

# We Believe In Community

2011 Annual Report



Smart Advice. Friendly Service. Locally Owned.

# Letter from Our CEO

We celebrated Blackhawk Community Credit Union's 46th year of delivering on our promise to offer a great everyday value to our members. We are a not-for-profit financial cooperative that believes in providing you better rates with lower fees. Putting our members first is at the heart of all our efforts.

Our credit union is really a reflection of our communities and many of our members have been impacted by the tough economic times in recent years. Whether it is a decline in retirement savings, higher gas prices, or lower incomes, we all have seen the effects of a slow economy. In 2011, Blackhawk shared the burden with our members. It's probably not a surprise to anyone that the credit union continued to deal with bankruptcies and foreclosures at an alarming rate. The year began with a number of challenges dealing with loan delinquency, declining real estate values, and loan losses. As you will see in our financial statement on the following pages, 2011 was a tough year for Blackhawk and its members.



Sherri Stumpf, Blackhawk Community Credit Union CEO

Without diminishing the severity of loss, it is important to understand there were two dominant factors affecting our financial condition. Blackhawk continues to pay extraordinary insurance premiums toward the stabilization of corporate credit unions. In 2011, the amount Blackhawk was assessed totaled \$790,000. Additionally, our conservative approach to the economic times is the largest contribution to the net loss. We set aside approximately \$2 million as a provision for future loan losses. Along with normal operating expenses, this combination resulted in an unusual loss for Blackhawk. Despite the challenges, Blackhawk remains a strong, secure, and growing financial institution. Most importantly, our capital ratio remained over 7%, which is considered "well capitalized" by the National Credit Union Administration.

Blackhawk accomplished a lot of important work last year. When times are difficult, it is not unusual for organizations to cut back support in their community. In contrast, Blackhawk has the strength to continue our commitment when it is needed the most. We choose to invest in our future by supporting local charities, financial literacy programs, scholarships, and expanded services to our membership. Unlike some competitors that raised fees or cut rewards programs, Blackhawk continues to add value to our membership by offering free services, reward debit and credit cards, and low rate loans. It is no wonder that Blackhawk was once again voted the #1 financial institution in Janesville in 2011!\*

As we look into 2012, we have a bright future ahead. Our capital position is strong, we are growing in both members and deposits, and most importantly we are starting to see improvement in our members' overall financial health. Along with our new bill pay, Blackhawk will be upgrading its web services to bring more convenience to our members. Members can look forward to a new website, online and mobile banking services, new products for our small business members, and improved account opening and lending systems to make it easier to do business with us.

Blackhawk remains committed to our cooperative mission to improve the lives of the people in our community. Even though we continue to face economic uncertainty, we are confident that our fiscal strength, investment in people and services, and dedication to our core values will bring us through these challenging times. I want to thank our members for all of your support in 2011.

Thank you for your membership!

Sherri Stumpf Sherri Stumpf

Sherri Stumpf President/CEO \* Janesville Gazette – 2011 Readers Choice Awards

### Balance Sheet for year ending December 31, 2011

**Unaudited Numbers** 

|   | 12/31/2011   | 12/31/2010  |
|---|--|---|
| Assets<br>Cash & Cash Equivalents<br>Loans (net)<br>Investments<br>Fixed Assets (net)<br>Other Real Estate Owned<br>Accounts Receivable<br>Other Assets                     | \$ 15,613,234<br>258,117,350<br>43,633,429<br>13,550,947<br>2,785,683<br>1,653,773<br>5,253,717        | \$ 29,638,967<br>256,937,505<br>12,187,894<br>14,224,135<br>2,944,157<br>1,385,073<br>5,014,247   |
| Total Assets  | \$ 340,608,133   | \$ 322,331,978  |
| Liabilities and Member Equity<br>Shares & Deposits<br>Shares<br>Share Drafts<br>Money Market Accounts<br>High Yield Savings<br>Certificates<br>IRA Accounts<br>Total Shares | \$ 64,434,639<br>46,411,748<br>12,536,752<br>100,842,993<br>60,702,292<br>26,523,940<br>\$ 311,452,364 | <ul> <li>\$ 56,378,619</li> <li>39,168,800</li> <li>10,807,595</li> <li>99,159,762</li> <li>60,109,772</li> <li>25,583,588</li> <li>\$ 291,208,136</li> </ul> |
| Other Interest Liabilities<br>Non Interest Liabilities  | \$ -<br>4,399,437  | \$-4,604,173  |
| Total Liabilities   | \$ 315,851,801   | \$ 295,812,309  |
| Total Member's Equity   | \$ 24,756,332  | \$ 26,519,669   |
| Total Liabilities and Member Equity   | \$ 340,608,133   | \$ 322,331,978  |
|   |  |   |

