

2021 ANNUAL REPORT



GREATER TEXAS CREDIT UNION **AGGIELAND CREDIT UNION**





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President's Report

In this, the 70th anniversary year for Greater Texas | Aggieland Credit Union, we are stronger. We are more focused. We are able to meet the entire range of members' needs better than ever before.

At the end of 2021 we dedicated our new headquarters facility, an improvement that benefits both members and employees. The efficiencies we gained by bringing all our administrative and back-office staff together are already seen in growth and member satisfaction. Additionally, this unity has fostered a cohesive work culture that will contribute to even greater accomplishments in 2022 and beyond.

We are well within reach of an amazing milestone, \$1 billion in assets. When we reach that level, it will be more than just another achievement of which to be proud. It will validate our success in delighting and meeting the needs of our 80,000+ members. And as we surpass that level, it will be because of our dedication to serving our members, our communities, and our employees.

TOP-TIER MEMBER SERVICE

Looking forward, we remain laser-focused on providing top-tier member service, as this is critical to maintaining our phenomenal growth. We are improving in-person experiences for several branches in 2022, with many branch enhancements already in the works. And, with a newly expanded contact center, members who contact us get connected with an agent quicker than ever before. This level of service is vital in the competitive landscape of 2022. There are virtually endless options for people when it comes to banking. It is our efficient and personal service that makes Greater Texas | Aggieland Credit Union stand out. We are dedicated to providing financial services experiences that will exceed our members' expectations, ensuring continued loyalty.

We know preparing for the future and protecting what matters most are important parts of building a solid financial plan. In 2021, the credit union expanded its CUSO service offerings. Now, in addition

to Financial Solutions, which provides members with access to affordable investment planning services, members can shop for the best property and casualty insurance available through the credit union's new wholly-owned subsidiary insurance agencies.

TECHNOLOGY & INNOVATION

In 2022, we will continue to upgrade and implement advanced technologies, including machine learning, artificial intelligence, and process automation across all areas of the credit union. Leveraging technology allows us to achieve peak efficiency, and will put us at the forefront of financial service innovation. Additionally, information security remains Greater Texas | Aggieland Credit Union's highest priority. With full-time information security staff dedicated to continually monitoring our systems for suspicious activity and network intrusions, along with proactive elimination procedures, sophisticated firewalls, use of advanced data-encryption technologies, and more, we have resources in place to ensure our member's private financial information remains safe and secure.

GREATER GOOD

In 2021, the credit union volunteered more than 380 hours and gave more than \$190,000 to worthy causes within our communities. This year, we'll continue doing what's right for those who need us most. Causes we support include education, children and youth, senior services, homelessness, disaster relief, and financial literacy.

2022 will be a year of significant progress for Greater Texas | Aggieland Credit Union, and I look forward to continuing to serve our members, our communities, and our employees.

H.N. Baker

Howard N. Baker II
President & Chief Executive Officer
Greater Texas | Aggieland Credit Union







Board Chairman's Report

2021 was one of the strongest years in Greater Texas|Aggieland Credit Union history. Lending far exceeded our anticipated growth rate, and our members largely resumed their pre-pandemic spending. 2021 total loans grew 23 percent over 2020, and share deposits continued to grow rapidly at 16 percent, a rate that is almost twice as fast as growth seen in pre-pandemic year 2019. These percentages are significantly higher than other credit unions in our asset size peer group.

There are solid reasons for the strong performance in 2021. Our decision to move our indirect auto lending operation in-house proved to be a highly successful strategy, and members clearly prefer the convenience of point-of-sale financing. In addition, our strategy to leverage new and advanced loan origination technology has served our members very well, as member feedback is overwhelmingly positive. Beyond auto lending, members chose Greater Texas|Aggieland Credit Union to fulfill their mortgage and business lending needs, with both areas exceeding our budget projections. When you couple these moves with strong and well-focused marketing efforts, it becomes clear how these factors drove our success.

