



# PROGRESS WITH PURPOSE

2024 ANNUAL REPORT

# AGRICULTURE FEDERAL CREDIT UNION **ANNUAL MEETING AGENDA**

**APRIL 30, 2025 | 11:00 AM – 12:00 PM**

## **CALL TO ORDER**

Elard J. Phillips, Chairperson

## **ASCERTAIN A QUORUM IS PRESENT**

## **APPROVE THE PRIOR YEAR'S APRIL 24, 2024**

## **ANNUAL MEETING MINUTES**

## **CHAIRPERSON'S , TREASURER'S AND FOUNDATION REPORT**

Elard J. Phillips, Chairperson

## **NOMINATING COMMITTEE REPORT**

Meeting Moderator on behalf of John Link, Nominating Committee Chair

## **CEO REPORT**

Margie Click

## **QUESTIONS AND ANSWERS**

## **ADJOURNMENT**



**//**  
**I trust AgFed  
because they  
genuinely put their  
members first."**

# CHAIRPERSON'S AND PRESIDENT/CEO'S REPORT

Dear Members,

I am pleased to present to you the 2024 AgFed Annual Report. It is both an honor and a privilege to reflect on the achievements we have reached together this past year. Thank you for your continued support. We are here because of you and for you.

The past year was filled with both challenges and opportunities, but through it all, AgFed remained committed to delivering trusted banking services to our community with integrity and care.

At AgFed, we are here to provide the financial guidance you need to succeed. From high-yield savings options like Advantage checking, High-Yield Youth Savings or Certificates, to tailored home purchasing support through our mortgage offerings, we're here to help you make confident, informed decisions this year and every year.

**Key accomplishments for 2024 include:**

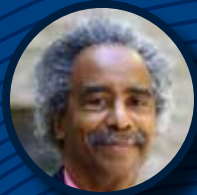
- Launched a Private Student Loan Program
- Replaced all AgFed ATMs with brand new equipment
- Launched Pathway Loan in place of the Summer and Holiday Loans offering members assistance with unexpected expenses
- Offered Trust and Will Services
- Implemented a state-of-the art Telephone Banking System
- Launched a number of transactional surveys in an effort to continually improve our service to the membership

Looking ahead, we are optimistic about the financial growth opportunities that 2025 brings. Economic indicators suggest moderate growth, with inflation stabilizing and interest rates expected to hold steady. It's an ideal time to focus on financial goals, whether that's saving for the future, purchasing your first home or exploring personalized banking solutions.

In July of 2025, we will be launching a brand new Online and Mobile Banking platform, offering state of the art banking services. We are committed to making this transition as smooth as possible and look forward to providing you with a faster, more dependable and more secure digital experience. While we are excited about these



**Margie Click**  
President/CEO



**Elard J. Phillips**  
Board Chairperson

enhancements, we want you to be fully prepared. Please be on the lookout for mailings, important notices on websites, instructional videos and more

Our commitment to personalized banking solutions ensures that your needs and aspirations remain at the center of everything we do. Whether it's saving for the future or achieving a long-term financial milestone, we're here to make your journey as rewarding as possible.

Thank you for trusting AgFed Credit Union as your partner in financial growth. We're excited to continue building lasting relationships and empowering you to achieve more in 2025.

We are proud to serve as CEO and Board Chairperson of AgFed Credit Union. We sincerely thank our members for their continued loyalty and support. Additionally, we express our deep appreciation to the volunteer Board of Directors, the Volunteer Supervisory Committee, other Committee members, as well, as the AgFed management and staff for their dedication.



# TREASURER'S REPORT

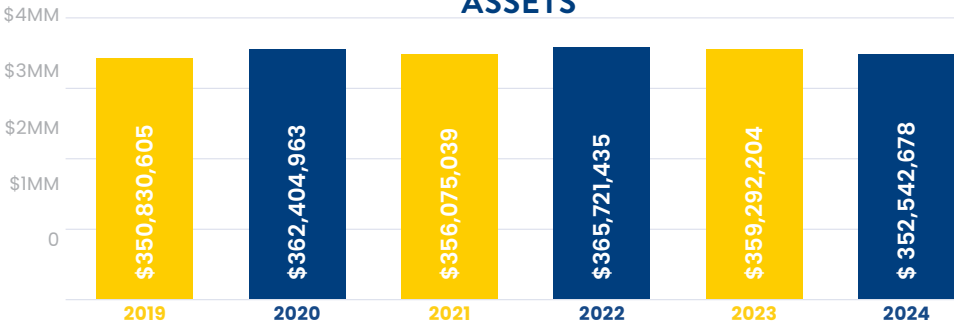
Agriculture Federal Credit Union ended the year in a fiscally sound position with a capital to assets ratio of 11.48%. This ratio is an indicator of excellent financial strength and is significantly higher than the regulatory well-capitalized standard of 7% set for credit unions.

Despite the financial challenges presented by inflation and regulatory pressure, the credit union's loan portfolio remained strong at over \$228 million while member deposits remained steady at nearly \$315 million.