### Operating Statement for year ending December 31, 2011 Unaudited Numbers

| Interest Income\$ 14,231,027Investment Income\$ 14,231,027Total Interest Income\$ 14,662,686Dividend and Interest Expense\$ 14,662,686Dividend Expense\$ 2,252,983Interest Expense\$ 2,252,983Interest Expense\$ 2,252,984Net Interest Margin before Provision\$ 12,409,702Provision for Loan Loss\$ 4,435,867Net Interest Margin after Provision\$ 5,734,460Income before Non-Interest Expense\$ 13,708,295Non-Interest Expense\$ 15,877,974NCUSIF Premium and Corporate CU Stabilization\$ 16,667,162Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)Number of Members\$ 37,376 |  | Year To Date        |
|--|--|---------------------|
| Dividend and Interest Expense<br>Dividend Expense<br>Interest Expense\$ 2,252,983<br>1Total Dividend and Interest Expense<br>Net Interest Margin before Provision\$ 2,252,984<br>\$ 12,409,702Provision for Loan Loss<br>Net Interest Margin after Provision\$ 4,435,867<br>\$ 7,973,835Total Non-Interest Income\$ 5,734,460Income before Non-Interest Expense\$ 13,708,295Non-Interest Expense<br>NCUSIF Premium and Corporate CU Stabilization\$ 15,877,974<br>789,188<br>\$ 16,667,162Net Income (Loss)\$ (2,958,867)<br>\$ (2,169,679)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,958,867)<br>\$ (2,169,679)  | Loan Interest Income                                       | + - ·//             |
| Dividend Expense\$ 2,252,983<br>1Interest Expense\$ 2,252,984Net Interest Margin before Provision\$ 2,252,984Provision for Loan Loss\$ 12,409,702Provision for Loan Loss\$ 4,435,867Net Interest Margin after Provision\$ 5,734,460Income before Non-Interest Expense\$ 13,708,295Non-Interest Expense\$ 13,708,295Non-Interest Expense\$ 15,877,974<br>789,188Total Non-Interest Expense\$ 16,667,162Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)  | Total Interest Income                                      | \$ 14,662,686       |
| Net Interest Margin before Provision\$ 12,409,702Provision for Loan Loss\$ 4,435,867Net Interest Margin after Provision\$ 7,973,835Total Non-Interest Income\$ 5,734,460Income before Non-Interest Expense\$ 13,708,295Non-Interest Expense\$ 15,877,974NCUSIF Premium and Corporate CU Stabilization\$ 15,877,974Total Non-Interest Expense\$ 16,667,162Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)   | Dividend Expense   | \$   2,252,983<br>1 |
| Provision for Loan Loss\$ 4,435,867Net Interest Margin after Provision\$ 7,973,835Total Non-Interest Income\$ 5,734,460Income before Non-Interest Expense\$ 13,708,295Non-Interest Expense\$ 15,877,974NCUSIF Premium and Corporate CU Stabilization\$ 15,877,974Total Non-Interest Expense\$ 16,667,162Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)  | Total Dividend and Interest Expense                        | \$ 2,252,984        |
| Total Non-Interest Income\$ 5,734,460Income before Non-Interest Expense\$ 13,708,295Non-Interest Expense\$ 15,877,974NCUSIF Premium and Corporate CU Stabilization\$ 15,877,974Total Non-Interest Expense\$ 16,667,162Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)  | Net Interest Margin before Provision                       | \$ 12,409,702       |
| Total Non-Interest Income\$ 5,734,460Income before Non-Interest Expense\$ 13,708,295Non-Interest Expense\$ 15,877,974NCUSIF Premium and Corporate CU Stabilization\$ 15,877,974Total Non-Interest Expense\$ 16,667,162Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)  |  | \$ 4,435,867        |
| Income before Non-Interest Expense\$ 13,708,295Non-Interest Expense\$ 15,877,974NCUSIF Premium and Corporate CU Stabilization\$ 15,877,974Total Non-Interest Expense\$ 16,667,162Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)   | Net Interest Margin after Provision                        | \$ 7,973,835        |
| Non-Interest Expense\$ 15,877,974<br>789,188Total Non-Interest Expense\$ 16,667,162Net Income (Loss)\$ (2,958,867)<br>\$ (2,169,679)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)   | Total Non-Interest Income                                  | \$ 5,734,460        |
| NCUSIF Premium and Corporate CU Stabilization789,188Total Non-Interest Expense\$ 16,667,162Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)   | Income before Non-Interest Expense                         | \$ 13,708,295       |
| Net Income (Loss)\$ (2,958,867)Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)  | NCUSIF Premium and Corporate CU Stabilization              | 789,188             |
| Net Income Excluding NCUSIF and Corporate CU Stabilization\$ (2,169,679)   | Total Non-Interest Expense                                 | \$ 16,667,162       |
| · · · · · · · · · · · · · · · · · · ·  | Net Income (Loss)  | \$ (2,958,867)<br>  |
| Number of Members 37,376   | Net Income Excluding NCUSIF and Corporate CU Stabilization | \$ (2,169,679)      |
|  | Number of Members  | 37,376              |