In 2021, we experienced operational stability amid the economic disruption caused by the global pandemic. It is important to keep in mind that we were able to attain strong lending growth in an environment in which there were fewer new vehicles available due to global chip and component shortages. The situation was similar in new house construction, with building materials and labor both in short supply.

One more highlight of 2021 was the completion and dedication of the new headquarters in Austin. It is a state-of-the-art facility designed to foster cooperative work and to unite the Greater Texas|Aggieland administrative staff in a comfortable and welcoming environment.

With sincere appreciation for my fellow volunteers on the Board of Directors and Supervisory Committee, as well as for the credit union's management and staff, I earnestly thank all credit union employee team members for the valiant effort put forth in 2021 to make the credit union a successful top tier financial service provider. I especially thank you, our membership, for continuing to choose Greater Texas|Aggieland Credit Union for your financial needs.

W. Yeager

Wesley Yeager
Chairman of the Board of Directors
Greater Texas|Aggieland Credit Union

FINANCIALS

BALANCE SHEET (CONSOLIDATED)

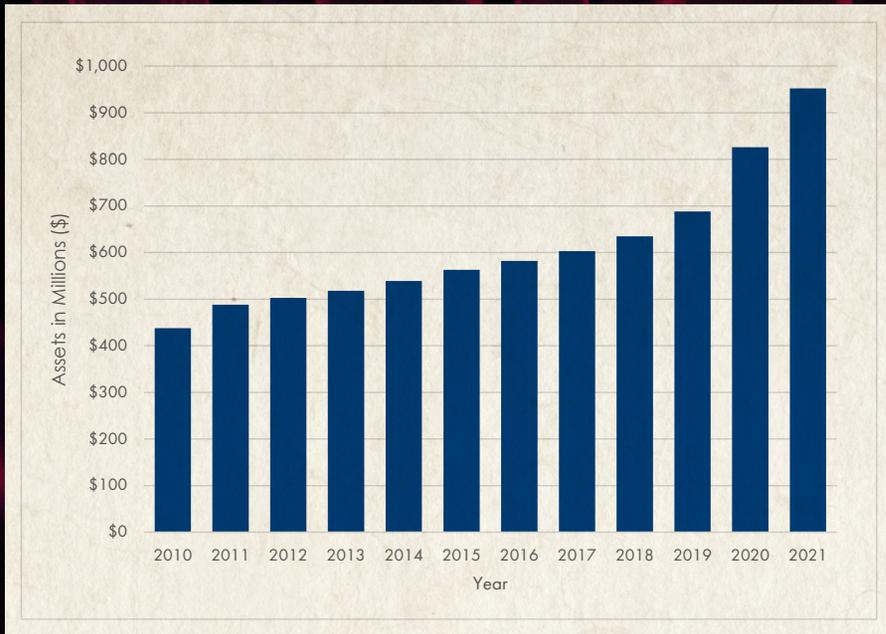
	2019	2020	2021
Cash & Investments	\$181,597,530	\$183,851,179	\$156,735,776
Net Loans	\$457,182,711	\$571,520,542	\$711,475,206
Other Assets	\$49,350,382	\$70,523,885	\$84,325,906
Total Assets	\$688,130,623	\$825,985,606	\$952,536,888
Shares	\$624,528,416	\$755,534,082	\$876,549,935
Liabilities	\$6,402,976	\$9,887,486	\$11,570,158
Equity	\$57,199,231	\$60,474,038	\$64,416,795
Total Shares, Liabilities & Equity	\$688,130,623	\$825,895,606	\$952,536,888

