

**BETTER  
BANKING  
IS WHAT  
WE DO BEST**

**MEMBER  
FOCUSED**

**FINANCIAL  
PARTNERS**

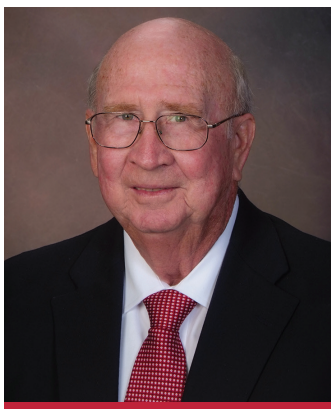
**COMMUNITY  
PROUD**



## 2022 Annual Report

  
**ROBINS**  
Financial  
CREDIT UNION

## 2022 Board of Directors



Edward C. Hilliard  
*Chairman*



Don Jarzynka  
*Vice Chairman*



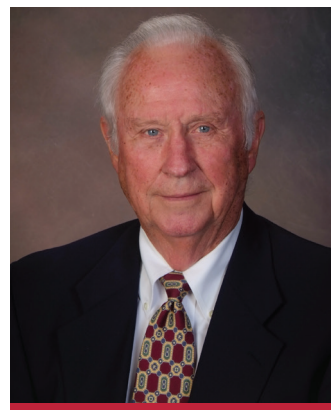
Barry Brown  
*Treasurer*



Dr. Mike D. Parker  
*Secretary*



Donald R. Hanson  
*Director*



James E. Kidd  
*Director*



John A. Jones  
*Director*



Jane Parker  
*Director*



Troy Hubbard  
*Director*

## **A Message from the Chairman and CEO**

Thank you for choosing us as your trusted financial partner. I could not be more grateful to serve as your President and CEO, and I am proud of the continued success and strength of our credit union. Our membership has increased to over 250,000 and counting. We reached a remarkable asset milestone, surpassing \$4 billion in assets. Our sustained growth and stability would not be possible without your continued trust and support.

As you are aware, we have finalized our acquisition of Persons Banking Company. This was a proactive step by two institutions with shared values and commitment to our communities. We are proud to welcome Persons employees and customers to Robins Financial Credit Union!

We continue to add new products and services to meet the needs of our members, as well as expand our digital services. We recently launched a new and improved online account opening tool to allow you to perform business when and how you want. We also maintain a focus on improving our efficiencies on the back end, continually developing solutions to simplify our processes so our team can focus even more on supporting our members.

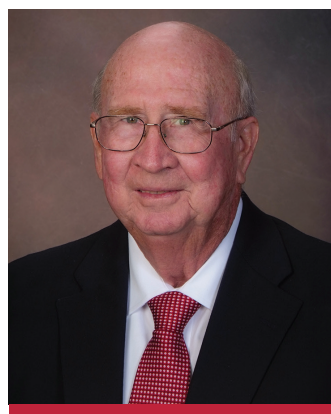
In addition to supporting our members, we also support our community through donations, volunteer efforts, item collections, and other programs. Our annual employee fundraising campaign for Children's Miracle Network raised \$30,000 to support our local children's hospital. We supported education through our annual Scholarship program which awarded \$40,000 to 20 local students,

as well as our new GRANTED program which provided more than \$25,000 in classroom supplies and instructional tools to local teachers. Through our annual Community Project, we donated \$410,000 to 21 local non-profits working to improve our community. In total, we gave back over \$700,000 to our community in 2022.

As we move forward into 2023, I assure you of our sustained commitment to enhancing the financial well-being of our members and our community. Thank you for your continued support and trust in Robins Financial. We look forward to serving you and your family, and hope you enjoy a safe and successful year. In everything we do, we honor our mission to be Member Focused, Financial Partners, Community Proud.



Christina O'Brien  
*President/CEO*



Edward C. Hilliard  
*Chairman*

## Member Benefits

Why bank at Robins Financial? As a member, you're an owner of the credit union and everything we do is with you in mind. All our earnings are returned back to our members in the form of higher dividend rates, lower loan rates, and little to no fees.



