



# 2020 ANNUAL REPORT

# AGENDA

## 31st Annual Meeting of



JANUARY 19, 2021 • 6:00 P.M.

### Registration

- Call To Order By Chairperson
- Report On Registration Of Members
- Appointment Of Recording Secretary
- Special Resolution Vote Results

### Service Awards

### Business Meetings

1. Minutes Of The 30th Annual Meeting
2. Report Of The Board Of Directors and The Chief Executive Officer
3. Report Of The Director of Sales & Service
4. Report Of The Audit Committee
5. Report Of The Auditors

### New Business

1. Appointment Of The Auditors
2. Elections

### Adjournment

### 2019-2020 Board of Directors

Elected with terms as shown:

Jim Maw 2022

Rudy Fischer 2020

Dan Peters 2021

Lorne Johnson 2022

Wayne Freer 2020

Chris Curtis 2021

Carl Thompson 2022

Ben Dekker 2020



## 2 Southwest Regional Credit Union Ltd.

# 30<sup>TH</sup> ANNUAL MEETING MINUTES

January 21, 2020

The 30th Annual Meeting of Southwest Regional Credit Union Ltd. was held at the Sunbridge Hotel –1498 Venetian Boulevard, Sarnia, Ontario on January 21, 2020.

The meeting was called to order at 7:30 p.m.

Board Chair, Ben Dekker welcomed members of Southwest Regional Credit Union Ltd. and explained the importance of annual meetings. After introducing the head table, Ben spoke about Tony Gioiosa's upcoming retirement and his contributions to the Credit Union over the past 20 years. Guests were then introduced; Laura Poland, Managing Partner and Cody Prorazyn, staff accountant of Baker Tilly Chartered Accountants; Olivia Nisbet of McLeod Law Firm; Paul Hogg, Relationship Manager of CUMIS; PJ Gallant, Internal Auditor, CU Services; Ryan Webster, Wealth Manager of Scotia McLeod; Cathy Thompson, Community Manager of Libro Credit Union; Lonnie Napper, Mayor of Plympton-Wyoming; George Chou, Director Relationship Manager of Aviso Wealth; Matt Pasut, owner & Marney Phillips, CR Creative; past Board Members, Bill Hoad, Bruce Fisher, Rick Rule, Jim Foubister; special guest Hanna Berkvens, Co-operative Young Leaders Program recipient. Ben welcomed input from anyone who is wanting to speak.

Chair Ben Dekker acknowledged and thanked the Board of Directors for their contributions for 2018 – 2019:

Rudy Fischer	Board Member and Board Vice-Chair;
Jim Maw	Board Member, Audit Committee Chair;
Chris Courtis	Board Member and Governance Committee Chair;
Darren Henderson	Board Member, Personnel Committee Chair and Bursary Committee Chair;
Carl Thompson	Board Member and Future Direction Committee Chair;
Lorne Johnson	Board Member, CEO Evaluation Committee Chair and Property/Premise Committee Chair;
Wayne Freer	Board Member;
Dan Peters	Board Member, Marketing/AGM Committee Chair;
Ben Dekker	Board Member and Executive Committee Chair.

Ben Dekker asked Mr. Secretary, Tony Gioiosa if a quorum was present. Tony Gioiosa responded yes, there are 67 registered members and 13 guests present. With this, Ben declared we have a quorum.

Following a request for appointment of a recording secretary, it was moved by Kathleen Williams and seconded by Rudy Fischer to appoint Angela Gordon the Recording Secretary of the 30th Annual Meeting of Southwest Regional Credit Union Ltd. Motion Carried.

Chair Ben Dekker called on Ken Ritchie to recognize and present awards to the following staff for their service to the Credit Union:

Five (5) years of service:	Jessica Szymaniak (Exmouth Branch)
Five (5) years of service:	Teresa Acc (Wallaceburg Branch)
Five (5) years of service:	Kathleen Williams (Head Office)
Twenty (20) years of service:	Anthony Gioiosa (Head Office)
Thirty (30) years of service:	Janice Mathers (Head Office)

Ken also recognized Lorne Johnson for 18 years – 6 terms.

