



2021 ANNUAL REPORT

MIDFLORIDA
Florida's community credit union®

Insured by NCUA.



CEO'S REPORT

MISSION ACCOMPLISHED.

I joined MIDFLORIDA nearly 30 years ago. When I interviewed for the position in April of 1992, the credit union had grown to \$100 million in assets and served over 30,000 members. However, the credit union had some difficult years and was in need of new leadership and a new vision. I shared with the board my plan to reduce expenses, lower loan rates and begin expanding the credit union.

I will be retiring in 2022 and I'm proud to report that the plan was a success. As I prepare to leave MIDFLORIDA, the credit union has reached over \$6 billion in assets and well over 400,000 members. We have also created over 1,000 well-paying jobs in central Florida and expanded the credit union to over 50 Florida counties.

I was fortunate that the board believed in my vision in 1992 and supported me throughout my 30 years. I'm also

fortunate that Steve Moseley, our current President, has been chosen by the board to take my place. Steve shares a similar vision for MIDFLORIDA. Whereas my goal was to expand MIDFLORIDA throughout central Florida, Steve's goal is to make MIDFLORIDA the first statewide credit union.

However, we both agree that the member comes first at MIDFLORIDA. Our goal for the past 30 years has been to create a full-service financial institution that is member-centric. I believe we have built that platform. Steve is poised to take the member experience to the next level, where we offer a full suite of financial products to the entire state of Florida.

D. Kevin Jones, CEO



PRESIDENT'S LETTER



CHAIRWOMAN'S CORNER

Thank you to our members, Board of Directors, and dedicated staff for another great year at MIDFLORIDA. And thank you to Kevin Jones for 30 years of tremendous service. We ended our last full year under Kevin's leadership with solid financial results—reaching total assets of over \$6 billion, net income for the year of \$108 million, loan growth for the year of 18 percent, and total loans outstanding of \$4.85 billion. Between new and existing members, we added over \$800 million in deposits during the year. We had record member growth, adding 65,000 new members during 2021.

We are striving to make MIDFLORIDA more convenient for you—we added new branches in Lake Placid and Haines City during the past year and are opening Temple Terrace / USF, Davenport, Sarasota Downtown, and Bradenton Cortez in 2022.

We added many more dealerships to our Dealer Direct network, making it easier for you to get MIDFLORIDA financing where you choose to shop for your new or used car. We updated our mobile app to make it more friendly and intuitive and experienced an immediate spike in usage.

Thank you for allowing us to help you with your financial needs as we strive to increase the financial well-being of all our members every day!

Steve Moseley

As MIDFLORIDA settled into the new normal, staff and Board members had more opportunities to interface with fellow community members. We soaked up the Florida sun with both new and seasoned members at community celebrations in Naples and the Villages. We painted a mural with residents of Lake Placid in celebration of our new, larger branch. With our service area reaching as far west as Liberty County, we look forward to one day celebrating an expansion north into the Tallahassee area. Expanding our service area has been one of Kevin Jones' goals during his 30-year tenure.

Reflecting on Kevin's final year as MIDFLORIDA's CEO, one can't help but think of all the lives that have improved under his leadership. Thank you, Kevin, for instilling the belief that there is power in numbers. As such, you—our members—are the driving force behind MIDFLORIDA's success.

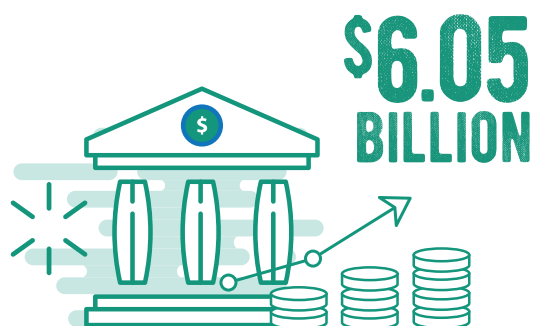
As we turn the page with Kevin's retirement, a new chapter begins under the most capable leadership and unyielding dedication of Steven Mosley. Steve has been with MIDFLORIDA for more than 25 years. In the interim, he has already hit the ground running with a clear vision of leading the credit union into the next chapter of service and growth. I invite each of you to join the MIDFLORIDA momentum as we aspire to enrich our service areas.

Shirley Daniels Pellarchy

As the economy continued recovering from the pandemic, we maintained strong financial success. The credit union ended the year with over \$6 billion in total assets; asset growth for the year was a record \$931 million. Total loans increased by \$718 million, indicating 18.6 percent growth; and deposits increased by \$820 million, representing 17.8 percent growth over last year. Record net income of \$108 million resulted in a 1.95 percent return on average assets. Our net worth increased by more than \$108 million, ending the year with a strong 9.60 percent net worth ratio.

