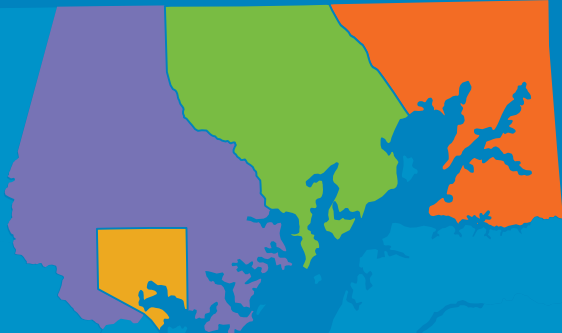
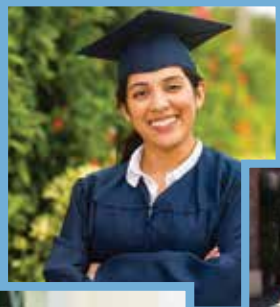


# Expanding Horizons to **FINANCIAL WELLNESS**

BALTIMORE COUNTY      BALTIMORE CITY      HARFORD COUNTY      CECIL COUNTY





***"The growth APGFCU has experienced recently is tremendous. Between December 31, 2019, and December 31, 2022, the credit union grew in assets by \$672 million to more than \$2.15 billion. As we enter our 85th year in 2023, more than one out of every two households in Harford and Cecil counties are members of APGFCU."***

## **A Message from the Chairman**

As the fourth year of my term as chairman of the APGFCU Board of Directors draws to a close, I've been reflecting on the journey since 2019 and how much our cooperative has accomplished. Our horizons have expanded. We have successfully navigated a worldwide pandemic – unlike anything experienced in our lifetime. APGFCU not only survived that period, it thrived and served as a beacon of hope, offering assistance to those in need. Our credit union and members embraced remote delivery channels, which continue to be enhanced to improve member experience today and tomorrow.

Last year, we expanded horizons to bring our wealth-building mission to even more people in the region. We received approval from our federal regulator, the National Credit Union Administration (NCUA), to expand membership eligibility to those who live, work, worship, attend school or volunteer in Baltimore County and Baltimore City. This has nearly quintupled the number of people who can benefit from APGFCU's products and services. We went from the ability to serve approximately 350,000 residents in Harford and Cecil counties to approximately 1.8 million residents in the three-county area, plus Baltimore City. With this expansion, we continue our mission to empower members to use and control their own money to improve their lives, including those at risk of economic and social exclusion.

Another expanded horizon is the introduction of commercial products and services for business members. We launched Business Banking in 2019, starting with the introduction of commercial deposit products, including a variety of business checking accounts tailored to meet unique needs. In 2021, we officially launched commercial lending, including business lines of credit, term loans, commercial real estate loans, business vehicle loans and our Business Cash Back Visa card. If you are a business owner, I encourage you to reach out to a member of our Business Banking team to explore how we can help you.

The growth APGFCU has experienced recently is tremendous. Between December 31, 2019, and December 31, 2022, the credit union grew in assets by \$672 million to more than \$2.15 billion. Loans grew from \$1.26 billion to \$1.62 billion. As we enter our 85th year in 2023, more than one out of every two households in Harford and Cecil counties are members of APGFCU. Over time, our goal is to have the same kind of impact in Baltimore County and Baltimore City. Using our proven model, which is focused on helping others,

and providing top-notch service and high-quality products, we plan to positively impact our expanded community.

As the credit union has grown, so have the needs and expectations of our members. To that end, we began preparing in 2022 for major upgrades to our technology infrastructure. This included an online and mobile banking upgrade in February 2023, which addressed suggestions members have shared to improve navigation and expand features. It also includes an upgrade to our core processing system on May 1, 2023, which will enable us to serve members more efficiently and to better customize products to meet their evolving needs. While there will be some temporary inconveniences during the upgrades, such as system downtime, the benefits will endure through the years and decades ahead.

While APGFCU has grown much larger over time, the cooperative credit union model remains simple. Members entrust their funds to the credit union, where we keep them safe and readily available, and help them grow. That growth is achieved primarily by lending those funds to members in the same community, allowing them to purchase vehicles and homes, finance an education and more. Funds circulate throughout the communities in which our members live and work. By growing their savings, members are able to build a nest egg and pursue their goals and dreams.

I am excited about where APGFCU is going and the impact we are having in the community. In addition to helping members with saving and borrowing needs, we have a tremendous impact by providing financial education in schools and community organizations. By partnering with numerous nonprofits that provide a safety net for those in need, we leverage the resources of your credit union to improve lives in our community. We are committed to continuing these efforts in Harford and Cecil counties, and expanding them into Baltimore County and Baltimore City. It is very rewarding to be part of this organization and to have a role in its impact on our members and community.

**Paul D. Eikenberg**  
*Chairman, Board of Directors*

## A Message from the CEO

We are honored to be celebrating 85 years of serving you, our member-owners. On January 13, 1938, our cooperative was formed after nine employees at Aberdeen Proving Ground subscribed to one share of \$5 each. Until 1960, the credit union was operated by volunteers. Today, we have grown to serve over 155,000 members through a professional staff, network of 15 branches and remote service options.

