like Flora’s.*

MEET FLORA: A LIFE LIFTED THRU GLOBAL GOOD

SACCOs (Savings and Credit Cooperative Organizations) in Kenya are doing global good via World Council (WOCCU’s) Cooperative Development Program (CDP). Flora Mukiri Ikaba, a retired teacher and mother of eight, sought new prosperity when she took on farming as a second career, but faced challenges sustaining her agribusiness.

Drought and a lack of modern farming techniques, product marketing and access to fair markets blocked her dreams. Enter Capital, Flora’s local SACCO and a participant in WOCCU’s CDP program, which provides cooperatives with training tools to help members overcome challenges and sustain agribusiness in the region.

Proceeds from the Global Good Card allow WOCCU to create international development programs like the CDP in Kenya and help credit unions give members like Flora the skills and financial tools they need to thrive.

Summit members made a world of difference in 2017 with the Global Good card.

OVER 500 GLOBAL GOOD CARDS OPENED $9,700 RAISED

Want to help more moms like Flora? Visit SummitCreditUnion.com/GlobalGoodCard to learn more.

*Summit will donate 20% of the interchange income on every purchase to the World Council of Credit Union’s Worldwide Foundation for Credit Unions.
The cornerstone of financial security and peace of mind is saving. Good news. You already save money by choosing to do your banking with Summit Credit Union. On top of that, whether you are saving for an emergency fund, a car, college, a bike, a big trip or retirement, Summit is here to help with guidance and tools that make it easy for you to save more, relax and feel confident that you are in a better position to meet your goals and to weather any ups and downs that come along.

“When we save, we build financial security. It’s one of the ways Summit helps build strong communities.”

— KIM SPONEM
CEO & President
In 2017, members who build the cooperative by doing more with Summit received, collectively, $2.08 million in our largest payout yet! The more you use Summit, the more you and your fellow members benefit. This patronage dividend is our way to say thanks for doing more business with us. Some members chose to donate their 2017 Cash Boomerang, providing $4,318 to Summit’s Money Smarts Fund in support of financial education in our communities. Together we create financial security.

$2.08 MILLION
CASH BOOMERANG PAYOUT EQUALS

In 12 months, members saved more than $2.4 million by getting their mortgage at Summit! Savings, exceptional guidance and our easy online mortgage process made us homebuyers’ number one choice in Dane County again in 2017, number one in Columbia County and increased our share of the market in southcentral and southeastern Wisconsin, too. Thank you for your trust in Summit Credit Union!

Federally Insured by NCUA. 1 Savings over the average cost of doing business with a for-profit banking institution in WI. CUNA Economics & Statistics Department, customized analysis of member benefits for Summit Credit Union, for 12 months ending Dec. 31, 2017. 2 No minimum balances are required to be eligible for the program. Any fees/charges applied to an account will reduce the account balance and result in fewer dividends earned. A checking account must be open as of 9/30 of year of payment to be eligible for the program. Only members in good standing at the date of the payout will receive as long as the Cash Boomerang computes to $10 or more, with a maximum of $1,000. Cash Boomerang is a dividend and subject to tax reporting. 3 Savings over a 12-month period ending December 31, 2017. Savings calculation includes: 5-year adjustable rate mortgage, 15-year fixed and 30-year fixed mortgage. 4 #1 mortgage lender based on number of mortgages recorded with Dane County register of deeds. 5 #1 mortgage lender based on number of mortgages recorded with Columbia County register of deeds.
Summit Credit Union achieved significant growth and financial progress in 2017. Among the highlights were:

- Total assets grew by $236 million, to $2.90 billion. Our annual growth rate of assets was 9%.

- Member savings increased by $89 million, to $2.24 billion, for an annual growth rate of 4%. Checking and savings account balances grew the fastest.

- Loans outstanding to members grew by $341 million, or 17%. Our fastest-growing loan categories were mortgage loans, home equity loans and vehicle loans.

Our 2017 growth rates were higher than the average growth rates for credit unions nationwide. Our growth reflects our commitment to member service as well as our continuing efforts to offer rates and fees that are among the most attractive in our market areas.

