A MESSAGE FROM THE PRESIDENT

Not many organizations can boast of celebrating 75 years of service. In 2022, that is exactly what Land of Lincoln Credit Union did throughout the year, and in all our markets served. Serving our communities, serving our members, and serving one another is our passion. And the financial performance of LLCU continued to exceed all expectations.

In 2022, your credit union continued to outpace other similarly situated financial institutions. At December 31, 2022, total assets were, approximately, $380MM. One year prior, assets totaled $357MM. This growth of 6.5%, compares favorably to that of peer growth of 4.3%.

Your credit union also experienced growth in membership and deposits. At December 31, 2022, membership totaled 34,988 with $333MM in deposits. By comparison, at December 31, 2021, membership was 34,055, and deposits totaled $320MM. Loans outstanding to our members also increased in 2022. At the close of 2022, loans totaled $243MM. For the same date in 2021, loans totaled $207MM. The growth in loans fueled our profitability. Return on assets, at 0.94%, well exceeds peer ROA of 0.67%. Moreover, our capital ratio remains healthy at 10.49%, or 350 basis points above the regulatory minimum.

In late 2022, it was announced that our credit union had successfully negotiated the purchase of Colchester State Bank, in McDonough County. This transaction, only the 39th of its kind, will allow LLCU to continue its strategy of growth in new markets, and providing our members with branches throughout central and southern Illinois. Regulatory approval for this transaction is expected in the second quarter of 2023.

While LLCU’s financial performance is impressive, what is most important is the impact that LLCU continues to have in the communities that we serve. Dividends paid to our members exceeded $490K. More than 1,300 members obtained car loans. As a result of financial counseling provided by our employees, more than 250 members improved their credit scores. LLCU reinvested in excess of $200K in our communities through monetary donations and sponsorships. This includes $72K in donations to human service agencies, $45K to youth arts and athletic programs, $8K to first responders and military, $31K for education, $30K for community events, and $8K to local area food banks. And, while these monetary investments are remarkable, more outstanding are the more than 2,400 hours of investments of time that our employees provided to so many good causes.

The goal for 2023 is simple: outpace other credit unions in growth – growth in assets; growth in service; growth in profits; growth in giving, while being guided by our core values of compassion, opportunity, respect, and excellence.

Our focus is clear for 2023. We continue on our journey with the wind in our sails.

Sincerely and respectfully,

Robert Ares
President/CEO
The Guiding Values at the CORE of LLCU are Compassion, Opportunity, Respect, & Excellence (C.O.R.E.). All our daily efforts center around living out these values. Our top priorities are our MEMBERS, our EMPLOYEES, and our COMMUNITIES. We believe the results expressed in this report demonstrate the impact LLCU made in 2022 by faithfully practicing our CORE values, and by consistently prioritizing our members, employees & communities.

### 2022 COMMUNITY IMPACT

Our Guiding Growth Visions at LLCU are as follows:

- Growth in Profits.
- Growth in Assets.
- Growth in Giving.
- Growth in Serving.

When we experience a growth in profits and/or assets, we are wholeheartedly committed to answering that growth with a growth in giving to, and serving within, our communities.

\[ $202,000 \text{ Total Dollars Donated and Reinvested in our Communities.} \]

- $72,557 Donated to Human Service Agencies.
- $45,425 Donated to Youth Arts & Athletic Programs.
- $8,554 Donated to First Responders & Military.
- 171 Agencies Impacted by LLCU Dollars & Volunteers.
- 108 Number of Businesses We Helped Open or Expand.

\[ $8,500 \text{ Donated to Local Food Pantries, or 85,000 meals served*.} \]

\[ $31,512 \text{ Total Dollars Donated to Education.} \]

\[ $30,025 \text{ Donated to Community Events.} \]

\[ 1,817 \text{ Hours of Financial Literacy Provided by LLCU.} \]

\[ 2,454 \text{ Total Volunteer Hours Provided by LLCU.} \]

\[ $1,313,000 \text{ Total Forgiven in PPP Loans.} \]

Our members are our top priority. Whether developing a new process, introducing a new product or service, launching a new promotion, or if changing policy or operations, analyzing the impact it will have on our members will always be our first concern.

\[ $940,000 \text{ Paid in Dividends to LLCU Members.} \]

- $17,351 Paid in Prizes & Gifts to LLCU Members.
- $70,391 Rewards Paid to LLCU Members.
- $1,715,000 in Holiday Loans to LLCU Members.
- $98,368 Saved by Members with VISA® Balance Transfers.
- $2,575 Paid to Youth Members for earning A’s & Reading.
- $1,580 Loan Payments Skipped with LLCU Skip-A-Pay Program.
- 1,367 LLCU Members We Helped Get a New Ride.
- 97 Members were Helped to Become Homeowners.
- 257 Members Improved Their Credit Scores.
- 952 LLCU Members are Protected by GAP Insurance.

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“Our mission is to provide our members education & tools to achieve financial success.”

“Please in the job put perfection in the work.”

- Aristotle

"I alone cannot change the world, but I can cast a stone across the waters to create many ripples."

- Mother Teresa

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