

## LEADERSHIP TEAM

### President/CEO

Christine Blake

### Chief Financial Officer

Lanny Berlingieri

### Chief Operating Officer

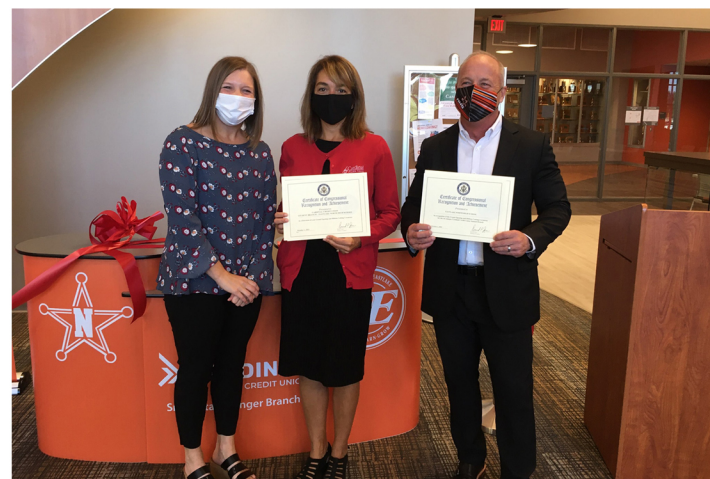
Mario Duvnjak

### Partners

Lake Catholic High School  
Lakeland Community College  
Notre Dame-Cathedral Latin School  
Northern Career Institute  
North High School  
South High School  
Willoughby-Eastlake School of Innovation  
Mentor High School

### Select Employee Groups

### Local Auto Dealerships



8500 Westport Drive Mentor, OH 44060

### Board of Directors

**Sandy Hamo**  
Chairperson

**William Patrick, Jr.**  
Vice Chair

**Ed Brown**  
Treasurer

**Randal Mears**  
Secretary

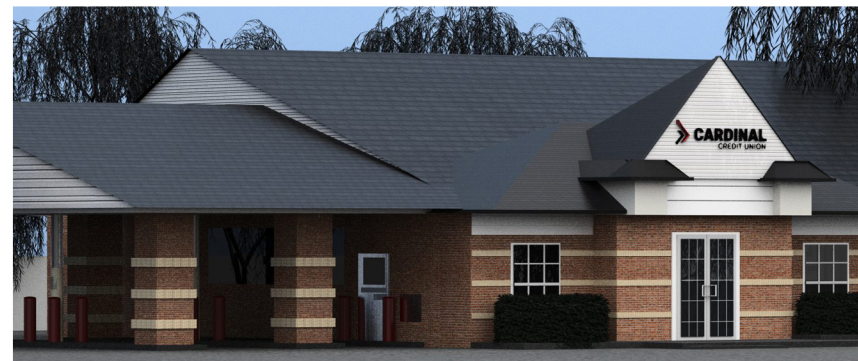
**James Brumbaugh**  
Director

**Kenneth Deken**  
Director

**James Gray**  
Director

**Kathleen O'Connell-Burton**  
Director

**Jeffrey Shibley**  
Director



# ANNUAL REPORT 2021



To our Members -

When adversity threatens future plans, how do you react? Do you accept things as they are or find a way to build back stronger? In 2021, we chose the latter and became more resilient along the way.

Like many institutions, we were handed the hassles of a world in flux. Our challenges ranged from staffing shortages to increased demand for modernized banking experiences. We used these obstacles as opportunities to identify how we could improve operations and the experiences of our members. We are now stronger than ever with successful initiatives that modernized our members’ banking experiences and paved the way for future advancements.

Our ability to adapt is inherent to the values set by Cardinal Credit Union founders in 1953. Innovation, integrity and superior service have guided us from the start and continued to serve us well in 2021. Ultimately, we ended the year with strong financial performance. We’ve also been recognized as a Top Workplace in 2021 by the The Plain Dealer and Cleveland.com.

The Cardinal Credit Union brand identity evolved to make our marketing fresh, eye catching and cohesive. This new look is rolling out on promotional materials, in the branches and our new suite of rewards VISA cards. Additionally, our high school programs continue to thrive with the opening of our Mentor, North and South High School branches in 2021. We’re proud of our work as financial educators, helping our region’s youth make smart, sound financial decisions.

