



Alhambra

CREDIT UNION

December Meeting 2024 – NO MEETING

ALCO Packet

- ALCO Agenda – No Meeting
- ALCO Minutes – No Meeting
- ALCO Report
- Concentration Risk
- Investment Schedule
- Net Interest Margin

Mission Statement: To offer cost effective products and services to enhance our members financial interests.

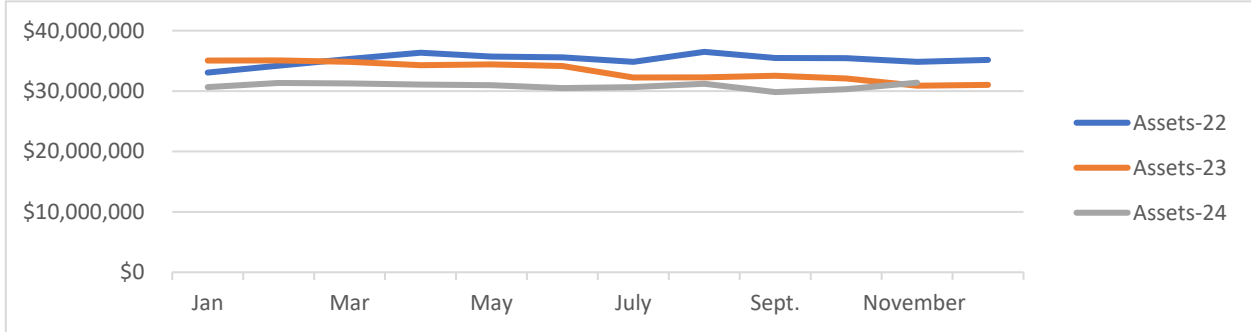
Vision Statement: A Respected and Trusted Credit Union Focused on You, Your Family, and Our Community.

ALCO MEETING AGENDA
December 2024
No Meeting

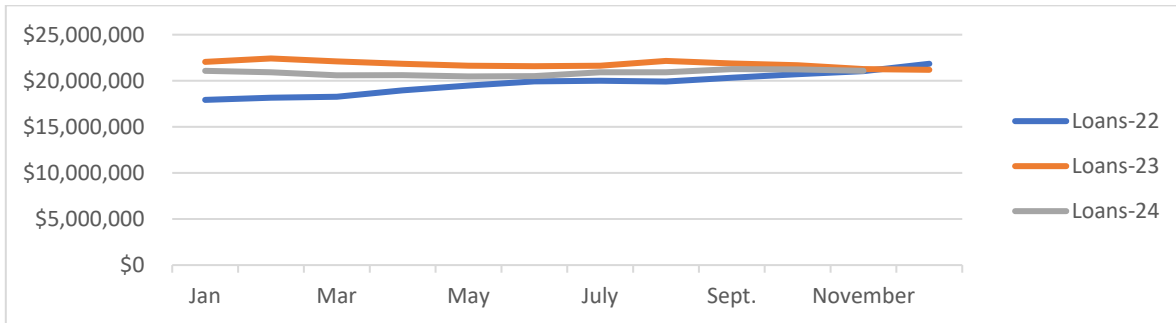


November Asset Performance

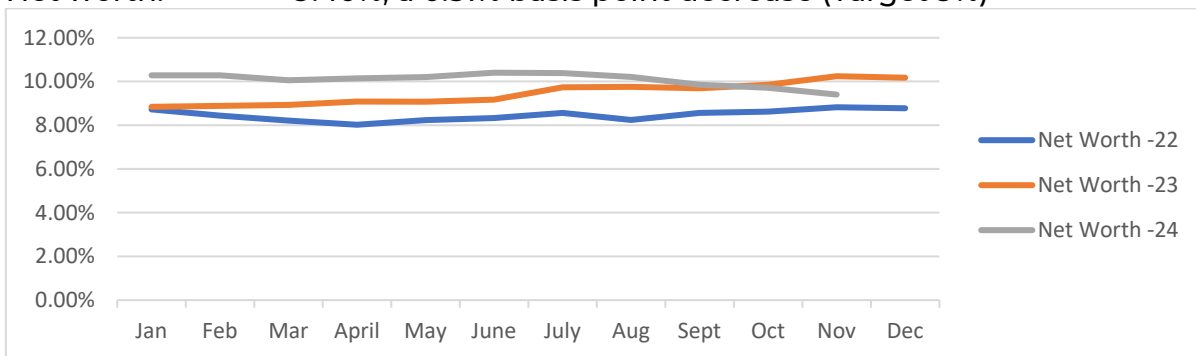
Assets: \$31,386,808 a \$1,056,768 increase (1.21% YTD)