**\$18,300,000**

*Paid Member Rebate*

**\$5,583,605**

*In NSF/Bounce Protection fee  
refunds and elimination*

**\$2,096,640**

*In ATM fees refunded to  
members*

**\$14,395,019**

*Dividends paid to members  
with deposit accounts*

## Products & Services

At Robins Financial, our goal is to help you save and earn more money by offering products and services that best meet your needs and help you achieve your financial goals.



**\$7,518,709**

*Balance total of 352 First Time  
Auto Loans issued*

**\$66,351**

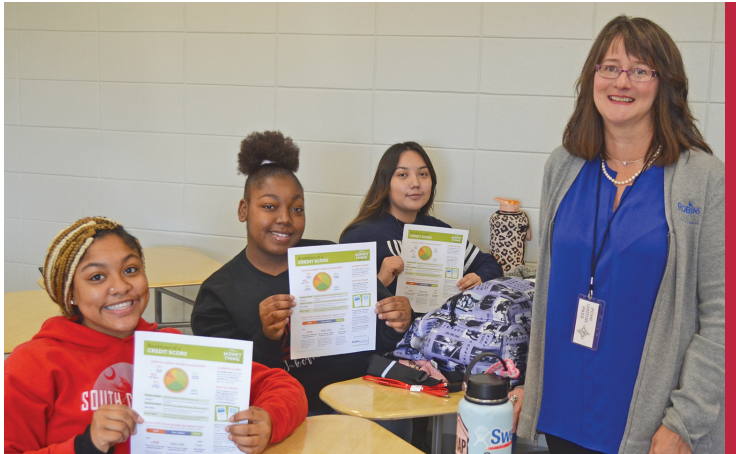
*Mobile Banking Apps were  
downloaded for free giving  
members 24/7 anywhere  
account access*

**\$31,031,305**

*Balance total of 173 First Time  
Mortgage Loans*

## Financial Literacy

Robins Financial is dedicated to providing financial literacy to high school and college students.



**\$53,000**

*Invested in student scholarship programs to further the education of young people in the community*

**17,271**

*Accounts opened for new youth members (ages 16-26)*

**6,709**

*Students attended 440 financial literacy classes at 17 schools in our community*

**\$28,000**

*Contributed to grant classroom wish lists for local teachers*

## Serving Our Community

We're also big supporters of our local communities. We partner with various charitable groups and organizations who better our communities by building homes for families, researching cures for cancer, taking care of children in need, supporting our veterans, and many other vital contributions.



**\$115,350**

*Contributed by employees to United Way of Central Georgia*

**67 CARE PACKAGES**

*Sent to RAFB troops overseas by our employees*

**\$30,000**

*Donated to Children's Miracle Network and our local Children's Hospital in Macon*

**1,422 PAIRS OF SOCKS**

*Donated to Merrie's Closet*

**\$30,000**

*In holiday donations were given to 28 charities during our annual 25 Days of Giving campaign*

**41 SHOEBOXES**

*For the elderly were donated by employees to support Meals on Wheels*

**615**

*Volunteer hours contributed by employees*

**\$700,000**

*Given to our community through donations & sponsorships*

# Audit Committee Report

The Audit Committee is an independent group of volunteers who represent the members of Robins Financial Credit Union. The Committee's role is to review operational, compliance, and examination reports to ensure that the Credit Union is managed in a manner that is fiscally and ethically sound.

Based on these reviews, it is our opinion that Robins Financial Credit Union is operating in a safe and sound manner and, in all material respects, is compliant with applicable laws, rules and regulations.

In 2022, the Committee engaged Nearman, Maynard, Vallez CPA & Consultants to audit the annual financial statements and internal controls. This organization reported that Robins Financial Credit Union continues to be financially strong, stable, and extremely well-managed.

We are dedicated to maintaining the high level of service, security, and value that our members have come to expect from Robins Financial Credit Union. We look forward to another successful year in 2023.



