Corporate America Family Credit Union Annual Report



Our Vision

To make a meaningful difference in the financial lives of our members.

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Report of the Chairman & President

At Corporate America, we get it.

We understand that positive results come in many forms, but the strategy that provides Corporate America with the best opportunities is steadfast commitment to you — our membership. Your active participation, along with teamwork and contributions from the dedicated staff and guidance from the Board of Directors, present Corporate America with continued success today and into the future.

2007 was a year in which Corporate America welcomed Peter Paulson in his new role as President/CEO. Peter's commitment to providing excellent member service was passed along to staff where it proved to be one of the credit union's greatest assets. This continued focus on professional development has allowed us to provide membership with unmatched service.

The year also marked a turning point for the credit union. After the indirect auto lending loss in 2006, Corporate America showed its resilience and achieved positive results while many financial institutions struggled in today's economic environment.

Our goals are your goals.

To improve our position in the marketplace, we relocated several locations across the nation, including branches in High Point, NC, Herndon, VA, Chicago and Crystal Lake, IL. As we continue to look for ways to develop financial opportunities for members, we added new products to our innovative portfolio of services. These include CU Money - a reloadable *VISA®* debit card to help control spending and maintain a budget as well as the addition of Health Savings Accounts - a special investment account that provides tax benefits in planning medical expenses for high deductible health plans.

We are members helping members.

As a not-for-profit financial cooperative, Corporate America understands that helping others is one of the most rewarding experiences and the foundation of our business. In 2007, the credit union continued its tradition of community involvement. The year marked many important contributions including the support of the Hope Group, Habitat for Humanity and Project Backpack, our annual nationwide school drive for less-fortunate families. The devoted staff also participated in charitable events throughout the year for many local causes.

We'll grow together.

Moving into 2008, we look forward to enhancing member relationships with the launch of our Member Loyalty Program. This program rewards members with discounted rates when you apply for vehicle and signature loans. We take into account many factors such as your length of membership, total loan and savings dollars and services per member. As each member has different needs and goals, we will continue to develop our products and services to fit your financial situation. As the financial industry changes we will continue to provide unmatched member service to give members the best opportunities to succeed.

Best wishes in 2008 and beyond!



Costanzo Maestranzi Chairman of the Board

Peter Paulson President/CEO

Supervisory Committee Report

The Supervisory Committee's responsibility is to serve Corporate America members by ensuring that all credit union records are accurately and properly reported.

This committee fulfills its obligation to members by monitoring and auditing the activity of each credit union branch office and department for adherence to internal control procedures and Board Policy. This committee receives and reviews member inquiries and resolves any problems that may exist.

The committee also recommends policy and procedure changes to the Board of Directors for their approval. In addition, the financial statements of all merging credit unions are reviewed and special audits performed, as required, prior to merge dates.

The Supervisory Committee has contracted with McGladrey & Pullen, LLP to perform an annual audit of credit union accounts. Their latest report dated October 23, 2007 states that their examination was made in accordance with generally accepted auditing standards. McGladrey & Pullen, LLP concluded that the financial statements present fairly the financial position of Corporate America Family Credit Union as of March 31, 2007, and the results of its operations and the changes in its financial position for the year then ended, in conformity with generally accepted accounting principles applied on a consistent basis.