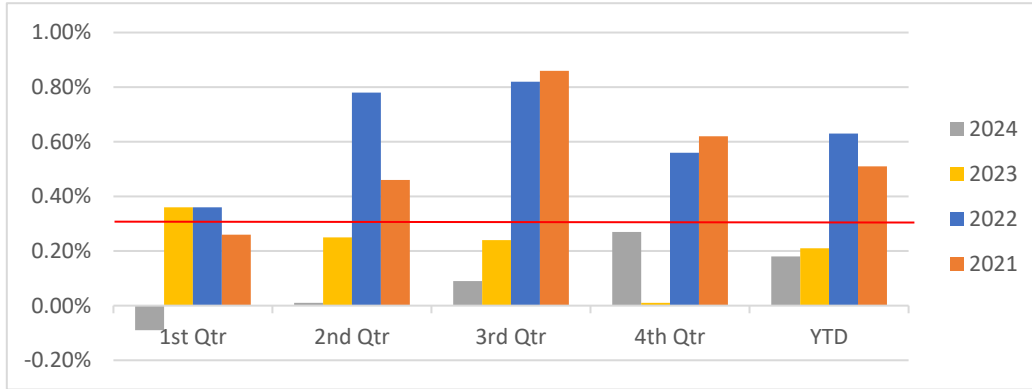
Loans: \$21,084,837 a \$145,917 decrease (-.49% YTD)



Net worth: 9.40%, a 0.31% basis point decrease (Target 9%)



November Return on Assets: 0.27%; YTD 0.16% (Prior yr-end assets + current month/2 = \$31,198,797 avg assets)



Asset Yields:

6.97%	Loan yield - Target - 7.00%
2.13%	Investment Yield - Target - 2.00%
0.45%	Cost of Shares - Target - .29%
4.83%	Net Interest Margin - Target - 5.00%

Comments: Asset Yields are performing well. The Cost of Funds will remain elevated as liquidity in the market remains tight. The Credit Union's current liquidity position is favorable, which allows it to stay competitive in rate management but not aggressively need funding until loan-to-share/asset tightens.

LIQUIDITY ANALYSIS

Risk Limits:

67.18%	Loans/Assets (<90%)
74.74%	Loans/Shares (<105%)
23.26%	Cash & Short-Term Investments/Assets (<35%)
0%	Borrowings & Non-member Deposits/Total Shares & Liabilities (<4%)

Liquidity Comments: Average Daily assets are 30.8M, and our corporate cash account is 1.9M. The credit union is in a good position regarding liquidity and will continue to monitor.

New Investments:

No New Investments

Investment strategy: Reinvest maturing CDs in the short term to rebuild the ladder system if liquidity is adequate.

