

## COMMUNITY INVOLVEMENT

At **Guadalupe Credit Union**, we work with community partners to provide products and services to those in need. Our certified financial coaches have spent thousands of hours teaching classes, hosting seminars, lecturing and more. Our on-on-one approach has helped create long-lasting, strong partnerships, which drive home GCU's mission of **providing financial empowerment within the communities we serve**. Below are some of the organizations we worked with in 2016.

Acción  
 Adelante SFPS  
 American Cancer Society  
 BeWell NM  
 Casa Familia  
 Capital High School  
 Catholic Daughters of the Americas  
 Children's Miracle Network/CU4Kids  
 Christus St. Vincent  
 City of Santa Fe  
 DreamTree Project  
 ECO High School  
 Española Chamber of Commerce  
 Española Municipal Court  
 The Food Depot  
 Habitat for Humanity  
 Keep It Co-Op Santa Fe  
 Literacy Volunteers of Santa Fe  
 Mexican Consulate  
 Mora Chamber of Commerce  
 Mora/Colfax Head Start Program  
 Mora Independent Schools  
 Mujeres de Adelante  
 National Latino Behavioral Health Association (NLBHA)  
 NM Dreamers in Action  
 A Nurse in the Family  
 Ramirez Thomas Elementary School  
 Rising Stars in the Southwest  
 Sangre de Cristo Funeral Fund  
 Santa Fe Chamber of Commerce  
 Santa Fe Community College  
 Santa Fe Dreamer's Project  
 Santa Fe Hispanic Chamber of Commerce  
 Santa Fe Need & Deed  
 Santa Fe Police Department  
 Santa Fe Veteran's Center  
 Santo Nino Catholic Community  
 Solace Crisis Treatment Center  
 Somos Un Pueblo Unido  
 St. Elizabeth's Homeless Shelter  
 Sweeney Elementary School  
 Taos Chamber of Commerce  
 Taos Education and Career Center  
 Taos High School  
 Taos Pueblo Housing  
 United Way of Santa Fe County  
 UNM Taos  
 Workforce Solutions of NM

## PRESIDENT/CEO REPORT

"Time flies when you're having fun," is a saying that we've all heard. And it's never been truer than in my 25 years leading Guadalupe Credit Union. Let's look back a little at the credit union's last 25 or so years so you can see how far we have come in such a short time.

Prior to my coming to GCU in 1992, the credit union had merged both Christo Rey Credit Union (in 1984), St. Anne's Credit Union (both founded by Father McCarthy) and HE & HS Credit Union. At the end of 1990, GCU had 3,392 members and by 1991, \$11.6 million in assets. Also in 1991, we only had the single branch on Osage Avenue, but by 1996, we had opened the Marcy Street location. By 1998, GCU had doubled in size (in only seven years) to \$23 million in assets and to \$48.4 million by 2004. By 2010, GCU had passed the \$100 million mark and grew more than \$10 million in 2010 alone.

In 2000, the credit union made a strategic decision, under the leadership of Board Chair Louis Padilla, that solidified our direction and enabled us to grow even further – serving the underserved and creating products and services which provided financial empowerment to all of our members. Over the years, that decision has changed how we do business and allowed us to receive almost \$4 million in grant funding to assist in making the lives of northern New Mexicans better.

GCU opened the Rodeo Road branch in 2003 and in 2007, relocated the Marcy Street branch to the DeVargas Albertsons and opened the Airport Road strip mall branch with a grant from the National Credit Union Foundation (furthering our vision of serving the underserved).

In 2011, GCU merged in Land of Enchantment FCU, which enabled opening the Don Diego branch. By 2012, we had opened the Airport branch and remodeled the Don Diego branch. 2013 saw GCU expanding into Taos, into Espanola in 2015 and Mora in 2016, with the merger of St. Gertrude's Credit Union, which was also founded by Fr. McCarthy.

Over the years, we have been able to add a variety of products and services to meet the needs of our members, including a 24-hour call center, VISA credit and debit cards, home equity lines of credit (HELOCs), home and mobile banking, Shared Branching, a nation-wide fee-free ATM network, a department of nationally-certified financial coaches and more. And we've done it all based on feedback provided from you, our member-owners.

Looking back, it seems like a lot – and it has been. But the hard work and dedication of the GCU volunteers and staff has been what has made it all possible. We have a clear vision of what we want the credit union to be – a safe, non-judgmental place where members can get the financial help and guidance they need. When we say, "more than banking, we're family," we mean it.



I've been privileged as the leader of this great team to have been a part of the GCU familia – taking part in marriages, births, graduations, career growth and so much more. It has been a pleasure and an honor to have served you for the last 25 years. It will be exciting for all of us to see what the next 25 years bring!

