



E-CENTRAL
CREDIT UNION
CELEBRATING 80 YEARS OF SERVICE



2023 ANNUAL REPORT

Chairman's and President's Message

It is our privilege to present our Members, esteemed business partners, and the communities we serve with our 80th Annual Report. While technological advancements have shaped how we serve and interact with Members, the one thing that has never changed is our commitment to delivering exceptional value through affordable financial services. In 2023 your Credit Union had one of its strongest financial performances since its inception and is well-fortified and prepared to adapt to evolving economic trends.

Faced with another year of financial challenges, including elevated interest rates and prices for those seeking to purchase homes, vehicles, and consumer goods, Members turned to E-Central to help them weather the storm. Special inflation-busting products and services, such as our CU Save Personal Loan Program, addressed a variety of borrowing needs and allowed Members to refinance and consolidate higher-interest debt, thereby lowering monthly payments, improving cash flow, and making it easier to manage household budgets. E-Central's unique Everything Checking Accounts continued to enable Members to save hundreds of dollars throughout the year on everyday costs, such as cell phone insurance, roadside assistance, and identity theft protection.

In 2023, we rolled out the innovative uChoose Rewards Credit Card Program that enables Members to use a VISA card with low rates and cash back rewards while providing an opportunity to build or rebuild credit when necessary. To make it more affordable for Members to access the equity in their homes, we offered a special Home Equity Line of Credit with a low introductory rate and an interest-only payment option.

The failures of several community banks ignited consumers' concerns about their deposit insurance coverage. In some cases, this caused an unexpected outflow of deposits forcing some financial institutions to significantly increase their rates to retain their liquidity. Overall, this trend resulted in a substantial increase in the cost of funds for the industry. E-Central was certainly not immune to this development, but due to our long-term conservative strategies focused on safety and soundness, these unexpected events had only a minimal effect on our overall financial standing. In fact, and by certain measurements, it was one of the best years we have ever enjoyed. Net Worth Ratio improved to a very strong 21.89%, Net Income more than doubled to \$3,768,172, and Return on Assets improved from 0.83% to a record high of 2.12%.

On the lending side, elevated interest rates throughout the financial services community contributed to a slight Total Loans decline of 1.3%. Nevertheless, E-Central still managed to achieve growth in credit card lending, business loans, home equity lines of credit (HELOC), and CU Save Personal Loans. As a result of our Members' responsible borrowing habits and E-Central's prudent lending policies, our Loan Loss Ratio remained low at 0.09%, while losses from fraud continued to be remarkably low and manageable due to the use of real-time alerts and other evolving technologies.

Our investments in the latest and most convenient digital banking technologies continue to enable E-Central to adapt to today's new and dynamic financial marketplace. Members are increasingly choosing our

convenient online and mobile banking services over traditional cash and in-branch transactions. This trend is underscored by the growing popularity of Zelle® and a variety of other digital channels.

Thanks to the vision, careful planning, and strategies implemented by our executive team and highly experienced Board of Directors, E-Central continues to benefit from strong operational efficiencies. We remained focused on reducing capital expenses, optimizing internal resources, and reallocating funds into properly priced loans that provide a positive return. Looking ahead to 2024 and beyond, E-Central remains financially sound and well-positioned to prudently and effectively navigate the ever-changing financial services marketplace.

In addition to a dedicated volunteer Board and Supervisory Committee, E-Central continued to benefit greatly from our hard-working knowledgeable staff. We would be remiss if we didn't take this opportunity to give a heartfelt thank you to Operations Manager Rose Duran, who retired in 2023 after 36 years of dedicated service. Throughout her tenure, Rose ensured that your Credit Union continued to provide exceptional Member-attentive service.

In closing, we wish to express our gratitude to the Membership for selecting E-Central to competitively and effectively fulfill their financial needs. We also extend our sincere appreciation to our forward-looking Board of Directors, dedicated Supervisory Committee, and member-focused Staff. Your collective efforts continue to drive E-Central's growth and success.

Respectfully submitted,



Mark A. Garmus
Chairman of the Board

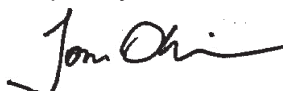


Michael Theodore
President/CEO

Supervisory Committee Report

E-Central's Supervisory Committee is a highly qualified volunteer panel of Credit Union Members charged with safeguarding the interests and assets of our Membership. The Committee works independently of the Board of Directors and Management Team to monitor the accuracy of records, the security of Members' deposits, and compliance with regulatory policies and procedures. In the course of executing its duties, the Committee engaged the services of Turner, Warren, Hwang, and Conrad Accountancy Corporation to perform the annual audit of E-Central's financial statements. I am honored to report that the audit confirmed that the Credit Union met or exceeded regulatory requirements across all operational categories.

Respectfully submitted,



Jon Oliver
Chairman of the Supervisory Committee

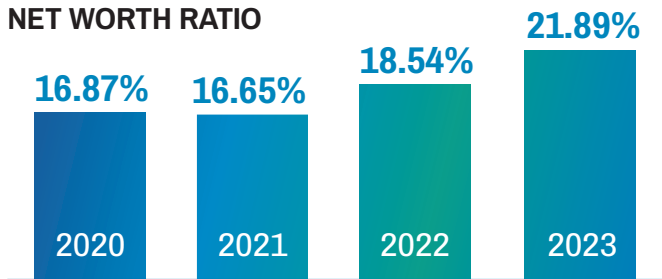
Positioned for Continued Success

Our Net Worth Ratio is three times what the National Credit Union Administration considers “well-capitalized.” It is this financial strength that helps E-Central fulfill its core mission of returning profits to the Membership.

