# Financial Report



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## CREDIT UNION DEPOSIT GUARANTEE CORPORATION ANNUAL REPORT MESSAGE

**Deposits Fully Guaranteed** 

Credit Union Deposit Guarantee Corporation is the primary regulator for Saskatchewan credit unions. The Corporation is given its mandate through provincial legislation, *The Credit Union Act, 1998,* for the main purpose of guaranteeing the full repayment of deposits held in Saskatchewan credit unions. The Corporation has successfully guaranteed the repayment of deposits held in Saskatchewan credit unions for 60 years – since 1953. By guaranteeing deposits and promoting responsible governance, the Corporation contributes to confidence in Saskatchewan credit unions.

Keeping with the Corporation's approach of continually monitoring changes in the broader regulatory environment, the Standards of Sound Business Practice were redeveloped to further align with federal and international regulatory approaches. In addition to redeveloping the Standards in 2013, the Corporation implemented a revised capital framework and a new financial monitoring system. By monitoring risk in credit unions, the Corporation can identify potential issues early and credit unions can take corrective action.

The Corporation acknowledges that Saskatchewan credit unions have a long history of holding themselves to high standards, and have demonstrated their willingness to adopt credible, industry-based standards. This helps to ensure Saskatchewan credit unions can successfully meet the challenges of a rapidly changing financial services industry and increasing regulatory requirements.

For more information about deposit protection, the Corporation's regulatory responsibilities and its role in promoting the strength and stability of Saskatchewan credit unions, talk to a representative at the credit union or visit the Corporation's web site at *www.cudgc.sk.ca*.

## **Management's Discussion and Analysis**

The Management's Discussion and Analysis (MD&A) report provides more detailed information, including commentary on the results of operations and financial conditions of Synergy Credit Union Ltd. (Synergy) for the year ending December 31, 2013. The MD&A is an integral part of the annual report and should be read in conjunction with the financial statements.

Like the financial statements, the MD&A gives Synergy the opportunity to demonstrate its accountability to members. The financial statements reflect what happened and the actual financial numbers, where the MD&A explains why these changes occurred, our plans for the future and outlines how we actively manage our risks. The MD&A provides members with a look at Synergy through the eyes of management by providing a balanced discussion of results of operations, financial conditions, and future prospects.

The following discussion and analysis is the responsibility of management and is current as of February 19, 2014.

#### FORWARD LOOKING STATEMENTS

This MD&A may contain forward looking statements concerning Synergy Credit Union's future strategies. These statements involve uncertainties in relation to the prevailing economic, legislative and regulatory conditions at the time of writing. Therefore, actual results may differ from the future looking statements contained in this discussion.

#### **BUSINESS PROFILE**

Synergy Credit Union is a member-owned financial institution serving more than 28,000 members from 10 communities within northwestern Saskatchewan. Synergy Credit Union is the fourth largest credit union in the province of Saskatchewan and is one of the leading credit unions in Canada with \$1.2 billion in assets. Synergy provides core banking services through our traditional branch network, the Canada-wide 'ding free' AccuLink ATM network, MemberDirect® online banking, TeleService automated telephone banking, mobile web and app banking, SMS texting, as well as through calling our Member Contact Centre.

#### **OUR STRATEGIC GOAL**

To create and develop delighted, full relationship, profitable, lifetime members.

#### **CORPORATE VALUES AND COMMITMENTS**

- We are committed to providing members with relevant financial products that fit with our chosen markets and demonstrated areas of expertise.
- We are committed to developing a leading sales and service culture that provides members with a best-in-class experience. We encourage our employees to promote financial solutions that are responsive, resourceful and realistic to fulfilling our members full-service needs and contributing to Synergy's growth plans in the areas of banking, trust, insurance\* and wealth management.\*
- We are committed to building a constructive corporate culture that offers employees progressive career opportunities that are engaging, educational and rewarding.
- We are committed to providing meaningful contributions to the communities where we operate.
- We are committed to achieving consistent profitability and maintaining strong levels of capital that reflect an industry leading, growth-focused, credit union.

#### **BUSINESS ENVIRONMENT AND STRATEGY**

When setting corporate strategic priorities and minimum performance targets for the credit union, the Board of Directors takes into consideration assumptions about the business environment, the performance of the Canadian economy, and how the following business drivers will affect Synergy's financial performance. The following assumptions were used when establishing strategic priorities and minimum performance targets for 2014.

#### **KEY STRATEGIC ASSUMPTIONS**

- Modest economic growth in Canada and Saskatchewan but relatively stronger economic performance in Alberta.
- Lower net income due to low interest rates and strong competitive pressures. We will temporarily
  adjust our loan portfolio strategy into less capital-intensive asset classes.
- Technology is a critical enabler to delivering a personalized and value-driven member service, creating organizational productivity gains, and realizing efficiencies, which help align Synergy's costs to its revenue streams. We have ramped up our technology investments in order to have the necessary systems and infrastructure in place to meet current and emerging organizational and member needs.
- Wealth management expertise and growth in our wealth management assets under administration will be an important business driver to maintain our long-term competitiveness.
- Strong income growth supported by low levels of unemployment in our geographic markets, will maintain a sound level of credit quality with actual loan losses remaining within Synergy's historical range of acceptable levels.
- Strong regional economic performance, as well as the continued availability of high paying jobs and low levels of unemployment in our geographic area, will create recruitment and retention challenges.

#### 2014 STRATEGIC PRIORITIES

- **Culture:** Continually focus on developing our leading sales and service culture that provides members with a best-in-class experience.
- Information Technology (IT) Strategy: Develop an enterprise-wide IT strategy that supports retail service delivery requirements, communications, data and reporting platforms, as well as back office operational efficiencies.
- Retail Service Delivery: Leveraging technology and mobility across all delivery platforms to make it easy for members to do business with us through whatever service delivery channel they choose.
- **Governance:** Revise board policies, management policies and operating procedures to enhance the credit union's governance processes and internal controls.

#### **BUSINESS AS USUAL OPERATIONAL PRIORITIES**

- Maintain our conservative risk profile and strong capital base ensuring growth is strategically focused and sustainable.
- Focus on building our wealth management assets under administration and actively promoting our wealth service offerings to our membership and the communities we serve.
- Enhance business development initiatives that further evolve our existing member relationships, expand our membership base with the acquisition of new members, and grow our market share in banking, trust, insurance<sup>\*</sup> and wealth management advisory services<sup>\*</sup>.
- Expand on the opportunities to enhance organizational efficiency and effectiveness. Every department will continually be asked to review processes and procedures with the intent to make them simpler, streamlined and more cost efficient.
- Develop and retain high quality employees who embrace Synergy's culture by offering a rewarding work environment that provides comprehensive employee benefits, career growth opportunities, work/life balance and competitive compensation packages. We believe our employees are critical to building and maintaining our competitive advantages of offering superior member service and fulfilling our corporate goal *to create and develop delighted, full relationship, profitable, lifetime members.*

## **2013 Financial Performance Highlights**

			Change from	m 2012
(\$ thousands)	2013	2012	Dollars	Percent
Income Statement Highlights				
Net interest income (before allocations)	33,128	31,545	1,583	5.0%
Provision (recovery) for credit losses	(1,000)	(1,620)	620	(38.3%)
Net interest margin	34,128	33,165	963	2.9%
Other revenue	6,841	7,126	(285)	(4.0%)
Non-interest expenses	28,577	27,825	752	2.7%
Income before allocations and taxes	12,481	12,324	157	1.3%
Provision for income taxes	2,212	2,119	93	4.4%
Net income	7,960	7,842	118	1.5%
Balance Sheet Highlights				
Assets	1,198,525	1,128,461	70,064	6.2%
Loans	1,001,149	908,937	92,212	10.1%
Deposits	1,032,664	988,638	44,026	4.5%
Total tier 1 and tier 2 capital	106,835	103,051	3,784	3.7%
Retained earnings	68,285	60,325	7,960	13.2%
Assets Under Administration				
Wealth services assets	169,964	129,188	40,776	31.6%
Loans administered	24,908	18,073	6,835	37.8%
Total On and Off-Balance Sheet Assets	1,393,397	1,275,722	117,675	9.2%
Other Financial Measures	2013	2012	Basis points	
Net interest income (before allocations)	2.85%	2.91%	(6.1)	
Provision (recovery) for credit losses	(0.09%)	(0.15%)	(6.3)	
Net interest margin (before allocations)	2.93%	3.06%	(12.4)	
Non-interest expenses	2.46%	2.57%	(11.4)	
Return on average assets	1.07%	1.14%	(6.3)	
(before allocations and taxes) Return on average assets (after taxes)	0.68%	0.72%	(3.6)	
Retuin on average assets (alter taxes)	0.0070	0.7270	(3.0)	
Capital Ratios	2013	2012	Change	
Common equity tier 1 capital / risk-weighted	2013 9.4%	<b>2012</b> 9.3%	Change 0.8%	
-			-	
Common equity tier 1 capital / risk-weighted assets	9.4%	9.3%	0.8%	

#### 2013 Financial Performance Highlights

**ASSET GROWTH:** Synergy ended December 31, 2013, with on-balance sheet assets of \$1.199 billion compared to \$1.129 billion in 2012. This represents growth of \$70.1 million or 6.2% over 2012.

Other assets under administration include offbalance sheet assets managed by our Wealth Services division totaling \$170.0 million and \$24.9 million in loans sold or syndicated to other credit unions but serviced by Synergy. These other assets under administration grew by \$47.6 million in 2013 and represent an annual growth rate of 32.3%.

Synergy's total assets under administration, which includes both on and off-balance sheet assets, grew by \$117.7 million to \$1.393 billion, up 9.2% over 2012.

*LOAN GROWTH:* Accounting for 83% of total assets, loans amounted to \$1.0 billion as of December 31, 2013, for an increase of \$92.2 million over the prior year. Consumer non-mortgage loans saw a year-over-year increase of 26.1%. Commercial non-mortgage loan growth also realized significant growth of 19.2% over 2012. Overall, the consumer loan portfolio grew 12.6% over 2012, and the agricultural and commercial loan portfolio grew by 8.2%.