**Winona Nava**  
 President and CEO  
 Guadalupe Credit Union



## GUADALUPE CU OFFICIALS

### BOARD OF DIRECTORS



**Priscilla Archuleta**  
 Board Chair



**Bryan Maestas**  
 Board Vice-Chair



**Anayensi "Ana" Ramirez Olivas**  
 Board Sec./Treasurer



**Carmen Dominguez**  
 Board Member



**Toni Chavez**  
 Board Member

### SUPERVISORY COMMITTEE



**Hazeldine Romero**  
 Supervisory Committee Chair



**John Block**  
 Supervisory Committee Vice-Chair



**Donna Vigil**  
 Supervisory Committee Secretary



**Linda Medina**  
 Supervisory Committee Member



**Mike Martinez**  
 Supervisory Committee Member



- 3601 Mimbres Lane, Santa Fe, 87507 505-982-8942
- 3721 Academy Road, Santa Fe, 87507 505-982-8942
- 1101 Don Diego Avenue, Santa Fe, 87505 505-982-8942
- 460-G N. Riverside Drive, Española, 87532 505-747-6548
- 115 La Posta Road, Suite C, Taos, 87571 575-758-3899
- #508 State Highway 518, Mora, 87732 575-387-2644

[www.guadalupecu.org](http://www.guadalupecu.org)



## 2017 Annual Meeting

Sunday, April 23 • Noon

Santa Maria de la Paz Parish Hall, Santa Fe

# Providing financial empowerment within the communities we serve.

## GUADALUPE CU 2016 LOANS

New Auto	279	5,678,327.48	4.81%	1st Adjustable Rate			
Used Auto	3,048	31,113,545.72	26.38%	Mortgage	1	275,196.03	0.23%
Signature Loans	809	1,898,344.26	1.61%	2nd Mortgage Balloon	2	225,100.13	0.19%
LOC/Check Guard	2,453	7,007,801.33	5.94%	2nd Mortgage <15 yr	40	734,467.28	0.62%
Rec Vehicle	147	1,630,629.58	1.38%	Non Owner Occupancy			
Mobile Home	202	2,626,555.35	2.23%	Real Estate	12	610,420.47	0.52%
TDR/Work out				Non Owner Occupancy			
Consumer Loans	18	293,164.30	0.25%	Balloon	14	1,234,509.84	1.05%
Share Secured	318	2,643,424.30	2.24%	Mortgage Equity	1	16,964.06	0.01%
All Other Loans	1,879	252,863.16	0.21%	HELOC	73	2,346,552.38	1.99%
1st Mortgage <15 yr	170	8,547,368.92	7.25%	TDR/Workout			
Vacant Land 1st Mortgage	159	5,384,989.90	4.57%	Mortgage Loans	23	3,325,864.88	2.82%
Vacant Land Balloon	5	268,320.73	0.23%	VISA	2,682	1,329,045.88	1.13%
1st Mortgage Balloon	322	40,515,896.39	34.35%				

