



2020 Annual Report



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Equal Housing Opportunity

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Assets	2020	2019
Cash and cash equivalents	\$ 13,934,219	\$ 4,067,625
Investment securities, available-for-sale	31,812,164	26,001,672
Net loans	112,922,391	102,728,663
Accrued interest receivable	451,583	419,768
Investment in CUSOs	6,969,495	6,529,731
Premises and equipment, net	6,966,426	7,107,700
Credit Union owned life insurance	1,705,653	1,660,990
NCUSIF deposit	1,468,133	1,289,377
Alloya member capital	539,000	539,000
Prepaid expenses	339,654	444,507
Other assets	<u>1,504,793</u>	<u>1,311,954</u>
Total assets	<u>\$ 178,613,511</u>	<u>\$ 152,100,987</u>
Liabilities and Members' Equity		
Members' shares and savings accounts	\$ 155,297,475	\$ 131,176,470
Borrowings	6,500,000	5,500,000
Accrued expenses and other liabilities	<u>547,572</u>	<u>668,738</u>
Total liabilities	<u>162,345,047</u>	<u>137,345,208</u>
Members' equity		
Regular reserve	4,092,752	3,403,856
Other reserve	10,400,000	10,400,000
Undivided earnings	1,000,462	688,896
Accumulated other comprehensive loss	<u>755,250</u>	<u>263,027</u>
Total members' equity	<u>16,268,464</u>	<u>14,755,779</u>
Total liabilities and members' equity	<u>\$ 178,613,511</u>	<u>\$ 152,100,987</u>



BRANCHES

W. Saginaw Hwy.
5615 W. Saginaw Hwy.
Lansing, MI 48917

Jolly Rd.
301 E. Jolly Rd.
Lansing, MI 48910

DeWitt
14049 Lindsey Ln.
DeWitt, MI 48820

Ionia
3062 S. State Rd.
Ionia, MI 48846

Administration Office
111 S. Waverly Rd.
Lansing, MI 48917

	<u>2020</u>	<u>2019</u>
Interest income		
Loans (including fees)	\$ 6,168,921	\$ 5,856,366
Investments	<u>587,808</u>	<u>739,526</u>
Total interest income	6,756,729	6,595,892
Interest expense		
Members' shares and savings accounts	<u>961,122</u>	<u>997,857</u>
Net interest income	5,795,607	5,598,035
Provision for loan losses	<u>350,529</u>	<u>206,583</u>
Net interest income, after provision for loan losses	<u>5,455,078</u>	<u>5,391,452</u>
Noninterest income		
Fees and charges	820,138	1,160,402
Net gain on sale of mortgage loans	70,390	-
Net gain on sale of CUSO ownership interest	130,168	-
Income from CUSO investments	906,971	667,306
Interchange and revenue sharing income	1,010,541	960,184
Other	<u>671,391</u>	<u>441,479</u>
Total noninterest income	<u>3,609,599</u>	<u>3,229,371</u>
Noninterest expenses		
Compensation and benefits	4,088,132	4,175,838
Occupancy	638,394	639,515
Operations	1,633,387	1,567,993
Loan servicing	535,806	418,483
Professional services	797,375	716,217
Net loss on sale of foreclosed assets	5,641	-
Other	<u>355,480</u>	<u>413,881</u>
Total noninterest expenses	<u>8,054,215</u>	<u>7,931,927</u>
Net income	<u>\$ 1,000,462</u>	<u>\$ 688,896</u>

Board of Directors:

Jason Hawkins, Chairman
Harold Brown, Vice Chairman
Mark Van Epps, Secretary
Anthony Edwards, Treasurer
Martha Adams, Membership Officer

Kevin Goff, Director
Cathy Murray, Director
Susan Canen, Director
Lenoris Allen, Associate Director
Steve Osborn, Associate Director

A message to our valued members,

In what has been one of the most challenging years many of us have ever faced, 2020 demanded that credit unions and members adapt our everyday lives and how we conduct business. Despite these challenges, and with the help of our fantastic staff and our supportive members, Astera Credit Union remained healthy and we saw our fifth consecutive year of positive net income.

Your board of directors takes pride in consistently ensuring that Astera remains committed to meeting our members' financial needs, by offering products and services designed to make the most of your money and empower your financial health. Our primary focus for 2020 was adapted to assisting our members and small-business owners to stay afloat during the COVID-19 pandemic, as demonstrated in the following action:

- Providing two (2) months of direct relief to Astera members in the form of a mass waiver of all penalty fees like:
 - Waiver of late loan payment fees
 - Waiver of Non-Sufficient Funds and Courtesy Pay fees
 - Waiver of early-withdrawal fees on Certificates of Deposits
- Providing 160 small business members with \$6.9 million in SBA PPP relief loans
- Launching Empower Me!, a new outcomes-based financial wellness pilot program

In 2021, we are committed to continuing our focus on the development of products and services that will help our members and our communities experience higher levels of financial health and wellness. These products and services include:

- The Lending Hand Loans
- Snap Cash - a lower cost alternative to Payday Lenders
- Skip-a-Pays
- Low-interest Home Equity offerings
- First Time Home Buyers Program
- SBA Loan assistance

This past year, we also focused efforts on digital and electronic services so that members could continue to receive the same excellent service you've come to expect through new technologies. We joined forces with some great partners to expand our catalog of offerings to include:

- Zogo Finance – a financial literacy smartphone application that rewards users for completing education modules.
- The ChangEd App – a unique system that helps pay off student loans easier, faster, and more conveniently.
- Delta Dental – providing access to the nation's largest dental networks: Delta Dental PPO and Delta Dental Premier.

The Astera Credit Union board of directors would like to offer our sincere gratitude to the entire Astera staff and membership for your patience, understanding, and willingness to adjust how you conduct business with us over the last year. Our great staff and you, our valued members, worked collectively through branch-lobby closures and other disruptions to normal business operations due to the pandemic. We are honored to serve our members and take pride in leading your local community credit union. Astera Credit Union is here to make a difference in our members' lives. Know that you can depend on us, now and in the years to come.

Thank you for your membership.



Jason Hawkins
Board Chairman