APGFCU is strong, committed and growing. Assets at year-end stood at \$2.15 billion, making ours the fifth-largest credit union in Maryland. For some, larger may cause concern, as they like dealing with smaller institutions. A distinction of APGFCU is our commitment to remaining member-focused. The “people helping people” philosophy is how we began in 1938, and it’s how we still operate to this day. The decisions we make are through the lens of what is best for the membership and providing solutions to empower financial well-being.

Growth allows us to positively impact more individuals and families. This, in turn, positively impacts the communities in which we live. Growth also enables us to leverage economies of scale to return more to members in the form of better rates, lower fees and delivering products and services to meet changing needs. To support these efforts, your credit union committed to major technology upgrades in 2022, which are being implemented in 2023, and will enhance service delivery.

We were extremely excited to receive approval in 2022 from our federal regulator, the National Credit Union Administration (NCUA), to extend membership eligibility into Baltimore County and Baltimore City. This is the most significant expansion since 2003, when approval was received to serve all of Harford and Cecil counties. Our presence in Baltimore County began in 1971 when we were approved to serve the Air National Guard in Middle River, and later the greater Middle River community as an underserved area. Our approach as we expand is to be an educator and a community builder. In fact, we have already started. Just as we have done for years with schools in Harford and Cecil counties, we’re now partnering with schools in Baltimore County and Baltimore City to provide financial education to young people.

As we prepare for further excellence and growth, in addition to retaining our member focus, we will retain our conservative approach. We are committed to mitigating risks and remaining

safe and secure. Each year, we continue to receive high ratings in our examinations from the NCUA. Our plans and actions, including for growth, are deliberate and controlled. We continue to build the credit union’s net worth to weather storms, such as the recent pandemic. Our credit union remains “well capitalized” per the NCUA, an indicator of our long-term financial strength, which places us in a strong position for growth.

In our approach to strategic planning, we focus primarily on three-year brackets of time. From December 31, 2019, to December 31, 2022:

- Assets grew from \$1.48 billion to \$2.15 billion (45%)
- Loans to members grew from \$1.26 billion to \$1.62 billion (29%)
- Member shares grew from \$1.32 billion to \$1.94 billion (47%)
- Total number of members grew from 137,963 to 155,129 (12%)

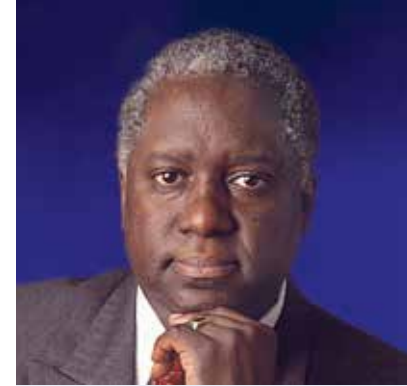
Our strength is also demonstrated in our market share. In Harford and Cecil counties combined, APGFCU is ranked number one in deposit market share, holding 20% of all deposits. We also rank high in loan market share, holding nearly 48% of all home equity loan balances and 23% of all auto loan balances. We are the number one auto loan lender among dealership partners. As we make inroads in Baltimore County and Baltimore City, we will become a lender of choice there also.

Edward Filene, the Boston merchant who is considered the father of the credit union movement in the United States, said, “It is a great movement, worthy of great deeds, deserving of great loyalty.” We keep this quote at the forefront of our board, volunteers and staff, because we truly believe credit unions make a difference. We are committed to remaining true to our core values and helping families build good financial habits and a legacy that can be passed on to future generations.

Thank you for being a part of APGFCU, for your patience as we navigated the pandemic years and for your continued support as we grow stronger together.



Don W. Lewis  
President/CEO



***"Our plans and actions, including for growth, are deliberate and controlled. We continue to build the credit union's net worth to weather storms, such as the recent pandemic. Our credit union remains "well capitalized" per the NCUA, an indicator of our long-term financial strength, which places us in a strong position for growth."***

## Reflecting on Our Roots

Since our founding in 1938, APGFCU has operated with a single goal in mind: To help members build and protect their wealth by imparting financial knowledge and providing products and services to enable them to become financially secure.

## Our Mission

To empower our members to use and control their own money to improve their economic and social condition. We encourage thrift among our members and create a source of credit at a fair rate of interest by operating our not-for-profit credit union as a democratic, membership-driven cooperative.

## Our Values

The credit union spirit permeates our entire organization and inspires the values by which we live and work.

1. *Our members come first.*
2. *We embrace change and evolve minute by minute because it benefits our members.*
3. *We improve the quality of our members' lives.*
4. *We provide quality service that exceeds our members' expectations.*
5. *We employ, train and develop credit unionists from the best the market can supply.*
6. *We are a credit union movement leader.*

## Purposeful Growth Toward a Brighter Future

APGFCU believes in financial empowerment and opportunity for all, regardless of economic condition or social situation. Member-owners remain at the forefront of every decision made. This past year, the credit union made great strides in empowering individuals, families and businesses in the community with the tools needed to thrive in an increasingly dynamic world.