The updates did not stop there as our newest branch in Mayfield was built with today’s modern member in mind, soon to feature digital updates like a video banking ATM to make transactions even more convenient. This evolution underscores our commitment to maintain the high level of service our members expect.

Thank you for your confidence and trust this year!

Sandy Hamo  
Chairperson of the Board

Christine Blake  
President and CEO



AUDIT OVERSIGHT COMMITTEE REPORT

The Audit Oversight Committee is responsible for overseeing the financial records and monitoring and evaluating the credit union’s operations and compliance practices. This is accomplished by supervising the external audit that is performed annually.

This year’s external audit was conducted by the certified public accounting firm of Lillie & Company, LLC. The results of the audit of Cardinal Credit Union indicate that our financial reports are properly prepared and fairly reflect your credit union’s financial condition.

William Patrick, Jr.  
Audit Oversight Committee Chairperson

	2021	2020
<strong>INTEREST AND DIVIDEND INCOME</strong>		
Loans	\$ 8,687,931	\$ 9,334,077
Investments	556,260	634,599
<strong>Total interest and dividend income</strong>	<strong>9,244,191</strong>	<strong>9,968,677</strong>
<strong>INTEREST AND DIVIDEND EXPENSE</strong>		
Share accounts	359,582	884,161
Borrowings	0	130
<strong>Total interest and dividend expense</strong>	<strong>359,582</strong>	<strong>884,291</strong>
<strong>NET INTEREST INCOME</strong>	8,884,609	9,084,385
Provision for loan losses	235,025	2,146,979
<strong>Net interest income after provision for loan losses</strong>	<strong>8,649,584</strong>	<strong>6,937,406</strong>
<strong>NON-INTEREST INCOME</strong>		
Fees, charges, interchange, and other	3,961,286	3,873,144
Gain (loss) on sale of assets	1,476,628	510,438
Gain (loss) on sale of investments	0	0
<strong>Total non-interest income</strong>	<strong>5,437,914</strong>	<strong>4,383,582</strong>
<strong>NON-INTEREST EXPENSE</strong>		
Compensation and benefits	6,235,320	5,275,629
Office operations	796,919	878,719
Member education and promotion	630,660	158,604
Occupancy	491,273	362,949
Professional fees	1,433,762	1,237,490
Operating fees and card processing	988,601	1,156,652
Other	741,038	590,840
<strong>Total non-interest expense</strong>	<strong>11,317,573</strong>	<strong>9,660,882</strong>
<strong>NET INCOME</strong>	<strong>\$ 2,769,925</strong>	<strong>\$ 1,660,105</strong>

Financial Condition

Balance Sheets - December 31, 2021 and 2020

	2021	2020
<strong>ASSETS</strong>		
Cash and cash equivalents	\$ 26,454,567	\$ 37,699,419
Investments	39,521,329	25,639,185
Net loans to members	207,446,566	189,858,797
Loans held for re-sale	349,600	255,000
Property and equipment, net	4,217,479	4,087,464
Reposessed assets	0	0
Prepaid expenses and other assets	4,653,202	4,544,414
<strong>Total assets</strong>	<strong>\$ 282,642,743</strong>	<strong>\$ 262,084,279</strong>
<strong>LIABILITIES AND MEMBERS’ EQUITY</strong>		
<strong>LIABILITIES</strong>		
Members' shares	243,959,780	225,418,287
Accounts payable and accrued liabilities	4,277,200	4,440,363
<strong>Total liabilities</strong>	<strong>\$ 248,236,980</strong>	<strong>\$ 229,858,649</strong>
<strong>MEMBERS’ EQUITY</strong>		
Appropriated statutory reserve	5,753,036	5,753,036
Unrealized gain (loss) on securities	(423,187)	166,605
Retained earnings	29,075,914	26,305,989
<strong>Total members' equity</strong>	<strong>34,405,763</strong>	<strong>32,225,630</strong>
<strong>Total liabilities and members’ equity</strong>	<strong>\$ 282,642,743</strong>	<strong>\$ 262,084,279</strong>