

An aerial night photograph of a city skyline, likely Philadelphia, featuring the University City Stadium on the left and the Schuylkill River on the right. The city lights are reflected in the water, and the sky is a mix of purple and blue.

2021

ANNUAL REPORT



**Building Trades
Credit Union**

SUPERVISORY COMMITTEE REPORT

The primary function of the Supervisory Committee is to regularly audit all facets of the credit union, including financial management, administration and operational practices. These volunteer members play an important role in our direction, ensuring the safety and security of your credit union funds.

Building Trades Credit Union experienced various internal and external audits. The Committee is happy to report all audit and exam results were satisfactory and continue to move in a positive direction. In conclusion, we feel the Credit Union is being managed in a safe and sound matter.

Sincerely,

Jake Pettit, Local 539

Supervisory Committee Chairman

STATEMENT OF INCOME

(Unaudited for the year ended December 31)

	2021	2020
TOTAL INTEREST INCOME ON LOANS	\$4,051,426	\$4,332,198
TOTAL INTEREST EXPENSE	(\$270,595)	(\$449,985)
TOTAL INTEREST INCOME ON INVESTMENTS	\$1,124,318	\$1,154,511
NET INTEREST INCOME BEFORE PROVISION	\$4,905,149	\$5,036,724
TOTAL LOSS PROVISION	(\$55,120)	(\$185,214)
NET INTEREST INCOME AFTER PROVISION	\$4,850,029	\$4,851,510
OPERATIONS EXPENSES	(\$6,007,089)	(\$5,947,646)
TOTAL OTHER INCOME & FEES	\$1,710,288	\$1,646,303
NET INCOME BEFORE EXTRAORDINARY ITEMS	\$553,228	\$550,167
MEMBERS UNITED INVESTMENT RECOVERY	\$818,008	\$-
GAIN/(LOSS) ON SALE OF ASSETS	\$1,423	\$4,865
NET INCOME	<u>\$1,372,659</u>	<u>\$555,032</u>

STATEMENT OF CONDITION

(Unaudited for the year ended December 31)

ASSETS	2021	2020
CASH & CASH EQUIVALENTS	\$12,580,858	\$5,480,969
INVESTMENTS	\$85,885,331	\$74,421,108
LOANS, NET OF ALLOWANCE	\$97,441,884	\$90,910,631
LOANS HELD FOR SALE	\$-	\$2,153,000
OTHER ASSETS	\$5,806,715	\$4,974,179
TOTAL ASSETS	<u>\$201,714,788</u>	<u>\$177,939,887</u>
LIABILITIES & NET WORTH		
MEMBERS' SHARES	\$179,730,815	\$156,467,536
DIVIDENDS PAYABLE & OTHER ASSETS	\$1,701,270	\$1,088,804
TOTAL NET WORTH	<u>\$20,282,703</u>	<u>\$20,383,547</u>
TOTAL LIABILITIES & NET WORTH	<u>\$201,714,788</u>	<u>\$177,939,887</u>

EXECUTIVE TEAM

Rick Odenthal
President & CEO

Kristie McCurdy
VP Stewardship

Mark Dysthe
Chief Financial Officer

Lori Carbajal
VP Human Resources

Barb Klein
VP Compliance

BOARD OF DIRECTORS

Tom Reger, *Chairman*
Cement Masons 633 JATC-Retired

Barry Davies, *Vice-Chairman*
Iron Workers Local 512

Rick Gale, *Treasurer*
Plumbers Local 34 JATC

Joe Lane, *Secretary*
Plumbers Local 15

Jake Pettit
Pipefitters Local 539

Doug Schroeder
Bricklayers & Allied Craftworkers

Dave Schutta
Cement Masons Local 633

SUPERVISORY COMMITTEE

Jake Pettit, *Chairman*
Pipefitters Local 539

Craig Bistodeau
Sprinkler Fitters Local 417

Dan Ferguson
Electrical Workers Local 292

Tim House
Plasterers Local 265

Mark Pothen
Operating Engineers Local 49

CEO STATEMENT

Hello, everyone. I thought 2020 was a challenge with the pandemic and everything that went with it, but it did not seem to let up in 2021. As a banker, there was a time when I would wait to see what the Federal Reserve Chairman had to say, but now it seems as if Doctor Fauci has more of an impact on banking.

I grew up in a household that valued American-bought products. However, with the pandemic, I realized how many American products are dependent on foreign supplies and manufacturers. It's easy to forget that "made in the USA" products are not always 100% USA made. Everything from ankle braces to steel roof joists seem to be shipped from somewhere else, recently causing supply chain issues and pricing increases. I believe that, alongside our direct financial support, BTCU must back opportunities and initiatives to bring these products home. Manufacturing these products in the states will provide union labor more opportunities, turning "made in the USA" into a more true and valued saying.

Despite the limited availability of products and materials, as well as the significant price increases on items from ATVs to homes, our members haven't been deterred. They have been very proactive, as our loans are competitively priced and our service is timely. We have been working with our core processor on automating our systems for increased speed and efficiencies. We have enhanced our mobile and electronic banking services for convenience and social distancing. You will soon see a new drive-up ATM in Maple Grove and Shoreview and a walk-up ATM in Bloomington.

One of our new initiatives over this past year is an old-fashioned idea: **financial stewardship**. We are taking a more personal and direct approach in partnering with our union locals through financial training, outreach and service. To date, the process has exceeded all expectations. We have conducted more of our financial education presentations in the past four months than we did in the previous two years, and the requests continue to come in. We have partnered with several union locals on new buildings, remodeling or refinancing of their training facilities, and we are even looking at some out-of-state partnerships.

I've visited many of these local training centers and several things are clear:

- The training centers are impressive, modern and up to date.
- The level of training provided sets the industry standards.
- The level of commitment, pride and ownership maintained in the trades by the members does not stop with the five o'clock whistle or when an individual retires.
- And I will never be able to climb the I beam out back at the Iron Workers training center and ring the bell.

Lastly, I would like to thank the members of BTCU for their support and confidence over this past year. I am proud to be part of an organization that strengthens and supports the union movement and is a true financial steward to its members.

Thank you,

Rick Odenthal



CHAIRMAN STATEMENT



Hello, it is my pleasure as your Board Chair to report that Building Trades Credit Union has had another solid year of success. This year, the pandemic continued to challenge the credit union in its mission of being a *"Financial Steward to its members."* Despite this, 2021 was a record year for membership and asset growth.

Our membership increased to 17,955 members, as many of our locals saw more of their members join our credit union. We also attracted several other locals and their accounts onto our books. As a result, our loan portfolio grew by \$6.6 million, deposits grew by \$23.2 million, and our assets reached a record high at \$201 million. Our members seem to be in good shape financially as our delinquent loans are extremely low – less than a tenth of a percent. The bottom line was also healthy, as our net income exceeded over \$1 million.

With all this growth, we have made some improvements to our Maple Grove and Bloomington branches by adding offices and workspaces. Our Shoreview branch moved to a temporary location down Rice Street in Little Canada on February 22. It will be tight for a while but well worth the wait. We will be tearing down the current branch and building a new, modern facility to better serve our members. It will highlight union quality and craftsmanship and is expected to open by year end. I would like to thank you for your support and confidence over this past year. As your Board Chair, I look forward to another successful year in 2022.

Thank You,

Tom Reger

NEW SHOREVIEW BRANCH RENDERING



**Building Trades
Credit Union**



BuildingTradesCU.com