### Supporting Evolving Business Needs

The credit union marked its first full year of commercial lending in 2022. APGFCU added commercial lending products to its robust line of business banking deposit offerings to serve the financial needs of businesses across the community. This suite of competitively priced products includes flexible loan options to strengthen the purchasing power of local businesses, such as lines of credit, term loans, commercial real estate loans and vehicle loans. The move to expand into commercial lending originated from APGFCU's commitment to exceeding the financial expectations of members, including business owners, through quality products, services and affordable options.

### Extending Membership Eligibility Into Baltimore County and Baltimore City

In February 2022, APGFCU furthered its presence as a partner in financial wellness by extending membership access beyond Harford and Cecil counties to include those who live, work, worship, volunteer, attend school or own a business in Baltimore County and Baltimore City. This was a natural next step for the credit union, as our Baltimore roots date back to 1971 when approval was received to serve members of the National Guard stationed at the Warfield Air National Guard Base in Middle River, Baltimore County. In addition, APGFCU has been serving the financial needs of the greater Middle River community since 2003 as part of its conversion to a community charter.

APGFCU has the resources and capacity to help individuals, families, schools and community organizations in the expanded service area grow wealth through unique, not-for-profit offerings. These include financial education, our Credit Builder loan program, a full array of savings and lending products, great rates, low fees and special programs for first-time homebuyers.



As APGFCU enters its 85th year, it remains committed to the individual success of every member-owner, as well as the membership as a whole. Like a mighty tree, the roots planted in 1938 at Aberdeen Proving Ground have developed over time into a strong and valuable resource for those in Harford County, Cecil County, Baltimore County and Baltimore City. Our rich history of people helping people guides us forward. In 2022, member-owners continued to achieve, prosper and grow through our commitment to providing guidance, best-in-class products and quality service.



## Empowering Through Education

- 1,008 financial education classes (622 adult and 386 youth) were conducted in 2022, reaching 26,423 participants.
- 1,471 members utilized our partnership with GreenPath Financial Wellness®, which helps people build financial health and resiliency through education and financial counseling services at no cost to them.
- 123 teachers in 84 schools across Harford County, Cecil County, Baltimore County and Baltimore City utilized the Banzai financial literacy program in the classroom in 2022, reaching a total of 9,950 students. APGFCU sponsors Banzai for schools in all four districts.
- 3,319 students participated in the Stock Market Game™, of which APGFCU is the exclusive sponsor in Harford and Cecil County Public Schools. The high school program builds a fundamental understanding of financial literacy and investments.

## Supporting Every Branch of Our Members' Lives

- Member Visa® cardholders collectively transferred \$22.5 million at promotional balance transfer rates. Offers included promotional rates of 0% APR for 15 months with a low fee and 4.99% APR for 48 months with no fee.
- 1,070 members received closing-cost assistance towards their first and second mortgages, totaling \$1.2 million.
- Over 9,000 members qualified to earn 1.5% cash back through our Cash Back Visa card, totaling \$942,019.
- Over 3,600 members earned up to 1% cash back through our legacy Visa cash back rebate program, totaling \$333,718.
- Over 5,300 members qualified to redeem over 20 million points on purchases through our UChoose Rewards program, which were valued at \$200,475.
- MyTimes seniors received over \$22,901 in benefits in the form of paid AARP® memberships.
- MyTimes and gold-level Member Rewards members received \$79,621 in free check orders as a benefit of their relationship with the credit union.

## Building Financial Prosperity

- Members benefited from approximately \$302,960 in waived or reduced foreign ATM fees due to their gold, silver or bronze-level relationship in the credit union's Member Rewards program.
- 1,913 new youth members below the age of 18 opened new membership savings accounts through a \$50 account opening bonus offered from April through December.
- The Refer-a-Friend program, which offers a \$50 bonus to both the referring member and new member, yielded 1,396 new members in 2022.
- A total of 734 members obtained \$18.3 million in Credit Builder loans during the year, a record level. This program helps borrowers establish or re-establish credit and rewards them for making on-time payments.
- A total of \$8.9 million in member deposits (7,920 accounts) were prevented from being escheated to the state of Maryland, due to the credit union's repeated efforts to reach the impacted members whose accounts had been dormant.

## Prioritizing Convenience

- 59% of the \$60.5 million in internet consumer loan originations were disbursed remotely through DocuSign®, saving borrowers a trip to a branch to sign paperwork.
- 104,766 members were enrolled in Online and Mobile Banking at year-end 2022, a 12.8% increase compared to year-end 2021.
- Mobile deposits grew in 2022 with a total of 182,368 checks posted for a total of \$93.5 million in deposits.



M3 Money Club superhero Violet makes her in-person debut at Grace Nursery in Aberdeen to a group of 4-year-old students.

## Inspiring Success Across Our Growing Community

We are a resource for members, families, groups and organizations in Harford County, Cecil County, Baltimore County and Baltimore City. In 2022, APGFCU gave back more than \$665,000 to the community in the form of donations to nonprofits, sponsorships and scholarships.