# 30<sup>TH</sup> ANNUAL MEETING MINUTES...Cont'd

January 21, 2020

## Business Meeting

Moving forward with the business portion of the meeting, Ben Dekker presented the Minutes from the 29th Annual Meeting. Noting that there were no errors or corrections to be made, it was moved by Duston Courtney and seconded by Wayne Freer to accept the Minutes of the 29th Annual Meeting as presented. Motion Carried.

Glenn Wilson presented the Report of the Board of Directors and Chief Executive Officer. Glenn recognized the achievements of the 80th year of the Credit Union, the contributions to the community, the various campaigns, the Bursary program, support of the CYL program. He spoke about the many technological changes. A new position, Member Relations Manager, was added to Southwest to enhance member product & service delivery from our branches to our membership. Glenn also reported the change of regulator from DICO to FSRA with a goal to reduce the regulatory burden by 25%. Modernization of the Credit Union Act and full implementation of the Market Conduct Code remain a priority. 2019 was a successful year financially and surpassed budget projections enabling the Dividend rebates provided. Annual Surveys continue to provide us with feedback to continue to offer exceptional services. Southwest looks forward to providing many improvements to our website and enhancements to better serve our members. Glenn thanked all our Members and community partners for a successful year and looks forward to another successful year.

No questions were asked. Ben Dekker moved for acceptance of The Report of the Board of Directors and CEO as presented. Chris Curtis moved for acceptance and Dan Peters seconded. Motion Carried.

The Report of the Director of Sales & Service was presented by Sherry Van Bilsen, Director of Sales & Service. Sherry reported on the success of the Credit Union for the year, concerns in the market for the upcoming year and staffing changes due to the influx of business. She presented the lending activity for the year and reported that staff maintained tight control of delinquent loans and at year-end. The Credit Union had one delinquent personal loan that has since been paid off and one mortgage accounts delinquent that has since been brought current.

No questions were asked. Mary Heynsbergen moved for acceptance of the Report of the Director of Sales & Service and Duston Courtney seconded. Motion Carried.

Jim Maw – Audit Committee Chairman, presented the Report of the Audit Committee. Mr. Maw explained the Committee's function at the Credit Union. The Committee met quarterly with a work plan to review and update all procedures as necessary and required. There were no significant findings to deal with or report to the Membership. Jim reported that we have a new Internal Auditor, PJ Gallant, Complete CU Services, and thanked Barbara Wing for her service of the past years. No questions were asked. Ken Ritchie moved for acceptance of the Report of the Audit Committee and Lorne Johnson seconded. Motion carried.

Ben Dekker called on Baker Tilly to give The Report of the Auditors. Laura Poland gave the Auditor's presentation to the membership. Laura stated that the audit was conducted in accordance with the Canadian Auditing Standards. A Summarized Audit Report was provided to the membership with a full report available at each branch on request. Laura summarized the Statement of Earnings for the year ending October 31, 2019. Laura explained the role of the Auditors, Staff and Board. Laura presented a PowerPoint presentation comparing Southwest to other Credit Unions. She commented on the strong equity of Southwest. She also reported that Southwest had a very strong year financially and it was a very clean audit. No questions were asked. The Report of the Auditors was moved for acceptance by Rudy Fischer and seconded by Wayne Freer. No questions or concerns were brought forward. Motion Carried.

January 21, 2020

## New Business

### **APPOINTMENT OF THE AUDITORS:**

Ben Dekker advised the membership that we continue to have a strong working relationship with Baker Tilly. A proposal has been received from Baker Tilly to continue their services into the next year and that the Board supports the proposal. Duston Courtney motioned to appoint Baker Tilly Chartered Accountants as the Credit Union Auditors for the fiscal year November 1, 2019, to October 31, 2020. The motion was seconded by Gina Savo. Motion carried.

