



Trademark
FEDERAL CREDIT UNION



2017 ANNUAL REPORT
As of December 31, 2017

ANNUAL MEETING

May 16, 2018
44 Edison Drive
Augusta, ME
04332

OUR MISSION

At Trademark, we are committed to delivering excellent service, while providing professional financial guidance, education, and the right combination of products and services to help our Members and their families build and sustain financial security.

We will seek continued growth – for the benefit of our Members – and to provide our employees with stable and rewarding careers.

2017 YEAR IN REVIEW

2017 was a year of growth in deposits and products balanced with strong internal controls and commitment to our communities.

- Assets increased over 2016 by \$1,727,794 to end the year at \$85,965,209.
- Net worth remained strong at 12.21%.
- Trademark saved Members \$221,182 in interest when they refinanced their loan with us.
- Transferred over \$145,400 in credit card balances at 3.99% APR with no transfer fees.
- Mitigated loss by managing delinquency to .44% and net charge off to .10%
- Facilitated seven educational sessions at Hannaford and CMP locations.
- Enhanced Trademark Mobile functionality with Bill Pay, Send Cash and Personal Finance Manager.
- Launched the Trademark Blank Check Program for ease when shopping for an automobile.
- Recognized in the Best Places to Work in Maine small employer category, supporting our mission of providing employees with rewarding careers.
- Trademark showed support by contributing 79 hours of volunteer time by employees.
- The organization made the following charitable giving donations in 2017:
 - \$25 to the Feed ME 5k Run
 - \$50.00 to the American Diabetes Association – Tour de Cure
 - \$100 to the March of Dimes
 - \$100.00 to the Mayo Clinic
 - \$250 to the Humane Society
 - \$347 to the Augusta Food Bank in support of Maine Credit Union’s campaign to end hunger
 - \$1,000 to HOBY Maine
 - \$1,000 was donated to the Bread of Life Ministries as part of the Griffin Guerrette Charitable giving fund

A MESSAGE FROM THE BOARD OF DIRECTORS

We sincerely appreciate our Members continued support of Trademark and the value they place on membership in their Credit Union. Your Board of Directors, volunteers and staff are constantly seeking ways to provide you with the best financial services in the marketplace and we will continue to make that our goal. We remain committed to the Credit Union's mission and are excited about our future.

We extend our sincere thanks to the entire Trademark Team for their daily commitment to serve over 8,000 Trademark Members and we congratulate them on the accomplishments of the prior year.

BOARD OF DIRECTORS

As of December 31, 2017

Eric Mayo	CHAIR	Glenn Gagne	DIRECTOR
Susan Clary	VICE CHAIR	Peter Beyeler	DIRECTOR
John George	TREASURER	Tish Payson	DIRECTOR
Cheryl Goulet	SECRETARY	Shawn Sutton	DIRECTOR
Joann Bisson	DIRECTOR	Gale Bertrand	ASSOC. DIRECTOR

SUPERVISORY COMMITTEE

As of December 31, 2017

Glenn Gagne	CHAIR
Gale Bertrand	COMMITTEE MEMBER
Carol Hickman	COMMITTEE MEMBER
Melanie Daigle	COMMITTEE MEMBER

TRADEMARK TEAM

As of May 1, 2018

MANAGEMENT

Joann Bisson	PRESIDENT/CEO
Scott Seguin	EVP/CFO

ADMINISTRATION

Jennifer Gordon	EXECUTIVE ASSISTANT
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BUSINESS DEVELOPMENT

Melissa Goode	BUSINESS DEVELOPMENT OFFICER
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MEMEBER SERVICES

Jessica Schneckloth	MS MANAGER
Aliesha Leighton	MS ASSISTANT MANAGER
Hanna Daniel	TELLER
Chelsea Formica	MS REPRESENTATIVE
William Karl	MS REPRESENTATIVE
Sharon Kelley	VAULT TELLER
Josie McGaw	MS REPRESENTATIVE
Angela Ross	MS REPRESENTATIVE
Melissa Savage	MS REPRESENTATIVE
Elaine Smith	VAULT TELLER

LENDING

Cindy Grasse	LOAN MANAGER
Arlene Blaschke	LOAN OFFICER
Shawn Osgood	LOAN OFFICER
Karina Durrell	CREDIT RESOLUTION
Krystina Foote	LOAN SUPPORT SPECIALIST

INFORMATION TECHNOLOGY

Earl Chip Clary Jr.	IT MANAGER
April Canwell	SYSTEMS ANALYST II

ACCOUNTING

Kim Fletcher	ACCOUNTANT/INTERNAL AUDITOR
Vicki Peary	ACCOUNTANT

BALANCE SHEET

As of December 31, 2017

ASSETS

Cash & Equivalents	\$ 6,206,330
Investments	\$ 23,295,463
Loans	\$ 53,992,288
Accrued Interest	\$ 130,661
Fixed Assets	\$ 839,042
Other Assets	<u>\$ 1,501,425</u>
Total Assets	\$ 85,965,209

LIABILITIES

Accounts Payable	\$ 324,379
Notes Payable	\$ 0
Accruals	\$ 190,534
Settlement Accounts	<u>\$ 442,104</u>
Total Liabilities	\$ 957,017

SHARES & DEPOSITS

Regular Shares	\$ 37,769,988
Money Markets	\$ 6,971,113
Share Drafts	\$ 11,675,393
Clubs	\$ 4,226,420
IRAs	\$ 3,545,516
Share Certificates	<u>\$ 10,338,069</u>
Total Shares & Deposits	\$ 74,526,499

EQUITY

Regular Reserves	\$ 545,958
Undivided Earnings	\$ 3,240,693
Other Comprehensive Income	\$ (14,270)
Equity Acquired Through Merger	\$ 6,273,856
Net Income (Loss)	<u>\$ 435,456</u>
Total Equity	\$ 10,495,963

Total Liabilities, Shares & Equity \$ 85,965,209

INCOME STATEMENT

As of December 31, 2017

INCOME

Interest on Loans	\$ 2,478,383
Income from Investments	\$ 396,950
Other Operating Income	<u>\$ 775,643</u>
Total Income	\$ 3,650,976

EXPENSES

Payroll & Taxes	\$ 1,181,451
Employee Benefits	\$ 179,505
Office Occupancy	\$ 97,633
Office Operations	\$ 489,414
Loan & Share Servicing	\$ 568,107
Professional & Outside Services	\$ 63,356
Travel & Conferences	\$ 85,429
Advertising & Promotion	\$ 56,180
Depreciation	\$ 149,476
Other Expenses	\$ 28,643
Provision for Loan Losses	<u>\$ 64,000</u>
Total Operating Expenses	\$ 2,963,194

Gross Income	\$ 687,782
Dividend Expense	<u>\$ (252,326)</u>
Net Income	\$ 435,456



AUGUSTA

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SCARBOROUGH

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ON THE WEB

www.trademarkfcu.org
www.facebook.com/trademarkfcu

