



People Caring About People

Annual Report

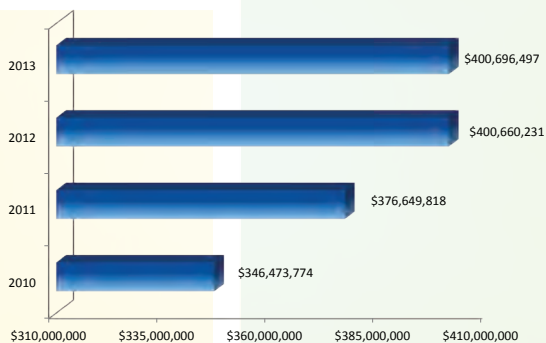
Remarkable

2013

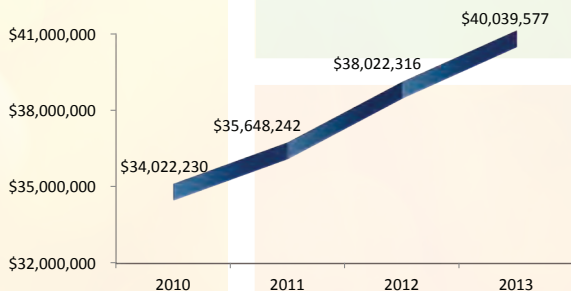
Total Loans



Total Shares



Members' Equity & Reserves



Financial Condition

As of 12/31/2013

Assets		
Consumer Loans		\$90,517,488
Real Estate Loans		\$185,137,420
(Less Allowance for Loan Losses)		\$(1,233,694)
Total Loans		\$274,421,214
Cash		\$3,527,379
Investments		\$141,278,105
Other Assets		\$22,135,366
TOTAL ASSETS		\$441,362,064

Liabilities & Equity		
Liabilities		\$625,990
Member Share Deposits		\$400,696,497
Members' Equity & Reserves		\$40,039,577
TOTAL LIABILITIES & EQUITY		\$441,362,064

Income Statement

As of 12/31/2013

Income		
Income from Loans		\$13,710,300
Income from Investments		\$4,127,067
Other Income		\$4,585,726
TOTAL INCOME		\$22,423,093

Expenses		
Operating Expenses		\$13,699,109
Dividends Paid to Members		\$5,575,339
Non-Operating Expenses		\$1,131,384
TOTAL EXPENSES		\$20,405,832
CONTRIBUTION TO MEMBERS' EQUITY		\$2,017,261

Detailed audited financial statements and a report from the independent auditors are available. Please contact the Finance Department at the Support Center.



Chairman's Report

By Bill Carr

The year 2013 was another exciting time for your credit union as we faced continuing challenges, opportunities and growth. We set new records for income and equity, sometimes better known as capital. We continued to address the ever-increasing government regulatory burden that all financial institutions are facing. Fortunately, we caught a break as our forced contribution to rebuilding the NCUA's insurance fund was recently halted. This will allow us to keep our rates at levels delivering maximum benefits to the members.

Data breaches (Target, et. al.) that we all have read about kept things interesting as well. Rest assured that we at Sun Federal are doing everything possible to maintain the security of your accounts and personal information. We continue to invest in state-of-the-art technology and procedures to maximize your protection.

As we look forward to 2014, there will be some exciting changes which you should see occurring throughout the year, some of which may alter the "look and feel" of Sun Federal. Expect changes to our website, some member communications and new credit card developments.

On a separate note, your Board will also be working together to improve our leadership competencies and maintain the professionalism that is required to succeed at the highest levels. As Sun Federal grows, the need for dedicated, skilled and highly motivated directors will continue.

As always, thank you for being a member and giving me the opportunity to serve.

A handwritten signature in black ink, appearing to read "W. A. Carr". The signature is fluid and cursive, with a large, sweeping "C" at the end.



President's Report

By Gary Moritz

Helping people and fulfilling needs and dreams is at the core of what makes Sun Federal different from other financial institutions.

Along the journey of life every member encounters experiences, both good and bad, which contribute to whom, and where, they are today. We call it the "member's story." It's this context that we use to serve our members in a most unique way. It's the member's story, not solely their financial status, which matters most to us.

Sun Federal is proud to be a **co-op·er·a·tive**. In today's big banking environment, cooperatives are becoming increasingly popular. People, especially our younger generation, are looking for something different; organizations where the focus is on people and doing what is right and honest, not what is convenient and most profitable. In a cooperative, members own and participate together, as **voting owners** in the affairs, priorities and leadership of their financial organization. At the credit union, members participate in different ways based on their stage in life... some save and others borrow, but together they fulfill a common need in a most unique mission driven way. It is this very structure that has kept Sun Federal safe, sound, secure and prosperous for over 63 years... since our founding in December 1950.

