

OC-BASED CREDIT UNIONS

| Rank Prev. Rank | Credit union •Address | •Website •Email | Assets as of June 30, 2016 •yearly % change | Net income for six months ended June 30, 2016 | Net income for six months ended June 30, 2015 | OC employees •yearly % change | OC members •yearly % change | OC branches | Eligible members | Top local official(s) •Title •Phone/fax |
|-----------------------|---|---|---|---|---|--|--------------------------------------|----------------|--|---|
| 1 (1) | SchoolsFirst Federal Credit Union 2115 N. Broadway Santa Ana 92706-2613 | schoolsfirstfcu.org info@schooolsfirstfcu.org | \$12.4 billion 9% | \$47 million | \$56.1 million | 1,500 0.6% | 700,000 4.7% | 18 | Southern California education industry employees, retirees, their families | Bill Cheney CEO/president (714) 258-4000 |
| 2 (2) | NuVision Federal Credit Union 7812 Edinger Ave. Huntington Beach 92647-1220 | nuvisionfederal.com jtai@nuvisionfederal.org | \$1.4 billion 3.6% | \$3.5 million | \$5.3 million | 224 -0.4% | 27,030 -6.1% | 7 | Employees and family members of Boeing, The Gas Company/Sempra Energy, Tesoro Corp., residents of Leisure World, other select employee groups | Roger Ballard CEO (714) 375-8000 |
| 3 (3) | Orange County's Credit Union 1701 E. St. Andrew Place Santa Ana 92705-4934 | orangecountyscu.org info@orangecountyscu.org | \$1.4 billion 12.5% | \$7.1 million | \$6.4 million | 296 5.7% | 97,541 5% | 10 | Anyone who lives or works in Orange County, Riverside County, or cities of Cerritos, Long Beach, Lakewood, Signal Hill | Shruti Miyashiro CEO/president (888) 354-6228/(714) 885-7618 |
| 4 (4) | Credit Union of Southern California 8101 E. Kaiser Blvd., third floor Anaheim 92808-2243 | cusocal.org info@cusocal.org | \$1.1 billion 10.4% | \$8.4 million | \$4.8 million | 77 ⁽¹⁾ NA | 9,140 ⁽¹⁾ NA | 9 | Individuals who live, work, worship, or attend school in Orange County, Los Angeles County or San Bernardino County and their families | Dave Gunderson CEO/president (562) 698-8326 |
| 5 (5) | Evangelical Christian Credit Union 955 W. Imperial Highway Brea 92821-3815 | eccu.org solutions@eccu.org | \$911.4 million -3.5% | \$2.6 million | (\$1.6 million) | 150 -14.3% | 10,570 -14.3% | 1 | Members of eligible churches, schools, ministry organizations and their families | Abel Pomar CEO (714) 671-5700/(714) 671-5775 |
| 6 (7) | American First Credit Union 700 N. Harbor Blvd. La Habra 90631-4026 | amerfirst.org contactus@amerfirst.org | \$607.6 million 13% | \$1.7 million | \$1.6 million | 130 4% | 38,000 -1.4% | 3 | Individuals who live, work, attend school or worship in any city in Orange County, 16 adjacent cities, or are employed by one of the 100 Affinity Groups | Jon Shigematsu CEO (800) 290-1112/(562) 237-5111 |
| 7 (6) | Southland Credit Union 10701 Los Alamitos Blvd. Los Alamitos 90720-2330 | southlandcu.org info@southlandcu.org | \$600.2 million 4.1% | \$1.2 million | \$764,265 | 140 16.7% | 56,000 0% | 2 | People who live, work, go to school or worship in Orange County and adjacent cities; select employer groups | Thomas Lent CEO/president (800) 426-1917 |
| 8 (8) | Eagle Community Credit Union 23021 Lake Center Drive Lake Forest 92630-2836 | eaglecu.org msupport@eaglecu.org | \$224.1 million 3.6% | \$678,894 | \$519,508 | 70 2.9% | 20,000 0% | 6 | People who live, work, worship or go to school in Orange County | Scott Rains CEO/president (949) 588-9400 |
| 9 (9) | Pacific Community Credit Union 401 Imperial Highway Fullerton 92835-1145 | yourcreditunion.com pccu@yourcreditunion.com | \$185 million -1.7% | \$604,840 | \$347,382 | 43 -2.3% | 10,892 -4.9% | 2 | People who live, work, worship, go to school or volunteer in Orange County, Riverside County, parts of L.A.; various chamber of commerce members, select employer groups | Kevin Pendergraft CEO/president (714) 526-2328 |
| 10 (10) | Sea Air Federal Credit Union 800 Seal Beach Blvd., Bldg. 12 Seal Beach 90740-5607 | seairfcu.org mbrservices@seairfcu.org | \$137.5 million -5.1% | (\$192,389) | (\$257,142) | 18 0% | 7,213 -2.4% | 2 | Employees, contractors, military personnel of Naval Weapons Station Seal Beach/Norco and Los Alamitos Joint Forces Training Base; Seal Beach city employees, Leisure World employees, Sunset Beach Community Association, USA Water Polo employees and members | Michael Pardon/Marissa Rabaja CEO, president/VP of lending/technology (562) 431-1341/(562) 430-3921 |
| 11 (11) | Santa Ana Federal Credit Union 800 W. Santa Ana Blvd. Santa Ana 92701-4530 | safcu.org safcu@safcu.org | \$64.4 million 2.3% | \$195,885 | \$218,171 | 13 0% | 6,118 -1.3% | 1 | People who live, work, go to school or worship in Santa Ana | Jill Mahany CEO (714) 834-1341/(714) 834-0461 |
| 12 (14) | Union Yes Federal Credit Union 1918 W. Chapman Ave., Ste. 100 Orange 92868-2629 | uyfcu.org cucucu@msn.com | \$54.2 million 18% | \$52,696 | \$8,679 | 10 0% | 20,818 6.6% | 1 | Union members, employees of union shops, their families | William W. Byerly Jr. CEO/president (714) 704-2800/(714) 978-0965 |
| 13 (12) | Huntington Beach City Employees Credit Union 2000 Main St. Huntington Beach 92648-2702 | hbcecu.com info@hbcecu.com | \$54 million 6.8% | \$64,898 | \$21,894 | 11 22.2% | 2,789 -1.3% | 1 | Huntington Beach city employees, their families | Arleen Grauer manager (714) 536-6517/(714) 969-0817 |
| 14 (13) | Health Associates Federal Credit Union⁽²⁾ 530 S. Main St., Ste. 100 Orange 92868-4555 | cusocal.org info@cusocal.org | \$48.8 million 3% | \$67,297 | \$80,848 | NA | NA | NA | NA | Dave Gunderson CEO/president (562) 698-8326 |
| 15 (15) | Capstone Federal Credit Union 3 Polaris Way, Ste. 31B Aliso Viejo 92656-5356 | capstonefcu.coop candice.landeros@capstonefcu.coop | \$39.6 million 3.5% | \$134,345 | \$37,040 | 5 0% | 2,673 -3.5% | 1 | Select employer groups, including Fluor Corp., SOKA University, Dell, Costco Wholesale Corp. | Candice Landeros president (949) 716-5746/(949) 716-5756 |