Zelda Abram

CFO'S REPORT



**\$6.05
BILLION**

TOTAL ASSETS IN 2021

2020 - \$5.12 Billion | 2019 - \$4.42 Billion



18.6%
Loan Growth



17.8%
Deposit Growth

1.95% Average Return On Assets

9.60% Net Worth Ratio



CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

	December 31,	
	2021	2020
ASSETS		
Cash and cash equivalents	\$ 542,940,968	\$ 237,895,227
Investments:		
Equity securities	7,132,097	5,983,485
Available-for-sale	422,294,276	429,829,834
Held-to-maturity	72,231	90,634
Other	14,949,650	128,303,543
Federal Home Loan Bank (FHLB) stock	2,559,600	3,979,900
Loans held-for-sale	11,103,456	19,355,783
Loans receivable, net of allowance for loan losses	4,563,293,745	3,823,809,223
Accrued interest receivable	12,322,902	12,157,101
Premises and equipment, net	191,763,645	181,278,625
National Credit Union Share Insurance Fund deposit	46,914,683	39,720,398
Assets acquired in liquidation	1,944,497	1,822,145
Goodwill	93,443,267	93,443,267
Other assets	139,198,808	141,351,452
Total Assets	\$6,049,933,825	\$5,119,020,617
	December 31,	
	2021	2020
Liabilities		
Share and savings accounts	\$5,437,063,816	\$4,617,382,264
Borrowed funds	2,341,266	4,536,221
Accrued expenses and other liabilities	48,143,436	44,263,519
Total liabilities	5,487,548,518	4,666,182,004
Commitments and contingent liabilities		
Members' Equity		
Regular reserve	\$10,923,475	\$10,923,475
Undivided earnings	553,556,426	445,210,125
Accumulated other comprehensive loss	(11,772,008)	(12,972,401)
Equity acquired in merger	9,670,664	9,670,664
Non controlling interests	6,750	6,750
Total members' equity	562,385,307	452,838,613
Total Liabilities and Members' Equity	\$ 6,049,933,825	\$ 5,119,020,617

CONSOLIDATED STATEMENTS OF INCOME

	December 31,	
	2021	2020
Interest Income		
Interest on loans receivable	\$157,469,940	\$146,912,448
Interest on investments	9,909,957	13,845,180
Interest income	167,379,897	160,757,628
Interest Expense		
Dividends on share and savings accounts	14,353,516	20,717,603
Interest on borrowed funds	-	3,406,787
Interest expense	14,353,516	24,124,390
Net Interest Income	153,026,381	136,633,238
Provision for Loan Losses	(16,358,772)	24,080,867
Net Interest Income After Provision for Loan Losses	169,385,153	112,552,371
Non-Interest Income		
Service charges	51,911,500	45,618,448
Card income	44,022,700	32,918,508
Gains on sale of mortgage loans, net	7,984,660	6,937,262
Other non-interest income	6,184,523	5,526,628
Other components of net periodic pension cost	2,085,498	978,637
Equity securities profits, net	596,879	552,706
Gains on sale of investments, net	460,919	1,189,823
Gain on liquidation of CU24 CUSO	-	225,707
Gain on disposition of assets acquired in liquidation, net	-	179,249
Gain on disposition of premises and equipment, net	-	51,980
Non-interest income	113,246,679	94,178,948
	282,631,832	206,731,319
Non-Interest Expense		
Compensation and employee benefits	97,386,530	91,862,503
Operations	21,345,284	20,901,948
Professional and outside services	14,699,016	11,383,879
Education and promotion	14,167,403	8,389,705
Occupancy	13,977,449	13,114,404
Loan servicing	12,082,623	8,904,412
Loss on disposition of premises and equipment, net	172,503	-
Loss on disposition of assets acquired in liquidation, net	26,961	-
Non-interest expense	173,857,769	154,556,851
Consolidated Net Income	108,774,063	52,174,468
Less: Net income attributed to noncontrolling interests	(417,375)	(368,181)
Net Income	\$108,356,688	\$51,806,287



2021 GROWTH

420K+ MEMBERS
1100+ EMPLOYEES
55+ COUNTIES
60+ BRANCHES

LEADERSHIP

Senior Management Team

- Kevin Jones, Chief Executive Officer
- Steve Moseley, President
- Dennis Pershing, Executive Vice President,
Consumer Lending
- David S. Hand, Executive Vice President,
Commercial Lending
- Zelda V. Abram, Chief Financial Officer
- Christopher David, Chief Operations Officer
- Nancy Irvin, Chief Human Resources Officer
- Jill Davis, Chief Marketing Officer
- Richard Haggins, Chief of Risk Management
- Michael Cheeseman, Chief Analytics Officer
- Sterling Grubbs, Chief of Mortgage Services
- Donna Brown, Chief of Audit & Compliance
- Vanessa Hernandez, Chief of Retail Delivery
- Tim Lysak, Chief Information Officer

2021 Board of Directors

- Shirley Pellarchy, Chairwoman
- Kenneth Heubusch, Vice-Chairperson
- John Upperco, Treasurer
- Chester Brojek, Secretary
- Nick Sudzina, Director
- Christopher Geiger, Director
- Dan Pierce, Director
- Donald Williams, Director
- Gary Ruhle, Director
- Darrell Jensen, Director
- Harry Williams, Director

Supervisory Committee

- Terrence McGriff, Chairman
- Connie Milito
- Kathryn Ashmore
- Derrick Hall
- Sarita Guillory