Donn ZawisSupervisory Committee

Comparative Financial Statement In thousands of dollars

BALANCE SHEET

		As of December 31
ASSETS	2007	2006
Cash in Banks	\$5,406	\$5,425
Loans to Members (Note 1)	458,856	442,734
Allowance for Loan Loss	(7,207)	(8,862)
Investments (Note 1)	41,725	76,119
Other Assets	28,337	39,221
Total Assets	\$527,117	\$554,637
LIABILITIES & EQUITY	2007	2006
Members' Shares (Note 2)	\$311,234	\$333,270
Share Certificates (Note 1 & 2)	153,880	162,696
Other Liabilities	5,996	6,626
Reserves	56,007	52,045
Total Liabilities & Equity	\$527,117	\$554,637
INCOME STATEMENT		
		As of December 31
REVENUES	2007	2006
Interest on Loans	\$34,898	24,503
Investment Income	2,734	4,103
Fee Income	9,250	9,768
Total Revenues	\$46,882	\$38,374
EXPENSES		
Dividends on Share Accounts	\$7,403	7,657
Dividends on Share Certificates	7,293	7,388
Loan Loss Provision Expense	4,148	19,317
Salaries & Wages	12,771	13,658
Office Expenses	6,603	6,754
Membership Benefits	2,454	2,637
Other Income & Expenses	2,259	2,424
Total Expenses	\$42,931	\$59,835
NET INCOME	\$3,951	(\$21,461)

NOTES: FAIR VALUE OF FINANCIAL INSTRUMENTS

⁽¹⁾ Fair market value has been estimated using the discounted cash flow method for any class of financial instruments with a maturity or repricing terms of greater than 12 months. The book value and fair market value of loans, investments, and share certificates with a maturity or repricing terms greater than 12 months were as follows:

Book Value Fair Market Value

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Dec. 31, 2007 - Loans	428.2	426.9
Investments	0.4	0.4
2 Year SCs	34.9	31.8
Dec. 31, 2006 - Loans	408.6	405.3
Investments	6.2	6.2
2 Year SCs	51.8	47.3

⁽²⁾ For member shares and one-year share certificates, book value represents fair market value. Member shares reprice monthly and constitute member ownership equity in the credit union.

Treasurer's Report

The year 2007 was very challenging for Corporate America Family Credit Union (CAFCU) as it took appropriate steps to deal with the financial issues encountered in the previous year. The Centrix Program continued to negatively affect the financial performance for the year; however, its impact was dramatically reduced.

During 2007, CAFCU earned a net income of \$4.0 million. Net income increased by \$25.4 million from the previous year. The increase in net income was primarily attributed to reductions in loan loss provisions and amortization expenses associated with the Centrix Program as well as reductions in other expenses. Total Revenues of \$46.9 million increased by \$8.5 million, or 22.2% from the previous year. This increase was primarily attributed to fewer Centrix premium amortizations that were recognized during the year. Total Expenses of \$59.8 million decreased by \$16.9 million, or 28.3%. Of this amount, \$15.2 million was due to reduced loan loss provisions taken in 2007. Decreases in dividend expenses paid to members and operating expenses made up the remaining favorability.

Total reserves at the end of 2007 were \$56.0 million. This was an increase of \$4.0 million, or 7.6% from the previous year. The total equity to asset ratio at the end of 2007 was 10.6%. This was an increase of 1.2% over the previous year.

CAFCU ended 2007 with Total Assets of \$527.1 million. This was a decrease of \$27.5 million, or 5.0%. The decrease is driven by lower Investments, \$34.4 million, and lower Other Assets, \$10.8 million, offset by higher loan balances, \$16.1 million. The higher Loan Balance was due to increases in the Indirect Prime Auto Lending and The College Network loans offset by decreases in Centrix Loan balances. The decease in Investments was due to the

change in total deposits. The change in Other Assets was due to the amortization of Centrix premiums and reduced receivables.

Total Deposits finished the year at \$465.1 million. This was a decrease of \$30.9 million, or 6.2%. The change in deposits was due to a \$22.0 million decrease in Member Shares and an \$8.8 million decrease in Share Certificates.

In summary, CAFCU has returned to profitability in 2007 while making significant progress in dealing with the issues presented by the downturn of the Centrix Program. The Credit Union looks forward to continue its improved financial performance in 2008.