### **ELECTIONS:**

Ben Dekker called on Olivia Nisbet, M<sup>C</sup>Leod Law to chair the elections. Ms. Nisbet explained the procedure and announced that there are three available positions due to the expiration of the terms of Jim Maw, Lorne Johnson and Carl Thompson. All three have chosen to run for re-election. Positions to be filled are three three-year terms. The secretary posted the "Call for Nominations to the Board of Directors" from November 19, 2019, to December 31, 2019, at 3:00 p.m. The secretary, Tony Gioiosa, reported that six names were received from the Call for Nominations which were submitted to the Nomination Committee. The nominating committee submitted the names of Jim Maw, Lorne Johnson, Carl Thompson, Greg Agar, Donna Langford and Robert Squires. Olivia Nisbet explained that because there are six nominees for three positions a vote will take place. Each nominated member was given an opportunity to speak to the membership. Greg Agar and Donna Langford were not present at the meeting but video presentations were played for each of them. Ballots were then cast, collected, counted twice under the supervision of Baker Tilly and results were given to Olivia Nisbet to announce to the membership. In accordance with the by-laws of Southwest Regional Credit Union, Jim Maw, Lorne Johnson and Carl Thompson are declared elected to three-year terms. Chairman Ben Dekker thanked Ms. Nisbet for chairing the elections and congratulated the membership on three excellent choices. Duston Courtney motioned to close the election and destroy the ballots, seconded by Chris Courtis. Motion Carried.

### **BYLAW CHANGES/AMENDMENTS: NIL**

## Other Business

Ben Dekker called on Tony Gioiosa to introduce our guest speaker to make a presentation. Tony explained about the Co-Operative Young Leaders Program and the benefit to the youth of our community. He introduced the winner of our sponsorship to the CYL Camp, Hannah Berkvens to make a presentation to the Membership. She thanked Southwest for the opportunity, shared her experience of camp and everything she learned.

Tony also explained our "Fund Your Hustle" campaign and showed a video presentation from the winner of the campaign, Jennifer Fulcher of House of Cakes.

Ben Dekker asked the membership if there were any other items that needed to be discussed. None were brought forward.

Ben Dekker thanked the staff for their help in coordinating the Annual Meeting and the Sunbridge Hotel for their hospitality. Several door prizes were drawn: door prize winners were Rudy Fischer – water bottle, journal & pen compliments of CR Creative, Alicia Rumohr – \$50 PC Gift card, compliments of Southwest Regional Credit Union, Mamie MacKinnon – Health Basket compliments of Southwest Regional CU, PJ Gallant – filled Spice Rack compliments of Southwest Regional CU, Randi Maw – \$50 PC gift card compliments of Southwest Regional CU, Keith Rabadoux – Movie Night Basket compliments of Southwest Regional CU, Toria Sopol – \$25 Starbucks gift card compliments of Central 1, Sandy Dekker – Hot drink basket compliments of Southwest Regional CU, Sherry Van Bilsen - Throw blanket, Journals, pens, charging cords

# 30<sup>TH</sup> ANNUAL MEETING MINUTES...*Cont'd*

January 21, 2020

compliments of Aviso Wealth, Cathy Thompson – Breakfast Basket compliments of Southwest Regional Credit Union. Ben invited everyone to stay for coffee and desserts.

## Adjournment

Kelly Ash motioned for adjournment of the 30th Annual Meeting of Southwest Regional Credit Union Ltd. Tia Bongers seconded at 8:53 p.m. Motion Carried.



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Chair of the Board of Directors



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Secretary to the Board of Directors

# REPORT OF THE BOARD OF DIRECTORS & CHIEF EXECUTIVE OFFICER

January 19, 2021

The year 2020 will certainly go down in the history books as one we will all remember. Our year began with a healthy local economy, a competitive financial services market, strong employment levels and a booming real estate market. Then the coronavirus (COVID 19) pandemic hit, and everything abruptly changed. The Provincial government placed Ontario under a strict economic lockdown with many businesses forced to temporarily close, resulting in increased local unemployment and essentially shutting down the economy for several months. Bank of Canada then lowered its bank rate by 1.50%. This resulted in historically low interest rates, putting an incredible amount of downward pressure on the Credit Union's financial margins.

