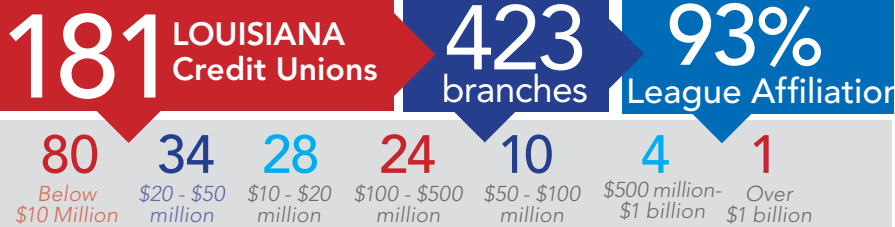
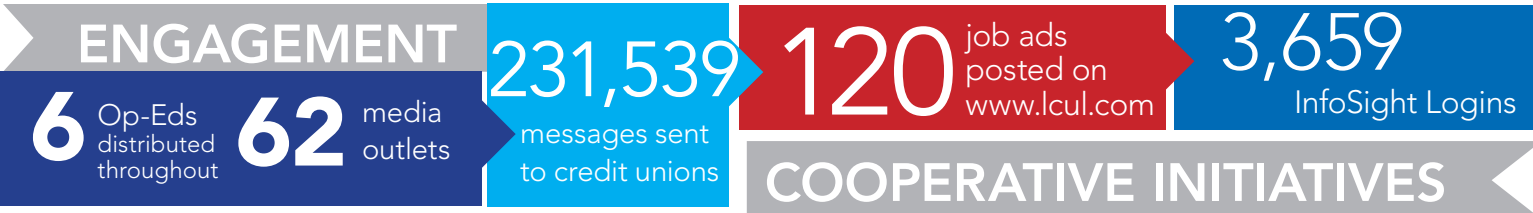
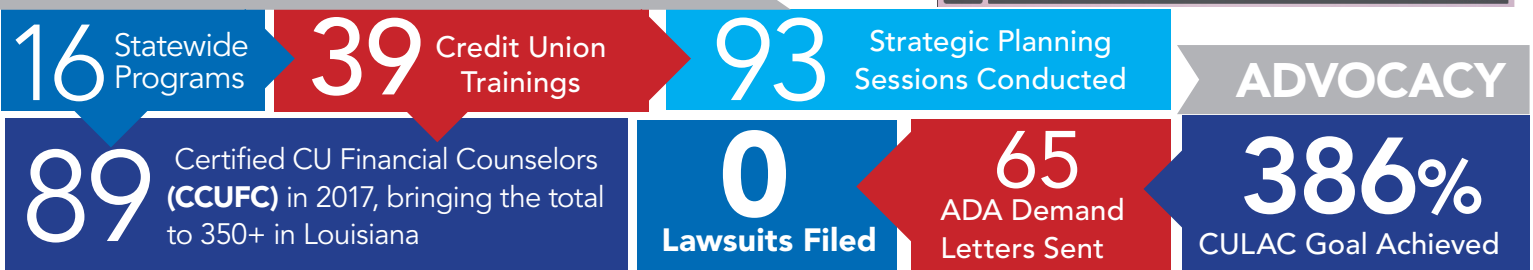


2017 ANNUAL REPORT

EVERY SUPERHERO NEEDS A SIDEKICK



PROFESSIONAL DEVELOPMENT



IT'S MORE THAN A MEMBERSHIP...IT'S A PARTNERSHIP

*CU data reflects March 2018 call report; League fiscal year/reporting period: April 1, 2017 - March 31, 2018



For an association to be a 'Trusted Advocate', it has to have earned your trust through a proven record of success. LCUL has worked hard this past year to demonstrate increased value of affiliation, significantly bolstering its advocacy efforts, professional development opportunities, and compliance support. We have been a catalyst for cooperative activities to help credit unions be leaders in their communities. With that said, know that your League is your trusted advocate **every day**. We have a strong voice, and we know how to implement change using that strength.