**DEPOSIT GROWTH:** Deposits grew by \$44.0 million or 4.5%. Deposit growth is below Synergy's historical deposit growth patterns. Industry competition combined with a low rate environment has presented challenges in growing our deposit base. Demand deposits and iSave deposits had the strongest growth with members preferring to keep investments liquid given the current economic and interest rate environment.

Synergy's on-balance sheet deposits are 100% guaranteed by the Credit Union Deposit Guarantee Corporation (CUDGC), the regulator of Saskatchewan credit unions. For more information about CUDGC, visit *www.cudgc.sk.ca*  **NET INTEREST INCOME:** Net interest income increased \$1.6 million or 5.0% to \$33.1 million in 2013, representing 2.85% of average assets down from 2.91% in 2012. The ongoing low interest rate environment along with competitive factors continues to put pressure on our net interest income. Net interest margin increased \$620 thousand or 2.9% to \$34.1 million in 2013, representing 2.93% of average assets, down from 3.06% in 2012. Credit recoveries of \$1.0 million in 2013 and \$1.6 million in 2012 are major contributors to the increases in net interest margins over the past two years. We do not foresee this trend continuing into 2014.

**OTHER REVENUE:** Other revenue, which is noninterest revenue that excludes gains or losses on interest rate derivatives, ended the year at \$6.8 million. This represents a \$285 thousand decline or (4.0%) from 2012 where other revenue was \$7.1 million. As a percentage of average assets, other revenue was 0.59%, down from 0.65% in 2012.

**NON-INTEREST EXPENSES:** Total non-interest expenses grew 2.7% or \$752 thousand during 2013. Total non-interest expenses were \$28.6 million up from \$27.8 million in 2012. The major contributor to non-interest expense growth was a 3.9% increase in personnel expenses.

As a percentage of average assets, non-interest expenses have steadily declined from 2.68% in 2011, 2.57% in 2012 and 2.46% in 2013.

#### **INCOME BEFORE TAXES AND**

ALLOCATIONS: Income before taxes and allocations was \$12.5 million in 2013, an improvement of 1.3% or \$157 thousand over 2012 results. Synergy is required to build its retained earnings at higher levels in comparison to the past due to changes in capital requirements from Basel III. As a result, 20% of income before taxes and allocations are dedicated towards patronage allocations (ProfitShares).

**NET INCOME:** Net income was \$7.9 million in 2013, an improvement of 1.5% or \$118 thousand over 2012 results.

### **Performance Targets and Outlook**

	2013 Targets	2013 Actual Performance	2014 Targets
Asset growth	7%	6.2%	7%
Loan growth	7%	10.1%	7%
Deposit growth	8%	4.5%	8%
	As	a percent of average asse	ets
Net interest margin (excluding allocations)	2.78%	2.93%	2.60%
Other revenue	0.65%	0.59%	0.65%
Non-interest expenses	2.58%	2.46%	2.45%
Net operating income**	0.85%	1.07%	0.80%

\*\* Income before derivative gains or losses, patronage allocations or income taxes.

#### 2013 PERFORMANCE COMPARED TO TARGETS

Despite challenges arising from the interest rate environment and pressures on net interest margins, Synergy performed well in 2013. Asset growth was moderated due to weaker than expected deposit growth, as well as \$10 million in loan sales to other credit unions to facilitate organizational funding needs. Without these loan sales, asset growth would have been 7.1%.

Our loan portfolio continues to perform extremely well and delinquency levels remain at (or near) historic lows. Credit recoveries remain the dominant contributor to exceeding net interest margin performance. With traditional credit loss patterns, Synergy's net interest margin would have been in the range of 2.75% to 2.80% of average assets. Growing our non-interest revenue streams by promoting our wealth service offerings to our membership was considered a key strategic priority in 2013. Non-interest revenues associated with our wealth services group grew by 30.6% or \$311 thousand in 2013. However, this improvement was not able to offset over \$600 thousand in declining non-interest revenues generated from reduced loan fees and creditor insurance commissions.

One of Synergy's key strategic priorities has been to effectively manage non-interest expenses to ensure operating costs are appropriately aligned with net interest margins. Non-interest expenses have steadily declined from 2.68% of average assets in 2011, to 2.57% in 2012 and 2.46% in 2013.

#### **OUTLOOK FOR 2014 PERFORMANCE**

Minimum performance targets for 2014 are based on expectations for modest economic growth in Canada and Saskatchewan but relatively stronger performance in Alberta. Despite the impacts of significant market competitiveness, lending activities are expected to remain solid and within Synergy's historical growth patterns. Overall, credit quality is expected to remain sound and the provision for credit losses is budgeted to be 0.10% of average assets, which is also similar to Synergy's historical credit loss patterns.

Attracting deposits may remain a challenge. Synergy will continue to securitize residential mortgages and facilitate loan sales to other credit unions when our funding requirements cannot be raised through our depositing members.

Synergy will maintain its focus on pursing loan growth opportunities that offer a fair and profitable return. Synergy also remains committed to building our wealth management assets and actively promoting and raising awareness of our wealth service offerings to our membership.

A minimum target for net operating income has been established at 0.80% of average assets. This target is based on the minimum level of profitability required to support Synergy's strategic direction, growth plans, and current capital ratios.

Despite challenges arising from the interest rate environment and pressures on net interest margin, the overall outlook for 2014 and beyond remains positive.

## **Net Interest Income**

		2013			Change in rates
(\$ thousands)	Average Balances	Mix	Interest	Rate	from 2012 in basis points
Assets					
Cash and investments	190,957	16%	3,064	1.60%	(16.1)
Loans	955,043	82%	42,913	4.49%	(25.2)
Other assets	17,495	2%	130	0.74%	(14.6)
Liabilities and Equity					
Deposits	1,010,651	87%	12,354	1.22%	(6.8)
Loans payable	39,411	3%	625	1.59%	(92.8)
Other liabilities	8,490	1%	-	-	
Equity and membership shares	104,943	9%	-	-	
Net Interest Income <sup>™</sup>	1,163,495	100%	33,128	2.85%	(6.1)
Provision (recovery) for credit losses	1,163,495		(1,000)	(0.09%)	(6.3)
Net Interest Margin <sup>™</sup>	1,163,495		34,128	2.93%	(12.4)

		2012		
(\$ thousands)	Average Balances	Mix	Interest	Rate
Assets				
Cash and investments	213,374	20%	3,767	1.77%
Loans	855,997	79%	40,616	4.74%
Other assets	15,527	1%	138	0.89%
Liabilities and Equity				
Deposits	949,282	87%	12,250	1.29%
Loans payable	28,839	3%	726	2.52%
Other liabilities	8,224	1%	-	-
Equity and membership shares	95,882	9%	-	-
Net Interest Income <sup>™</sup>	1,084,897	100%	31,545	2.91%
Provision (recovery) for credit losses	1,084,897		(1,620)	(0.15%)
Net Interest Margin"	1,084,897		33,165	3.06%

\*\* Before any derivative gains or losses, patronage allocations or income taxes.

#### NET INTEREST INCOME

Net interest income equals interest and dividends earned on assets and interest expenses on deposits minus other liabilities, including loans payable. Net interest income excludes patronage allocations to members (ProfitShares) and does not include provisions for credit losses. Net interest margin excludes patronage allocations to members but includes provisions for credit losses.

Net interest income increased \$1.6 million or 5.0% to \$33.2 million in 2013, representing 2.85% of average assets down from 2.91% in 2012. The combined impact of the ongoing low interest rate environment, a flat interest rate curve and competitive factors, resulted in the net interest income being compressed.

This is reflected in a 25 basis point lower average yield on loans. This was partially offset by a 7 basis point reduction in average deposit costs, as well as a reduction in the loans payable expense.

Net interest margin increased \$963 thousand or 2.9% to \$34.1 million in 2013, representing 2.93% of average assets down from 3.06% in 2012.

Net interest margins continue to benefit from credit recoveries of \$1.0 million or 0.09% of average assets in 2013. If the provision for credit losses were within Synergy's typical loss pattern of 5 to10 basis points, net interest margin would have been in the range of 2.75% to 2.80% of average assets.

#### OUTLOOK FOR NET INTEREST INCOME

Loan growth will continue to have a positive influence on net interest income. However, with the current low interest rate environment, the forecast for future interest rates to remain flat, and increased competition in the marketplace, net interest income in 2014 will be lower in comparison to 2013. In a more normal historical rate environment, an upward sloping interest rate curve would provide a positive differential between the incremental price on loans and the cost of deposits based on the duration of certain portfolios. Additionally, an increased level of competition will result in lower overall loan pricing.

Average liquidity is expected to remain stable in 2014 as the credit union seeks to maintain a targeted loan-to-asset ratio in the range of 82% - 84%. Lower levels of liquidity and a higher loan-to-asset ratio will generally enhance net interest income by placing assets into comparatively higher yielding interest bearing assets. Unless there are increases in the prime lending interest rate and/or a significant steepening of the interest rate curve, pressures on net interest income and net interest margins are expected to continue.

Based on the current macroeconomic view, Synergy's financial targets for 2014 assumes there will be no increases in the prime lending interest rate.

#### **Other Revenue**

			Change from	n 2012
(\$ thousands)	2013	2012	Dollars	Percent
Deposit fees and commissions	3,201	3,204	(3)	(0.1%)
Insurance revenue				
Attributed to creditor insurance	1,422	1,671	(249)	(14.9%)
Attributed to wealth services	503	359	144	40.1%
Loan fees	764	1,116	(352)	(31.5%)
Wealth services revenue	826	659	167	25.3%
Other revenue	125	117	8	6.8%
Total other revenue	6,841	7,126	(285)	(4.0%)
(As a percent of average assets)	2013	2012	Basis points	
Deposit fees and commissions	0.28%	0.30%	(2.5)	
Creditor insurance	0.12%	0.15%	(2.8)	
Loan fees	0.07%	0.10%	(3.4)	
Wealth services revenue***	0.11%	0.09%	2.4	
Other revenue	0.01%	0.01%	0.1	
Total other revenue	0.59%	0.66%	(6.2)	

\*\*\* Wealth services revenue as a percent of average assets includes attributed insurance revenue.