The pandemic created unprecedented and unique challenges for Southwest. Adjustments were quickly made to the operation of our business with restrictions placed on access to our branches as per local Health Authority guidelines. These guidelines resulted in reduced hours and protective plexiglass barriers being installed in Member service areas. Personal protective equipment (PPE) like hand sanitizer, gloves and masks were provided to staff and Members to ensure everyone's health and safety. Thankfully, these measures have resulted in Southwest remaining open for our Members throughout the pandemic with no illness issues occurring. Members adjusted to using self-serve channels like our on-line and mobile banking, ATMs, and telephone banking to manage their finances throughout the health crisis.

Financially, 2020 was a very successful year as Southwest surpassed our budgeted income target. As a result, we are pleased to announce the following Dividends & Rebates for our members:

- |                          |       |
|--------------------------|-------|
| • Dividend Savings       | 1.00% |
| • Dividend Term          | 1.25% |
| • Personal Loans/LOC     | 1.50% |
| • Residential Mortgages  | 0.50% |
| • LambtonLine II         | 0.25% |
| • Agricultural Loans/LOC | 1.50% |
| • Agricultural Mortgages | 0.50% |
| • Commercial Lending     | 0.25% |

Southwest continues to support our local communities through programs like the 3rd annual Business Boost Bundle contest (previously Fund Your Hustle) to promote entrepreneurs in partnership with the Sarnia Lambton Business Development Corporation, Bluewater Power and CR Creative. This year's winner was The Health Creation Lab! Support of the Co-Operative Young Leaders Program; designed to develop and recognize youth leadership, was once again planned, however, the camp program was cancelled due to the pandemic.

Efforts going forward will be focused on providing valuable advice and assisting our Members with improving their financial health while offering exceptional service and competitive products. We are excited to announce that in 2021 Members will see a new and improved website and digital online banking experience. The new website and online platforms will offer expanded features and functionality. We have also partnered with Central 1 to upgrade all our payment processing services like POS, cheque clearing, auto fund transfer and E-transfers to a new Real-Time Rail platform that will provide faster processing of all transactions. Further technological investments were made through upgrades to fiber optic internet service, upgraded systems servers and improved branch security. Enhancements were also made to our products and services with the inclusion of free e-transfers on chequing accounts and expanded features on our \$US accounts.

We will continue working closely with our local agricultural and small business owners with an emphasis on providing strong support and sound financial advice. We hope to have the

## REPORT OF THE BOARD OF DIRECTORS & CHIEF EXECUTIVE OFFICER...*Cont'd*

January 19, 2021

opportunity to work closely with each and every Member and that you will 'support local' by referring your friends and family to Southwest so that we may continue to serve the community. The Member Referral Program provides rewards to those who make referrals to Southwest. Ask staff for details!

Our Members once again provided us with valuable feedback through the Annual Survey that was distributed last year with the Annual Statements. Results indicated that Members overall satisfaction with our service delivery was rated at 9 out of 10 or better in 90% of the responses, and our products rated 9 out of 10 or better in 78% of responses. 86.5% said they would refer new Members to Southwest!

We would like to express our sincere gratitude for the trust and support shown to Southwest by our Members throughout 2020! Heading into 2021 as the only truly local financial institution, we will continue to work closely with our community partners building a stronger Credit Union so that we may continue to serve the local markets for many years to come!

Thank you to all our Members for another successful year in 2019-2020.

We appreciate your loyalty and patronage and look forward to the opportunity to provide you with our support for all your financial needs in 2021!

Respectfully yours,



A handwritten signature in black ink that reads "B. Dekker".

**Ben Dekker**  
*Board Chair*



A handwritten signature in black ink that reads "Glenn Wilson".

**Glenn Wilson**  
*Chief Executive Officer*



**REPORT OF THE DIRECTOR OF SALES & SERVICE**

January 19, 2021

On behalf of our Sales Department, I will report on the lending activity experienced throughout the year. The Coronavirus Pandemic has had a tremendous impact on every section of life for not only Canadians but the entire world. We have had record unemployment numbers due to shutdowns, homeowners with record number of deferrals and the average Canadian in debt for \$1.71 per dollar of income earned. 2020 has been a turbulent year. Mortgage rates continued to drop throughout the year while housing prices continue to remain strong. Your lending department has been diligent in reaching out to our members to offer support and guidance. This has resulted in our members remaining in a healthy financial condition.

