

Dear Members, Staff and Volunteers,

2021 is on the path to a better future! We hope you are all well and safe with hopes for a better year ahead.

Last year is filled with unusual circumstances which leads to unusual financial needs. Our focus for 2021 is to keep our members on the path to financial well-being. Many of our members are planning a return to work. But there is no clear normal path. Your credit union is here to help with planning.

A few new products and services are available. We have a VISA Secured Credit Card program to enable members in need of assistance when credit scores have dropped to levels that require repair and monitoring. Our rates on lending products remain lower than other lenders.

A special auto loan was created to also assist with poor credit while obtaining transportation to get families in need back to the work force while juggling home needs. We know how hard our members were hit with COVID-19 and want to put 2020 in the rearview mirror but learn from our experiences.

Remote Deposit Capture (RDC) is up and running for ease of depositing small check on our Mobile App. Be sure to sign your name, write "For RDC to Sequoia FCU", and keep the check for 60 days in case the check is returned.

We all want to support your Financial Well-Being now and in the future.

Sincerely,

Rochelle Kirchner

Rochelle Kirchner
Manager/CEO

Sequoia Federal Credit Union Officers of 2020

Board of Directors

J. Arthur White	President	Retired
Virginia Padron	Vice President	Retired
Rochelle Kirchner	Treasurer	Sequoia FCU
Dottress Rollin	Secretary	Retired
Gary Whitney	Director	Retired
Alma Ontiveros	Director	SUHSD
Kevin Sugar	Director	RCSD

Credit Committee

Dave Olson	Member	SUHSD
Lynda S.R. Montoya	Member	Retired
Lupita Montijo	Member	Retired
Dina Wallace Stewart	Alternate	SUHSD
Bruce Rollin	Alternate	Retired

Supervisory Committee

Marie Jones	Chairperson	SUHSD
Sonia Figueroa	Member	SUHSD
Abigail Ramirez	Member	SUHSD

Office Staff

Rochelle Kirchner	Manager/CEO
Anita Maharaj	Assistant Manager
William Kirchner	Accountant
Robert Slear	Loan Officer
Victor Mercado	Operations
Karina Ceron	Customer Service Rep
Robert Fishtrom	Technology Specialist
Clint Barret	Technology Specialist
Albert Hernandez	Executive VP
Dolores Cisneros	Customer Service Rep



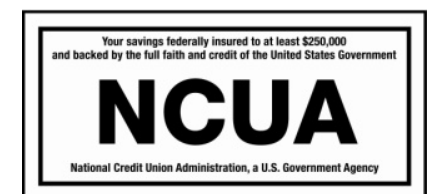
YOUR PATH TO A BETTER FUTURE
Est. 1952 by Redwood City School Employees

2020 ANNUAL REPORT

<http://www.sequoiafcu.org>

Mission Statement

Sequoia Federal Credit Union is a member-owned cooperative, providing friendly, professional financial service, while ensuring safety, stability and future growth.



TREASURER'S ANNUAL REPORT

Balance Sheet as of December 31

	2018	2019	2020
Assets:			
Loans (net)	\$15,906,830	\$18,787,138	\$19,332,039
Cash	692,313	1,955,820	5,627,767
Banks, Savings & Loans	13,171,892	10,660,307	9,390,587
NCUA Share Insurance	281,034	272,667	293,142
Accrued Income	88,069	91,544	100,792
Deferred Expenses	95,732	39,123	32,916
Furniture, Fixtures & Equipment (net)	20,252	4,155	2,215
Land and Building (net)	2,255,000	2,235,000	2,215,000
Other Assets	124,824	124,824	96,009
Total Assets	\$32,635,946	\$34,153,572	\$37,090,467
Liabilities:			
Accrued Expenses	\$80,899	\$81,055	\$77,765
Notes Payable	1,040,017	-	-
Other Liabilities	20,773	23,141	20,933
Total Liabilities	1,141,689	104,196	98,698
Shares:			
Regular Shares	16,968,387	16,879,312	20,184,758
Share Draft Accounts	4,318,737	4,740,987	4,893,612
IRA's	1,145,347	1,064,740	980,957
Money Market Accounts	5,035,976	5,290,665	6,128,043
Share certificates	525,795	2,146,673	659,200
Total Member Shares	27,994,242	30,122,377	32,846,570
Equity:			
Regular Reserve	611,165	611,165	611,165
Undivided Earnings	3,126,958	3,226,527	3,330,447
Total Capital	3,738,123	3,837,692	3,941,612
Unrealized Gain/(Loss)	(238,108)	89,307	203,587
Total Equity	3,500,015	3,926,999	4,145,199
Total Liabilities & Equity	\$32,635,946	\$34,153,572	\$37,090,467

Statement of Income 3 years ending FY2020

	2018	2019	2020
Interest Income:			
Interest on Loans	\$711,272	\$823,571	\$837,595
Investment Income	309,411	272,955	223,616
Total Interest Income	1,020,683	1,096,526	1,061,211
Interest Expense:			
Dividends	19,126	49,102	37,276
Interest on Borrowed Funds	5,204	7,056	25
Net Interest Income	996,353	1,040,368	1,023,910
Provision for Loan Loss (PLL)	21,802	13,495	36,763
Net Interest Income after PLL	974,551	1,026,873	987,147
Non Interest Income/(Loss):			
Fees and Charges	67,445	48,778	49,200
Misc. Operating Income	109,892	117,413	105,713
Rental Income	88,011	84,469	85,675
Other Gain/(Loss)	(8,284)	499	1
Total Non Interest Income/(Loss)	257,064	251,159	240,589
Total Operating Expenses	1,083,778	1,178,463	1,123,812
Net Income/(Loss)	\$147,837	\$99,569	\$103,920
Dividends:			
Annual Rate — Dec. 31	0.05%	0.05%	0.03%
Amount Paid (Declared)	19,126	49,102	37,276
Statistical Data:			
Number Of Accounts (End of Period)	2,829	2,830	2,798
Number Of loans (For Period)	236	217	155
Loans: (since organization)			
Number of loans	41,807	42,260	42,415
Amount of loans	184,355,720	199,507,844	204,998,165
Loans Charged-off	1,798,982	1,853,873	1,897,466
Recoveries	378,300	381,268	394,911
Net amount unrecovered	1,449,700	1,461,930	1,502,555

2021 Budget

	2020 Actual	2021 Budget
Operating Income:		
Interest on Loans	\$837,595	\$909,102
Income from Investments	223,616	170,748
Fees and Charges	49,200	63,288
Misc. Operating Income	105,713	106,200
Rental Income	85,675	81,732
Total Operating Income	1,301,798	1,331,070
Operating Expenses:		
Compensation	450,758	474,577
Employee Benefits	190,384	200,000
Travel & Conference	7,699	10,000
Association Dues	13,036	12,500
Office Occupancy	69,145	69,200
Office Operations	150,377	131,310
Education & Promotional	1,363	10,000
Loan Servicing	165,717	155,000
Professional Services	63,689	109,400
Provision For Loan Loss	36,763	30,000
Member Insurance	-	-
Operating Fee	7,160	10,000
Cash Short & (Over)	-	-
Interest On Borrowed Funds	25	-
Annual Meeting Expense	156	150
Misc Operating Expense	4,330	3,000
Total Operating Expense	1,160,602	1,215,138
Other Income/(Expense)		
Non-operating Gain/(Loss)	1	-
Income (Loss) Before Dividends	141,196	115,931
Dividends	37,276	20,015
Net Income/(Loss)	103,920	95,916