#### OUTLOOK FOR OTHER REVENUE

Growing other revenues, particularly revenues generated by our Wealth Services division, will be essential to maintaining sufficient profitability and sustaining Synergy's strategic direction, growth plans, and capital ratios. Industry analysis suggests we can improve our wealth services revenue streams by at least 17 basis points through the active promotion and raising awareness of our wealth service offerings to our membership and the communities we serve. Synergy will be seeking to fill this wealth services revenue gap over the next several years by making wealth services growth a key strategic priority.

During 2013, Synergy underwent an in-depth product and service review to ensure our service offerings and user-related fees are competitive in the marketplace. We will begin to rollout our new account packages in 2014. Overall, while it is expected that pricing on some deposit account packages and related services may change in 2014, the net effect on revenue, as a percentage of average assets, is expected to be neutral on an aggregated basis.

## **Non-Interest Expenses and Efficiency**

			Change from	n 2012
(\$ thousands)	2013	2012	Dollars	Percent
Personnel expense	17,866	17,190	676	3.9%
Occupancy expense	1,606	1,571	35	2.2%
Member security expense	933	903	30	3.3%
General business expense	7,516	7,525	(9)	(0.1%)
Organization expense	656	636	20	3.1%
Total non-interest expenses	28,577	27,825	752	2.7%

(As a percent of average assets)	2013	2012	Basis points
Personnel expense	1.54%	1.58%	(4.5)
Occupancy expense	0.14%	0.15%	(1.2)
Member security expense	0.08%	0.08%	-
General business expense	0.65%	0.69%	(4.4)
Organization expense	0.06%	0.06%	(0.4)
Total non-interest expenses	2.46%	2.57%	(11.4)
Efficiency ratio	69.6%	69.3%	

Efficiency ratio equals non-interest expense divided by net interest margin plus non-interest income. Non-interest income equals other revenue plus gains or losses on derivatives.

Employee statistics (at December 31)	2013	2012	Change
Full-time employees	182	201	(19)
Part-time employees	49	54	(5)
Full-time equivalent (FTE) employees	205	226	(21)

#### NON-INTEREST EXPENSES AND EFFICIENCY

Total non-interest expenses grew by \$752 thousand or 2.7% in 2013 to \$28.6 million as compared to \$27.8 million the year prior. Personnel expense grew by \$674 thousand or 3.9%.

As a percent of average assets, non-interest expense declined from 2.58% in 2012 to 2.46% in 2013. This represents an 11.4 basis point improvement compared to 2012 results.

In late 2011, Synergy initiated a process to review our compensation structure through the Hay Group, an independent human resource consulting agency, to ensure our compensation was competitive in the marketplace. The recommendations from the Hay Group were adopted in 2012. To fit within budget constraints, increases to base compensation were to be phased in over a two-year period (2012 and 2013).

A reduction in the number of full-time equivalent employees (FTEs), either through temporary vacancies or workforce attrition, have resulted in personnel expenses growing less than what was initially projected in our 2013 budget.

Synergy continues to make substantial investments in its technology infrastructure to position itself for future growth. These investments are expected to provide considerable efficiencies in the future, as it will improve member service by automating standardized and manually intensive processes. Technology can improve turnaround times, reduce errors, and add significant value to our member experience.

#### OUTLOOK FOR NON-INTEREST EXPENSES AND EFFICIENCY

One of management's key priorities is to ensure non-interest expenses are properly aligned with net interest margins ensuring Synergy is well positioned to deliver strong growth over the long term. The effective execution of Synergy's strategic priorities will require increased investment in certain areas. Significant anticipated expenditures include major upgrades to our technology platforms and technology-based service delivery channels. Investments in these areas are expected to provide material benefits in future periods.

With the increasing level of compliance with regulatory rules and additional oversight for Saskatchewan credit unions, and all Canadian financial institutions in general, a significant investment of both time and resources are required, resulting in further contributions to higher non-interest expenses.

Ongoing future expansion plans include construction of the new Lloydminster retail service centre, as well as a possible major renovation to the Kindersley retail service centre is being explored. Other retail service centre upgrades will continue under normal capital investment parameters.

## Service Centre Deposit and Loan Performance

			Change fro	om 2012
(\$ thousands)	2013	2012	Dollars	Percent
SERVICE CENTRE DEPOSITS				
Denzil	23,786	21,324	2,462	11.5%
Kindersley	186,496	176,854	9,642	5.5%
Lashburn	48,959	46,677	2,282	4.9%
Lloydminster	413,634	408,852	4,782	1.2%
Maidstone	89,654	89,468	186	0.2%
Marsden	37,823	31,105	6,718	21.6%
Marshall	34,996	29,003	5,993	20.7%
Neilburg	47,650	45,535	2,115	4.6%
Paradise Hill	81,463	76,741	4,722	6.2%
St. Walburg	82,801	77,053	5,748	7.5%

			Change from	n 2012
(\$ thousands)	2013	2012	Dollars	Percent
SERVICE CENTRE LOANS			-	
Denzil	12,848	9,840	3,008	30.6%
Kindersley	147,676	130,831	16,845	12.9%
Lashburn	90,667	82,356	8,311	10.1%
Lloydminster	494,295	446,896	47,399	10.6%
Maidstone	52,218	49,139	3,079	6.3%
Marsden	25,896	25,082	814	3.2%
Marshall	28,107	28,364	(257)	(0.9%)
Neilburg	28,941	25,807	3,134	12.1%
Paradise Hill	39,252	36,704	2,548	6.9%
St. Walburg	64,343	62,873	1,470	2.3%

## **Capital Management**

#### BASEL III CAPITAL ADEQUACY ACCORD

The Basel Committee on Banking Supervision published the Basel III rules supporting more stringent global standards on capital adequacy and liquidity. Credit Union Deposit Guarantee Corporation (CUDGC) implemented the Basel III rules for Saskatchewan credit unions beginning on July 1, 2013. Significant capital changes that affected Synergy include:

- An increased focus on retained earnings as the predominant form of capital adequacy.
- All membership shares, including ProfitShares, were reclassified as Tier 2 (supplemental) capital as opposed to being categorized as Tier 1 (core) capital in prior years.

The Basel III accord provides for transitional adjustments whereby certain aspects of the new rules could be phased in between 2013 and 2019. The only available transition adjustment permitted by CUDGC relates to the implementation of the 2.5% capital conservation buffer, which will become a mandatory regulatory requirement effective January 1, 2016.

The required "all-in" minimum regulatory capital ratios, including the establishment of a 2.5% capital conservation buffer, will be:

- 7.0% tangible common equity tier 1 (CET1) to risk-weighted assets; and
- 8.5% eligible tier 1 capital to risk-weighted assets; and
- 10.5% total eligible capital (tier 1 capital plus tier 2 capital) to risk-weighted assets
- 5.0% minimum leverage ratio

Application of the "all-in" Basel III standards to Synergy's financial position at December 31, 2013, results in a 9.4% CET1 ratio, a 9.4% Tier 1 ratio, and a 14.7% total eligible capital ratio. These estimates are based on the credit union's current capital structure and composition of risk-weighted assets and could change depending on the following factors: strategic initiatives; the composition of regulatory capital; future financial performance; and future modifications (if any) to the regulatory capital standards CUDGC may choose to implement.

	SYNERGY	REGULATORY	CAPITAL STANDA	RDS: BASEL III
	At December 31	Minimum Effective July 1, 2013	Conservation Buffer Effective Jan 1, 2016	"All-In" Minimum + Buffer
Common Equity Tier 1 / Risk Weighted Assets	9.4%	4.5%	2.5%	7.0%
Total Tier 1 Capital / Risk Weighted Assets	9.4%	6.0%	2.5%	8.5%
Total Eligible Capital / Risk Weighted Assets	14.7%	8.0%	2.5%	10.5%
Leverage Ratio	8.8%	5.0%	N/A	5.0%

#### CAPITAL MANAGEMENT

With the adoption of the Basel III capital standards in 2013, Synergy began to execute its capital realignment plan, which adjusted its capital mix of retained earnings and ProfitShares.

The Board of Directors introduced limits, effective January 1, 2013, on the amount of ProfitShares that could be held by any one member. The new ProfitShare limits are \$20 thousand for individuals and \$40 thousand for businesses and organizations. The new limits resulted in the release of approximately \$2.7 million in excess ProfitShare balances directly to members.

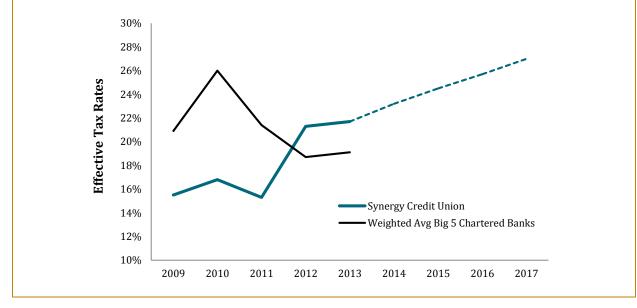
To celebrate Synergy's 70<sup>th</sup> anniversary in 2013, the credit union released another \$2.0 million in ProfitShares to members. For those members with at least \$1,400 in their ProfitShares accounts, 5% of the outstanding balance was released. Over 6,500 members of Synergy Credit Union received a special 70<sup>th</sup> Anniversary cheque for at least \$70 from Synergy in June 2013.

Overall, the credit union's retained earnings grew 13.2% and eligible capital grew 3.7%. \$4.7 million or 11% of the outstanding ProfitShare balances (at December 31, 2012) were returned to our members in 2013.