Your Commercial & Agricultural department has been and continues to be proactive and creative in attracting new and local members. The pandemic has significantly reduced syndicated opportunities, while several large payouts were received, creating a challenge for the Commercial and Agricultural team to maintain the portfolio balances.

Your loan department processed 305 loan applications, rejecting, and deferring 90 requests and making 215 new loans for \$2,296,769 new money. The number of personal loans outstanding at year-end was 240 for \$2,734,441 and 11 Commercial & Agricultural loans for \$495,704 an overall increase of \$225,572. The number of lines of credit outstanding at year-end was 1754 Personal for \$17,204,406 and 66 Business/Agricultural/Association Line of Credits for \$2,295,556, an overall decrease of (\$2,495,772). Total authorized yet to be advanced is \$45,735,935. The net decrease in loans and line of credits for the year was (\$2,270,199).

Your loan department processed 213 mortgage applications, rejecting, and deferring 69 and booking 144 new mortgages for \$26,028,981 new money. The volume outstanding at year-end was 525 Personal mortgages for \$69,427,501 and 59 Commercial & Agricultural mortgages for \$27,957,314. The pending amount with an expected close date within the next 3 months is \$4,273,039. The net increase in mortgages was \$7,082,253.

Staff maintained tight control of delinquent loans. At year-end, the Credit Union had no delinquent personal loans and no mortgage accounts delinquent. Total charge-off for 2019/2020 was \$0.00. Bad Debt recovery for the year totalled \$1,617.27. Your credit union maintains adequate allowance for future loss exposure.

The following is a breakdown of the distribution of loans by purpose:

2019-2020 LENDING ACTIVITY	INCREASE (DECREASE)
Personal Loans	(\$81,192.42)
Personal Lines of Credit	(\$183,543.06)
Lambton Line II (Secured Lines of Credit)	(\$2,047,702.41)
Residential Mortgages	\$6,441,456.15
Commercial and Agricultural Loans	\$306,765.85
Commercial and Agricultural Lines of Credit	(\$264,527.07)
Commercial and Agricultural Mortgages	\$640,796.76
<b>TOTAL</b>	<b>\$4,812,053.80</b>



**Sherry Van Bilsen**  
*Director of Sales & Service*

# REPORT OF THE AUDIT COMMITTEE

January 19, 2021

Your Audit Committee is elected each year by your Board of Directors. This year we have Chris Courts, Dan Peters and myself elected. We meet at least four times a year. At the start of each year we form a year long work plan. This year we did a major update on the Audit Plan using advice from our Internal Auditor. This was done to better satisfy our regulators and look after the Credit Union's best interests. It is our responsibility to review the Credit Union's compliance to policy and our regulator's requirements. We work with the Auditors and the Board to accomplish this. The Audit Committee also reviews the Audit reports and recommends changes to the board. The Committee operates under the mandate of the Credit Union and Caisses Populaires Act to confirm financial reporting and overseeing the work of Management & operational risk. Addition work included reviewing Auditor findings, ensuring appropriate system of internal controls are in place to safeguard the Credit Union assets. The Audit Committee also provides timely approvals to management through the year.

This year the world has been served with many challenges. For us, we started working with a new Internal Auditor and change of CEO. And then in March the Pandemic hit. I was familiar with virtual meetings in the past but suddenly they became the norm. Conducting meetings from a computer is different but went reasonably well. Strategic planning took on a new priority. The Audit Committee and the Board of Directors rose to the challenge with the assistance of staff. 2020 will be a year to remember.

The Audit committee works closely with the Auditors to look after the interests of the Credit Union and the owners. We have a good working relationship with the Internal Auditor and the External Auditor as well.

I am proud to report that neither our Auditors nor the Audit Committee have discovered any findings that need to be reported to the member owners.

The Credit Union certainly has had a great year considering all the changes required in how we do business. I appreciate the support of The Committee and the Board. I congratulate Glenn and his staff for their contribution.