INCOME STATEMENT

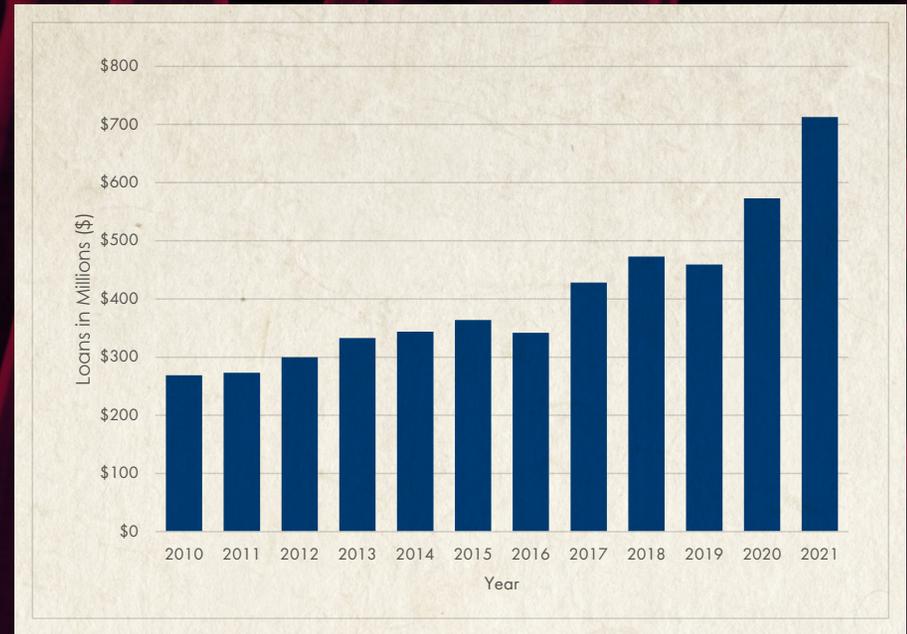
	2019	2020	2021
Gross Income	\$30,072,048 100.00%	\$32,220,181 100.00%	\$38,155,084 100.00%
Operating & Non Operating Expense	\$24,710,523 82.17%	\$27,234,572 84.53%	\$31,425,544 82.36%
Loan Loss Provision Expense	\$10,000 0.03%	\$380,000 1.18%	\$375,000 0.98%
Dividends & Interest on Borrowed Money	\$1,984,023 6.60%	\$2,235,490 6.94%	\$1,625,150 4.26%
Net Income	\$3,367,501 11.20%	\$2,370,119 7.36%	\$4,729,390 12.40%