Sources: National Credit Union Administration, California Department of Financial Institutions and the credit unions
Abbreviations: NA: not applicable
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⁽¹⁾ Business Journal estimate

⁽²⁾ Health Associates Federal Credit Union merged with Anaheim-based Credit Union of Southern California on Oct. 1

Researched by Dana Truong

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| 16 (16) | California Agribusiness Credit Union 6281 Beach Blvd., Ste. 87 Buena Park 90621-2293 | calagcu.org info@calagcu.org | \$29.1 million 2.1% | \$62,055 | (\$222) | 6 0% | 4,854 1.2% | 1 | Agriculture, food, dairy company employees, their families | Angel Hernandez CEO (714) 690-4865/(714) 690-4863 |
| 17 (17) | FedOne Federal Credit Union 24000 Avila Road, Ste. U120 Laguna Niguel 92677-3401 | fedonefcu.org | \$20.4 million 0.8% | \$18,172 | (\$2,455) | 5 ⁽¹⁾ NA | 2,000 ⁽¹⁾ NA | 1 | Federal employees who work in Arizona, Hawaii, Nevada, Guam, Mariana Islands, their families | Richard Rosales CEO (949) 360-3203/(949) 831-0928 |
| 18 (20) | Union Pacific California Federal Credit Union 10900 Los Alamitos Blvd., Ste. 116 Los Alamitos 90720-5643 | unionpacificfcu.org info@unionpacificfcu.org | \$8.8 million -2.1% | (\$16,333) | (\$598) | 2 ⁽¹⁾ NA | 1,930 ⁽¹⁾ NA | 1 | Employees of Union Pacific Railroad, Valero Energy Corp., Amtrak | Susan Conjurski interim CEO/president (562) 430-5552/(562) 430-0037 |
| 19 (23) | Comunidad Latina Federal Credit Union 1317 W. Warner Ave. Santa Ana 92704-5118 | clfcu.org info@clfcu.org | \$4.1 million 2.1% | \$78,966 | \$42,212 | 5 25% | 2,687 5% | 1 | Individuals who live, work, go to school or worship in Santa Ana, their families | Erick R. Orellana CEO (714) 754-7675 |
| 20 (24) | Cherry Employees Federal Credit Union 1224 E. Warner Ave. Santa Ana 92705-5414 | | \$3.5 million -6.7% | (\$4,078) | (\$310) | 1 -50% | 463 -5.9% | 1 | Cherry Aerospace employees | Linda Kehler manager (714) 850-6074 |
| 21 (25) | Fountain Valley Credit Union 10200 Slater Ave. Fountain Valley 92708-4736 | fountainvalley.org fountainvalleycu@ la.twcbc.com | \$2.1 million 2.1% | (\$5,798) | (\$4,969) | 1 0% | 230 -4.6% | 1 | Fountain Valley city employees, their families | Silvia Lopez manager (714) 968-3080/(714) 968-2718 |

