

# DFDFCU

Denver Fire Department  
Federal Credit Union

*Proudly serving Colorado Professional Firefighters  
and their families for 83 years!*



## ANNUAL MESSAGE - *continued*

Nerdwallet reports the average consumer pays \$97.80 per year in maintenance, ATM, below balance and other related fees to maintain a draft account. At DFDFCU our membership enjoys \$0 monthly maintenance fees on checking, \$0 fees on ATM transactions, \$0 below balance fees, and pays 40% less on average for overdraft and other account related fees. Our membership saved over **\$275,000** using their checking account at DFDFCU.

In total, you'll see DFDFCU gave back over **\$1 million to our member owners** through higher savings rates, lower loan rates, and lower banking fees. DFDFCU believes \$1 million represents the true benefit of banking with DFDFCU.

The enclosed financials show that 2019 is once again, the organization's strongest income year in its 82 year history. This is the third year in a row the organization has realized its strongest income year. This has been accomplished through expense control and increased revenue through loan interest income earned by meeting our memberships' borrowing needs.

As always, we would like to thank all the volunteer leaders, management team leaders, and team members that work tirelessly to improve DFDFCU every day. Most importantly, we would like to thank our member owners – without YOU, there is no DFDFCU.

Respectfully submitted,

Scott Simpson  
Chairman

Michael Kerr  
President/CEO



**DFDFCU**  
12 Lakeside Lane  
Denver, CO 80212  
303.228.5300  
DFDFCU.COM



Federally Insured  
by NCUA

Equal Housing  
Lender



# 2019 ANNUAL REPORT

## BALANCE SHEET – Period Ending December 31st

	2019	2018
<b>Assets</b>		
Net Loans Outstanding	\$84,612,266	\$78,074,507
Allowance for Loan Losses	\$ (342,454)	\$ (319,566)
Total Cash & Cash Equivalents	\$ 24,097,107	\$ 10,719,178
Total Investments	\$ 51,587,419	\$ 54,535,857
Other Assets	\$ 9,428,641	\$ 9,112,923
<b>Total Assets</b>	<b>\$ 169,382,980</b>	<b>\$ 152,122,899</b>
<b>Liabilities</b>		
Total Liabilities	\$ 1,052,684	\$ 486,041
Total Shares	\$ 147,248,689	\$ 132,473,797
<b>Equity</b>		
Unrealized Gain (Loss) on Investments	\$ 68,488	\$ (889,670)
Other Comprehensive Income	\$ (757,024)	\$ (324,076)
Undivided Earnings + Reserves	\$ 21,770,143	\$ 20,376,807
Total Equity	\$ 21,013,119	\$ 20,052,731
<b>Total Liabilities and Equity</b>	<b>\$ 169,382,980</b>	<b>\$ 152,122,899</b>

## INCOME STATEMENT – Period Ending December 31st

	2019	2018
<b>Interest Income</b>		
Loan Interest Income	\$ 3,137,157	\$ 2,640,896
Investment Interest Income	\$ 1,462,617	\$ 1,426,195
Total Interest Income	\$ 4,599,774	\$ 4,067,091
Total Interest Expense	\$ 877,089	\$ 644,455
Provision for Loan Loss Expense	\$ 29,668	\$ 69,512
Net Interest Income After Provision	\$ 3,693,017	\$ 3,353,124
<b>Operating Expenses</b>		
Operating Expenses	\$ 3,085,670	\$ 2,912,462
Other Operating Income	\$ 132,094	\$ 168,447
Non-Operating Income	\$ 533,672	\$ 528,656
Gain on Disposition of Assets	120,223	\$70,701
<b>Net Income</b>	<b>\$ 1,393,335</b>	<b>\$ 1,208,465</b>

## VOLUNTEER LEADERSHIP

### BOARD OF DIRECTORS

Scott Simpson - Chairman  
Ed Zoltay - Vice-Chairman  
Kerry Wersch - Secretary  
Frank Pohs - Director  
John Giese - Director  
Dan Doyle - Director  
Mark Hallock - Director

### SUPERVISORY COMMITTEE

Bob Vallero - Chairman  
Phil Cordova - Secretary  
Steven Ellis - Member  
Michael Somma - Member

## MANAGEMENT & STAFF

Michael Kerr - President/CEO  
Branda Gilmore - Chief Financial Officer  
Shawn Nikkel – Director of Finance  
Paula Stanovsky - Director of Compliance and Strategic Initiatives  
Rhea Vail - Director of Retail Operations  
Candi Velasquez - Senior Financial Center Operations Manager  
Serena Schultz - Member Experience Coordinator  
Megan Moon - Home Loans Coordinator  
Melody Bennett - Personal Banker  
Chris Daniels - Personal Banker  
Victoria Christner - Personal Banker  
Nathalie Gallegos - Personal Banker  
Jocelyn Burr - Personal Banker

## ANNUAL MESSAGE FROM THE CHAIRMAN AND PRESIDENT

Merriam-Webster.com defines a cooperative as: an enterprise or organization owned by and operated for the benefit of those using its services. The volunteer leadership team and organizational management team at DFDFCU strive every day to maximize the benefit DFDFCU brings to **YOU**, our member owners.

Credit Union industry trade organizations constantly attempt to educate the general public that credit unions are not-for-profit organizations that give profits back to their member owners through higher dividend rates, lower loan rates, and in DFDFCU's case, much lower banking fees. These three items are where the benefits of a financial cooperative are most often realized.

In 2019, DFDFCU closed over \$6 million in 30-year first mortgages. Lendersnetwork.com states the average closing cost on a \$200,000 mortgage is between \$3,000 and \$5,000. Our members paid a fixed \$995 in closing costs – saving over \$4,000 a loan and totaling over **\$125,000** in savings for our membership in 2019. DFDFCU also closed over \$4.5 million in 10 and 15-year first mortgages. With a fixed closing cost of \$495, these Rapid Payoff Mortgage products saved our membership over **\$90,000** in closing costs.

Our membership also realized a significant benefit when using the DFDFCU VISA credit card. Based on a recent RateWatch report, DFDFCU competitors charge an average 14.02% APR on their credit cards – saving our membership over **\$80,000** a year in credit card interest paid. On that same report, DFDFCU competitors charged an average 23 basis points more for a 15-year mortgage, saving our membership **\$10,350** in interest on their mortgage during 2019. The \$195 Bring Your Auto Loan Home promotion has saved our membership over **\$16,000** a year in interest and paid the membership over **\$50,000** in \$195 bonuses.

DFDFCU continued to pay market leading rates on deposit products. Our 6-month CD pays .87% better than the local market average. The 12-month CD pays .98% better, the 24-month .94% better, the 36-month .99% better and the 60-month .97% better. The average money market is paying .25% compared to DFDFCU's .75% and interest checking accounts are paying .03% compared to DFDFCU's .10% APR rate. Overall, our membership earned **\$426,421** in dividends above what they would have earned with local competitors.