Our asset size ended the year at over \$352 million, and we experienced a return on assets of 0.14% for the year.

I am happy to report our credit union remains fiscally sound and AgFed is looking forward to continuing this well into the future.

## ASSETS





# INCOME AND EXPENSES

Years Ended December 31, 2024

	2024	2023
<b>Interest on Revenue</b>		
Interest on Loans	\$ 11,151,302	\$ 11,178,272
Interest on Investments	\$ 3,305,076	\$ 1,938,374
	<b>\$ 14,456,378</b>	<b>\$ 13,116,646</b>
<b>Interest Expense</b>		
Dividends on Shares	\$ 3,920,361	\$ 3,132,482
<b>Net Interest Income</b>	<b>\$ 10,536,017</b>	<b>\$ 9,984,164</b>
Provision for Credit Losses	\$ 1,550,839	\$ 1,185,268
Net Interest Income		
After Provision	\$ 8,985,178	\$ 8,798,896
Other Operating Income	\$ 2,166,166	\$ 2,140,964
Operating Expenses	\$ 10,655,818	\$ 10,619,12
Non-Operating Losses (Gains)	\$ (21,196)	\$ (64,410)
<b>Net Income</b>	<b>\$ 516,722</b>	<b>\$ 385,144</b>

# FINANCIAL CONDITION

As of December 31, 2024

	2024	2023
<b>Assets</b>		
Net Loans	\$ 226,747,127	\$ 250,535,161
Net Cash & Investments	\$ 107,930,821	\$ 90,999,690
Other Assets	\$ 17,864,730	\$ 17,757,353
<b>Total Assets</b>	<b>\$ 352,542,678</b>	<b>\$ 359,292,204</b>
<b>Liabilities and Equity</b>		
Shares	\$ 315,700,739	\$ 322,895,037
Other Liabilities	\$ 1,217,491	\$ 2,219,902
Reserves	\$ 35,624,448	\$ 34,177,265
<b>Total Liabilities and Equity</b>	<b>\$ 352,542,678</b>	<b>\$ 359,292,204</b>

# AGFED CREDIT UNION FOUNDATION

## ACTIVITY FOR 2024

The AgFed Credit Union Foundation continued its mission of enriching the lives of our community in 2024. The Foundation received over \$5 thousand in donations. This allowed it to provide assistance to more entities.

### The 2024 accomplishments:

- Awarded two \$800 scholarships to individuals attending college or trade schools
- Awarded 10 \$100 grants to teachers in the DC metro area
- Awarded a \$1,500 scholarship to the Tuskegee Airmen in honor of former Board member, Preston Davis
- Donated \$1,200 to the American Red Cross for Hurricane Helene and Milton relief
- Donated \$5,500 to the following DC metro area charities to provide much-needed assistance:
  - Bread for the City
  - Children's National Hospital

The Foundation Board of Directors sincerely appreciates your generous contributions and are always looking for new ways to help the community. We encourage you to donate so that the Foundation may enrich the lives of many more in the future.

If you would like to make a donation to the AgFed Credit Union Foundation, you may:

**Donate online at:** [www.agfedcufoundation.org](http://www.agfedcufoundation.org)

**Mail a check to:** AgFed Credit Union Foundation,  
P.O. Box 2225, Merrifield, VA 22116

If you have any questions, feel free to contact us at [director@agfedcufoundation.org](mailto:director@agfedcufoundation.org).

Thank you for supporting schools, students and charities in your community.

## OUR BOARD

**John Link,**  
Chairman  
of the Board

**Margie Click,**  
Secretary  
of the Board

**Elard J. Phillips,**  
Treasurer  
of the Board

**Theodora  
Ezekwerre,**  
Board Member

**Patricia  
O'Connell,**  
Board Member

**Carolyn Parker,**  
Board Member



AgFed Credit Union Foundation  
Board Chairman

# SUPERVISORY COMMITTEE REPORT

AgFed’s Supervisory Committee is one of several volunteer committees which serves AgFed’s membership. Among other responsibilities, the Supervisory Committee ensures the adequacy of AgFed’s internal audit controls and financial reporting. It is comprised of 3-5 volunteer members who are appointed by the AgFed’s board of directors and normally serve 3-year staggered terms. The Supervisory Committee officers (chair and secretary) are elected annually by the Committee members following the annual membership meeting. The Committee safeguards member assets by ensuring that the AgFed’s board of directors’

policies and operating procedures are executed in a timely, efficient, and effective manner. The Committee’s primary activities involve: (1) hiring and oversight of AgFed’s independent auditing CPA firms for internal controls and for financial statements; (2) verifying and maintaining the accounts of the members at least once every 2 years; (3) reviewing annual branch audit reports by AgFed’s CFO; (4) intermediating between AgFed members, staff, and the National Credit Union Administration (NCUA); and (5) making recommendations to the board of directors for improving operations within AgFed.