#### OUTLOOK FOR CAPITAL MANAGEMENT

In order to prepare itself for Basel III, Synergy began to retain more of its earnings in 2012 to strengthen its tier 1 capital to risk-weighted asset ratio. It was expected that this strategy would result in an increase in income taxes both in terms of actual dollars and the effective tax rate payable, which it did. However, early in 2013, the federal government announced changes to the tax regime affecting Canadian credit unions resulting in a 4% tax increase over 5 years. The provincial government is now also considering a similar change to the credit union's tax regime.

The graph below shows a 5-year comparison of the effective tax rates paid by Synergy against the weighted average paid by Canada's largest chartered banks, and what could happen to Synergy's effective tax rates out to 2017.



#### OUTLOOK FOR CAPITAL MANAGEMENT

Effective Tax Rates	2009	2010	2011	2012	2013	5 Year Avg
Weighted Average Banks	20.9%	26.0%	21.4%	18.7%	19.1%	21.2%
Synergy Credit Union	15.5%	16.8%	15.3%	21.3%	21.7%	18.1%

Changes to the provincial tax policy for credit unions could result in Synergy being taxed at a disproportionately higher effective tax rate than our bank competitors and this would have capital management implications. If the provincial government were to adopt a similar tax policy as the federal government has, Synergy's effective tax rate would climb to 27% by 2017.

Based on Synergy's income before tax of \$10.2 million for 2012, an effective tax rate of 27% would have equated to additional income taxes of \$535 thousand. To compensate without eroding our capital ratios, we would have to limit our loan growth, reduce expenses, or reduce patronage allocations. Synergy remains hopeful that the Saskatchewan government will maintain its existing small business tax policy treatment for Saskatchewan Credit Unions.

Synergy continues to transition to Basel III and management continues to work towards building its capital conservation buffer. Currently, Synergy's "all-in" Basel III capital ratios are above CUDGC's minimum requirements for each of the three ratios and results in the credit union being appropriately positioned to adapt to business growth opportunities and unexpected events.

Target capital ratios under Basel III, including any appropriate capital buffers over the prescribed CUDGC minimums, are reconfirmed through the credit union's comprehensive internal capital adequacy assessment program (ICAAP) and annual stress-testing results.

## **Risk Management**

Our business activity exposes us to a wide variety of risks in virtually all aspects of our operations. Our ability to manage these risks is a key competency within the organization and is supported by a strong risk culture and an effective risk management approach.

Taking measured risks is part of Synergy's business. As a provider of financial products and services, we consider risk management to be critical and integral to our business success. Our risk profile is determined by our own strategies, actions, and changes to the external business environment. We manage these risks within an enterprise-wide risk management (ERM) framework. We continually review our operations, assess and analyze the level of our risks exposures, and compare our risk profile and our risk performance measures against a group of selected peer credit unions in Saskatchewan and Alberta, the Big 5 Canadian chartered banks, and other key competitor financial institutions.

#### **RISK MANAGEMENT PRINCIPLES**

The following principles guide the management of risks within Synergy Credit Union:

- Balancing risk and reward effectively through aligning business strategy with risk appetite, diversifying risk, pricing appropriately for risk, and mitigating risk through preventive and detective controls.
- Viewing risk as acceptable and necessary to build the business. We only accept those risks that can be understood, managed and are consistent with our cooperative values, code of conduct, and board approved policies.
- Believing every employee is essentially a risk manager and must be knowledgeable of the risks inherent in their day-to-day activities and responsibilities.
- Building stronger relationships with members reduces our risks by "knowing our members" and ensuring the services we provide are suitable for, and understood by, each member.
- Aiming risk controls at minimizing uncertainty and maximizing opportunity in a way that optimizes the credit union's capacity to protect, and sustainably grow, value for our members.
- Using common sense and sound judgment in order to manage risk throughout the credit union.

#### ENTERPRISE RISK MANAGEMENT FRAMEWORK

The primary goal of enterprise risk management (ERM) is to ensure the outcomes of risk taking are consistent with the credit union's business activities, strategies and risk appetite. Our ERM framework provides the foundation for achieving this goal and it is constantly evaluated to ensure it meets the challenges and requirements faced by Synergy. The evaluation includes a comparison to industry best practices, as well as compliance with evolving regulatory standards.

#### **RISK CULTURE**

A strong risk culture emphasizes transparency and accountability. Organizations with a strong risk culture have a consistent and repeatable approach to risk management when making key business decisions, including regular discussions of risk and ongoing reviews of risk scenarios that can help management and members of the board understand the interconnectedness and potential risk impacts. Synergy's strong risk culture is the cornerstone of its effective ERM framework. It starts with appropriate leadership that demonstrates and sends clear messages throughout the organization. This strong risk culture is communicated and emphasized by the actions of executive management and the Board of Directors.

#### **GOVERNANCE STRUCTURE**

The Board of Directors has an overall accountability for risk management for the organization. The Board has developed a framework for delegating authority and risk accountability. With this framework, the Board seeks to:

- Understand the risk categories, types of risks the organization may be exposed to, and the practices used to identify, assess, and monitor those risks from a higher level.
- Periodically review and approve the risk policies for specific risks (credit, market, liquidity, etc.) as necessary, and establish the risk appetite and high-level risk limits of the organization.
- Ensure management has established more granular risk limits that are in line with the board approved risk appetite and high-level risk limits.
- Require a process for identifying, assessing, monitoring and reporting risk exposures.
- Require management to have a process for determining optimum capitalization and for ensuring that appropriate capital management strategies are in place.

The Board of Directors has delegated specific risk oversight and risk accountability to the following committees of the Board. These committees are responsible for studying, discussing and developing risk policy and risk management recommendations for consideration to the Board of Directors.

Audit and Operational Risk Committee	Credit and Market Risk Committee		
<ul> <li>Oversight of ERM</li> <li>Oversight of operational risk, including IT risk</li> <li>Oversight of internal control framework</li> <li>Oversight of corporate insurance program</li> <li>Review litigation situations</li> <li>Oversight of financial reporting</li> <li>Oversight of internal audit</li> <li>Oversight of external audit</li> </ul>	<ul> <li>Oversight of the investment portfolio</li> <li>Oversight of the credit portfolio</li> <li>Oversight on interest rate risk management</li> <li>Oversight of foreign exchange exposures</li> <li>Oversight of liquidity risk management</li> <li>Oversight of new product design and pricing</li> <li>Oversight of the credit union's ICAAP</li> </ul>		

#### Governance, Ethics and Human Resources Committee

- Evolve governance practices and structure
- Board and director performance reviews
- Maintenance and changes to bylaws
- Oversight of governance related policies
- Governance accountability reporting
- Director compensation
- Code of conduct: policy, breaches, related parties, and conflicts of interest
- Oversight of employment principles and compensation philosophy
- Oversight of HR statutory elements
- Employee satisfaction metrics
- Set process for CEO performance reviews
- Oversight of executive management structure, positions, compensation, and succession
- Board and CEO succession planning

## Oversight of member satisfaction metrics and member complaints Responsible Oversight

- Oversight of corporate branding and reputation
- Oversight of corporate social responsibility and community investments
- Responsible for stakeholder communications
- Responsible for annual general meeting

- Responsible for director recruitment
- Oversight of the director election process
- Recommend and oversee returning officers
- Establish and communicate acceptable practices for candidates and employees during the nomination and election process
- Ensure legislative and regulatory requirements are met

The *Audit and Operational Risk Committee* is responsible for exercising oversight of the risk management process and for reviewing the effectiveness of internal control and risk management practices. The committee is accountable to the Board for providing assurance that risks are being adequately managed and our exposures are within regulatory constraints and the approved risk appetite.

The *Credit and Market Risk Committee* is responsible for exercising oversight activities related to investment risk, credit risk, liquidity risk, interest rate risk, foreign exchange risk, and capital management. This includes ensuring the appropriate governing policies are developed that include the context for risks to be taken, the level of risks, and the monitoring of adherence to those risk policy parameters.

The *Governance, Ethics and Human Resources Policy Committee* is responsible for fulfilling regulatory requirements and facilitating effective governance of the credit union, ensuring governance practices evolve with the needs of Synergy. The committee also oversees governing human resource policies, as implemented by management, to ensure Synergy employees are provided with fair and meaningful employment in a safe and respectful workplace. The committee has specific responsibilities with respect to the appointment, monitoring and compensation of executive management. The committee also oversees the development and monitoring of policies that provide for the desired ethical conduct by directors and employees. The committee further serves as the Conduct Review Committee as specified under the Credit Union Act.

The *Member and Community Relations Committee* has two primary responsibilities: (1) To ensure the credit union develops and pursues objectives that maximizes member engagement in the credit union and foster self-reliant sustainable communities; and, (2) To ensure appropriate processes are in place to effectively communicate with members and other stakeholders. The committee also serves as the Nominating Committee, where responsibilities include facilitating the identification of qualified candidates for election to the Board of Directors. The committee's role is to provide for the proper conduct of Director elections including overseeing an orderly, open, transparent and democratic Board election process. The intent is to encourage participation in the election process, including achieving broad-based, informed, active and effective member engagement.

The **Chief Executive Officer** is accountable to the board for managing all material risks across the organization. This includes development and execution of strategic and business plans, as well as developing, implementing and monitoring the risk management strategy.

The Chief Executive Officer is supported by the **executive management team**, which is comprised of department heads and direct reports. Members of the executive management team are responsible for managing all risks generated in their respective business lines and supporting units, which includes ensuring they have adequate systems and tools for effective risk management.

The **Asset-Liability Committee (ALCO)** is a management committee that is accountable for overseeing asset-liability strategies, which includes actively managing the balance sheet, overseeing capital and profitability management, and ensuring there is adequate funding and liquidity to support operations and growth.

The *Management Credit Committee* is a management committee that is accountable for approving Synergy's larger credit risk exposures.

The *Information Technology (IT) Governance Committee* is a management committee that is accountable for establishing and overseeing the credit union's IT strategic plan. This includes setting IT-related strategic and funding priorities based on future member needs, the lifecycle of our IT infrastructure and supporting applications, and providing maximum functionality and value to the business. The goal of the IT Governance Committee is to ensure Synergy's IT assets, and those IT assets of our service providers, are strategically aligned and integrated in such a way our IT systems are secure, stable, and reliable.

