

I would very much like to take this opportunity to extend my sincere gratitude towards Greater Iowa board of directors, the membership, and the staff for your continual support and cooperation towards my leadership over the past four years.



Scott Zahnle  
President/CEO

In 2015, Greater Iowa achieved significant asset growth and financial progress. We grew \$11.4 million in assets ending the year at \$358,824,724. Deposits for 2015 were \$22.3 million more than year-end 2014. Our regulatory net worth ratio stood strong at 9.34% on December 31, 2015. Our net income for the year is at \$2,384,782. I am proud to report that Greater Iowa is well-positioned to continue providing high quality, affordable financial services to its members from a foundation of sound financial management.

Greater Iowa remained focused on our value proposition of delivering financial solutions at every point of contact. We also aspired to make sure our members are taking full advantage of the financial benefits we offer. Because we know Greater Iowa can make a difference in all stages of life – from getting that very first checking account to taking out a loan to saving for the perfect retirement. As a member of Greater Iowa Credit Union, the more you do business with Greater Iowa the more you receive in savings, innovations, convenience and financial wellness.

For us, quality banking isn't just about the money. It's also about giving back to our communities and bringing more value to you. Therefore, after careful operating expense control, additional dollars were able to go towards new technology, lower rates and less fees, current as well as future branch locations, convenient access and community giving. It's something we feel sets us apart from other financial institutions. At Greater Iowa, it's simple – the more engaged our members are, the more successful Greater Iowa is and the more impact we can make in our communities.

Our tradition of social responsibility was strong in 2015 through corporate donations, employee fundraising and volunteering.



And in 2016, we hope to give back even more. We're working on making 2016 even better, especially for you - our valuable members and our communities. We have some big plans for 2016, including adding more value to your membership and incorporating today's best banking security. Together, let's make it the best year yet.

**ProjectClassroom Winner 2015**  
Students in Kendra Haugen's 5th grade at Jacobson Elementary in the Belmont-Klemme School District show the reading games they purchased with their ProjectClassroom grant.

The 83rd annual business meeting of the Greater Iowa Credit Union was held on Saturday, March 21, 2015 at the Gateway Conference Center in Ames, Iowa. Entertainment was Magician Mike Bliss from Branson, Missouri.

**Ascertainment of a Quorum:** Board Secretary Don Tebben verified a quorum of 158 voting (primary) members present.

**Meeting Called to Order:** Board Chair Craig Forney called the meeting to order at 6:15 p.m.

**Directors Present:** Linda Ashby, Darren Jarboe, Steve Karsjen, Max Porter, Don Tebben, Kevin Stow, Steve Vardeman, Mike Welter and Don Wirth. Absent Jodi Danielson.

**Additions/Deletions to original Agenda:** None.

**Approval of February 8, 2014 Greater Iowa Credit Union 82nd Annual Business Meeting Minutes** Motion to approve by Bernie White. Seconded by Don Tebben. Approved.

**Presentation of Slate of Candidates/Voting Instructions/Vote Tellers**  
**Present:** Governance Committee Chair Karsjen presented slate of candidates as published and approved by the Board of Directors on January 26, 2015. Incumbents: Linda Ashby and Kevin Stow.

Call for candidate notification, announcement of the annual meeting notification and voting procedure were in compliance with Chapter 533 of the Iowa Code and Chapter 189 of the Administrative Rulings.

**Vote Tellers:** Traci Faber (head election teller), Geri Derner, John Hawkins, Carla Holbrook, Roma Sills and Archie Steenhard

**Nominations from the Floor:** None

**2014 Chairperson Annual Report:** Board Chair Forney, on behalf of the executive committee, presented the 2014 chairperson's report for acceptance as printed in the 2014 Annual Report. Motion to accept by Derek Krebs. Seconded by Don Tebben. Accepted.

**2014 Board Committee Reports:** Presented for acceptance as printed in the 2014 Annual Report - Audit Committee (Mike Welter), Treasurer on behalf of the ALCO (Darren Jarboe), Credit Committee (Don Wirth). All reports Accepted.

**2014 President/CEO Annual Report:** Zahnle presented his Chief Executive Officer's report for acceptance as printed in the 2014 Annual Report. Motion to accept by Ken Larson. Seconded by Don Tebben. Accepted.

