



ANNUAL REPORT 2024



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LOCATION:

BLOOMINGTON FIRE HALL

DATE:

FRIDAY, MARCH 7, 2025

A Quick Look at 2024



We dedicate this annual report to all past Presidents, Board of Directors, Supervisory Committee Members, and Retired Employees of WEPCO. Because of your contribution and dedication, we grew and experienced 75 years of success! Thank you!

Each year, we set out with our Mission in mind - financial stability, exemplary products and services, employee growth and community outreach. In 2024, WEPCO grew while giving back to our members by paying over:

- \$4 million in dividends
- \$482,000 in Kasasa Rewards
- \$656,000 in Debt Protection claims
- \$281,000 in GAP claims
- \$41,000 in Mechanical Repair Coverage claims

Throughout 2024, our management team researched current and potential new products and services. As a result, you can now conveniently make loan payments over the phone with a debit or credit card. We added a Fraud Center to our website to keep you aware of the newest scams.

Because of our growth, we expanded our management team! Alex VanSickle was promoted to Staff Accountant, and Ariel Shugars was promoted to Card Operations Specialist.

WEPCO continued to actively support our communities through donations, sponsorships, and special events, contributing over \$55,000!

Through our efforts, we proved our Mission was possible, and with your continued support, our Mission will always be possible. That's because **Everything We Do, We Do for You!**



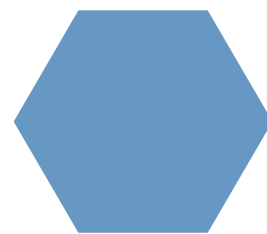
Ariel Shugars
Card Operations
Specialist



Alex VanSickle
Staff Accountant



Mission 2025



Looking ahead to 2025, we will continue focusing on our mission! Below are several projects on the roadmap for the year and beyond:

- Online Account Opening
- Enhanced Online Loan Application Process
- Member chatting, text messages, and real-time ID verification
- Set your own travel notifications on your debit card
- Block or unblock your debit card if it is lost or stolen
- Contactless debit card
- Personalized Sessions with our Financial Counselors

We're excited to celebrate our 75th year of serving our members! Thank you for your support throughout the years!



MISSION
POSSIBLE

OUR MISSION IS POSSIBLE

WEPCO Federal Credit Union will maintain the financial stability necessary to provide you with safe, convenient, and cost effective products. We will provide the exemplary service necessary to earn the privilege of being your financial institution of choice. We will seize opportunities to grow the credit union in a prudent manner for the benefit of all we serve. We will provide opportunities for our employees to reach their full potential. We will continue to actively support the communities in which we serve.



Community Outreach

WEPCO remained committed to the communities in which it serves. The following highlights many outreach events we supported in 2024:

- Western Maryland Kidney Walk
- Hike for Homeless
- Wing Off Pavilion Party
- Mt Storm Thanksgiving Food Drive
- Allegany County Home Show
- Donate for Life
- Hurricane Helene Relief
- 34th Annual Scholarship
- Lights on the Lake
- Frosty's Forest Fair

President's Report



Becky McKenzie
President

I am delighted to report that 2024 was another year of strong financial growth and performance for your credit union.

Growing your credit union in a prudent manner is very important. Credit union assets grew by more than \$20 million in 2024. The growth was primarily due to the 12-month share certificate that was offered at an outstanding rate. The Federal Reserve's threats to cut rates had members looking for options to lock into higher rate accounts. While shares grew 10% in 2024, the loan portfolio experienced a slight decline of about \$2 million. The credit union's net worth finished strong at 12.36%, exceeding NCUA's standard of 7.00% for well capitalized.

Providing you with the right products and services is important but providing them in the most effective and efficient way is even more important. In 2024, the planning team took their time and researched ways to improve operational efficiencies that will provide value to the services we provide you every day. Many things will be implemented in 2025, but one efficiency completed in 2024 was moving all mortgage loans into the core system in December. Having the mortgage information on the core not only allows employees to answer members' questions quickly, but members now have access to their mortgage payment information through PAL Plus and the mobile app service.

Our employees are a vital piece to our operations, and we look for ways to encourage them to reach their full potential. A new Staff Accountant position was created in 2024. Alexander VanSickle, MSR and fill in Loan Officer, was promoted to this new position. He will perform routine financial tasks and support the accounting function of the credit union under the direction of the CFO.

It is our mission to support the communities in which we serve. WEPCO joined forces with other credit unions in our area to participate in the 1st Annual Western Maryland Kidney Walk. The group, consisting of 18 walkers representing WEPCO, raised over \$1,500 for the cause.