*Individual business lines and support units* have ownership and accountability for the risk management processes relating to their functions. This includes identifying, assessing, managing and monitoring the risks within their units (with assistance from executive management).

The *Chief Financial & Risk Officer* is responsible to manage the overall ERM framework to ensure risk items, identified as needing action or attention, are discussed and dealt with in strategic or tactical plans.

*Internal audit* is accountable for independently assessing the effectiveness of risk management processes, practices, and internal controls by providing objective assurance on management's approach to control and manage risk.

#### **RISK APPETITE**

Risk appetite is the formalization of basic principles and statements that guide discussions on risk-reward tradeoffs. It provides a context to discuss risk and risk-related opportunities to determine whether they may be "on strategy" or "off strategy." Additionally, it facilitates a shared understanding of the overarching risk philosophy to make appropriate risk decisions. Setting the risk appetite is dynamic and requires flexible processes, as well as the continuous review and guidance from both executive management and the Board. Synergy continues to formalize its risk appetite and incorporate the statement principles into its ERM framework. Key attributes of our risk appetite include the following basic business principles and statements:

- We offer core banking and advisory services and engage in business activities that will not put our long-term value at risk. We prefer organic growth from opportunities within our trading area and the communities we serve.
- We are committed to achieving high quality and sustainable financial results.
- We have a constructive and highly ethical culture led by an experienced management team committed to standards of sound business practice. Our reputation and brand is important and we will seek to avoid any situation or action that could jeopardize our reputation.
- We seek alliances and collaboration with other credit unions to create future efficiencies and opportunities.
- We take risks required to build our business but only those risks that align with our business strategy and those that can be fully understood and managed.
- We display careful and diligent management where all employees and directors understand our appetite for risk and consider the risk appetite in all operational and strategic decisions.
- We have no interest in mergers unless the scenario brings defined added value to Synergy's membership.
- We are not interested in purchasing or operating a subsidiary company.

#### CREDIT RISK

Credit risk is the risk of loss arising from a member or counterparty's failure to meet the terms of any contract with the credit union or otherwise fail to perform as agreed. Credit risk is found in all activities where success depends on a counterparty, debt issuer or borrower performance. For derivatives, credit risk is the contract's replacement cost as opposed to its notional value.

#### CREDIT RISK OVERVIEW

Synergy's main source of credit risk exposure is within our expertise in granting loans. The culture of our credit risk management reflects the unique combination of policies, practices, experience and management attitudes that support loan growth within our geographic markets. Underwriting standards are designed to ensure an appropriate balance of risk and return and are supported by established loan exposure limits in areas of demonstrated lending expertise. Our concentration of credit is measured against specified tolerance levels by industry sector and product type. In order to minimize potential loss given default, the vast majority of loans are secured by tangible collateral. This approach to managing credit risk has proven to be very effective, as demonstrated by the credit union's consistently low - and relatively stable - loan loss provisions and write-offs.

#### **CREDIT RISK MANAGEMENT**

We are committed to a number of important principles to manage credit risk exposures, which includes:

- The clear communication of delegated lending authorities to employees engaged in the credit granting process, which is complemented by a defined approval process for loans in excess of those limits and includes making recommendations to the Credit Department or Management Credit Committee.
- The clear communication of credit policies, guidelines and directives to all account managers, retail service centre managers, and region managers whose activities and responsibilities include credit granting and risk assessment.
- The appointment of employees engaged in credit granting who are both qualified and experienced.
- The establishment of a standardized credit risk rating classification for all commercial and agricultural credits.
- The quarterly review of risk diversification by industry sector and the measurement and reporting of product category against assigned portfolio limits.
- The alignment of pricing of credit with risk to ensure an appropriate financial return.
- The balancing of loan growth targets without degrading the overall quality of the loan portfolio.
- The regular reporting to recognize early issues with problem accounts so immediate steps can be taken to protect the safety of the credit union's capital.
- The detailed and quarterly review of accounts rated less than satisfactory. These reviews include the completion of a watch list report recording accounts showing evidence of weaknesses, as well as an impaired loan report covering loans that show impairment to the point where a loss is possible.
- The independent reviews of credit evaluation, risk classification and credit management procedures by internal audit, which includes direct reporting of results to executive management, the CEO and the Audit and Operational Risk Committee.

#### MARKET RISK

Market risk is the risk of loss arising from market factors such as interest rates, foreign exchange rates, equity or commodity prices, and credit spreads. Market risk includes:

- Interest rate risk resulting from movements in interest rates. It arises primarily from timing
  differences in the re-pricing of assets and liabilities, both on and off-balance sheet, as they are
  contractually re-priced or mature.
- Price risk resulting from changes in the market price of an asset or liability.
- Foreign exchange risk resulting from movements in foreign exchange rates.

#### MARKET RISK OVERVIEW

Market risk arises when making loans, taking deposits and making investments. Synergy does not undertake market activities such as market making, arbitrage or proprietary trading; therefore, the credit union does not have direct risks related to those activities. The most material market risks for Synergy are those related to changes in interest rates. Synergy has limited exposure to foreign exchange risk and considers its risk position to be immaterial.

#### **INTEREST RATE RISK**

Interest rate risk arises from changes in interest rates that affect our net interest income. Exposure to this risk is what allows the credit union to make money on its loan and deposit portfolios. Synergy's earnings are affected by the monetary policies of the Bank of Canada. Monetary policy decisions have an impact on the level of interest rates, which can have an impact on earnings. Our objective is to earn an acceptable net interest income, without taking unreasonable risk, while striving to meet member needs and expectations.

#### INTEREST RATE RISK MANAGEMENT

To manage interest rate risk, the ALCO works within policy guidelines for interest rate exposures and meets regularly to monitor the credit union's position and to decide on future strategy. The objective is to manage interest rate risk within prudent guidelines. Interest rate risk policies are reviewed by the Credit and Market Risk Committee and approved by the Board of Directors.

Exposure to interest rate risk is controlled by managing the size of the static gap positions between interest sensitive assets and interest sensitive liabilities for future periods. Gap analysis is supplemented by computer simulation of the asset liability portfolio structure, duration analysis and dollar estimates of net interest income sensitivity for periods of up to one year.

The analysis in Note 21 of the financial statements is a static measurement of interest rate sensitivity gaps at a specific point in time. There is potential for these gaps to change significantly in a short period of time. The impact on earnings from changes in market interest rates will depend on both the magnitude of, and speed with which, interest rates change. It will also depend on the size and maturity structure of the cumulative interest rate gap position and the management of those positions over time. To the extent possible within the credit union's acceptable parameters for risk, the asset/liability position will continue to be managed in such a way that changing interest rates would generally have a marginal effect on net interest income.

It is management's intention to continue to manage the asset liability structure and interest rate sensitivity through pricing and product policies to attract the desired assets and liabilities, as well as through the use of interest rate swaps or other appropriate economic hedging techniques.

#### LIQUIDITY RISK

Liquidity risk is the risk that Synergy cannot meet a demand for cash or fund its financial obligations in a cost efficient or timely manner as they become due. Demand for cash can arise from withdrawals of deposits, debt maturities and commitments to provide credit. Liquidity risk also includes the risk of not being able to sell assets in a timely manner at a reasonable price.

#### LIQUIDITY RISK OVERVIEW

Synergy maintains a balanced, sound and prudent approach to managing its exposure to liquidity risk. There is a risk and reward trade-off between holding higher levels of liquid, but low yielding assets such as SaskCentral term deposits and government bonds, or deploying these funds into less liquid, but higher yielding assets, such as member loans. Through its ICAAP and its liquidity management program, Synergy assesses and monitors its liquidity strategies and contingency plans under normal, slightly stressed and severe operating conditions that may be caused by either Synergy-specific or market-wide scenarios. The contingency planning and related liquidity and funding management strategies comprise an integrated liquidity risk management program designed to ensure Synergy maintains liquidity risks within an appropriate threshold.

Key liquidity risk principles include:

- Preserving and growing our reliable and stable base of retail depositors.
- Maintaining a flexible liquidity position to manage current and future growth requirements, while also contributing to the safety and soundness of the credit union.
- Maintaining an appropriate balance between the levels of liquidity Synergy holds and the corresponding costs of liquidity risk mitigation that considers the potential impact of extreme, but plausible, liquidity stress events.
- Maintaining a comprehensive liquidity contingency plan that is supported by a pool of salable assets that can provide access to liquidity in a crisis.

#### LIQUIDITY RISK MANAGEMENT

Synergy has comprehensive Asset Liability Management policies that cover key aspects of liquidity risk management. The key elements of managing liquidity risk include the following:

- (a) Policies: Liquidity risk management policies establish targets for minimum liquidity, set the monitoring regime, and define authority levels and responsibilities. Policies are reviewed by the ALCO and the Credit and Market Risk Committee and are approved by the Board of Directors. Acceptable thresholds for liquidity risk are established by the setting of limits.
- (b) *Monitoring*: Trends and behaviours regarding how members manage their deposits and loans are monitored to determine appropriate liquidity levels. Active monitoring of the external environment is performed using a wide range of sources and economic barometers.
- (c) *Measurement and modeling:* Synergy's liquidity model measures and forecasts cash inflows and outflows, including any cash flows related to applicable off-balance sheet activities over various risk scenarios.
- (d) **Stress testing**: Synergy performs liquidity stress testing on a regular basis to evaluate the potential effect of both industry (macro) and Synergy-specific (micro) disruptions on the credit union's liquidity position. Liquidity stress tests consider the effect of changes in funding assumptions, depositor behaviour and the market behaviour of liquid assets. Stress test results are reviewed by the ALCO

and are considered in making liquidity management decisions. Liquidity stress testing has many purposes, including, but not limited to:

- i. Assisting the Board and executive management in understanding the potential behavior of various positions on the credit union's balance sheet in circumstances of stress.
- ii. Facilitating the development of effective risk mitigation and contingency plans.
- (e) Contingency planning: A liquidity contingency plan is developed and maintained specifying the desired approaches for analyzing and responding to actual and potential liquidity events. The plan outlines an appropriate governance structure for the management and monitoring of liquidity events. Additionally, the plan indicates processes for effective internal and external communication and identifies potential countermeasures to be considered at various stages of an event.
- (f) Funding diversification: Synergy actively monitors and manages the diversification of its deposit liabilities by source, type of depositor, instrument and term. Supplementary funding sources include securitization, whole loan sales, and utilization of the credit facilities provided by SaskCentral and Concentra Financial.
- (g) Statutory liquidity: SaskCentral, who serves as the provincial liquidity manager for Saskatchewan credit unions, requires Synergy to maintain a minimum of 10% of its liabilities on deposit with SaskCentral. Statutory liquidity requirements are calculated on a quarterly basis. SaskCentral is an integral partner in Synergy's liquidity risk management program and we are actively collaborating with SaskCentral to ensure our liquidity stress testing and contingency plans are both aligned and coordinated.