SHARE AND LOAN RATES

Rate Discussion

BOARD RECOMMENDATIONS

- No Meeting



Concentration Risk
November 2024

Loans by Type:	Balance	% of Net Worth	Risk Rated	% Net Worth Guideline	% Total Loans	
Variable Rate HELOC 15 years	\$ 245,793	8.33%	Moderate	50%	1.17%	<30% total loans
Variable Rate HELOC 10 years	\$ 22,984	0.78%	Moderate	10%	0.11%	
Fixed Rate HELOC	\$ 495,494	16.80%	Moderate	100%	2.35%	
True Variable Rate HELOC	\$ 4,290,337	145.43%	Moderate	240%	20.35%	
TDR-HELOC	\$ -	0.00%	High	10%	0.00%	
Total Real Estate Loans	\$ 5,054,608	171.34%		300%	23.97%	
Indirect Auto - new	\$ 2,924,947	99.15%	Moderate	200%	13.87%	
Indirect Auto - used	\$ 3,968,343	134.52%	Moderate	200%	18.82%	
Indirect Lending Fees	\$ 33,650					
Total Indirect Loans	\$ 6,926,940	233.67%		300%	32.69%	
Direct Auto - new	\$ 1,533,504	51.98%	Low	200%	7.27%	
Direct Auto - used	\$ 5,505,055	186.61%	Low	400%	26.11%	
TDR-Auto	\$ 24,623	0.83%	Moderate	10%	0.12%	
Total Direct Loans	\$ 7,063,182	238.59%			33.50%	
Total Auto Loans	\$ 13,990,122	472.26%		<700%		
Credit Cards	\$ 651,882	22.10%	Moderate	100%	3.09%	
Signature lines	\$ 269,185	9.12%	Moderate	100%	1.28%	
Other unsecured/PLC/overdraft	\$ 383,569	13.00%	Moderate	100%	1.82%	
APL Loans	\$ 35,421	1.20%	Low	20%	0.17%	
Total Unsecured Loans	\$ 1,340,057	45.42%		<150%	6.36%	
Other Loans	\$ 639,503	21.68%	Low	100%	3.03%	
Share secured loans	\$ 60,546	2.05%	Low	100%	0.29%	
Other TDR Loans	\$ -	0.00%	High	15%	0.00%	
Total Other Type Loans	\$ 700,049	23.73%		<100%	3.32%	
Total Loans	\$ 21,084,837					
Investments by Type:						
Corporate CU CD Investments-insured	\$ -	0.00%	Low	25%		
SimpliCD/DTC CD-insured	\$ 994,000	33.69%	Low	400%		
US Sterling SimpliCDs-insured	\$ 4,477,000	151.76%	Low			
Total Investments	\$ 5,471,000	185.45%				
Fixed Assets						
Land & Buildings - net	\$ 1,002,609	33.99%	Low	75%		
Furniture, Fixtures & Equipment-net	\$ 123,061	4.17%	Low	25%		
Total Fixed Assets	\$ 1,125,670	38.16%		3.61%	of unimpaired assets	
Total Assets	\$ 31,386,808					
Deposits						
Reg. Share Draft, MMA, etc	\$ 25,588,422	90.70%				
Reg. & IRA Term Share deposits	\$ 774,302	2.74%			<50% of total deposits	
Total Shares	\$ 28,210,620	93.45%				
Net Worth (member capital)	\$ 2,950,045	100.00%				