You may be wondering why member stories and cooperative participation are so important to Sun Federal...it is rooted in our Mission Statement:

In the spirit of "People Caring About People," the Mission of Sun Federal Credit Union is to improve the quality of life for each member through a personal and professional service relationship that results in members for a lifetime.

Our Mission Statement is the guiding purpose and filter we use when making decisions that affect the lives of our members as well as the

future direction of Sun FCU. This “statement” is a living, breathing commitment of our beliefs and values. It defines how we see and use financial principles and tools to help members achieve a quality of life and sense of well-being that transcends the traditional mindset of having a lot or not enough money. Through the empowering spirit, we are “people **caring** about people” in a personal and professional way. To us, it’s personal - we are sincerely interested in the life story of every member; it’s professional too – we are fully trained and skilled in all matters of financial services.

Through sincere listening, we provide guidance and resources to help **improve the quality of your life**. Every member has different goals and dreams and when we understand those, it ensures we are offering the right products and services to help them, and the Credit Union, succeed. We love learning about you and your family so we can celebrate and support you during every stage of life. At Sun Federal you **are not** a number, you are part of the family. It’s **personal!**

I encourage every member to take time to truly reflect on your personal values and beliefs. What is your mission? What drives and filters the decisions and actions of your daily life? Maybe consider writing your very own personal “mission statement” (if you don’t already have one).

Staying true to our mission was the key to 2013 being a record year for your Credit Union! Your participation and contributions last year brought continued success and prosperity. Over 1,200 new members joined our family in 2013, member borrowing grew \$19.36 million, or 7.6%, and we contributed \$2 million in net earnings to our “rainy day fund” (capital) while bringing our member equity ratio to 9.09%.

I’m grateful that you’re part of the Sun Federal **co-op-er-a-tive!** Together, we can live a mission that matters for a lifetime...

A handwritten signature in black ink, appearing to read "Gary", with a stylized flourish at the end.

62nd Annual Meeting Minutes

Board Members Present: W. Carr; W. Barrett; C. Gordon ; J. M. Jesionowski; W. D. Lieder; T. Ryan; L. Santaniello

Assoc. Directors Present: R. Cherry

Senior Managers Present: G. Moritz; M. Bourdo; M. DeYoung; B. Hughes; J. Keilholz; D. Krueger; D. Wilde;

Others: E. Fiscus (Supervisory Chair); M. Fryer (Rec. Secretary)

Brian Hughes announced the winners of the Maria Fanelli Levine Memorial Scholarship Trust as follows: First Place – Erin K. McConnell; Second Place – Jacob Bandeen; Third Place – Benjamin D. Wexler.

W. Donald Lieder called the meeting to order at 6:20 pm. Sherry Phillips verified that a quorum was present. Approximately 447 members were present.

Chairman Emeritus W. Don Lieder indicated that the previous Annual Meeting minutes were available in the 2012 Annual Report and a motion was brought to suspend reading: the motion passed.

Supervisory Committee Chairman Ed Fiscus reported that the NCUA and Cindrich, Mahalak & Co. CPA audits were completed in 2012 with satisfactory reports. He also announced the election results: William A. Carr, J. Michael Jesionowski, and Walter Barrett have been re-elected to the Board of Directors.

Chairman William Carr issued the report of Chairman and welcomed members to the 62nd Annual Meeting. He stated, in keeping with the sports theme of the meeting, SFCU is playing a “bloodsport” in the financial services industry - yet SFCU seeks to thrive. He closed his comments by recognizing the volunteers.

President Gary Moritz addressed the membership and focused his comments on “the Passion of Remarkable”; becoming a most remarkable credit union that transcends the normal; to be a place where people truly feel a part of something. The credit union’s goal is to be remarkable in the hearts and minds of the membership. Not many organizations have a heart-level commitment; some lose their way - winning is about more than financial success. He recognized the employees and shared a story about the perils of valuing only money too highly when compared with impacting people’s lives. This credit union strives to focus passions and leave a defining life-legacy.

Chairman William Carr asked for any unfinished and new credit union business (none reported), gave closing comments and the meeting adjourned at 6:42 pm.

Members
Earned

\$5.4 million

more in financial benefits*

Each
Member
Saved

\$70

in Fees*



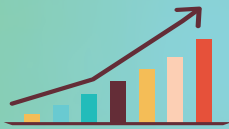
Each Member Earned

\$113

more in
dividends*



56



financial education
seminars presented

Our Employees Volunteered

1,682 hours

serving local communities

2,066

people received
financial coaching



*Compared to like credit unions nationwide.

www.SunFCUorg

800.786.0945