#### **OPERATIONAL RISK**

Operational risk is the risk of loss resulting from inadequate or failed internal processes, people and systems or from external sources. Operating a complex financial institution exposes Synergy to a broad range of operational risks, including failed transaction processing, documentation errors, information breaches, technology failures, business disruption, theft and fraud, workplace injury, and damage to physical assets. A subset of operational risk is people risk, which is the risk that Synergy is not able to retain and attract sufficient qualified resources to implement its strategies and/or achieve its objectives.

#### **OPERATIONAL RISK OVERVIEW**

Operational risk is inherent in all business activities including banking, trust, wealth management and insurance<sup>\*</sup>. It is embedded in processes that support the management of other risks such as credit, liquidity, market, capital and reputational risk. Its impact can be financial loss, loss of reputation, loss of competitive position, regulatory penalties, or failure in the management of other risks, such as credit or liquidity risk. Synergy is exposed to operational risk from internal business activities, external threats and outsourced business activities. While operational risk cannot be completely eliminated, proactive operational risk management is a key strategy to mitigate this risk.

The primary financial measure of operational risk is actual losses incurred. Synergy has not incurred any material losses related to operational risks in 2012 or 2013. Based on the Basel III regulatory framework, CUDGC requires Synergy to allocate a predetermined amount of capital to provide coverage for potential operational risks. The operational risk capital charge is 15% of average gross net interest income and gross non-interest income for the previous three years. Based on this formula, Synergy has allocated \$5.6 million in capital as of December 31, 2013 to cover operational risks (2012 - \$5.4 million).

#### **OPERATIONAL RISK MANAGEMENT**

Synergy's individual business and support areas are fully accountable for the management and control of operational risks. Strategies and factors that assist with the effective management of operational risk include, but are not limited to:

- Recruiting and retaining a knowledgeable and experienced management team committed to sound management practices and the promotion of a highly ethical culture.
- Providing strong leadership that supports and clearly communicates effective risk management practices and encourages employees to report incidents of operational risk failures, breaches, and potential losses to senior managers in a prompt and timely manner.
- Facilitating effective internal communication through a flat organization structure with management close to their respective operations.
- Developing organizational surveys on employee engagement and Synergy's desired constructive corporate culture.
- Emphasizing the importance of effective risk management to all levels through a combination of training, coaching, and policy implementation.

Key practices to monitor, assess and manage operational risks effectively include:

- Monitoring losses to maintain awareness of identified operational risks and to assist management in taking constructive action to reduce exposures to future losses. A centralized reporting system is used to monitor and report on internal and external operational risk loss events on a quarterly basis to executive management and the Audit and Operational Risk Committee.
- Implementing policies and procedural controls appropriate to address the identified risks including segregation of duties, dual custody, and other checks and balances.
- Enhancing fraud prevention processes and policies on an ongoing basis.
- Establishing "whistleblower" processes and an employee code of conduct.
- Developing human resource policies and processes to ensure employees are adequately trained in the tasks for which they are responsible.
- Providing a compliance department focused on key regulatory compliance areas such as privacy, anti-money laundering, anti-terrorist financing and market code regulations.
- Incorporating automated systems with built-in controls within the use of technology.
- Developing ongoing succession planning.

#### LEGAL AND REGULATORY RISK

Legal and regulatory risk represents the negative impact to business activities, earnings or capital, regulatory relationships or reputation as a result of a failure to comply - or adapt to - current and changing regulations, laws, industry codes, regulatory expectations or ethical standards.

#### LEGAL AND REGULATORY RISK OVERVIEW

The financial services industry is one of the most closely regulated industries, and the management of a financial services business, such as ours, is expected to meet high standards in all business dealings and transactions. As a result, we are exposed to legal and regulatory risk in virtually all of our activities.

Failure to meet our requirements not only poses a risk of censure or penalty, and may lead to litigation, but it also puts our reputation at risk. Financial penalties, unfavorable judicial judgments, costs associated with legal proceedings or regulatory sanctions can adversely affect our earnings and constrain our strategic business decisions. Legal and regulatory risk differs from other risks, such as credit risk or market risk, in that it is typically not a risk actively or deliberately assumed with the expectation of a return. It occurs as part of the normal course of operating our business.

Over the past several years, the intensity of supervisory oversight of all Canadian financial institutions has increased significantly in terms of new regulatory standards. This includes amplified supervisory activities, an increase in the volume of regulation, more frequent data and information requests from regulators, and shorter implementation time frames for regulatory requirements, including the Basel III capital and liquidity standards. Certain regulations, specific to Saskatchewan credit unions, may also impact Synergy's ability to compete against federally regulated financial institutions, other non-Saskatchewan provincially regulated financial institutions, and government- based financial institutions such as ATB Financial, Farm Credit Canada, and the Business Development Bank of Canada.

Effective management of regulatory risk and compliance in the current environment requires, and is expected to continue to require, considerable internal resources and the active involvement of executive management. Notwithstanding the additional resources, the volume, pace and implementation of new and amended regulations and standards increases the risk of unintended non-compliance.

#### OTHER RISK FACTORS

In addition to the risks previously described, other risk factors, including those below, may adversely affect Synergy's business, its financial condition and its earnings estimates.

#### **GENERAL BUSINESS AND ECONOMIC CONDITIONS**

Synergy's earnings are largely impacted by the general business and economic conditions of Saskatchewan and Alberta. Several factors that could impact general business and economic conditions in the credit union's core markets include, but are not limited to: changes to energy and other commodity prices; inflation; exchange rates; levels of consumer, business and government spending; levels of consumer, business and government debt; consumer confidence; real estate prices; and, adverse global economic events and/or elevated economic uncertainties.

#### LEVEL OF COMPETITION

Synergy's performance is impacted by the intensity of competition in the markets in which we operate, where online competitors could increase the competitive environment as well. Synergy operates in highly competitive markets and member retention may be influenced by many factors, including relative service levels, the prices and attributes of products and services, changes in products and services, and the actions taken by competitors.

#### ACCURACY OF INFORMATION ON MEMBERS AND COUNTERPARTIES

Synergy depends on the accuracy and completeness of information about members and counterparties. In deciding whether to extend credit or enter into other transactions with members and counterparties, Synergy may rely on information furnished by them, including financial statements, appraisals, external credit ratings and other financial information. Synergy may also rely on the representations of members and counterparties as to the accuracy and completeness of that information and, with respect to financial statements, on the reports of auditors. Synergy's financial condition and earnings could be negatively impacted to the extent it relies on financial statements that do not comply with standard accounting practices, that are materially misleading, or that do not fairly present (in all material respects) the financial condition and results of operations of members or counterparties.

#### ABILITY TO ATTRACT AND RETAIN EMPLOYEES

Competition for qualified employees is intense reflecting the recruitment needs of other companies in our local markets, as well as those in Saskatchewan and Alberta in general. The goal for Synergy is to continually retain and attract qualified employees that fit within our desired constructive corporate culture, but there is no assurance Synergy will be able to do so.

#### **INFORMATION SYSTEMS AND TECHNOLOGY**

Synergy is highly dependent upon information technology and supporting infrastructure, such as voice, data and network access. Various third parties provide key components of the infrastructure and applications. Disruptions in the credit union's information technology and infrastructure, whether attributed to internal or external factors, including potential disruptions in the services provided by various third parties, could adversely affect the ability of Synergy to conduct regular business and/or deliver products and services to members. In addition, Synergy currently has a number of significant technology projects underway, which further increases risk exposures related to information systems and technology.

#### ADEQUACY OF OUR ENTERPRISE RISK MANAGEMENT FRAMEWORK

Our ERM Framework is made up of various processes and strategies for managing risk exposure. Given our current business structure and the scope of our operations, Synergy is primarily subject to credit, market (mainly interest rate), liquidity, operational, legal and regulatory, and strategic risks. There can be no assurance that the framework to manage risks, including the framework's underlying assumptions and models, will be effective under all conditions and circumstances. If the risk management framework proves ineffective, the credit union could be materially affected by unexpected financial losses and/or other harm.

#### CHANGES IN ACCOUNTING STANDARDS AND ACCOUNTING POLICIES

The International Accounting Standards Board continues to change the financial accounting and reporting standards that govern the preparation of Synergy's financial statements. These types of changes can be significant and may materially impact how Synergy records and reports its financial condition and results of operations. Where Synergy is required to retroactively apply a new or revised standard, it may be required to restate prior period financial statements.

#### **OTHER FACTORS**

Synergy's management cautions the above discussion of risk factors is not exhaustive. Other factors beyond Synergy's control that may affect future results include changes in tax laws, technological changes, unexpected changes in members spending and saving habits, timely development and introduction of new products and services and the anticipation of, and success in, managing the associated risks.

## **2013 Financial Statements**

#### MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

To the Members of Synergy Credit Union Ltd:

The Management of Synergy Credit Union Ltd. prepared these financial statements and is responsible for their reliability, completeness and integrity. They were prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

Management maintains the necessary reporting and internal control systems to provide reasonable assurance of the timely production of reliable and accurate financial information, the protection of assets against loss or unauthorized use, and the promotion of operational efficiency. Internal audit provides management with the ability to assess the adequacy of these controls. The Audit and Operational Risk Committee has implemented a plan to review internal controls as deemed appropriate for Synergy Credit Union. The Board of Directors, acting through its Audit and Operational Risk Committee, oversee management's responsibilities for the financial reporting and internal control systems.