A handwritten signature in blue ink, appearing to read 'Jim Maw'. The signature is stylized with a large loop at the beginning and a horizontal line extending to the right.

**Jim Maw**  
*Audit Committee Chairman*

# Southwest Regional Credit Union is here to support our local communities and our members!

Below are a few of the local groups Southwest supported in 2019-2020!

- The Plympton Wyoming Health & Wellness Centre
- Pathways Health Centre for Children
- St. Joseph's Hospice
- The Wallaceburg Salvation Army
- The Inn of the Good Shepherd - Sarnia
- St. Andrew's Foodbank - Cournna
- The Petrolia Foodbank
- John Knox Christian School - Wyoming



**CONGRATULATIONS TO THE WINNER**  
OF THE 2020 BUSINESS BOOST BUNDLE





Southwest Regional Credit Union Ltd.

# **INDEPENDENT AUDITOR'S REPORT AND SUMMARIZED FINANCIAL STATEMENTS**

October 31, 2020



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## Independent Auditor's Report

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To the Members of Southwest Regional Credit Union Ltd.

### **Opinion**

The summary financial statements, which comprise the summary balance sheet as at October 31, 2020, the summary statement of earnings and summary statement of comprehensive earnings and members' equity for the year then ended, and related notes, are derived from the audited financial statements of Southwest Regional Credit Union Ltd. for the year ended October 31, 2020. In our opinion, the accompanying summary financial statements are a fair summary of the audited financial statements, on the basis described in Note 1.

### **Summary Financial Statements**

The summary financial statements do not contain all the disclosures required by International Financial Reporting Standards. Reading the summary financial statements and the auditor's report thereon, therefore, is not a substitute for reading the audited financial statements and the auditor's report thereon.

### **The Audited Financial Statements and Our Report Thereon**

We expressed an unmodified audit opinion on the audited financial statements in our report dated December 15, 2020.

### **Responsibilities of Management for the Summarized Financial Statements**

Management is responsible for the preparation of the summary financial statements on the basis described in Note 1.

### **Auditor's Responsibilities for the Audit of the Summary Financial Statements**

Our responsibility is to express an opinion on whether the summary financial statements are a fair summary of the audited financial statements based on our procedures, which were conducted in accordance with Canadian Auditing Standard (CAS) 810, Engagements to Report on Summary Financial Statements.

Chatham, Ontario  
December 15, 2020

*Baker Tilly CK, LLP*  
CHARTERED PROFESSIONAL ACCOUNTANTS  
LICENSED PUBLIC ACCOUNTANTS



**SUMMARIZED STATEMENT OF EARNINGS**

Year Ended October 31, 2020

	2020	2019
<b>REVENUE</b>		
Interest from personal loans	\$ 301,161	\$ 338,406
Interest from mortgage loans	3,174,916	3,083,163
Interest from commercial loans	1,019,544	1,049,868
Interest from agriculture loans	339,184	288,613
Interest from investments and short-term deposits	557,506	690,559
Service charges	626,410	647,558
Other revenue	42,940	17,484
	<u>6,061,661</u>	<u>6,115,651</u>
<b>INTEREST EXPENSE</b>		
Interest on term deposits	320,097	312,239
Interest on demand deposits	131,999	159,823
Interest on Registered Retirement Savings Plans	291,032	301,487
Interest on Registered Retirement Income Funds	183,535	184,654
Interest on Tax Free Savings Accounts	280,613	219,736
	<u>1,207,276</u>	<u>1,177,939</u>
<b>FINANCIAL MARGIN</b>	<u>4,854,385</u>	<u>4,937,712</u>
<b>EXPENSES</b>		
Administrative	632,030	644,075
Occupancy	608,976	604,179
Salaries and benefits	2,149,479	2,068,650
Computer and network fees	444,414	436,172
Provision for impaired loans	30,000	99,003
	<u>3,864,899</u>	<u>3,852,079</u>
<b>EARNINGS BEFORE INCOME TAXES AND DISTRIBUTION TO MEMBERS</b>	<u>989,486</u>	<u>1,085,633</u>
<b>DISTRIBUTION TO MEMBERS</b>		
Interest rebate	8,383	21,286
Dividend on dividend savings accounts	77,547	142,028
	<u>85,930</u>	<u>163,314</u>
<b>EARNINGS BEFORE INCOME TAXES</b>	<u>903,556</u>	<u>922,319</u>
<b>INCOME TAXES</b>		
Current	157,437	228,114
Deferred	(7,547)	(6,376)
	<u>149,890</u>	<u>221,738</u>
<b>NET EARNINGS</b>	<u>\$ 753,666</u>	<u>\$ 700,581</u>