**During election year 2024, the AgFed Supervisory Committee:**

- Held monthly and special meetings using Zoom technology; wrote and submitted monthly meeting minutes to the board of directors; attended monthly board meetings; participated in board planning sessions; reviewed Board and Supervisory Committee annual expenditures for travel & training; and responded to AgFed members’ concerns.
- Met with representatives of Doeren Mayhew CPAs and Advisors, official auditors for AgFed’s financial statements and member account verifications, to review their findings for the fiscal year ending 3/31/2024.
- Reviewed, discussed, and followed up on findings in periodic internal audit controls procedural reports (IAP’s) performed by AgFed’s internal controls auditor Yount, Hyde, & Barbour CPAs and Consultants (YHB). Approved and signed engagement letters for independent auditing CPA firm services by: (1) Doeren Mayhew (financial statements); and (2) Yates, Hyde, and Barbour (internal controls).
- Approved and signed engagement letters for independent auditing CPA firm services by: (1) Doeren Mayhew (financial statements); and (2) Yates, Hyde, and Barbour (internal controls).
- Attended the annual meeting of AgFed members.
- Reviewed and revised the Supervisory Committee’s charter with AgFed’s Governance Committee and board.
- Completed training in Bank Secrecy Act/Anti-Money Laundering





# AGFED BOARD OF DIRECTORS

AgFed Credit Union is the financial home to more than 25,000 members. AgFed operates 2 branches in Washington, D.C. and Maryland, and serves members in all 50 states through a network of over 5,000 shared branches, online and mobile banking and a robust offering of services at [www.agfed.org](http://www.agfed.org).



**Elard J. Phillips**  
Chair



**Patricia O'Connell**  
Vice-Chair



**John Link**  
Treasurer



**Carolyn Parker**  
Secretary



**Sederis Fields**  
Board Member



**David Lewis**  
Board Member



**Lynn Moaney**  
Board Member



**Christian Obineme**  
Board Member



**Duane Williams**  
Board Member

**“AgFed’s  
commitment  
to its members  
is unmatched,  
and I’m  
grateful to be  
part of it.”**

*Elard J. Phillips*



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

**APRIL 24, 2024**

The 89th Annual Meeting of the Agriculture Federal Credit Union (AgFed) was called to order by Mr. Elard J. Phillips, Chairperson of the Board, on Wednesday, April 24, 2024. The meeting was held via live stream and in-person at the South Building Branch.

The meeting moderator determined a quorum was present based on the number meeting registrations and the subsequent viewing of the of the meeting recording.

## **CHAIRPERSON REPORT**

Mr. Phillips reported that 2023 was marked with financial success, new products and technical enhancements. Despite the year's financial challenges including inflation, new government controls, bank failures and rising interest rates, AgFed continues to be financially strong and sound.



## **CEO REPORT**

Margie Click, President/CEO reported that AgFed embraced the economic challenges of 2023 with resilience and adaptability while staying true to its core values. Although rising interest rates and liquidity pressure results in lower loan growth for the year, AgFed saw income of \$385,144 and Assets ending the year at \$359,292,204. AgFed took advantage of the interest rate environment to offer long and short-term savings options at some of the highest rates in the region. A high-yield Advantage Checking product was introduced, and the Youth Savings accounts were restructured to offer a higher yield. AgFed also upgraded its Mobile and Desktop banking products to offer a seamless digital experience with improved security and confidentiality of member records and information.

## **FOUNDATION REPORT**

Ms. Click provided a brief report on the AgFed CU Foundation, highlighting its accomplishments in 2023, which included awarding six \$1,000 scholarships to individuals attending college or trade schools, providing twenty-four \$100 grants to teachers in the DC metro area, providing a \$1,500 scholarship to the Tuskegee Airmen in honor of former board member Preston Davis, donating to charities in the DC metro area, and a donation to the Maui Food Bank to assist those affected by wildfires.

## **NOMINATING COMMITTEE REPORT**

Mr. Phillips reported on behalf of the Nominating Committee comprised of Carolyn Parker (Chair), John Link and Christian Obineme, that Sederis Fields, David Lewis and Duane Williams were reappointed to the Board of Directors by acclamation

Mr. Phillips turned the meeting over to Ms. Click to address member inquiries.

Ms. Click addressed member inquiries.

The moderator adjourned the meeting.



We're proud to say that we're  
"Your Partner for Life."

**IT'S MORE THAN OUR MOTTO.**

It's our promise to give you the financial tools you need for a richer tomorrow. When you bank with us, you are not just a number. You're a member and part-owner of a community that believes in your financial well-being.





# We make banking simple

Online at [www.agfed.org](http://www.agfed.org)

## 24/7 Member Services/Loans

(202) 479-2270 or (888) 451-LOAN (5626)

[members@agfed.org](mailto:members@agfed.org)

**AgFed**  
**Credit Union**  
*Your Partner for Life*

## LOCATIONS

### WASHINGTON, DC

#### USDA South Building Branch

1400 Independence Ave., SW  
Room SM2  
Washington, DC 20250

### MARYLAND

#### Carver Center Branch

5601 Sunnyside Ave., Rm 1-1180  
Beltsville, MD 20705

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To locate a Credit Union Service Center near you,  
please visit [www.agfed.org](http://www.agfed.org).



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