PricewaterhouseCoopers LLP, appointed by the Board of Directors, conducted an audit of these financial statements in accordance with Canadian generally accepted auditing standards. The Audit and Operational Risk Committee reviewed these financial statements before recommending their approval to the Board of Directors.

Glenn Stang Chief Executive Officer

February 19, 2014 Lloydminster, Saskatchewan

Jason Bazinet Chief Financial & Risk Officer



#### INDEPENDENT AUDITOR'S REPORT

#### To the Members of Synergy Credit Union

We have audited the accompanying financial statements of Synergy Credit Union, which comprise the statement of financial position as at December 31, 2013, and the statements of income, comprehensive income, changes in equity and cash flows for the year then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

#### Management's responsibility for the financial statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the financial statements present fairly, in all material respects, the financial position of Synergy Credit Union as at December 31, 2013 and its financial performance and its cash flows for the year then ended in accordance with International Financial Reporting Standards.

Pricewaterhouse Coopers LLP

**Chartered Accountants** 

February 19, 2014 Edmonton, Alberta

## **Statement of Financial Position** As at December 31

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(\$ thousands)	NOTE	2013	2012
ASSETS			
Cash and cash equivalents	6	41,506	47,739
Investments	7	137,322	155,347
Loans	8	975,035	891,067
Securitized mortgages	9	26,114	17,870
Other receivables		1,052	1,439
Other assets		238	262
Derivative financial assets	21	545	511
Property, plant and equipment	10	15,762	13,192
Intangible assets	11	523	774
Deferred income tax assets	17	431	260
		1,198,528	1,128,461
LIABILITIES			
Deposits	12	1,032,664	988,638
Loans payable	13	50,955	27,866
Other liabilities	14	7,865	8,228
Income taxes payable		209	678
Member capital			
Membership shares	15	35,652	39,841
Allocation payable to members	15	2,400	2,348
		1,129,745	1,067,599
EQUITY			
Retained earnings		68,285	60,325
Accumulated other comprehensive income		498	537
·		68,783	60,862
		1,198,528	1,128,461

The accompanying notes are an integral part of these financial statements

On behalf of the Board of Directors:

Way. Oh

Wayne White, President Board of Directors

Rick Graff, Chair Audit and Operational Risk Committee

## **Statement of Income**

For the years ended December 31

(\$ thousands)	NOTE	2013	2012
INTEREST INCOME			
Loans		42,913	40,616
Investments		3,064	3,767
Receipts on interest rate derivatives	21	130	138
		46,107	44,521
INTEREST EXPENSE			
Deposits		12,354	12,250
Loans payable		625	726
Patronage allocation		2,309	2,363
		15,288	15,339
NET INTEREST INCOME		30,819	29,182
Provision (recovery) of credit losses	8	(1,000)	(1,620)
NET INTEREST MARGIN		31,819	30,802
NON-INTEREST INCOME			
Gains (losses) on derivatives	21	89	(142)
Other revenue	16	6,841	7,126
		6,930	6,984
NON-INTEREST EXPENSES (Schedule 1)			
Personnel		17,866	17,190
Occupancy		1,606	1,571
Member security		933	903
General business		7,516	7,525
Organization costs		656	636
		28,577	27,825
INCOME BEFORE INCOME TAXES		10,172	9,961
Income tax expense	17	2,212	2,119
NET INCOME FOR THE YEAR		7,960	7,842

The accompanying notes are an integral part of these financial statements

# **Statement of Comprehensive Income** For the years ended December 31

(\$ thousands)	2013	2012
NET INCOME FOR THE YEAR	7.060	7 0 4 0
	7,960	7,842
OTHER COMPREHENSIVE INCOME Items that may be reclassified subsequently to profit or loss:		
Net unrealized gains (losses) on available-for-sale financial assets	(51)	210
Income taxes	12	(41)
OTHER COMPREHENSIVE INCOME (LOSS) FOR THE YEAR	(39)	169
TOTAL COMPREHENSIVE INCOME FOR THE YEAR	7,921	8,011

The accompanying notes are an integral part of these financial statements

## **Statement of Changes in Equity**

For the years ended December 31

(\$ thousands)	Retained earnings	Accumulated other comprehensive income	Total equity
Balance at December 31, 2011	52,483	368	52,851
Net income	7,842	-	7,842
Other comprehensive income	-	169	169
Balance at December 31, 2012	60,325	537	60,862
Net income	7,960	-	7,960
Other comprehensive income	-	(39)	(39)
Balance at December 31, 2013	68,285	498	68,783

The accompanying notes are an integral part of these financial statements

# **Statement of Cash Flows** For the years ended December 31

(\$ thousands)	2013	2012
OPERATING ACTIVITIES		
Loan interest received	43,303	40,578
Investment interest received	2,693	3,234
Dividends received	546	545
Non-interest revenue	7,757	6,701
Interest paid	(13,057)	(13,406)
Cash payments to vendors and employees	(29,271)	(26,902)
Income taxes paid	(2,840)	(1,598)
Net (increase) in loans	(99,881)	(103,118)
Net increase in deposits	44,199	79,269
Net cash used in operating activities	(46,551)	(14,697)
INVESTING ACTIVITIES		
Capital assets and intangible assets purchased	(3,850)	(2,881)
Proceeds on disposal of capital assets	73	191
Purchases of investments	(4,588)	(236)
Proceeds on sale and maturities of investments	22,387	9,946
Net cash from investing activities	14,022	7,020
FINANCING ACTIVITIES		
Loans payable proceeds	14,919	10,000
Loans payable repayments	(55)	(16)
Membership shares redeemed and distributions	(6,896)	(1,481)
Net decrease in other membership shares	(1)	(1)
Proceeds from loan sales	10,156	-
Proceeds from loan securitizations	12,046	-
Repayment of securitization liabilities	(3,873)	(11,888)
Net cash from financing activities	26,296	(3,386)
Decrease in cash and cash equivalents	(6,233)	(11,063)
Cash and cash equivalents, beginning of year	47,739	58,802
Cash and cash equivalents, end of year	41,506	47,739

The accompanying notes are an integral part of these financial statements

# **Notes to the Financial Statements**

December 31, 2013 (\$ thousands)

# 1. REPORTING ENTITY

Synergy Credit Union Ltd. (the Credit Union) was continued pursuant to *The Credit Union Act, 1998* of the Province of Saskatchewan, and operates eleven Credit Union branches. The Credit Union serves members in Lloydminster, Kindersley and surrounding areas. The address of the Credit Union's registered office is 4907 50 Street, Lloydminster, Saskatchewan.

In accordance with *The Credit Union Act, 1998*, Credit Union Deposit Guarantee Corporation (CUDGC), a provincial corporation, guarantees the full repayment of all deposits held in Saskatchewan credit unions, including accrued interest.

# 2. BASIS OF PREPARATION AND STATEMENT OF COMPLIANCE

The Financial Statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB).

The financial statements for the year ended December 31, 2013 were authorized for issue by the Board of Directors on February 19, 2014.

The financial statements have been prepared on the historical cost basis, except for certain financial assets and derivatives measured at fair value, as noted in the significant accounting policies.

These financial statements are presented in Canadian dollars, which is the Credit Union's functional currency. All financial information presented in Canadian dollars has been rounded to the nearest thousand.

#### Significant Accounting Changes

Effective for the fiscal year ended December 31, 2013, the Credit Union adopted the amendments to IFRS 13 *Fair Value Measurement.* IFRS 13 applies to all IFRS standards that required or permit fair value measurements and disclosures about fair value measurements. IFRS 13 is to be applied prospectively and no comparative disclosures are needed. The new standard provides a comprehensive definition or fair value and outlines guidance on determining fair value. There were no impacts to operations or financial position on adoption and additional disclosures have been included in the financial statements.

# 3. SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies used in the preparation of these financial statements are summarized below. These accounting policies have been applied consistently to all periods presented in these financial statements.

#### **Classification and Measurement of Financial Instruments**

All financial instruments are initially recognized at fair value. The classification of financial instruments at initial recognition depends on the purpose and management's intention for which the financial instruments were acquired and their characteristics. Measurement in subsequent years depends on whether the financial instrument has been classified as fair value through profit or loss, available for sale, held to maturity, loans and receivables, or other financial liabilities.

The Credit Union uses trade date accounting for regular way contracts when recording financial asset transactions.

#### Transaction costs:

The Credit Union recognizes transaction costs as part of the carrying amount of all financial instruments, except for those classified as at fair value through profit or loss, where transaction costs are expensed as incurred.

#### Held to maturity:

Held to maturity (HTM) financial assets are non-derivative assets with fixed or determinable payments and fixed maturity dates that the Credit Union has the positive intention and ability to hold until its maturity date, and which are not designated as at fair value through profit or loss or as available for sale.

HTM financial assets are subsequently measured at amortized cost using the effective interest method less any impairment, with revenue recognized on an effective yield basis.

The Credit Union does not have any financial assets classified as HTM.

#### Fair value through profit or loss (FVTPL):

A financial asset or financial liability other than a financial asset or financial liability held -for -trading may be designated as at FVTPL upon initial recognition if:

- such designation eliminates or significantly reduces a measurement or recognition inconsistency that would otherwise arise; or
- the financial asset or financial liability forms part of a group of financial assets or financial liabilities or both, which is managed and its performance is evaluated on a fair value basis, in accordance with the Credit Union's documented risk management or investment strategy, and information about the grouping is provided internally on that basis; or
- it forms part of a contract containing one or more embedded derivatives.

Financial assets at FVTPL are stated at fair value, with any gains or losses arising on remeasurement recognized immediately in profit or loss. The net gain or loss recognized in profit or loss incorporates any dividend or interest earned on the financial asset and is included in the consolidated statement of profit or loss. Fair value is determined in the manner described in Note 20.