The credit union earned $135 million in total revenue during 2017. Our largest revenue source is interest earned on loans to members.
Our revenue was used to pay dividends on member accounts and also operating expenses incurred in providing services to members. Our operating expenses for 2017 were smaller than is typical for a credit union our size, and that efficiency allows us to return more to members while also building our capital base. Our credit union earned $38 million in net income after expenses, which was added to the credit union’s capital or net worth to provide additional financial stability and to fund future growth.

Our ratio of net worth to total assets stood at a very strong 12% on December 31, 2017. Summit Credit Union is well-positioned to continue providing high quality, affordable financial services to its members from a foundation of sound financial management.

**Risk Management Committee Report**

Summit Credit Union’s Risk Management Committee engaged the firm of CliftonLarsonAllen to audit the credit union as of December 31, 2017. A copy of this audit report is available upon request.

**Risk Management Committee Members:**
- **Mike Schenk**, Vice Chair
- **Dennis Sauey**, Director
- **Karl Betz**, TDS Telecom, Director, IT Infrastructures, Risk Management & Security
- **Scott Sysol**, US Foods, Inc., SVP & CISCO, Information Technology
- **Deborah Kretchmar**, LPL Financial, Sr. VP, Internal Audit

**IN 2017**

- **Total Assets Grew to $2.90 Billion**
- **Members Savings Increase to $2.24 Billion**
- **Loans to Members Grew to $2.38 Billion**
## INCOME STATEMENT FOR THE YEARS ENDING DECEMBER 31, 2017 & 2016

### INTEREST INCOME

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
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<tbody>
<tr>
<td>Interest on Loans</td>
<td>$ 88,721,480</td>
<td>$ 79,147,529</td>
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<tr>
<td>Interest on Investments</td>
<td>6,739,576</td>
<td>6,743,854</td>
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<td>Total Interest Income</td>
<td>95,461,056</td>
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### INTEREST EXPENSE

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<tr>
<td>Members’ Share and Savings Accounts</td>
<td>9,914,315</td>
<td>9,236,680</td>
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<tr>
<td>Borrowed Funds</td>
<td>4,557,513</td>
<td>3,448,936</td>
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<tr>
<td>Total Interest Expense</td>
<td>14,471,828</td>
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### NET INTEREST INCOME

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<tr>
<td></td>
<td>80,989,228</td>
<td>73,205,767</td>
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### PROVISION FOR LOAN LOSSES

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<tr>
<td></td>
<td>7,295,000</td>
<td>6,985,000</td>
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### NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES

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<tbody>
<tr>
<td></td>
<td>73,694,228</td>
<td>66,220,767</td>
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### NON-INTEREST INCOME

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<th></th>
<th>2017</th>
<th>2016</th>
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</thead>
<tbody>
<tr>
<td>Service Charges and Fees</td>
<td>10,563,141</td>
<td>9,249,366</td>
</tr>
<tr>
<td>Other Non-Interest Income</td>
<td>20,922,331</td>
<td>19,356,857</td>
</tr>
<tr>
<td>Mortgage Servicing Rights Income</td>
<td>3,053,377</td>
<td>3,386,950</td>
</tr>
<tr>
<td>Net Gain on Sales of Loans</td>
<td>5,390,357</td>
<td>7,334,640</td>
</tr>
<tr>
<td>Net Gain on Sales of Investments</td>
<td>-</td>
<td>212,494</td>
</tr>
<tr>
<td>Total Non-Interest Income</td>
<td>39,929,206</td>
<td>39,540,307</td>
</tr>
</tbody>
</table>