# SUMMARIZED STATEMENT OF COMPREHENSIVE INCOME AND MEMBERS' EQUITY

Year Ended October 31, 2020

	2020	2019
<b>Net earnings for the year</b>	\$ 753,666	\$ 700,581
<b>Other comprehensive income</b>	<u>-</u>	<u>-</u>
<b>Comprehensive income</b>	<u>\$ 753,666</u>	<u>\$ 700,581</u>
<b>CONTINGENCY RESERVE</b>		
<b>Balance, beginning of the year</b>	\$ 19,854,999	\$ 19,154,418
Net earnings for the year	<u>753,666</u>	<u>700,581</u>
<b>Balance, end of the year</b>	<u>\$ 20,608,665</u>	<u>\$ 19,854,999</u>



# SUMMARIZED BALANCE SHEET

October 31, 2020

2020

2019

**ASSETS**

Cash and marketable securities	\$ 29,796,650	\$ 22,679,356
Investments	10,781,857	10,266,218
Loans to members		
Personal	4,206,342	4,191,700
Mortgage	69,363,273	62,986,045
Home Equity Line of Credit	15,704,678	17,706,666
Commercial	21,522,038	23,169,681
Agricultural	8,776,176	6,735,749
Capital assets	6,360,859	6,615,103
Other assets	563,419	554,399
	<u>\$ 167,075,292</u>	<u>\$ 154,904,917</u>

**LIABILITIES**

Members' deposits	\$ 144,964,459	\$ 133,271,095
Other liabilities	1,356,738	1,631,798
Members' share capital	145,430	147,025
	<u>146,466,627</u>	<u>135,049,918</u>

**MEMBERS' EQUITY**

CONTINGENCY RESERVE	<u>20,608,665</u>	<u>19,854,999</u>
	<u>\$ 167,075,292</u>	<u>\$ 154,904,917</u>

ON BEHALF OF THE BOARD

  
 \_\_\_\_\_  
 Director

  
 \_\_\_\_\_  
 Director

# NOTE TO SUMMARIZED FINANCIAL STATEMENTS

October 31, 2020

## 1. APPLIED CRITERIA IN THE PREPARATION OF THE SUMMARY FINANCIAL STATEMENTS

The criteria applied by management in the preparation of these summary financial statements are as follows:

- a) Commencing with the 2014 fiscal year, management has adopted the International Financial Reporting Standards (IFRS);
- b) the information in the summary financial statements is in agreement with the related information in the complete financial statements;
- c) a summary statement of cash flows has not been presented, as the relevant information can be obtained from the complete financial statements; and
- d) the summary financial statements contain the information necessary to avoid distorting or obscuring matters disclosed in the related complete financial statements, including the notes thereto.

## DIVIDEND REBATES

January 19, 2021

DATE OF YEAR-END	DIVIDEND PAID	DIVIDEND TERM	LOAN INTEREST REBATE PAID	MORTGAGE REBATE PAID	LAMBTON LINE II REBATE PAID	BUSINESS LOC INTEREST REBATE
OCT. 31, 2011	1.15%	1.40%	4.00%	1.50%	0.75%	1.00%
OCT. 31, 2012	1.25%	1.50%	4.00%	1.50%	0.75%	1.00%
OCT. 31, 2013	1.00%	1.25%	3.00%	1.00%	0.40%	0.50%
OCT. 31, 2014	1.10%	1.35%	3.00%	1.00%	0.40%	0.50%
OCT. 31, 2015	1.00%	1.25%	1.50%	0.50%	0.20%	0.25%
OCT. 31, 2016	1.00%	1.25%	1.50%	0.50%	0.25%	0.25%
OCT. 31, 2017	1.00%	1.25%	1.50%	0.50%	0.25%	0.25%
OCT. 31, 2018	1.20%	1.45%	1.70%	0.60%	0.35%	0.50%
OCT. 31, 2019	1.75%	2.00%	2.30%	1.05%	0.80%	0.80%
OCT. 31, 2020	1.00%	1.25%	1.50%	0.50%	0.25%	1.50%