### Expanding Financial Literacy Tools to Baltimore Area Schools

In June 2022, APGFCU extended its sponsorship of Banzai, an award-winning virtual financial literacy program, to over 400 schools across Baltimore County and Baltimore City, granting students free access to financial education tools and calculators, helpful articles and personalized coaches in the classroom and from home. At a time when many are continuing to face unprecedented financial challenges, Banzai's interactive courses, which align with Maryland's state curriculum requirements, provide an invaluable lesson on the importance of securing a solid financial understanding. The credit union has been the exclusive sponsor of Banzai in Harford and Cecil County Public Schools for the past six years.

### Supporting Drug Prevention Efforts

APGFCU is the sole private-sector sponsor of the Harford County Sheriff's Office Community OutReach Effort (CORE) trailer, funding \$120,000 toward the project. In August 2022, the first-of-its-kind educational platform was unveiled to the community to allow youth in middle and high school to prepare for real-world scenarios in which they may find themselves exposed to drugs and alcohol. Interactive tablets display three video scenarios, ask participants to choose a path for each, then display an outcome for those choices, teaching skills for how to best handle the situation. The trailer fills a critical gap in educating pre-teens and teenagers on drug exposure.

## We Are People Helping People, Schools, Families and Community

We remain dedicated to supporting the communities we serve through new and ongoing sponsorships. APGFCU supported various events and initiatives in 2022 across our communities, including 342 community-involvement opportunities.

55+ Expo, Elkton  
755 Alliance  
Aberdeen Chamber of Commerce, Inc.  
Aberdeen Fire Department  
Aberdeen Main Street Programs  
Aberdeen Room Archives & Museum  
Abingdon Volunteer Fire Company  
Academy of Finance – Edgewood High School  
Addiction Connections Resource  
Albert P. Close Foundation, Inc.  
Alzheimer's Association – Walk to End Alzheimer's  
Amanda Hichkad CCA Celebration Walk  
Anna's House | Catholic Charities of Baltimore  
APG Army Community Service Financial Readiness Program  
APG Monument to Monument Run to Honor – Virtual 5K Run/Walk  
APG Morale Welfare and Recreation  
APG Public Health Command Health and Wellness Fair  
APG Retiree Appreciation Day  
APG Tree Lighting Sponsorship  
APGFCU Arena at Harford Community College  
Armed Forces Communications Electronics Association  
Army Alliance, Inc.  
Association of Old Crows  
Bailey's Heart and Sole 5K Charity Run  
Baltimore City Chamber of Commerce  
Baltimore County Chamber of Commerce  
Bay View Elementary  
Bel Air Downtown Alliance

Bel Air Independence Day Celebration  
Bel Air Lions Club  
Bel Air Lions Club Foundation, Inc.  
Bike to Work Harford County  
Blacks in Government (BIG) Youth Oratory/S.T.E.M. Competition  
Boy Scouts of America Baltimore County  
Boy Scouts of America Harford County Good Scout  
Boys & Girls Clubs of Baltimore Metro  
Boys & Girls Clubs of Harford and Cecil Counties  
Brandon Tolson Foundation Golf Outing  
Brantwood Family Services  
Brian Anthony Wilson Memorial Scholarship Fund Golf Outing  
Business and Education Partnership Advisory Council (BEPAC)  
Camp Sp'Arc  
Catholic Charities of Baltimore  
Cecil College  
Cecil College Foundation  
Cecil County Arts Council  
Cecil County Chamber of Commerce  
Cecil County Community Wellness Office  
Cecil County Department of Social Services  
Cecil County Economic Development Commission  
Cecil County Farm Fair Museum  
Cecil County First Responders Appreciation Dinner  
Cecil County Parks and Recreation  
Cecil County Public Library  
Cecil County Public Schools  
Cecil County Teachers Leadership Network Conference

Chesapeake Cancer Alliance  
Chesapeake City 5k Canal Race  
Chesapeake Gateway Chamber "Salute to Hometown Heroes" Appreciation Dinner  
Chesapeake Professional Women's Network, Inc.  
Chesapeake Therapeutic Riding  
Christ Fellowship Church Financial Reality Fair  
Christiana Care Union Hospital Foundation  
Community Foundation of Harford County, Inc.  
Community Projects of Havre de Grace, Inc.  
Community Services Foundation of Cecil County  
CONNECT: Chamber Organized Network for Education and Career Training - Harford County  
Cool Kids Campaign  
Darlington Independence Day Celebration  
Darlington Lions Club  
Darlington Volunteer Fire Company  
Deerfield Elementary School  
Delta Sigma Theta, Inc., Harford County Alumnae Chapter  
Department of Social Services Foundation - Harford County  
Doc Perry Foundation for Mission 22  
Drug Free Cecil  
Edgewood Middle School PTA  
Edgewood/Joppatowne Independence Day Celebration  
Elkton Alliance "Citizen of the Year"  
Elkton Fall Fest  
Elkton High School  
Elkton Middle School/Gilpin Manor  
Elkton Rotary International



The CORE drug prevention trailer, sponsored by APGFCU, is unveiled at a Harford County Sheriff's Office press conference.



Pledge Program participants test the CORE trailer's interactive technology.