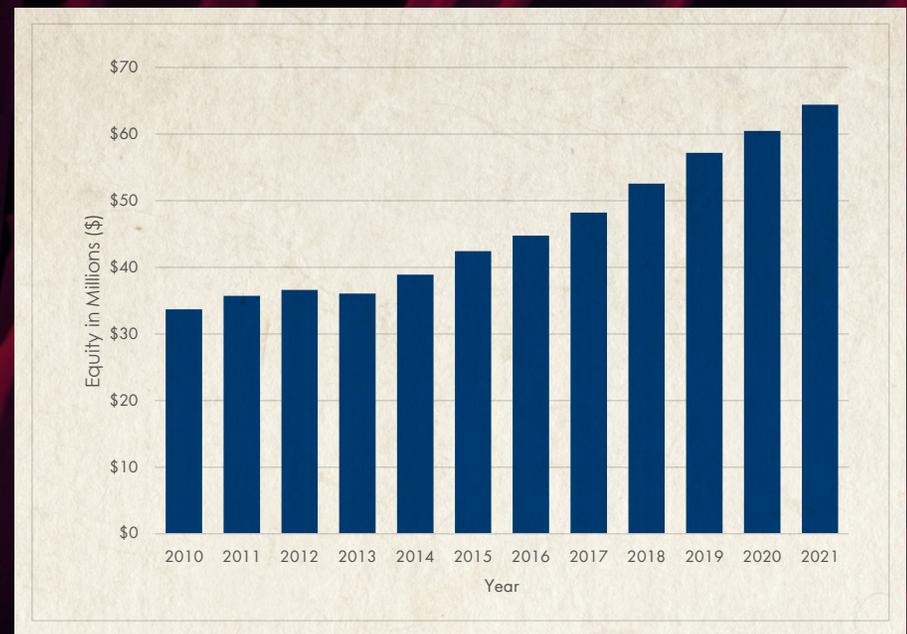
\$952,536,888 TOTAL ASSETS



\$712,887,051 TOTAL LOANS



\$64,416,795 TOTAL EQUITY



80,000 + MEMBERS



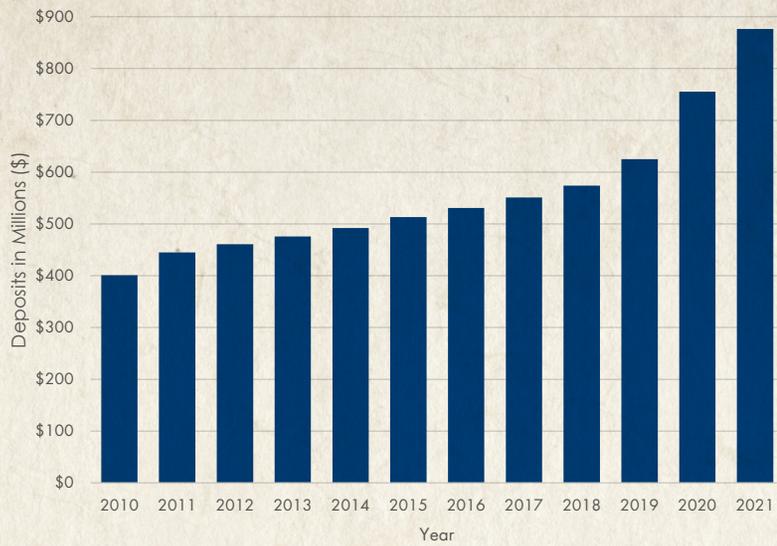
20 BRANCHES



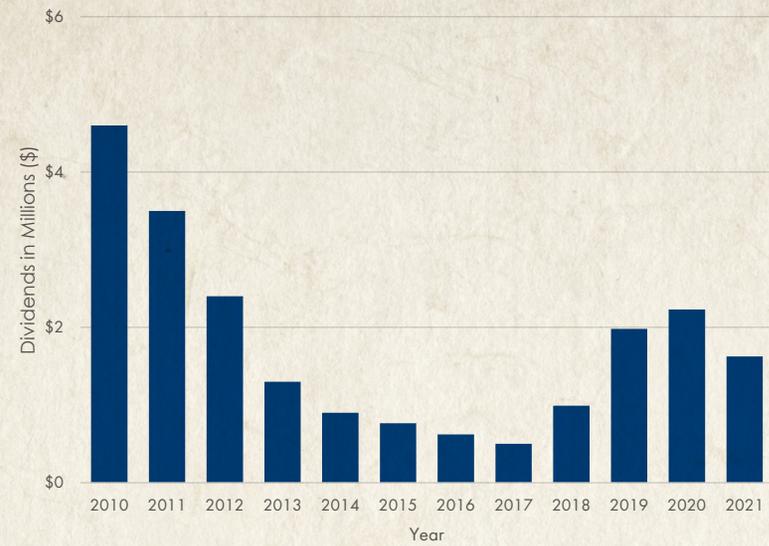
\$953M TOTAL ASSETS



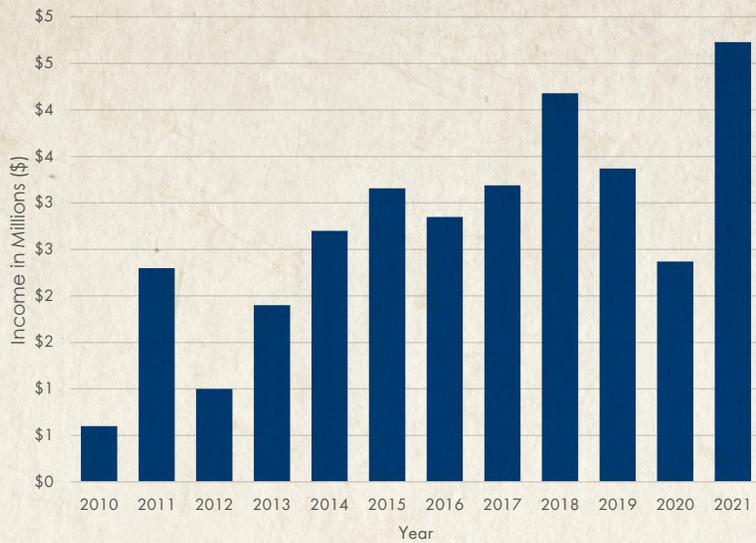
\$876,549,935 TOTAL DEPOSITS



\$1,646,413 TOTAL DIVIDENDS



\$4,729,390 NET INCOME



200+
EMPLOYEES



380+ HOURS
VOLUNTEERED



\$190,000+
DONATED





Supervisory Chairman's Report

The Supervisory Committee is responsible for safeguarding members' assets, assuring a system of sound internal controls, and assuring that financial statements accurately reflect financial performance. Pursuant to these responsibilities, we are solely responsible for the credit union's annual opinion audit and the credit union's internal audit program.

In 2021, we engaged CliftonLarsonAllen, LLP to satisfy annual audit requirements for federally chartered credit unions. CliftonLarsonAllen completed an exhaustive audit of the credit union's financial statements for the years ended June 30, 2020, and June 30, 2021. We are pleased to report that the firm concluded that our financial statements fairly and accurately represented the financial condition of the credit union in all material respects, in accordance with generally accepted accounting principles.

Additionally, we engaged CliftonLarsonAllen for audit services implementing the credit union's internal audit program, which include, but is not limited to, reviews of lending operations, member loans, staff loans, key operational process, information technology, and member accounts.

Copies of the opinion letter from CliftonLarsonAllen, the complete audited statement of financial condition, and related footnotes are available upon request.