**Unfinished Business:** None

**New Business:** None

**Voting Results:** Governance committee chair Karsjen announced the election results; elected to serve three-year terms were Linda Ashby and Kevin Stow. Don Tebben moved ballots be destroyed after 60 days according to the by-laws. Linda Ashby 2nd. Approved. Chris Low, Attorney at Law administered the oath of office to the Board of Directors for 2015-2016.

**Adjournment:** Briana Omundson moved to adjourn the meeting at 6:52 p.m. Monica Porter 2nd. Meeting adjourned.

- Submitted by Cathy Krebs, Recording Secretary



## ANNUAL REPORT 2015



### OUR PROMISE

We will grow with our communities and our members by providing lifelong personal service and innovative financial products.

### OUR VISION

Greater Iowa Credit Union will become a pacesetter in the financial services industry.

### OUR CORE VALUES

Diversity • Accountability • Respect • Excellence • Integrity

### OUR VALUE PROPOSITION

Solutions at every point of contact.

## 2015 CHAIRPERSON'S REPORT

As you'll see outlined in this annual report, Greater Iowa's 2015 performance was exceptional. With Scott Zahnle, our President and CEO and our management team's leadership, and staff's hard work, Greater Iowa saw another year of asset growth, increased member satisfaction scores and increased community involvement. I'm extremely proud of the work they have accomplished.

As Greater Iowa grows, we continue to be thoughtful about our business practices so we can ensure Greater Iowa remains safe and secure. During our annual State of Iowa and National Credit Union Administration (NCUA) audit, once again Greater Iowa was commended for our risk management practices, earnings, strategy and vision we've set forward. This is an incredible achievement and valuable confirmation of our sound business practices.

In addition to our strong business results, I'm inspired by our employees' generous contributions of time and enthusiastic support within our local communities. Giving back is an integral part of our culture, and our impact grows every year. I'd like to share a couple of examples in 2015. Greater Iowa employees gave back by again serving as a pacesetter to the United Way of Story County Kick-off Campaign and as contributors to United Way of Central Iowa by donating a total of \$13,334.40. The Board of Directors supported their efforts by giving a corporate match. Another \$8,703.60 was raised by the employees to support Credit Unions for Kids®. Credit Unions for Kids is the most comprehensive fundraising vehicle for members of the credit union movement, benefiting our industry's charity of choice, Children's Miracle Network Hospitals®. I'm excited to see what they'll accomplish in 2016.

Our leadership remains committed to providing opportunities for employees to continue their professional development through efforts to ensure that they have the skills needed to create superior member experiences for you, our member-owners.

As we mark the end of our 84th year serving you, the executive committee consisting of Craig Forney, Vice Chair; Darren Jarboe, Treasurer; and Mike Welter, Secretary and I along with the rest of the Board of Directors want to thank you for another year of membership and for allowing us to be a strong partner in your financial future.

- Submitted by Linda Ashby, Board Chairperson



## TREASURER'S REPORT

The purpose of Greater Iowa Credit Union is to foster and promote the economic well-being, growth and development of our membership base through fiscally responsible and effective funds management, along with loan, investment and correspondent services for the ultimate benefit of our member-owners. As Treasurer of the Board and Chairman of the Asset Liability Committee (ALCO), I am pleased to report that the Greater Iowa Union remains safe and sound due to a well-capitalized position by the standards established by the National Credit Union Administration (NCUA). Others who actively served on the ALCO include Mike Welter and Don Wirth from the board, Scott Zahnle, David Carlson, and Neal Dietz from the senior management team and Carla Danielson, accounting manager.

During 2015, assets grew 3.3% (\$11.4 million) to nearly 359 million. The credit union chose to reduce borrowed money by \$13.0 million; otherwise, asset growth would have been 7.0% (\$24.4 million). Gross loans grew 8.0% (\$21.0 million) and although delinquencies grew as expected, they still remained in an enviable position at 0.58%. In addition to the strong asset growth, Shares grew 7.6% (\$22.3 million). Capital remained strong as well at 9.3% or greater than \$33.0 million. Net Income for the year was \$2,384,782.

Greater Iowa's sustained strong financial performance is reflective of the relevance and value we provide to our members and the community, and in turn provides us the ability to continue to invest in improving and expanding the products and services we offer to meet your financial needs in every phase of life.