A highlight of your League's successes over the past year:

- LCUL and Kudulis, Reisinger, and Price, LLC (KRP) took a unique approach in combating the ADA lawsuits. We were the only state who elected to fight as a group and not as individual credit unions. LCUL was able to provide the funding to do the proper research and defend this like no other association. We serve to protect Louisiana credit unions and collectively we did just that.
- We pride ourselves on the continuous research, lobbying, and open communication with our partners like Adams and Reese. LCUL's advocacy strategy sparked a number of political successes over the past year, including (but certainly not limited to):
 - Comprehensive tax reform legislation put the credit union tax status in jeopardy, but our tireless advocacy kept it out of the House and Senate bills.
 - After continuous communications, LA Senator John Kennedy introduced legislation that favored credit unions (S. 2155, S.923)
- LCUL joined forces with seven other Leagues to form The Raiffeisen Group (TRG), a strategic collaboration that creates a marketplace of 800+ credit unions with a unique value proposition. While not a merger, this alliance allows us to pursue business partnerships and collaborative ventures that would not otherwise be possible.
- After successfully passing prize-linked savings legislation, we were determined to bring a first-class product to Louisiana. We designed the Lucky Lagniappe Savings Account specifically for Louisiana credit unions and the feedback thus far has been overwhelming. To date, credit union members collectively saved more than \$150,000.

This is just a taste of what this past year delivered. While we have seen great success, we are hungry to do more. Our industry respects tradition, but it also demands innovation.

Open dialogue and communication will be a key strategy moving forward so that we all understand our shared vision, direction and goals. You, the Louisiana credit union community, will have a direct voice in innovating the future of the League. We have the passion to continue to grow your engagement with us. **Feedback provides information. Information evokes change.**

Over the years, LCUL's leadership has been instrumental in forging strong partnerships with the best in the industry. Together, we will continue to capitalize on these relationships and aggressively advocate on your behalf. With the constant change our industry endures, one thing that remains is our commitment to promoting, protecting, and unifying Louisiana's credit union system. We want to thank you for the trust you place in us; thank you for playing an essential role in the success of our organization. Our accomplishments remind us that our strengths reside in our unity of vision and purpose.



Glen Beard
Glen Beard
Chairman



Bob Gallman
Bob Gallman
President/CEO

BOARD OF DIRECTORS

Glen Beard, *Chairman*
Sidney Parfait, *Vice Chair*
Eldridge Etienne, *2nd Vice Chair*
Anna Suire, *Treasurer*
Joe Battaglia, *Secretary*

Brian Burton
Joyce Butler
Helen Delin
Ken Gardner
Tyler Grodi
Tina Lewis
Benny Miers
Patricia Morris
Vicki O'Brien
Connie Roy
Glenda Rushe
Cindy Sansing
Roy Walling
Steve Webb

FINANCIALS*



ASSETS

Current Assets

Cash and Cash Equivalents	\$1,701,326
Certificates of Deposit	1,600,667
Accounts Receivable	411,079
Prepaid Expenses	121,243

Total Current Assets 3,834,315

Net Property & Equipment 50,086

Others Assets

Total Cash - Temporarily Restricted	111,014
Deferred Annuity	210,280
Deferred Tax Asset	484,319

Investments in:

CSSI, Inc.	4,380
Credit Union 24, Inc.	500
Credit Union House, LLC	33,992
CU Cooperative Systems, Inc.	20,000
The Raiffeisen Group	23,819
Total Investments	82,691

Payroll Funding Deposit 60,000

Other Assets 12,170

Total Other Assets 949,474

TOTAL ASSETS \$4,833,875

LIABILITIES, NET ASSETS, STOCKHOLDER'S EQUITY

Current Liabilities

Accounts Payable	\$ 239,182
Deferred Lease Bonus	32,115
Deferred Revenue	94,959
Accrued Salaries, Vacation, and Benefits	37,831
Peer Group Liability	40,571
Current Portion of Long-Term Liabilities	<u>42,056</u>
Total Current Liabilities	486,714

Total Liabilities 654,938

Net Assets and Stockholder's Equity

Temporarily Restricted Net Assets	70,443
Unrestricted Net Assets	4,742,124
Retained Earnings (Deficit)	(633,630)

Total Net Assets & Stockholder's Equity 4,178,937

TOTAL LIABILITIES, NET ASSETS AND STOCKHOLDER'S EQUITY

\$4,833,875

UNRESTRICTED NET ASSETS

Revenue

Membership Dues, Sales, Conferences 2,881,370

Expenses

Program Services, Management, Membership Development, Operating 2,743,411

Other Revenue (Expenses)

Depreciation	(26,689)
Interest and Dividend Income	30,167
Gain (Loss) on Investments, Net	(351)
Bad Debt Expense	(30,370)
Gain (Loss) on Disposal of Property & Equipment	<u>(22,140)</u>
Net Other Revenue (Expenses)	(49,383)

Increase in Unrestricted Net Assets/Net Income, Before Taxes 88,576

Income Tax Expense (Benefit): (123,827)

Increase in Unrestricted Net Assets/Net Income \$212,403

INCREASE IN NET ASSETS/NET INCOME \$212,403