9.40%
NWR



INVESTMENT SCHEDULE
December 31, 2024

BANK	TERM	ISSUE DATE	BALANCE	INT. RATE/ PMT. FREQ.	MATURITY DATE	LIQUIDITY CATEGORY	
							<3 mos: 1,244,000.00
Merrick Bank	3 yrs	1/5/2022	249,000.00	0.80% monthly	1/6/2025	<1 year	<1 yr: 2,736,000.00
Moore County	3 mos	10/23/2024	249,000.00	4.35% monthly	1/22/2025	<1 year	<1 yr+capital 2,753,522.75
Generations Community FCU	3 yrs	1/25/2022	249,000.00	1% monthly	1/25/2025	<1 year	1-3 yr (CALC) 1,243,000.00
Kemba CU	9 mos	5/17/2024	249,000.00	5.20% monthly	2/13/2025	<1 year	>3 yr: 0.00
Saratogas	6 mos	8/14/2024	248,000.00	4.90% monthly	2/14/2025	<1 year	
Capital One Bank	3 yrs	4/6/2022	249,000.00	2.10% monthly	4/7/2025	<1 year	
Barclays Bank Delaware	3 yrs	4/13/2022	248,000.00	1.90% monthly	4/14/2025	<1 year	
TAB Bank	3 yrs	4/12/2022	249,000.00	2.10% monthly	4/14/2025	<1 year	Mat/repric this mth:
Beal Bank USA	3 yrs	4/20/2022	249,000.00	2.00% monthly	4/16/2025	<1 year	2,705,520.70
Capital One, Nat Assoc	3 yrs	4/20/2022	249,000.00	1.90% monthly	4/21/2025	<1 year	Org mat <3 mos:
Discover Bank	3 yr	4/27/2022	249,000.00	2.00% monthly	4/28/2025	<1 year	1,244,000.00
Financial Federal Bank	1 yr	4/30/2024	248,000.00	2.00% monthly	4/30/2025	<1 year	Rem mat <1 yr:
American Express Nat. Bank	3 yrs	5/4/2022	249,000.00	1.80% Semi-Annual	5/5/2025	<1 year	6,703,043.45
Morgan Stanley Private Bank	3 yrs	5/19/2022	248,000.00	2.20% Semi-Annual	5/19/2025	<1 year	Rem mat >3 yr
GBC International Bank	3 yrs	8/30/2022	249,000.00	2.30% monthly	9/2/2025	<1 year	0.00
Corda Credit Union	1 yr	11/29/2024	249,000.00	4.30% monthly	12/1/2025	<1 year	
Nelnet	5 yrs	4/22/2021	248,000.00	0.75% monthly	4/22/2026	1-3 years	
Wells Fargo Bank	B03511	5/21/2024	249,000.00	5.00% monthly	5/21/2026	1-3 years	
Vibrant Credit Union	4 yrs	9/21/2023	249,000.00	3.10% monthly	8/21/2026	1-3 years	
NASA FCU	5 yrs	8/24/2022	248,000.00	2.25% monthly	9/24/2026	1-3 years	
New Valley Bank & Trust	2.5 yrs	4/5/2024	249,000.00	1.20% monthly	2/23/2027	1-3 years	
TOTAL CDs			5,223,000.00				
Checking Account			1,601,959.25	0.91%	12/31/2024		GL 742.000
Performance Tiered Account			1,103,561.45	3.95%	12/31/2024		GL 742.000
Catalyst Capital			17,522.75	5.39%	4th Quarter estimate		GL 741.300
TOTAL INVESTMENTS			7,946,043.45				



November 2024

Asset/Liability Management

Actual plus Budget

Margin Management

	11/01/24 to 11/30/24	Plus Budget		
Interest Earned on Loans	\$ 1,351,176	\$ 1,476,593	4.73%	
Interest Earned on Investments	\$ 157,196	\$ 168,446	0.54%	
Other & Fee Income	\$ 592,846	\$ 650,096	2.08%	7.36%
Interest Paid to Members	\$ 127,654	\$ 135,987	0.44%	-0.44%
Operating Expense	\$ 1,869,398	\$ 2,034,948	6.52%	-6.52%
Provision For Loan Loss Expense	\$ 54,603	\$ 69,186	0.22%	-0.22%
				<u>0.18%</u>
Average Assets=Prior Year-end + Current month /2	\$ 31,198,797			
Interest Earned on Loans and Investments			5.27%	
Minus Interest Paid to Members			-0.44%	
Net Interest Margin	4.84%	NIM		
Plus Other Income			2.08%	
Minus Operating Expense			-6.52%	
Minus Provision For Loan Loss Expense			-0.22%	
Net Income/(Loss)	0.18%			

Asset/Liability Management

Actual Annualized

	11/01/24 to 11/30/24	Annualized		
Interest Earned on Loans	\$ 1,351,176	\$ 1,474,010	4.72%	
Interest Earned on Investments	\$ 157,196	\$ 171,487	0.55%	
Other & Fee Income	\$ 592,846	\$ 646,741	2.07%	7.35%
Interest Paid to Members	\$ 127,654	\$ 139,259	0.45%	-0.45%
Operating Expense	\$ 1,869,398	\$ 2,039,343	6.54%	-6.54%
Provision For Loan Loss Expense	\$ 54,603	\$ 59,567	0.19%	-0.19%
				<u>0.17%</u>
Average Assets=Prior Year-end + Current month /2	\$ 31,198,797			
Interest Earned on Loans and Investments			5.27%	
Minus Interest Paid to Members			-0.45%	
Net Interest Margin	4.83%	NIM		
Plus Other Income			2.07%	
Minus Operating Expense			-6.54%	
Minus Provision For Loan Loss Expense			-0.19%	
Net Income/(Loss)	0.17%			