



The best of both worlds

OnPoint Community Credit Union Annual Report 2015



Opening a new branch in Hillsdale attests to OnPoint's commitment to bring members sophisticated products and services through hometown personal banking. Noteworthy is the support from local members and businesses that helped pave the way, further acknowledgement that how we do business is recognized and respected. Added proof: the branch far exceeded expectations in its first month.

Hometown, personal banking on a global level

At OnPoint Community Credit Union people make the difference. That's the way it's always been and that's the way it will stay.

While we work hard to create products, services and delivery systems with global level sophistication and security, we are firmly committed to handshakes, face to face conversations, and our personal relationships with members. While we're quick to recognize trends and anticipate needs in a changing economic environment, we are committed to all the things that make banking at OnPoint personal and meaningful.

In 2015, by adding Wealth Management to Investment Services, enhancing mortgage and retirement information access and offering foreign currency and EMV technology we continued to grow our palette of global level products and services. By opening two new branches (for a total of 26) we continued to cement our commitment to always be there in person.

OnPoint's community commitment is something else we take personally. This year it was stronger than ever as we increased our sponsorships, donations and employee volunteer hours.

It's all part of our overall commitment going forward...staying personal, providing global opportunities. It's the best of both worlds.



Personal touch banking at OnPoint also includes member education. Trevor Reink, an OnPoint mortgage loan officer, has conducted regular home buyer seminars for members and prospective members since 2010. Attendees learn to navigate the home buying process and how to take advantage of valuable resources. Other professionals including real estate agents, title and escrow agents often join in.

Our corner of the world

The personal hallmark we put on everything we do at OnPoint Community Credit Union continued to pay off in 2015. It was another year of successes on all fronts.

From a financial standpoint, total assets reached \$3.9 billion. Deposits rose 9.7% to \$3.4 billion and loans increased by 13.4% to \$2.5 billion. Membership grew to 294,920 members, a 6.5% increase. OnPoint remains safe, sound and secure.

Our ongoing ability to offer sophisticated products and services to our members rang true again. The addition of Wealth Management provides Investment Services with a multi-generational range of products; innovative digital payment options such as Apple Pay were introduced; and enhanced Online Banking features provide greater mortgage and retirement information. Our mortgage business continued to grow with a 63% increase in home loans for the year.

Two new branches – Stadium and Hillsdale – brought our total to 26 and affirm our commitment to personal banking. Our successful pursuit of a branch location in Hillsdale was made possible in part by the community support we received from both members and businesses. Further proof that we are recognized for who we are and how we do business: our success as a financial institution; how we serve our members; and how we serve our community.

Making a difference in our community is important to us. Through sponsorships, donations, employee volunteer hours and our own OnPoint Prize for Excellence in Education, we'll keep working to help make our community a better place.

Thank you once again to our board of directors, executive team, employees and our loyal members for another great year.



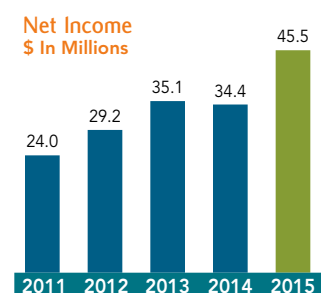
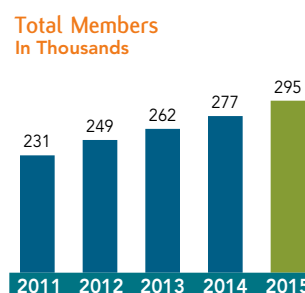
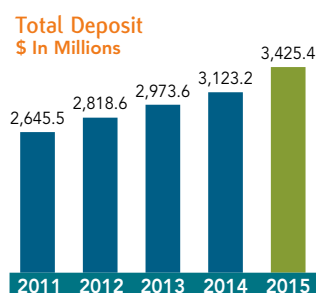
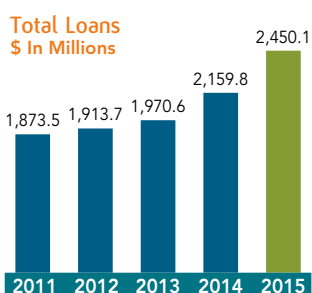
Rob Stuart



Tom Tsuruta

Rob Stuart, President/CEO

Tom Tsuruta, Chair/Board of Directors





Building personal relationships is at the heart of OnPoint's business banking. Business relationship manager Julie Crist says, "Knowing each business member thoroughly allows OnPoint to provide customized lending solutions and services that solve problems and help a business thrive." Rob Barnett, owner of DataSafe, Inc., a corporate data storage company, consolidated his company finances with OnPoint. "They understand just what we need."

Hometown global numbers

Statements of financial condition

December 31	2015	2014
(\$ In Thousands)		
ASSETS		
Cash and cash equivalents	\$453,776	\$380,060
Available-for-sale investments	\$920,692	\$939,875
Other investments	\$10,051	\$14,313
Loans held for sale	\$7,707	\$10,023
Loans, net	\$2,439,933	\$2,147,954
Accrued interest receivable	\$8,251	\$7,558
Property and equipment, net	\$10,427	\$10,876
National Credit Union Share Insurance Fund (NCUSIF) deposit	\$31,939	\$30,196
Other assets	\$23,311	\$18,949
Total assets	\$3,906,087	\$3,559,804
LIABILITIES AND NET WORTH		
Deposits	\$3,425,443	\$3,123,196
Accrued expenses and other liabilities	\$46,183	\$42,202
Total liabilities	\$3,471,626	\$3,165,398
Net worth	\$434,461	\$394,406
Total liabilities and net worth	\$3,906,087	\$3,559,804

Statements of operations

For the Years Ended December 31	2015	2014
(\$ In Thousands)		
INTEREST INCOME	\$102,159	\$99,152
INTEREST EXPENSE	\$6,751	\$9,593
Net interest income	\$95,408	\$89,559
PROVISION FOR LOAN LOSSES	\$1,136	\$1,078
Net interest income after provision for loan losses	\$94,272	\$88,481
NON-INTEREST INCOME		
Fee income	\$11,490	\$10,936
Interchange income	\$23,745	\$21,021
Net gain on sale of loans	\$12,738	\$7,334
Net gain on sale of investments	\$3,445	\$679
Other operating income	\$5,533	\$4,751
Total non-interest income	\$56,951	\$44,721
NON-INTEREST EXPENSE		
Compensation and benefits	\$52,387	\$48,239
Professional and outside services	\$20,531	\$19,015
Office operations	\$11,436	\$10,789
Promotional	\$6,621	\$6,860
Occupancy	\$7,172	\$6,855
Other	\$7,599	\$7,028
Total non-interest expense	\$105,746	\$98,786
Net income	\$45,477	\$34,416



OnPoint
COMMUNITY CREDIT UNION

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Chief Financial Officer

Tory McVay
Senior Vice President/
Retail Delivery

Kelly Schrader
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Chief Operations &
Risk Officer