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⁽¹⁾ Business Journal estimate

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Credit Unions Grow Assets 8% to \$19.4 Billion

Struggle on Profits, With 1% Dip to \$73 Million

By MICHAEL DE LOS REYES

It's been a mixed year for Orange County's credit unions as they grew assets by about 7.8% to \$19.4 billion for the year ended June 30 while combining for a 1.3% decline in net income to about \$73.4 million for the first six months of 2016.

This week's Business Journal ranks the 21 biggest OC-based member-owned financial institutions by assets as of June 30. It also includes their net income and number of local employees and branches operated, though that data doesn't affect the rankings. The asset growth is on par with last year's 8% increase to \$18 billion and markedly improved from the 1% growth notched in 2009.

Credit unions have grown in recent years because they provide "personalized service and tailored guidance to help members achieve lasting security," said Bill Cheney, chief executive of SchoolsFirst Federal Credit Union, in an email to the Business Journal.

Credit unions also help members—the industry word for customers—save money by providing products and services for free or with low fees, he said.

Sixteen institutions grew assets over the year, and five reported declines. Four

dropped off the list after merging with other organizations or because their latest government filing indicated they were "inactive."

Ten credit unions reported better profitability in the first half of 2016 compared with a year earlier, and four reported smaller losses or a swing to profit.



Cheney: Schools-First credit union's 8% growth due to 'personalized service'

Top Five

■ Santa Ana-based SchoolsFirst easily retained the No. 1 position with about \$12.4 billion in assets, up about 9% year-over-year. It accounts for about 56% of the assets on the list.

The credit union reported net income of about \$47 million, down 16%. It hired nine to employ 1,500 locally and has 700,000 members, up about 4.7%. Its employees make up about 55% of staff represented by list companies and almost 69% of members. It operates 18 OC branches, the same as last year.

SchoolsFirst has more assets than Irvine-based Banc of California—the top-ranked bank in OC with about \$10.2 billion in assets (see related story, page 23).

■ NuVision Federal Credit Union in Huntington Beach is No. 2 with about \$1.42 billion in assets, up 3.6%. It reported net income of \$3.5 million, down about 34%.

It employs one fewer person for a total of 224 among seven OC branches. The in-

stitution's membership dropped 6% to 27,030 across seven branches, the same as last year.

■ Orange County's Credit Union in Santa Ana is No. 3 with \$1.4 billion in assets, up 12.5%. It had net income of \$7.2 million, up 11%. The credit union employs 296 locally, up 5.7%, and has 97,541 members, up 5%. Its branch number remained the same at 10.

■ Credit Union of Southern California in Anaheim is No. 4 with a little less than \$1.1 billion in assets, up 10%. The institution reported net income of \$8.4 million, up 76%. The Business Journal estimates it employs 77 locally and has an estimated 9,140 members. The credit union said it opened two new branches, bringing it up to nine in OC.

■ Evangelical Christian Credit Union in Brea completes the top five with \$911 million in assets, down 3.5%. It swung to a profit of about \$2.6 million after posting a \$1.6 million loss for the same period a year earlier. It employs 150 locally and has 10,570 members. The credit union operates one branch in OC.

Swing to Profits

Two other institutions returned to profitability over the year.

■ California Agribusiness Credit Union in Buena Park is No. 16 with \$29 million in assets, up 2%. It reported net income of \$62,055 after posting a net loss of \$222 a year earlier. The credit union employs six at one branch and has 4,854 members, up 1%.

■ FedOne Federal Credit Union in Laguna Niguel is No. 17 with about \$20.4 million in assets, up almost 1%. It posted

net income of \$18,172 after reporting a \$2,455 net loss a year earlier. The Business Journal estimates the credit union employs five locally and has an estimated 2,000 members. It has one branch in OC.

Widened Losses

Three institutions reported increased losses this year:

■ Union Pacific California Federal Credit Union in Los Alamitos is No. 18 with about \$8.8 million in assets, down 2%. It reported a net loss of \$16,333 after posting a net loss of \$598 a year earlier.

■ Cherry Employees Federal Credit Union in Santa Ana is No. 20 with \$3.5 million in assets, down 6.7%. It had a net loss of \$4,078 this year after a net loss of \$310 a year earlier.

The credit union cut one employee, leaving it as a single-employee operation serving 463 members in OC, down about 5.9%.

■ Fountain Valley Credit Union in Fountain Valley is No. 21 with \$2.1 million in assets, up 2%. It reported a net loss of \$5,798 this year, slightly larger than the \$4,969 net loss posted for the same period a year earlier. Its sole employee serves 230 members in OC, down 5%. ■



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