Ron Kalisz Treasurer

Branch Locations

ARIZONA

Peoria

Scottsdale

CALIFORNIA

Foster City

Santa Clara

CONNECTICUT

Bristol

Terryville

GEORGIA

Atlanta

ILLINOIS

Burbank

Chicago (2)

Crystal Lake

Elgin (2)

Huntley

McHenry

Oak Brook

Rosemont

Saint Charles

Streamwood

Warrenville

KANSAS

Kansas City

Olathe

NEW JERSEY

Secaucus

NORTH CAROLINA

High Point

OHIO

Marion

PENNSYLVANIA

Towanda

TEXAS

Dallas

VIRGINIA

Herndon

Member Service Center

1-800-359-1939

Monday through Friday

7 am - 7 pm, CST

Website

www.cafcu.org

Shared Branching

We're part of the Shared Branching Network, giving you access to your accounts and most financial transactions at more than 1,400 Credit Union Service Centers worldwide.

Our Services

Savings

Enjoy consistently higher savings rates.

Share Accounts

Dividend-earning Savings Account

• Money Market Accounts

Flexible, tiered rates let you earn more money

• Share Certificate Accounts

Higher-yield savings option

Individual Retirement Accounts

Supplemental retirement options

Health Savings Accounts

Tax-deductible medical planning account*

Holiday Club Accounts

Be ready for the season of giving

Specialty Savings Accounts

Reach the savings goals you've set

Loans

Get the money you need for whatever you want.

• New & Used Vehicle Loans

The best rates to save you money

Home Equity Loans

Whatever your needs, we've got the program

Mortgages

Fixed & variable rates make home buying affordable

• VISA® Credit Cards

Low rates & rebates on interest paid

• Quick Cash Line of Credit

Hassle-free emergency cash

Signature Loans

Flexible & convenient for virtually any need

Special Homeowner Programs

Low rates with potential tax benefits*

Services

Handling your money is easy and convenient.

• Member Loyalty Program

Every member can get discounted rates on Vehicle & Signature loans

Premium Checking[™]

More benefits & money-saving bonuses

Traditional Checking

No fees, balance requirements or per-check charges

- Overdraft Protection
- CU Money

Pre-paid debit card to help manage spending

ATM Access

Absolute convenience with the Corporate America ATM/Debit card

EZ Advantage

Automatic loan payment

· Loan by Phone

Call and apply 24/7 with quick approval

• MARTI - 24-Hour Automated Telephone Teller

24/7 touch-tone access to any transaction

• BALANCEsm - A Financial Fitness Program

Confidential, no-cost financial advice

Extended Warranty Coverage

Supplemental coverage for more peace of mind

Vehicle GAP Coverage

Pays the difference between your insurance payout and loan balance

Loan Payment Protection

Pays for your loan if you're not able to

• CarQuotes®

Preferred dealer network

SMARTMOVE™

Cash rebates & professional assistance when buying or selling real estate

Family Lifetime Membership

Once a member, always a member

e-Services

Anytime access at your fingertips.

• On-line Account Access

Review statements, check balances, transfer funds & more

• On-line Loan Application

Registered On-line Account Users just click and apply, any time

• On-line Financial Magazine

Financial resources 24/7

eStatements

Monthly statements on-line

• Monthly eNewsletter

On-line news, education and exclusive offers

^{*}Consult your tax advisor

2007 Board of Directors



Costanzo Maestranzi
Chairman of the Board
Investment Committee
Political Action Committee
Nominating Committee



Maurice Thompson Vice Chairman Operations Committee Nominating Committee



Ronald Kalisz Treasurer Investment Committee Nominating Committee



Kenneth Naatz Secretary Investment Committee Nominating Committee



Peter Paulson
President
Investment Committee
Political Action Committee



John Blozis
Assistant Secretary
Investment Committee
Nominating Committee



Donn ZawisInvestment Committee
Supervisory Committee



Lynn FraasOperations Committee
Membership Committee
Supervisory Committee



Larry Page
Loan Committee
Investment Committee



Thomas RieckPolitical Action Committee
Supervisory Committee



Glenn BrownOperations Committee
Loan Committee

At Corporate America, We get it.

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