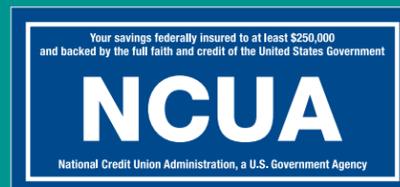
- Submitted by Darren Jarboe, Treasurer

## STATEMENT OF CONDITION

ASSETS	12/31/2015
Gross Loans*	\$282,458,243
Less: Allowance for Loan Losses	(\$1,774,671)
Net Loans	\$280,683,572
Cash and Cash Equivalents	\$3,856,629
Investments and Overnight Funds	\$54,577,909
Accrued Interest	\$700,397
Buldings, Land, Land Improvements, and Equipment, net	\$14,145,581
Collateral Pending Liquidation	\$353,072
Mortgages in Process	\$575,280
Share Insurance Fund	\$2,945,160
Other Assets	\$987,124
<b>TOTAL ASSETS</b>	<b>\$358,824,724</b>
LIABILITIES	
Total Member Deposits	\$317,096,798
Notes Payable	\$5,090,000
Accounts Payable & Other Liabilities	\$3,478,443
<b>TOTAL LIABILITIES</b>	<b>\$325,665,241</b>
EQUITY	
Legal Reserves	\$12,844,057
Undivided Earnings	\$18,275,665
Unrealized Gain/Loss on AFS	(\$345,021)
YTD Net Income	\$2,384,782
<b>TOTAL EQUITY</b>	<b>\$33,159,483</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$358,824,724</b>

\*The above Gross Loans includes business loans and participations totaling \$22,459,626.

Management represents, to the best of its knowledge, that this year-end financial statement and related reports, present fairly in all material respects, the financial position of the GREATER IOWA CREDIT UNION.



## CREDIT COMMITTEE REPORT



The Credit Committee is primarily responsible to ensure that the credit union is following approved lending policies and guidelines and to review reports in key areas such as lending activity and delinquencies. As chairman of this committee, I am joined by fellow board members Steve Karsjen and Max Porter, alternates Darren Jarboe and Kevin Stow along with Vice President of Lending Neal Dietz as voting members to the committee. Credit union staffers Scott Zahnle, President/CEO and David Carlson, CFO serve as non-voting members.

Greater Iowa's basic objective is to make loans to members for worthwhile purposes. We continued to be competitive in the market with good rates. Working with finance, branch operations and marketing, the lending division identifies various loan types as the key to a productive loan portfolio at Greater Iowa. We are pleased with the 2015 lending results because they reflect the confidence our members have that we are providing quality loan products.

The highlights of 2015 include a year-end delinquency rate of .58%, a figure which continues to be well below delinquency rates for peer credit unions. We funded a total of \$106,775,070 in consumer loans. At year-end, we had a total of 2,430 Visa accounts. Additionally, we processed 223 real estate loans for a total of \$35,138,815 first mortgages for purchases or refinances. Business loan originations totaled \$5,136,224. Our allowance for loan loss at year-end totaled \$1,774,671.

As you can note in the financial statement included in this annual report, throughout our entire lending portfolio, our net loans for the credit union at year-end 2015 totaled \$280,683,570. It is the view of the credit committee that Greater Iowa remains healthy and fiscally responsible in its lending program.

- Submitted by Don Wirth, Credit Committee Chair

## AUDIT COMMITTEE REPORT

The Credit Union operates under the laws and regulations of the Iowa Department of Commerce Division of Credit Unions and is insured by the National Credit Union Administration (NCUA), an agency of the federal government. Examiners of the State Division of Credit Unions and the NCUA make annual examinations to ensure proper operation of the Credit Union.

The Credit Union's Board of Directors elects an Audit Committee responsible for safeguarding the Credit Union's assets and protecting the interests of the members. Serving with me on the 2015 Committee were Craig Forney and Mike Welter. In the capacity of chair to the committee, I am pleased to present the 2015 report.

The Committee engaged the certified public accounting firm of Petersen & Associates (CPA), to perform an independent audit. In the opinion of the auditors, Greater Iowa's complete set of financial statements present fairly, in all material respects, the financial position of the Credit Union as of December 31, 2015, and the results of its operations and cash flows for year end.

Based on the above activities, it is the unanimous opinion of the Audit Committee that Greater Iowa Credit Union is financially solid and is being operated safely and soundly.

- Submitted by Don Tebben, Audit Committee Chair

### THE 2015-2016 BOARD OF DIRECTORS

Linda Ashby (Chair)  
 Craig Forney (Vice Chair)  
 Darren Jarboe (Treasurer)  
 Michael Welter (Secretary)  
 Steve Karsjen  
 Max Porter  
 Kevin Stow  
 Don Tebben  
 Don Wirth