**BANKING SERVICES**

STUDENT/YOUTH ACCOUNTS  
 HERITAGE 60/SENIOR ACCOUNTS  
 PERSONAL CHEQUING ACCOUNTS  
 REGIONAL ACCOUNT  
 MAXIMIZER ACCOUNTS  
 PLAN 24 SAVINGS ACCOUNTS  
 U.S. PLAN 24 SAVINGS ACCOUNTS  
 ASSOCIATION ACCOUNTS  
 COMMUNITY ACCOUNTS  
 BUSINESS/CURRENT ACCOUNTS  
 (FLAT FEE or PAY-PER-USE)  
 AGRICULTURAL ACCOUNTS  
 (FLAT FEE or PAY-PER-USE)  
 AGRI-INVEST ACCOUNTS

**ELECTRONIC SERVICES**

ATM'S AT ALL BRANCH LOCATIONS  
 MEMBERCARD – DEBIT CARD (POINT OF SALE)  
 WITH CONTACTLESS TECHNOLOGY  
 ONLINE BANKING  
 TELEPHONE BANKING  
 TEXT MOBILE BANKING  
 E-TRANSFER  
 MOBILE BANKING  
 E-DEPOSITS  
 BANKING ALERTS

**INVESTMENT SERVICES**

RRSP, RRIF, LIRA, LIF  
 REGISTERED DISABILITY SAVINGS PLANS  
 REGISTERED EDUCATION SAVINGS PLANS  
 MUTUAL FUNDS OFFERED THROUGH  
 CREDENTIAL ASSET MANAGEMENT INC.  
 S&P/TSE 60 INDEX – LINKED  
 TERM DEPOSITS  
 SHORT & LONG TERM – TERM DEPOSITS  
 TAX FREE SAVINGS ACCOUNT  
 DISCOUNTED TRADING SERVICES  
 THROUGH QTRADE INVESTOR

**OTHER SERVICES**

CREDITOR INSURANCES  
 HOME & AUTO INSURANCE  
 TRAVEL INSURANCE  
 WIRE TRANSFERS  
 ELECTRONIC BILL/UTILITY PAYMENTS  
 CERTIFIED CHEQUES  
 MONEY ORDERS  
 FOREIGN CURRENCY  
 INTER-BRANCH BANKING  
 SAFETY DEPOSIT BOX RENTAL  
 MERCHANT MASTERCARD  
 COLLABRIA MASTERCARD/VISA  
 PASSBOOK  
 NIGHT DEPOSITORY

**LENDING SERVICES**

PERSONAL LOANS – FIXED AND  
 VARIABLE RATE  
 RESIDENTIAL MORTGAGES  
 HIGH RATIO MORTGAGES  
 LINES OF CREDIT –  
 OVERDRAFT PROTECTION  
 HOME EQUITY LINES OF CREDIT  
 STUDENT LOANS & LINE OF CREDITS  
 RRSP LINE OF CREDITS  
 COMMERCIAL LOANS, OPERATING LINES  
 & MORTGAGES  
 AGRICULTURAL LOANS, OPERATING LINES  
 & MORTGAGES  
 BRIDGE/INTERIM FINANCING  
 NEW CONSTRUCTION FINANCING  
 LETTERS OF CREDIT  
 MERCHANT FINANCING

*Mutual Funds are offered through Credential Asset Management Inc.  
 Online brokerage services are offered through Qtrade Investor,  
 a division of Credential Qtrade Securities Inc.*



# Southwest

## REGIONAL CREDIT UNION

— *Serving People with People Since 1939*

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