**TOTALS | 12,657 | 117,959,352.37 | 100%**



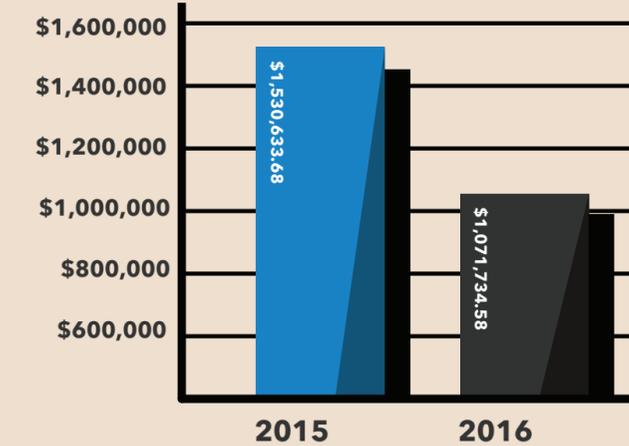
## STATEMENT OF FINANCIAL CONDITION

ASSETS	31-DEC-15	31-DEC-16	INCOME STATEMENT	31-DEC-15	31-DEC-16
Loans to Members	111,717,042.78	117,959,352.37	Loan Income	6,961,752.70	7,691,212.92
Less Allowance for Loan Loss	(1,341,173.52)	(1,568,664.84)	Investment Income	82,374.40	110,449.21
Cash	2,144,094.70	2,779,106.95	Other Income	2,313,587.40	2,890,699.81
Investments	19,308,455.31	25,834,075.10	<b>TOTAL INCOME</b>	<b>9,357,714.50</b>	<b>10,692,361.94</b>
Building and Equipment	6,395,823.44	6,680,532.85	Less Operating Expense	6,916,166.84	8,153,897.19
Other Assets	1,414,500.82	699,220.38	<b>OPERATING INCOME</b>	<b>2,441,547.66</b>	<b>2,538,464.75</b>
<b>TOTAL ASSETS</b>	<b>139,638,743.53</b>	<b>152,383,622.81</b>	Dividends to Members	478,678.79	533,031.78
<b>LIABILITIES, SHARES &amp; EQUITY</b>			Interest on Borrowed Money	-----	-----
Liability	1,153,422.06	1,786,563.30	Less Loan Loss Expense	360,800.00	837,583.00
Share Certificates	44,373,146.87	47,608,146.93	<b>NET INCOME</b>	<b>1,602,068.87</b>	<b>1,167,849.97</b>
IRA Deposits	6,573,946.54	6,502,824.17	Gain/Loss on Investment	-----	(1,052.31)
Share Draft/Checking	13,612,751.44	15,235,618.06	Gain/Loss on Disposition of Assets	(71,435.19)	(95,063.08)
Money Market Shares	20,891,030.30	21,289,650.66	NCUIF Stabilization Premium/Reimbursement	-----	-----
Shares	39,066,727.06	45,207,555.66	<b>NET INCOME</b>		
Other Comprehensive Income	(1,355,209.00)	(1,616,235.00)	<b>2015: 1,530,633.68   2016: 1,071,734.58</b>		
Undivided Earnings	14,592,869.17	15,639,439.94			
Regular Reserve	730,059.09	730,059.09			
<b>TOTAL L, S &amp; E</b>	<b>139,638,743.53</b>	<b>152,383,622.81</b>			



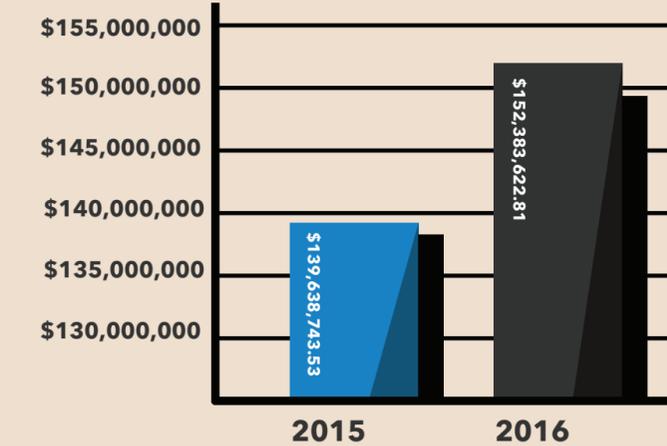
## GUADALUPE CREDIT UNION YEAR IN REVIEW

### NET INCOME

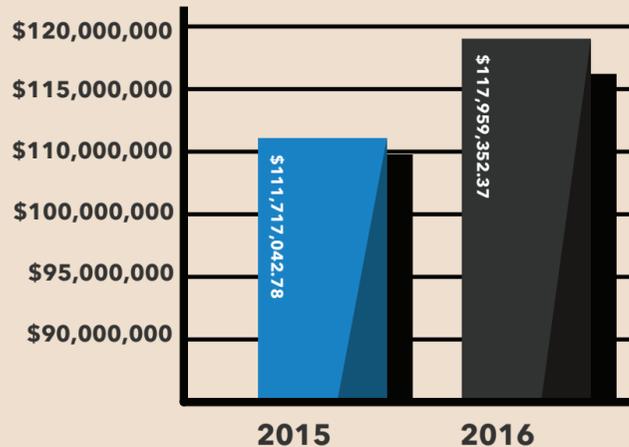


For your reference, the graphs are a comparison of where we stood Dec. 31, 2016 compared to Dec. 31, 2015.

### TOTAL ASSETS



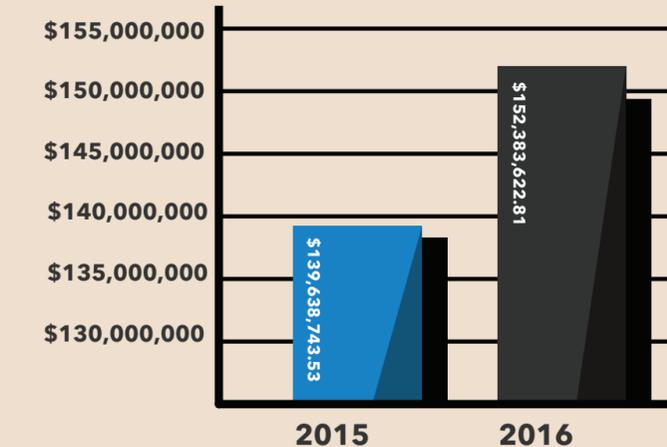
### LOAN TOTALS



### TOTALS



### TOTAL LIABILITIES, SHARES, & EQUITY



On behalf of the GCU staff and volunteers, we would like to thank you for trusting us and allowing us to work with you to meet your ongoing financial needs.

#### GRAPH KEY

■ 2015 ■ 2016

**MORE THAN BANKING, WE'RE FAMILY!**