I am excited to celebrate our 75th anniversary with you in 2025. As we look ahead, I want to thank you for allowing us to serve you. We appreciate your loyalty and continued support. "Everything we do, we do for you!"

Chairman's Report

2024 was an eventful year: inflation, rising prices, the Presidential election, and wars in the Middle East and Ukraine. With uncertainty in our economy, the Federal Reserve started lowering interest rates to help bring financial relief to Americans.

Through all these events, I have good news for you: your credit union remained financially stable and had another great year! Our loan production remained strong while WEPCO offered lower rates than our competitors. WEPCO introduced many new products that made your banking experience better. While interest rates remained elevated, WEPCO offered great share certificate rates for you! Our members made a great return on their money through a safe investment.

Our annual audit was completed by our regulator, NCUA, and after all the information was reviewed, your credit union was rated safe and secure in its business practices; that means your credit union is a safe place for your money! WEPCO has invested a ton of time and money to cybersecurity because we all know it is a dangerous world out there, and we must be ready to stop and prevent any cyber threat to our credit union. Moving forward, our management team has some great ideas on how WEPCO can remain safe, strong, and stable in the years ahead.

I want to thank you all for choosing WEPCO as your financial institution of choice! I appreciate the members of our Board of Directors for taking their time to oversee WEPCO and the management team for their hard work and dedication in making WEPCO a financial pillar of our area. In closing, I hope you and your family stay in good health.



Mark Alexander
Chairman of the Board

MISSION
POSSIBLE

Secretary's Report



Diana Dayton
Secretary of the Board

The evening began with Walt May, Board Chairman, welcoming members to the Annual Meeting Social. Diane May gave the invocation. Light refreshments were available to everyone present. Employees, Directors, and members spent time socializing.

Walt May came forward and introduced the board of directors, management and past and present staff in attendance. He then conducted the business meeting. Motions were made to accept the 2023 Annual Report.

Jeff Conner of Fike, Conner and Associates to come forward. He stated "Wow, what a year! WEPCO has great staff, management and board and it shows in the hard work and dedication they displayed during the merger. WEPCO was well capitalized before the interest rate rise but continued to excel, ending the year making \$6.1 million in net income!" Walt concurred with Jeff and emphasized that the staff at WEPCO is what makes them stand out among their peers.

Tonya Smiley, HR Officer, came forward and present service awards

25 Years of Service

Kristy Ashby, Mortgage Specialist

20 Years of Service

Rachel Ford, Oakland Branch Manager

Kishia Shoemaker, LaVale Mortgage Specialist

5 Years of Service

Evelyn Kestner, Kingwood MSLO

Leesa Moreland, Keyser MSR

Tara Chaney, Operations Support Specialist

Kelly Rhine, Oakland MSR

Alex VanSickle, Bloomington MSR

Door Prizes winners were: Grand Prize \$200 VISA Gift Card won by Sue Fazenbaker; \$100 gift card won by Barb Alexander and Tom Clayton and \$25 gift cards were won by Charles Shrou, Reba Deremer and Butch Gattens. The meeting ended at 6:55 PM.

Treasurer's Report



Cody Morton
Treasurer of the Board

Statement of Financial Condition

	2023	2024
Total Loans	\$ 266,511,084	\$ 264,260,238
Less Allowance for Loan Losses	(2,773,822)	(3,516,337)
Total Investments	45,059,752	77,677,912
Other Assets & Cash on Hand	13,323,114	13,863,877
Total Assests	337,693,396	373,548,532
Total Liabilities	\$ 1,074,028	\$ 1,176,682
Total Shares	290,707,132	319,213,814
Other Equity	45,912,236	53,158,036
Total Liabilities & Equity	337,693,396	373,548,532

Statement of Income

	2023	2024
Total Income	\$ 20,915,538	\$ 23,282,963
Executive Compensation	361,031	408,109
Total Other Expenses	14,442,809	16,651,497
Net Income	6,111,698	6,223,357

GROWTH IN THE PAST FIVE YEARS

Our **assets** have grown over the last five years from \$337,692,931 to \$373,548,532.

Our **membership** has grown over the last five years from 39,763 to 41,045 members.

Our **loans** have grown over the last five years from \$266,511,084 to \$264,260,238.

Our **shares** have grown over the last five years from \$290,707,132 to \$319,213,829.

SUCCESS

GOALS

INNOVATION