Thank you to each of the Supervisory Committee members for the many hours of work in conducting their duties this past year.



Mike Trachta
Chairman of the Supervisory Committee

Greater Texas | Aggieland Credit Union

	12/2019	12/2020	12/2021
Loan/Shares	73.45%	75.83%	81.33%
Loan/Assets	66.66%	69.37%	74.84%
Delinquency Ratio	0.17%	0.43%	0.16%
Return on Average Assets	0.51%	0.31%	0.53%
Net Worth/Assets	8.72%	7.76%	7.07%

Throughout the calendar year, the Committee analyzed key financial trends and ratios. The following represents ratios on December 31, 2019, December 31, 2020, and December 31, 2021.

Minutes

MINUTES OF THE 69TH ANNUAL MEETING

The virtual Annual Meeting of Greater Texas | Aggieland Credit Union was held on March 22, 2021 via Zoom Webinar.

The meeting was called to order at 6:11 PM by Penny V. Rychetsky, Chairman of the Board of Directors. Verification that a quorum was present was affirmed by Marilyn Eaton, Secretary.

Board Member, Flora Fearon, lead the Pledge of Allegiance and the Invocation. Paul Leche was designated as Parliamentarian.

A motion was made by Maria Clapp and seconded by Joseph James to approve the previous annual meeting minutes. Vote: 100% – 0%. Copies were printed in the 2020 Annual Report.

Chairman Rychetsky introduced the following Board members and Supervisory Committee Chairman: Wesley Yeager, First Vice Chairman; Veronda Durden, Second Vice Chairman; Charlotte Schneemann, Treasurer; Marilyn Eaton, Secretary; and Board members Flora Fearon and Linda Lothringer.

Chairman Rychetsky recognized all former volunteers who were in attendance: Jeffrey Archer, Gary L. Silcott, Wayne Kuykendall, Ken L. Owens, and Paul R. Root

The Treasurer's report was accepted as presented by Charlotte Schneemann on a motion by Jean Williams, seconded by Kirk Poschman. Vote: 100% – 0%.