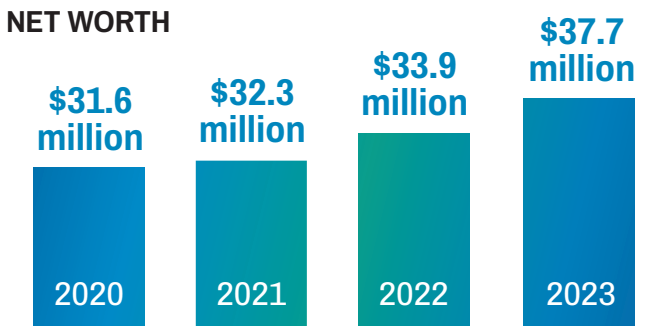
The Credit Union continues to offer competitive rates on deposits while delivering affordable financing options, thereby enhancing the financial health of our Members.



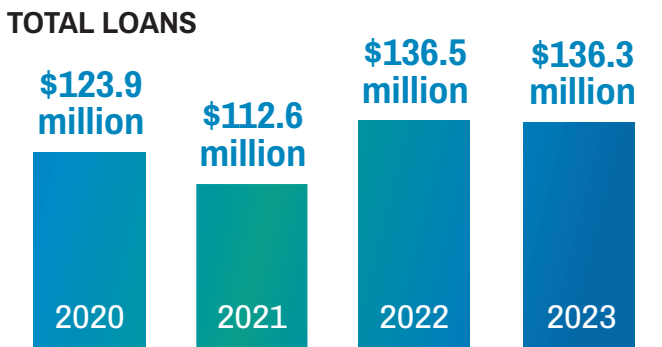
NET WORTH RATIO



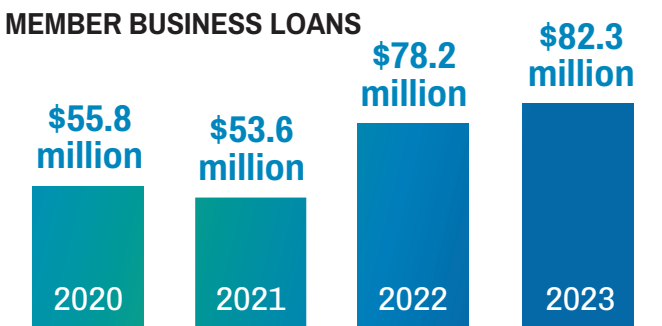
NET WORTH



TOTAL LOANS



MEMBER BUSINESS LOANS



STATEMENT OF FINANCIAL CONDITION

	2023	2022
Cash	\$ 208,682	\$ 272,392
Investments	29,582,550	38,030,128
Loans to Members (Net)	135,146,973	136,517,261
Building & Equipment (Net)	4,198,085	4,231,632
Other Assets	3,315,861	3,577,021
Total Assets	\$ 172,452,151	\$ 182,628,434

LIABILITIES & MEMBERS' EQUITY

Other Liabilities	\$ 2,364,937	\$ 1,909,362
Members' Shares	132,457,413	146,857,444
Regular Reserve	4,604,869	4,604,869
Undivided Earnings	33,024,932	29,256,759
Total Members' Equity	37,629,801	33,861,628
Total Liabilities & Members' Equity	\$ 172,452,151	\$ 182,628,434

STATEMENT OF INCOME & EXPENSE

Interest Income	\$ 8,391,367	\$ 6,542,828
Less, Dividends Paid on Shares	543,441	326,918
Net Interest Income	7,847,926	6,215,910
Provision for Loan Losses	(352,678)	243,651
Other Income	3,045,625	2,407,102
Income from Operations	11,246,229	8,379,361
Operating Expenses	7,476,056	6,822,220
NCUA Stabilization Expense	-	-
Total Expenses	7,476,056	6,822,220
Net Income	\$ 3,770,173	\$ 1,557,141

*These financials are unaudited. Our fiscal year ends March 31, 2024.

BOARD OF DIRECTORS

Mark A. Garmus, Chairman
Dominick Edwards, Vice Chairman
Dennis Magaldi, Secretary/Treasurer
Glenda Giles-Luick, Director
Stephen Henson, Director
Richard Honore, Director
Trevor Kale, Director
James P. Cafferty, Director Emeritus

SUPERVISORY COMMITTEE

Jon Oliver, Chairman
Jim Greenbaum, Member
Corbet Wilcox, Member

MANAGEMENT TEAM

Michael Theodore, President/CEO
Laurent Sy, Senior Vice President of Lending/CCO
Silvio Jorge, Vice President/CFO
Jose Davila, Vice President of Information Technology
Jennifer Gin, Vice President of Commercial Lending Manager
Evan Hitchcock, Vice President of Operations
Sue Brown, Executive Assistant to the CEO
Michelle Aguilera, Operations Manager
Doug Stubenbordt, IT Security Officer

CORPORATE

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