Attendees Linda Welsh and Caitlin Southwood stop by APGFCU's table at the Walk to End Alzheimer's - Baltimore.



APGFCU's Sharon Pelham participates in the Cool Kids Clubhouse 3rd Annual Mini Golf Tournament, benefiting pediatric oncology patients, survivors and families.



Rudy St. Clair attends the 18th Annual Pythias A. and Virginia I. Jones African-American Community Forum on Memory Loss, of which APGFCU was a sponsor.

Exchange of Highlandtown-Canton (Baltimore County)  
 Extreme Family Outreach Ministry - FORE Our Kids Golf Tournament  
 Fair Hill International Volunteer Tent  
 Faith Communities and Civic Agencies United - Welcome One Emergency Shelter  
 Fallston Volunteer Fire and Ambulance Company  
 Federally Employed Women Maryland Tri-County Chapter 331  
 Fellowship of Christian Athletes  
 Fisher House Foundation, Inc.  
 Found in Faith Ministries  
 Friends of Cecil County Parks & Recreation "Cecil Springs" Family Day  
 George Lisby Elementary School  
 Greater Bel Air Community Foundation, Inc.  
 Greater Dundalk Chamber of Commerce  
 Green Street Academy High School  
 Grove Presbyterian Church  
 Habitat for Humanity Susquehanna Halls Cross Roads Elementary Harford 250  
 Harford Cecil Fire Association  
 Harford Community Action Agency  
 Harford Community College  
 Harford Community College Foundation, Inc.  
 Harford County Association of Realtors, Inc.  
 Harford County Athena Leadership Awards  
 Harford County Chamber of Commerce, Inc.  
 Harford County Commission on Disabilities  
 Harford County Department of Social Services

Harford County Education Foundation  
 Harford County Health Department  
 Harford County Minority and Small Business Resources Fair  
 Harford County Office of Community Services  
 Harford County Office of Mental Health  
 Harford County Office on Aging  
 Harford County Public Library Foundation, Inc.  
 Harford County Public Schools  
 Harford County Sheriff's Foundation, Inc.  
 Harford County Sheriff's Office Pledge Program  
 Harford County | The Y in Central Maryland Turkey Trot  
 Harford County Trauma Institute  
 Harford County Veterans Commission  
 Harford County Youth and Family Resources Fair  
 Harford Family House  
 Harford Land Trust  
 Harford Leadership Academy  
 Harford Leadership Academy Alumni Association  
 Harford United Charities, Inc.  
 Havre de Grace Alliance  
 Havre de Grace Arts Collective  
 Havre de Grace Chamber of Commerce, Inc.  
 Havre de Grace Colored School Museum and Cultural Center, Inc.  
 Havre de Grace Decoy Museum  
 Havre de Grace Housing Authority, Inc.  
 Havre de Grace Independence Celebration, Inc.  
 Havre de Grace Middle School  
 Havre de Grace Youth Commission  
 Healthy Harford, Inc.

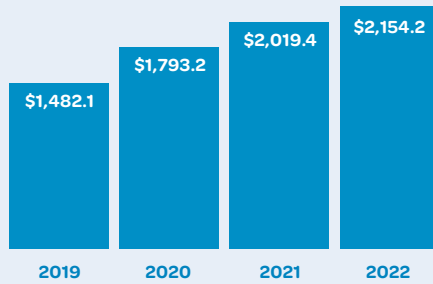
Homestead-Wakefield Elementary School  
 Hosanna House - Upper Bay Juneteenth Festival  
 Humane Society of Harford County, Inc.  
 Indian Lake Christian Summer Camp  
 Inner-County Outreach  
 James V. "Capt'n Jim" McMahan Commission on Veterans Affairs  
 Jarrettsville Volunteer Fire Company  
 Joppa-Magnolia Volunteer Fire Company  
 Joppatowne High School  
 Joppatowne Parks and Recreation  
 Judy Centers  
 Klein Family Harford Crisis Center  
 Labor of Love Ministries  
 LASOS, Inc.  
 League of United Latin American Citizens  
 Major General Harry Greene, Aberdeen Chapter | Association of the United States Army  
 Maryland 5 Star Equestrian Event  
 Maryland Business Roundtable for Education  
 Mason Dixon Business Association  
 Mason Dixon Community Services, Inc.  
 Mental Health Awareness: Your Mind Matters  
 Mergenthaler Vo-Tech High School  
 Miracle League of Harford County  
 Mission Central Community Services Corporation  
 Mountain Christian Church  
 Financial Peace University  
 NAACP of Baltimore County  
 NAACP of Cecil County  
 NAACP of Harford County  
 National Night Out, Elkton

