



## 2012 Annual Report

### Chairman and President's Report



Dear Valued Members,  
Meridian Trust Federal Credit Union continues to implement new ways to serve members better.

In the fourth quarter of 2012, Meridian Trust launched a new checking account program called MaxRewards. This fast-growing product offers members three options to earn dividends. The more you use this program, the more dividends you will earn.

The downtown Cheyenne branch received a major renovation to the drive-up facility recently. This is a vast improvement over the first drive-up that was installed in the early 90's. The front parking lot at this branch will be replaced in the upcoming months as well.

For our loan products, we began offering a "no lien" mortgage, so that members could improve their homes without a crazy amount of documentation or regulatory materials. This is a streamlined process, with no closing costs.

In the summer of 2012, we implemented a comprehensive member survey. All of your feedback was reviewed by management and we have taken steps to improve areas where we felt we could do better. You spoke, we listened! We will continue to take the pulse of our members on a regular basis to make sure we know what is most important to you.

Also as a way of hearing from our members, in 2012 we implemented "branch advisory boards." These boards are made up of members and meet with our branch managers and local leaders in person on a regular basis to provide feedback, input and ideas.

Meridian Trust also developed new ways to make sure

members are as knowledgeable as possible about financial services available to them. We have been creating and distributing an e-newsletter which is delivered to thousands of subscribers at the beginning of each month. We have also developed a new website geared only to providing financial education. Called Smart Money Community, this award-winning website was developed completely in-house and the information is provided free to our members as well as for educators in the communities we serve.

Last summer, thousands more of our members made the switch from receiving paper statements and opted instead to have statements sent to them electronically each month. This resulted in a cost savings in paper and postage for us; and for our members, they can now receive their statements instantly and more securely online.

Our business services program continues to grow. We are offering more to members in the way of business loans, products and services. For those members who are running a small business, or are interested in starting one, Meridian Trust now offers a full-service department to help you move forward faster and more efficiently.

For us, it's been a busy year. We have enjoyed being able to improve our services, locations, and products for our members.

On behalf of the Board of Directors, our Committees, Senior Management, and all employees who serve you at Meridian Trust, we want to personally thank every member for your continued support of this growing and successful cooperative.



Sincerely,

A handwritten signature in black ink that reads "Ann Barrett".

Ann Barrett  
Chairman of the Board of Directors

A handwritten signature in black ink that reads "Kim Withers".

Kim Withers  
President and Chief Executive Officer

## Board of Directors



**Left to right:** Vice Chairman Bill Gentile; Dean Fausset; Chairman Ann Barrett; Buck McVeigh; and Jerry Krois. Not pictured: Treasurer Martin Pedersen and Secretary Brenda Arnold.

## Treasurer's Report

Meridian Trust's strong financial performance continued in 2012. Assets increased 7%, to \$263,963,143; along with shares increasing 6%, to \$232,315,251. Loans increased 6% in 2012 to \$146,919,702. As a result of managing these expenses and operations, net income increased to \$2.4 million. The credit union remains well capitalized at 10.7%. This allows us to serve our membership by providing competitive loan and savings products while keeping convenience for our members a top priority.

Sincerely,

Martin Pedersen  
Treasurer

## Financial Information

	12/31/12	12/31/11
<b>Balance Sheet</b>		
Total Assets	\$ 263,963,144	\$ 247,700,818
Net Loans	145,630,547	137,319,717
Shares (Deposits)	232,315,251	219,577,546
Members' Equity	27,900,602	25,405,510
<b>Income Statement</b>		
Interest Income	\$ 9,379,252	\$ 9,480,856
Non-Interest Income	2,693,828	2,406,674
Dividend and Interest Expense	1,277,010	1,722,306
Provisions for Loan Expense	885,000	1,205,877
Operating Expense	7,513,307	7,232,944
Net Income	2,397,763	1,726,403
<b>Other Data</b>		
Number of Members	20,723	19,941
Members' Equity/Total Assets	10.71%	10.26%
Loans (net) to Share Ratio	63.33%	62.99%