## **Independent Auditor's Report**

Board of Directors Blackhawk Community Credit Union Janesville, Wisconsin

We have audited the accompanying balance sheets of Blackhawk Community Credit Union as of March 31, 2011 and 2010, and the related statements of operations, members' equity, and cash flows for the years then ended. These financial statements are the responsibility of the Credit Union's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Blackhawk Community Credit Union as of March 31, 2011 and 2010, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States.

Wippli LLP

Wipfli LLP June 15 2011 Green Bay, Wisconsin

# We Believe In Community

#### 2011 Donations

We have seen lots of change in our community over the past 50 years. However, one thing remains the same – our commitment to communities. Blackhawk Community Credit Union is actively engaged in and proud to collaborate with area groups, civic organizations and initiatives to support and enrich our communities. Throughout the year, we donate our time, talents and treasures to many projects.

#### Affordable Housing

Rock County Habitat for Humanity Walworth Emergency Homeless Shelter

#### Animal Welfare

Dane County Humane Society Friends of Noah Green County Humane Society Lakeland Animal Welfare Society Rock County Humane Society

#### **Children at Risk**

Boys & Girls Club Camden Foundation, playground equipment for disabled kids Dori Bear Program, hospice care Parker/Craig Closets Rock County 4 H Fair Stoughton Sports Boosters Stoughton Youth Softball The Youth Unite Youth Fundraiser Youth hockey events

#### **Community Outreach**

Delavan Area Chamber of Commerce Delavan Good Samaritan Sponsor Edgerton Heritage Days Elks Club Spaghetti Dinner Forward Janesville Janesville Fire Department Janesville Rotary Foundation Kiwanis Club of Stoughton Kandu Industries, jobs for adults with disabilities Labor Fest, Inc Meals on Wheels New Life Assembly Freedom Fest Rock County 5.0 Rock County Historical Society Rock Valley Community Programs Rotary Gardens Holiday Light Show Ruby Violet Event, to support victims of domestic abuse Salvation Army Shillelagh Foundation St. Anns Stoughton Fall Fest Stoughton Area Resource Team Stoughton Chamber of Commerce Fundraiser

Stoughton Chamber of Commerce Light Show Stoughton Holiday Fund Stoughton Norwegian Dancers Stoughton VFW United Way VFW Ladies Auxiliary YWCA of Rock County

#### **Fighting Hunger**

29 South Café Thanksgiving Dinner Delavan Food Pantry ECHO Edgerton Community Outreach/Food Pantry Milton Community Action Food Pantry Stoughton Food Pantry Classic

#### Financial Literacy/Schools

Edgerton High School Musical Janesville Craig DECA School District of Janesville Student High School Branches

#### Health/Wellness

Alzheimers Support Center of Rock County American Cancer Society American Heart Association Bert Blain Memorial Heart Walk Children's Miracle Network Edgerton Hospital Foundation Muscular Dystrophy Association Three Gates Inc., supporting families with disabilities

Holiday Spirit Campaign Pass it on

### 2011 College Scholarship Winners

Ryan Fenrick Gretchen Genrich Kirsten Hagemann Amanda Hanson Brant Hanson Kaitlyn Maratik Christian Paese



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