Nonprofit Advisory Group  
 North East Chamber of Commerce  
 North East Fire Company  
 North East High School  
 North East Rotary  
 Northeastern Maryland Technology Council, Inc.  
 N-Step Forward  
 Perry Point VA Medical Center  
 Project Homeless Connect - United Way of Central Maryland  
 Project Opportunity Veterans Program  
 Pythias A. and Virginia I. Jones African-American Forum on Memory Loss  
 Refuge Temple Church Women's Fellowship Event  
 Renaissance Academy High School  
 Rising Sun Little League  
 Rising Sun SunFest  
 Riverside Community Association  
 Riverside Elementary School  
 Rotary Club of Aberdeen  
 Route 40 Business Association, Inc.  
 Royal International Christian Academy - Baltimore County  
 Salute to Cecil County Veterans  
 Salvation Army's Operation Angel Tree for Harford and Cecil Counties  
 Scott Smith Memorial Foundation  
 Senator Bob Hooper Hospice House  
 Sexual Assault/Spouse Abuse Resource Center (SARC)  
 Southampton Middle School  
 Springboard Community Services  
 St. Joan of Arc School  
 Strength Through Fellowship Association  
 Susquehanna Workforce Network  
 TasteWise Kids - Flavors of Maryland

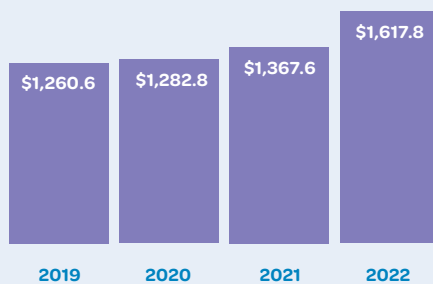
The Arc of Baltimore  
 The Arc of Northern Chesapeake Region  
 The Bridge of Edgewood Corporation  
 The Epicenter (Edgewood and Aberdeen)  
 The Harford Center, Inc.  
 The Harford County Education Association, Inc.  
 The Highlands School  
 The John Carroll School  
 The Sgt. Alfred B. Hilton Memorial Fund, Inc.  
 Thomson Estates Elementary School  
 Tome School  
 Town of Rising Sun "Spooktacular" Community Event  
 Upper Bay Counseling  
 Upper Chesapeake Bay Pride, Inc.  
 Upper Chesapeake Health Foundation, Inc.  
 USA Warrant Officers Association  
 APG/Edgewood Silver Chapter  
 Venture Access, Inc.  
 Veterans Affairs Perry Point  
 Veterans of Foreign Wars  
 Volunteers  
 Weedon Elliott VFW Post 8126 Golf Tournament  
 Well of Hope (Harford Community Church)  
 Women in Defense  
 Women's Giving Circle of Harford County  
 Working to Achieve Growth and Employment (WAGE)  
 Wounded Warriors on the Bay  
 Y of Central Maryland  
 Young Professionals of AUSA/AFCEA/Young Ravens  
 Youth Empowerment Source  
 Zion Temple PraiseFest



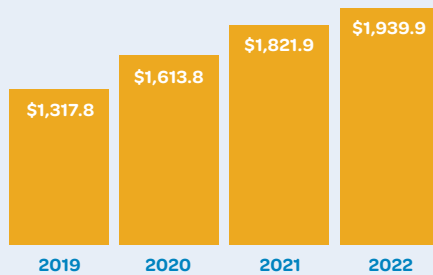
## ASSETS (\$ IN MILLIONS)



## NET LOANS (\$ IN MILLIONS)



## SHARES (\$ IN MILLIONS)



## MEMBERS (IN THOUSANDS)



## Supervisory Committee Report

Our credit union's Supervisory Committee is responsible for ensuring the effectiveness of internal checks and balances, such as the systems of internal controls, adherence to established policies and procedures, and the overall safety and soundness of our credit union. By the Federal Credit Union Act, the Supervisory Committee is responsible for the annual external audit and the review and verification of member accounts.

The Supervisory Committee ensures the credit union is healthy in all areas for which it has responsibility. An annual audit and all the work associated with it was conducted by our accounting firm, CliftonLarsonAllen, LLP.

CliftonLarsonAllen, LLP, has issued an unmodified opinion on the financial statements, which means the financial statements present fairly, in all material respects, the financial position of the credit union as of December 31, 2022, and the results of its operations and cash flows for the year then ended. The financial report as printed in this annual report is extracted from the audited financial statements.

The financial statements in the report reflect the financial condition and the results of operations of the credit union.

Marjorie Warfield,  
Chair of the Supervisory Committee

## Statements of Financial Condition

ASSETS	AS OF DECEMBER 31,	
	2022	2021
Cash and cash equivalents:		
Cash	\$ 13,553,601	\$ 13,097,489
Overnight investments	219,692,601	408,033,536
Total cash and cash equivalents	233,246,202	421,131,025
Investments:		
Available-for-sale	224,474,071	164,933,800
Held-to-maturity	1,946	3,164
Other investments	6,051,895	5,202,845
Loans held for sale	437,865	579,247
Loans to members, net	1,617,758,988	1,367,605,167
Accrued interest receivable	4,410,494	3,162,644
Property and equipment, net	26,817,844	24,601,149
Operating lease right to use asset, net	6,758,499	-
Other assets	16,505,582	15,466,626
National Credit Union Share Insurance Fund (NCUSIF) deposit	17,730,027	16,699,825
Total assets	\$ 2,154,193,413	\$ 2,019,385,492