Troy Hubbard  
*Chairperson*



Ed Wolfe



Josh Grant



Erika Morgan

# Statement of Financial Condition

## ASSETS

2021

2022

Loans	\$1,898,534,116.43	\$2,335,804,153.86
Less: Allowance for Loan Loss	\$(19,668,567.50)	\$(21,447.157.02)
Cash	\$35,332,655.66	\$37,261,461.43
Investments	\$1,798,010,155.56	\$1,719,492,676.43
Fixed Assets	\$29,931,876.93	\$37,044,188.94
Other Assets	\$137,930,969.25	\$248,932,662.46
<b>Total Assets</b>	<b>\$3,880,071,206.33</b>	<b>\$4,357,087,986.10</b>

## LIABILITIES

Member Deposits	\$3,278,717,546.23	\$3,801,603,044.39
Dividends Payable	\$207,704.79	\$273,796.98
Accounts Payable	\$14,880,736.78	\$48,388,842.94
Other Liabilities	\$14,444,339.41	\$31,326,113.52
<b>Total Liabilities</b>	<b>\$3,308,250,327.21</b>	<b>\$3,881,591,797.83</b>

## MEMBERS' EQUITY

Regular Reserve	\$12,679,007.52	\$12,679,007.52
Undivided Earnings/Other Reserves	\$558,772,438.14	\$462,447,747.29
Equity Acquired in Merger	\$369,433.46	\$369,433.46
<b>Total Members' Equity</b>	<b>\$571,820,879.12</b>	<b>\$475,496,188.27</b>
<b>Total Liabilities &amp; Members' Equity</b>	<b>\$3,880,071,206.33</b>	<b>\$4,357,087,986.10</b>

## INCOME & NON-OPERATING INCOME

2021

2022

Loan Interest Income	\$74,891,984.85	\$83,285,192.09
Investment Income	\$13,793,019.55	\$26,889,091.78
Other Income	\$57,003,175.60	\$59,419,163.34
<b>Total Income</b>	<b>\$145,688,180.00</b>	<b>\$169,593,447.21</b>

## EXPENSES

Dividend Expenses	\$12,935,877.88	\$14,395,020.27
Provision for Loan Loss	\$4,639,416.79	\$5,880,041.09
Employee Compensation & Benefits	\$33,158,239.15	\$41,019,710.75
Other Operating Expenses	\$51,134,256.34	\$58,403,426.98
NCUSIF Assessment	\$0	\$0
<b>Total Expenses</b>	<b>\$101,867,790.16</b>	<b>\$119,698,199.09</b>
<b>Net Income</b>	<b>\$43,820,389.84</b>	<b>\$49,895,248.12</b>
<b>Total Members</b>	<b>239,874</b>	<b>251,265</b>

# Historical Growth

## DEPOSITS

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2022	\$3,801,603,044.39
2021	\$3,278,717,546.23
2020	\$2,752,554,709.73
2019	\$2,207,991,896.65

### Deposit Highlights

- Member deposits grew \$522,885,498 or 15.95%
- Paid out over \$14.4 million in dividends to members
- Opened 49,046 new checking accounts

## ASSETS

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2022	\$4,357,087,986.10
2021	\$3,880,071,206.33
2020	\$3,340,324,142.82
2019	\$2,738,705,715.26

### Assets Highlights

- Assets grew by \$477,016,780 or 12.29%

## LOANS

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2022	\$2,335,804,153.86
2021	\$1,898,534,116.43
2020	\$1,859,051,334.96
2019	\$1,859,766,279.71

### Loan Highlights

- Loans increase by \$437,270,037 or 23.03%
- 619 members received new real estate loans with balances totaling \$110,648,131
- 25,484 loans granted in 2022 totaling \$794,306,702

## MEMBERS

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2022	251,265
2021	239,874
2020	226,820
2019	214,802

### Members Highlights

- Membership increased by 11,391

# Thank you

for your continued loyalty to Robins Financial Credit Union. Since 1954, our members have chosen us to meet their financial needs. We pride ourselves on being your financial services provider of choice while delivering Better Banking for Everyone. As a not-for-profit financial cooperative, our members play a vital role in the success of the credit union. We have designed a variety of products and services to meet your needs throughout every stage of life. At Robins Financial, we want our members to bank with peace of mind and securing your personal information is our top priority.

Thank you for recognizing the benefits of your mission-driven, not-for-profit financial cooperative. We're honored to play a role in your financial journey and hope you continue to grow with us in 2023 as we stay committed to serving you and our community.

## Contact Us:

**Phone:** 478-923-3773 or 800-241-2405

**Online:** [www.robinsfcu.org](http://www.robinsfcu.org)

**Social Media:**



Federally insured by NCUA. Contact the credit union for membership details.