Paula Reed, Supervisory Committee Secretary, presented the Supervisory Committee report on behalf of Supervisory Committee Chairman, Chris Langan, who was unable to attend. She recognized their committee members: Mike Trachta, Stephen A. Mason, and Laura Wolbrueck and noted that

their report is printed in the 2020 Annual Report. The Supervisory Committee report was accepted as presented on a motion by Tammy Thomas, seconded by Carl Groff. Vote: 100% – 0%.

Chairman Rychetsky, presented the Chairman's Report. She asked members to refer to her written report in the 2020 Annual Report.

There was no unfinished or new business.

President & CEO, Howard Baker, read the credit union's Election Process as provided for in our Bylaws.

The Nominating Committee report was presented by Chairman Rychetsky on behalf of Nominating Committee Chairman Ben Moreno, who was unable to attend. The following three nominations were submitted for three-year terms: Wesley Yeager, Linda Lothringer, and Chris Langan.

Mr. Baker presented an overview of the criteria required and qualifications for each candidate nominated by the Nominating Committee. Chairman Rychetsky called for nominations from the floor; hearing none, a motion to elect the nominees by acclamation was made by Paul Leche seconded by Kenneth Owens. The motion carried. Vote: 99% – 1%.

President & CEO, Howard N. Baker, was introduced by Chairman Rychetsky. Mr. Baker recognized retired employees and former volunteers that have made great contributions to the credit union during its history: Former Vice President, David Keller; Former Supervisory Committee Members: Jeffrey Archer and Gary L. Silcott; and Former Board Chairmen:

Wayne Kuykendall, Ken L. Owens, and Paul R. Root. A special recognition was made to honor Former Board Chairman Rey Morales who passed away on January 31, 2021.

Mr. Baker offered his CEO report and presented a plaque to Board Chairman, Penny Rychetsky, for her 20 years of volunteer service on the Board and Supervisory Committee.

Mr. Baker then announced 10 door prize winners before he turned the meeting back over to Chairman Rychetsky. Winners of the 10 door prizes were: Terri Tatum, Kirk Poschman, Jill Bigelow, Andre Josiah, Darren Bayhi, Gloria Gomez, Glenda Manzanares, EJ Strong, Armida Vasquez, and Vincent Thomisee.

There being no further business to discuss, a motion to adjourn the meeting was made by David Keller, seconded by Kenneth Owens. Vote: 100% – 0%.

The meeting adjourned at 6:55 PM.

P. Rychetsky
Penny V. Rychetsky
Chairman

M. Eaton
Marilyn Eaton
Secretary







Thank You Leaders

BOARD OF DIRECTORS

Chairman	Wesley Yeager
First Vice Chairman	Veronda Durden
Second Vice Chairman	Linda Lothringer
Treasurer	Charlotte Schneemann
Secretary	Marilyn Eaton
Member	Chris Langan

SUPERVISORY COMMITTEE

Chairman	Mike Trachta
Secretary	Paula Castillo Reed
Member	Stephen A. Mason
Member	Laura Wolbrueck
Member	Regan Rychetsky

EXECUTIVE MANAGEMENT

President & Chief Executive Officer	Howard N. Baker
Executive Vice President & Chief Lending Officer	Benjamin Teske
Senior Vice President & Chief Operations Officer	Jason Goodman
Senior Vice President & Chief Human Resources Officer	Molly Daniels
Senior Vice President & Chief Information Officer	Kayvee Kondapalli
Senior Vice President, Finance	Kevin Lockingen
Vice President, Real Estate & Development	Mike Trapnell
Vice President, Marketing	Sidney Henderson
Vice President, Financial Solutions	Joe James
Vice President, Consumer Lending	Lisa Bateman
Vice President, Collections	Sid Burkins
Vice President, Business Lending	Jesse Holguin



Greater Good

WE'RE PROUD TO GIVE BACK TO OUR COMMUNITIES

In 2021, Greater Texas | Aggrieland Credit Union gave more than \$190,000 and volunteered more than 380 hours to worthy causes in our local communities across Texas.



GREATER TEXAS
CREDIT  UNION

AGGIELAND
CREDIT  UNION

FEDERALLY INSURED BY NCUA