LIABILITIES AND MEMBERS' EQUITY	AS OF DECEMBER 31,	
	2022	2021
LIABILITIES:		
Members' shares and savings accounts	\$ 1,939,893,937	\$ 1,821,886,562
Operating lease liabilities	6,860,718	-
Accrued expenses and other liabilities	40,182,857	55,094,511
Total liabilities	1,986,937,512	1,876,981,073
MEMBERS' EQUITY:		
Regular reserves	-	5,856,920
Undivided earnings	185,565,539	165,355,069
Accumulated other comprehensive loss	(18,309,638)	(28,807,570)
Total members' equity	167,255,901	142,404,419
Total liabilities and members' equity	\$ 2,154,193,413	\$ 2,019,385,492



# Statements of Comprehensive Income

## FOR THE YEARS ENDED DECEMBER 31,

### INTEREST INCOME:

Loans to members	\$ 72,605,028	\$ 65,479,105
Investments	6,352,187	1,044,437
Total interest income	<u>78,957,215</u>	<u>66,523,542</u>

### INTEREST EXPENSE:

Dividends on members' shares and savings accounts	9,871,013	9,679,638
	<u>69,086,202</u>	<u>56,843,904</u>

Provision for loan losses	6,804,608	1,862,215
Net interest income after provision for loan losses	<u>62,281,594</u>	<u>54,981,689</u>

### NON-INTEREST INCOME:

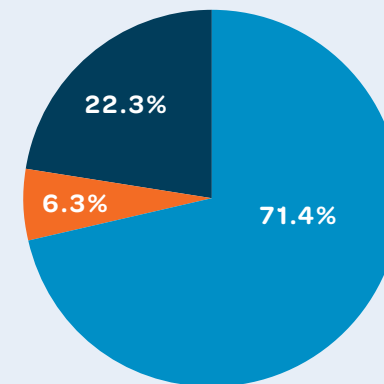
Interchange income	10,828,879	10,653,389
Fees and charges	7,913,412	6,976,026
Other non-interest income	3,749,827	3,902,811
Net gain on sales of loans	186,261	2,211,215
Total non-interest income	<u>22,678,379</u>	<u>23,743,441</u>
	<u>84,959,973</u>	<u>78,725,130</u>

### NON-INTEREST EXPENSE:

Compensation and benefits:		
Executive/senior management	8,781,284	8,493,037
Other employees	29,478,114	27,899,680
Office operating costs	8,468,660	7,466,355
Professional services	8,398,500	6,631,711
Loan servicing expenses	5,461,872	4,492,631
Occupancy expense	3,557,540	3,038,133
Promotional expenses	4,471,129	2,874,655
Other expenses	1,989,324	2,768,826
Total non-interest expense	<u>70,606,423</u>	<u>63,665,028</u>
Net income	<u>\$ 14,353,550</u>	<u>\$ 15,060,102</u>

### OTHER COMPREHENSIVE INCOME:

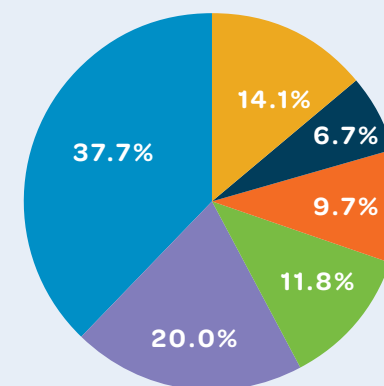
Unrealized losses on investments classified as available-for-sale	(12,073,723)	(1,239,202)
Net gain in defined benefit obligations	22,571,655	7,877,534
Other comprehensive income	<u>10,497,932</u>	<u>6,638,332</u>
Comprehensive income	<u>\$ 24,851,482</u>	<u>\$ 21,698,434</u>



### SOURCES OF INCOME

Interest on loans	\$ 72,605,028
Interest on investments	6,352,187
Other	22,678,379

**TOTAL \$101,635,594**



### DISTRIBUTION OF INCOME

Undivided earnings	\$ 14,353,550
Provision for loan losses	6,804,608
Dividends	9,871,013
Office and occupancy	12,026,200
Other expenses	20,320,825
Salaries and benefits	38,259,398

**TOTAL \$101,635,594**

To receive a copy of the audited financial reports, please call 410-272-4000 and ask for the Marketing Department.

## Forbes Best-In-State Credit Union

APGFCU was named a Best-In-State Credit Union by *Forbes* magazine for the third time. Partnering with Statista, an independent market research firm, *Forbes* surveyed more than 26,000 consumers across the U.S. to determine the best credit unions in each state based on their overall recommendations and satisfaction with an institution's terms and conditions, branch services, digital services and financial advice.

## A Community Favorite

APGFCU was once again voted a Best Credit Union in *The Daily Record's* 2022 Reader Rankings contest, alongside Baltimore County Employees Federal Credit Union, Navy Federal Credit Union and Point Breeze Credit Union. APGFCU first received this award in 2019.

*Cecil Whig* readers voted APGFCU a Cecil Favorite for the eighth year in a row. The credit union ranked first as a "Reader Approved Winner" in the "Best Credit Union" category, and was recognized as a "Favorite" in the "Best Mortgage Services" category.