### NON-INTEREST EXPENSE

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>General and Administrative</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Employee Compensation and Benefits</td>
<td>39,548,233</td>
<td>36,251,446</td>
</tr>
<tr>
<td>Office Occupancy &amp; Operations</td>
<td>21,364,892</td>
<td>21,628,700</td>
</tr>
<tr>
<td>Other Operating Expenses</td>
<td>14,518,368</td>
<td>12,805,224</td>
</tr>
<tr>
<td>Net Loss on Sale of Fixed Assets</td>
<td>351,379</td>
<td>51,751</td>
</tr>
<tr>
<td>Net Loss on Sale of Foreclosed Assets</td>
<td>37,677</td>
<td>67,749</td>
</tr>
<tr>
<td>Total Non-Interest Expense</td>
<td>75,820,549</td>
<td>70,804,870</td>
</tr>
</tbody>
</table>

### NET INCOME

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$ 37,802,885</td>
<td>$ 34,956,204</td>
</tr>
</tbody>
</table>
## STATEMENT OF FINANCIAL CONDITION AS OF DECEMBER 31, 2017 & 2016

### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$68,626,783</td>
<td>$109,831,854</td>
</tr>
<tr>
<td>Deposits in Other Financial Institutions</td>
<td>53,741,043</td>
<td>75,110,043</td>
</tr>
<tr>
<td>Securities - Available for Sale</td>
<td>273,992,965</td>
<td>316,000,137</td>
</tr>
<tr>
<td>Other Investments</td>
<td>13,549,992</td>
<td>18,495,448</td>
</tr>
<tr>
<td>Loans Held for Sale</td>
<td>7,785,421</td>
<td>15,914,935</td>
</tr>
<tr>
<td>Loans, Net</td>
<td>2,375,929,228</td>
<td>2,034,725,504</td>
</tr>
<tr>
<td>Accrued Interest Receivable</td>
<td>7,164,931</td>
<td>6,236,299</td>
</tr>
<tr>
<td>Foreclosed Assets</td>
<td>1,253,259</td>
<td>560,329</td>
</tr>
<tr>
<td>Property and Equipment, Net</td>
<td>61,858,074</td>
<td>54,733,203</td>
</tr>
<tr>
<td>NCUSIF Deposit</td>
<td>20,961,161</td>
<td>19,158,718</td>
</tr>
<tr>
<td>Mortgage Servicing Rights</td>
<td>6,490,401</td>
<td>6,167,883</td>
</tr>
<tr>
<td>Other Assets</td>
<td>9,148,255</td>
<td>7,886,766</td>
</tr>
</tbody>
</table>

**Total Assets** $2,900,501,513 $2,664,821,119

### LIABILITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members’ Shares and Savings Accounts</td>
<td>$2,243,929,590</td>
<td>$2,154,616,142</td>
</tr>
<tr>
<td>Borrowed Funds</td>
<td>271,824,007</td>
<td>168,813,267</td>
</tr>
<tr>
<td>Accrued Expenses &amp; Other Liabilities</td>
<td>44,847,788</td>
<td>37,961,812</td>
</tr>
</tbody>
</table>

**Total Liabilities** $2,560,601,385 $2,361,391,221

### MEMBERS’ EQUITY

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Regular Reserves</td>
<td>26,984,573</td>
<td>26,984,573</td>
</tr>
<tr>
<td>Undivided Earnings</td>
<td>314,453,029</td>
<td>276,650,144</td>
</tr>
<tr>
<td>Accumulated Other Comprehensive Loss</td>
<td>(7,037,288)</td>
<td>(5,471,891)</td>
</tr>
<tr>
<td>Acquired Equity</td>
<td>5,499,814</td>
<td>5,267,072</td>
</tr>
</tbody>
</table>

**Total Members’ Equity** $339,900,128 $303,429,898

**Total Liabilities & Members’ Equity** $2,900,501,513 $2,664,821,119
One couple who came in about a home equity line of credit to pay for new gutters were surprised and delighted to find out they could reduce the 26 years they still had on their mortgage to 12 years. At first the $200/month payment increase made them hesitate, but when they saw it would mean their mortgage would be paid off when their kids were about to go to college and would also save them $98,000 in interest over the life of the loan, they were on board.

A young adult member wanted to take a vacation, save a security deposit and a month’s rent, buy a bike and pay back a small loan to his parents within a few months. With the help of Summit, he developed a spending plan that he could live with, stuck with it, and all his goals were accomplished or on track at the last check in!

We helped a member who had over $13,000 in credit card debt after a fight with cancer by transferring the balance to a Summit card and providing a 12-year express refinance home loan and a home equity line of credit. All together, we saved him $49,854 by lowering his interest rates and reducing his loan term. He told us we made his hard fight for life less stressful.
After saving a member a lot in interest by transferring his balance to a Summit credit card, we found out he wanted to be debt free by retirement, but had not taken steps. He had 23 years on his mortgage. We introduced him to our lower-rate Express Refi 12-year mortgage without appraisal or closing costs. He could not believe the savings in money and time!

Three years ago, a business owner who wanted to transfer ownership to his son was turned down at three banks. At Summit, we not only made the loan, but when the son’s business was doing well after a year and a half, we were able to help him expand by purchasing a similar business in the next town over. Without his purchase, more than 15 jobs would have been lost in the neighboring community.

When a member came in for overdraft protection, we looked more closely and found that by refinancing a loan he had with a motorcycle company, Summit could cut his rate by more than two thirds, save him $8,000 over the life of the loan and allow him to pay the loan off a year earlier. Cha-ching!

One member using a personal teller machine (PTM) in our Rimrock branch was skeptical about the change to the teller being on screen, but kept coming back, and, often, the same teller provided service. There were many conversations over several weeks and the video teller even met our members’ granddaughter through the PTM. The member said, “I love these machines. I wish they were at every location.”

When a couple wanted a $5,000 loan for tree removal, we learned about health problems that resulted in financial stress and a high credit card balance. We crafted a loan that financed the tree and secured their credit card balance, saving them years of payments and thousands of dollars, all secured with disability and life coverage for peace of mind.
34 BRANCH LOCATIONS

MADISON AREA
American Parkway
4800 American Pkwy, Madison
City Station
670 W Washington Ave, Madison
Cottage Grove
6420 Cottage Grove Rd, Madison
CUNA (Limited access)
5810 Mineral Point Rd, Madison
Downtown
307 E Wilson St, Madison
Fitchburg
2939 S Fish Hatchery Rd, Fitchburg
Monona
5809 Monona Dr, Monona
Old Sauk
645 Junction Rd, Madison
Rimrock
2424 Rimrock Rd, Madison
Shorewood Hills
3258 University Ave, Madison
Sun Prairie
1333 W Main St, Sun Prairie
Sun Prairie Mortgage Loan Office
1700 Windsor St, Sun Prairie
Thierer
1799 Thierer Rd, Madison
Verona Mortgage Loan Office
202 E Verona Ave, Verona
Waukauee
304 E Main St, Waukauee
Westport
5419 Blue Bill Park Dr, Madison
Yellowstone
401 S Yellowstone Dr, Madison

MILWAUKEE AREA
Franklin
7750 S Lovers Lane Rd, Franklin
Greenfield
10015 W Greenfield Ave, Milwaukee
Muskego
W156 S6840 Moorland Rd, Muskego
Post Office (No public access)
345 W St. Paul Ave, Milwaukee
VA Medical Center
5000 W National Ave, Milwaukee
Waukesha
1103 Spring City Lane, Waukesha
West Milwaukee
2159 Miller Park Way, Milwaukee

OTHER LOCATIONS
Baraboo
871 Commerce Ave, Baraboo
Beaver Dam
104 Frances Ln, Beaver Dam
Janesville
2330 Kennedy Rd, Janesville
Lake Mills
141 E Tyranena Park Rd, Lake Mills
Portage
110 Henry Dr, Portage
Stoughton
2105 McComb Rd, Stoughton
Watertown Mortgage Loan Office
1610 S Church St, Watertown

HIGH SCHOOL BRANCHES
East High School (No public access)
2222 E Washington Ave, Madison
La Follette High School (No public access)
702 Pflaum Rd, Madison
Memorial High School (No public access)
201 S Gammon Rd, Madison
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608-243-5000 | 800-236-5560

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