Nominated by Harford County readers, APGFCU received an honorable mention in 2022 in the "Bank or Credit Union" and "Mortgage Company" categories in *Harford Magazine's* annual poll to award the best locally based organizations. It was the ninth consecutive year the credit union has been honored in this publication.



## Honors & Recognition

### 2022 Scholarship Recipients

APGFCU was proud to award \$2,000 each to 30 individuals through its 2022 scholarship program, totaling \$60,000. Recipients consisted of high school students anticipating spring graduation, returning students and returning adults pursuing college, certificate or trade school programs.

### High School Senior Recipients

**Marissa Altenburg** – North Harford High School

**Ziyad Atwain** – Aberdeen High School

**Danielle Bagarli** – Edgewood High School

**Emma Chaney** – Aberdeen High School

**Caleb Daniele** – Patterson Mill High School

**Stephen Davis** – North East High School

**Thomas Hoppel** – Churchville Christian School

**Caleb Horn** – Perryville High School

**Jordyn Kendall** – Patterson Mill High School

**Reese Kropp** – Eastern Technical High School

**Devin LaRocque** – Harford Technical High School

**Emma Long** – Bohemia Manor High School

**Emily McElroy** – Edgewood High School

**Abigail Melick** – Aberdeen High School

**Isabella Stewart** – Patterson Mill High School

**Kylie Street** – Bel Air High School

**Alaina Taylor** – Homeschool

**Melissa Vu** – Bel Air High School

### Returning Students and Continuing Education Adult Recipients

**Mariah Blackwell** – Harford Community College

**Julie Gephardt** – Regent University

**Connor Hickey** – University of Maryland

**Bradley Lembach** – Johnson University

**Adrianna Mace** – Gettysburg College

**Christopher Oh** – University of Maryland

**Jordan Patterson** – Florida Southern College

**Amanda Pugh** – Towson University

**Pax Saltysiak** – McGill University

**Rena Stamas** – University of Maryland College Park

**Dreanna Watson** – Bowie State University

**Alexa Wright** – Stevenson University

# Leadership

## 2022 Board of Directors

**Paul D. Eikenberg**  
Chairman

**Donald J. Burnett, COL (Ret.)**  
Vice Chairman

**Antha W. Edwards**  
Secretary

**Michael L. Dixon, LTC (Ret.)**  
Treasurer

**Cheryl D. Rice**  
Assistant Treasurer

**B. Daniel DeMarinis**  
Director

**Emanuel C. Hatton**  
Director

**Wayne G. Taylor**  
Director

**Joseph A. Traino III, LTC (Ret.)**  
Director

**John A. Blomquist**  
Chairman Emeritus

**Sherif Eskaros**  
Associate Director

**Timothy A. Sherwood**  
Associate Director



## 2022 Executive Leadership

**Don W. Lewis**  
President/CEO

**Wayne A. Beall**  
Chief Information Officer

**Joelle C. Hash**  
Senior Vice President,  
Member Services

**Charles E. Kelly, Jr.**  
Chief Financial Officer

**Genene E. LaCour**  
Chief Administration Officer

**Robyn M. Mannone**  
Senior Vice President,  
Consumer Lending

**Scott T. Weaver**  
Chief Lending Officer

**Brian E. Wilcox**  
Chief Marketing Officer

**Stephanie A. Provenza**  
Executive Assistant  
to the President/CEO



## 2022 Supervisory Committee

**Marjorie E. Warfield**  
Chair

**Charles C. Gibson**  
Secretary

**Barry D. Decker, CSM (Ret.)**  
**Kurt J. Wilhelm**

## Other 2022 Volunteers

**Charles N. Alston, Sr.**  
**Sheri M. Austin**  
**Clinton Edmonds, Jr.**

**Windsor L. Jones**  
**Maurice Tyler**

## 2022 Departmental Leadership

**Amber N. Askew**  
Senior Vice President, Accounting and  
Quality Assurance

**Elizabeth Bayer**  
Senior Vice President, Internal Audit

**Margaret M. Combs**  
Vice President, Project Management &  
Business Applications

**Mark L. Cowley**  
Senior Vice President, Fraud and Security

**Kenricka R. Gardner**  
Vice President, Remote Services

**James M. Hall**  
Vice President, Facilities

**Ashley G. Larimore**  
Vice President, Branch Operations

**Barbara A. Lawson**  
Vice President, Retail Lending

**Lisa A. Martin**  
Vice President, Compliance

**John A. Maschal**  
Vice President, Member Solutions

**Rachael F. Sickle**  
Vice President, Human Resources

**Faisal Shahzad**  
Vice President, IT Infrastructure

**Paul A. Slaby**  
Vice President, Finance

**Steve Stakias**  
Vice President, IT Operations

**Daniel P. Wetzel**  
Vice President, Mortgage Lending

**Deborah S. Williams**  
Vice President, Business Banking





“We believe the key to building wealth is through the impartation of knowledge. The focus of our member-owned and member-driven cooperative is on people helping people.”

**Don Lewis**  
*President/CEO of APGFCU*



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410-272-4000 | [apgfcu.com](http://apgfcu.com)  
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