The Credit Union has classified interest rate derivatives as FVTPL.

#### Classification and Measurement of Financial Instruments (continued)

#### Available for sale:

Available for sale (AFS) assets include assets which may be sold in response to or in anticipation of changes in interest rates and repayment risk, or to meet liquidity needs. AFS financial assets are nonderivative financial assets that are designated as available-for-sale and that are not classified in any of the previous categories. AFS assets are carried at fair value with unrealized gains and losses included in accumulated other comprehensive income until the financial asset is sold or derecognized, at which time the cumulative gain or loss is transferred to net income. Fair value is determined in the manner described in Note 20.

The Credit Union has classified the following financial assets as AFS:

- SaskCentral Shares Investments
- SaskCentral Debenture Investments
- Concentra Debenture Investments
- Marketable Bond Investments
- Investment Funds
- Preferred Shares

#### Loans and receivables:

Loans and receivables are loans that the Credit Union has the intention and ability to hold until maturity. Loans are recorded at outstanding principal plus accrued interest. Loans and receivables include non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and that the Credit Union does not intend to sell immediately or in the near term. Reported amounts are measured at amortized cost using the effective yield method, less any impairment.

The Credit Union has classified the following financial assets as loans and receivables:

- Cash on hand
- Cash deposits with SaskCentral
- SaskCentral Liquidity Demand Pool Investments
- Demand Deposit Investments
- Redeemable and Non Redeemable Term Deposit Investments
- Mortgage Pool Investments
- Other Investments
- Loans
- Securitized Mortgages

# Other financial liabilities:

Other financial liabilities are recorded at amortized cost using the effective interest rate method, and include all liabilities other than derivatives. Interest expense, calculated using the effective interest rate method, is recognized in net income.

The Credit Union has classified the following financial liabilities as other financial liabilities:

- Member Deposits
- Accounts Payable and Accrued Liabilities
- Loans Payable

#### Classification and Measurement of Financial Instruments (continued)

#### Derivative financial instruments:

Derivative financial instruments are financial contracts whose value is derived from an underlying interest rate, foreign exchange rate, equity or commodity instrument or index. In the ordinary course of business the Credit Union enters into derivative financial instruments, including interest rate swaps, to manage its exposure to interest rate risk. Fair value is determined in the manner described in Note 20.

Derivatives embedded in other non-derivative financial instruments or other host contracts are separated from their host contracts and accounted for as separate derivatives when their economic characteristics and risks are not closely related to those of the host contract, a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative, and the combined instrument or contract is not measured at fair value through profit or loss.

Derivatives, including embedded derivatives that are recognized separately, are classified as FVTPL. Interest received or paid on derivatives is included in net interest income and changes in fair value are included in non-interest income.

#### Impairment of Financial Assets

The Credit Union assesses financial assets, other than those carried at FVTPL, for indicators of impairment at each reporting period. Financial assets are considered to be impaired when there is objective evidence that, as a result of one or more events that have occurred after the initial recognition of the financial asset; the estimated future cash flows of the asset have been affected.

Impairment losses are measured as the difference between the financial asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate for fixed rate instruments and the current effective rate at the date of impairment for variable rate instruments. The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of loans, which is reduced through the use of allowance accounts. Impairment losses are recognized in net income.

With the exception of AFS equity instruments, if, in a subsequent period, the amount of the impairment loss decreases and the decrease can be objectively related to an event occurring after the impairment loss was recognized, the previously recognized impairment loss is reversed through net income to the extent that the carrying amount of the investment at the date the impairment is reversed does not exceed what the amortized cost would have been had the impairment not been recognized. Any subsequent recovery in the fair value of an impaired AFS equity instruments is recognized in other comprehensive income.

#### Impairment of Financial Assets (continued)

#### Allowance for credit losses for loans:

Objective evidence of impairment for loans could include; default or delinquency by the borrower; indications that the borrower will enter bankruptcy or other observable data relating to a portfolio of loans such as adverse changes in the payment status of borrowers in the portfolio; or national or local economic conditions that correlate with defaults on the assets in the portfolio.

The Credit Union writes off a loan balance when the Collection Department determines that the loan is uncollectible. This determination is reached after considering information such as the occurrence of significant changes in the borrower's financial position such that the borrower can no longer pay the obligation, or that proceeds from collateral will not be sufficient to repay the outstanding balance.

The allowance for credit losses comprises two parts – an individual allowance component and a collective allowance component, determined as follows:

- (a) The Credit Union first records an individual allowance based on management's regular review and evaluation of individual loans. The allowance is based upon management's best estimate of the present value of the cash flows expected to be received, discounted at the loan's original effective interest rate. The calculation of the present value of the estimated future cash flows of a collateralized loan reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.
- (b) Loans for which an individual allowance has not been established are then included in groups of loans having similar credit risk characteristics and are subject to a collective allowance. The Credit Union records a collective allowance, when objective evidence of impairment within the groups of loans exists but the individually impaired loans cannot be identified. The Credit Union estimates the collective allowance for impairment using a formula based on its historical loss experience for similar groups of loans in similar economic circumstances and current economic conditions. As management identifies individually impaired loans the collective allowance is adjusted accordingly.

In certain circumstances, property is repossessed following the foreclosure on loans that are in default. Repossessed properties are classified as held for sale and are measured at the lower of their previous carrying amount and fair value less cost to sell and are included in other assets.

#### Investments:

Objective evidence of impairment for investments could include a significant or prolonged decline in the fair value of the security below its cost or disappearance of an active market for the security.

When an AFS investment is considered impaired, cumulative gains or losses previously recognized in other comprehensive income are reclassified to net income.

#### **Revenue Recognition**

#### Loan Interest Income:

Loan interest income is recognized on the accrual basis using the effective interest rate method for all loans not classified as impaired. A loan is classified as impaired when there is reasonable doubt as to collectability or payments of interest or principal are past due 90 days.

When calculating the effective interest rate, the estimated cash flows considers all contractual terms of the loan, but does not consider future credit losses. The calculation includes transaction costs and all fees paid or received that are an integral part of the effective interest rate.

Once a loan is written down as a result of an impairment loss, interest income is recognized using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

#### Investment Interest and Dividend Income:

Investment interest income is recognized on the accrual basis using the effective interest method. Purchase premiums and discounts are amortized using the effective interest method over the term to maturity of the applicable investment.

Dividend income is recognized on the accrual basis when the right to receive payment is established.

#### Other Income:

Fees, commissions and service fees are recognized on an accrual basis when the service is provided. Performance-linked fees or commissions are recognized when the performance criteria are fulfilled.

#### Cash and Cash Equivalents

Cash and cash equivalents consist of cash on hand and on deposit with an original maturity of less than or equal to three months. They are subject to insignificant risk of changes in fair value and are used to manage short-term cash commitments.

# Property, Plant and Equipment

Land is reported at cost and not depreciated. Property, plant and equipment are reported at cost less accumulated depreciation and any impairment losses. Depreciation is calculated using the straight-line method over the estimated useful life of the related asset as follows:

Buildings and improvements	5 to 40 years
Furniture and equipment	3 to 20 years
Automotive	5 years

The estimated useful lives, residual values and depreciation methods are reviewed at each year-end and adjusted if appropriate. Gains and losses on the disposal or retirement of property, plant and equipment are determined as the difference between the sales proceeds and the carrying amount of the asset and are recorded in profit or loss in the year of disposal.

#### Intangible Assets

Specified intangible assets are recognized and reported separately from goodwill. Intangible assets acquired separately are reported at cost less accumulated amortization and any impairment losses. Amortization is calculated using the straight-line method based upon management's best estimate of the useful life of the asset. Software that has been classified as an intangible asset is amortized over 3 to 10 years. The estimated useful life and amortization method are reviewed at each year-end and adjusted if appropriate. Gains and losses on the disposal of intangible assets are recorded in profit or loss in the year of disposal.

# **Borrowing Costs**

General and specific borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use, such as property, plant and equipment and intangible assets, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use.

#### Impairment of Non-Financial Assets

At the end of each reporting period, the Credit Union reviews its property, plant and equipment and intangible assets to determine whether there is any indication that those assets have suffered an impairment loss. If such an indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss, if any. Recoverable amount is the higher of fair value less costs to sell and value in use. Where it is not possible to estimate the recoverable amount of an individual asset, the Credit Union estimates the recoverable amount of the smallest group of assets with separately identifiable cash flows (cash-generating units).

If the recoverable amount of an asset or cash-generating unit is estimated to be less than its carrying amount, the carrying amount of the asset or cash-generating unit is reduced to its recoverable amount. An impairment loss is recognized immediately in profit or loss. Where an impairment loss subsequently reverses, the carrying amount of the asset or group of assets is increased to the revised estimate of its recoverable amount.

# Income Taxes

Income tax expense comprises current and deferred tax. Current tax and deferred tax are recognized in profit or loss except to the extent that it relates to items recognized directly in equity or other comprehensive income.

Current income tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates enacted at the reporting date, and any adjustments to tax payable in respect of previous years.

Deferred income tax assets and liabilities are recognized for the future tax consequences attributable to temporary differences between financial statement carrying amounts and amounts used for taxation purposes. These amounts are measured using enacted or substantively enacted tax rates at the reporting date and re-measured annually for rate changes. Deferred income tax assets are recognized for the benefit of deductions available to be carried forward to future periods for tax purposes to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized. Any effect of the re-measurement or re-assessment is recognized in the period of change except when it relates to items recognized directly in other comprehensive income.

#### Leases

The Credit Union is a lessee under operating leases. Leases that do not transfer substantially all of the benefits and risks of ownership are classified as operating leases. Lease payments under operating leases are recognized as an expense on a straight-line basis over the lease term.

#### Securitization

The Credit Union periodically enters into agreements to fund loan growth and manage liquidity by selling or securitizing mortgage loans guaranteed by the Canada Mortgage and Housing Corporation (CMHC). The loans are not derecognized as the Credit Union retains substantially all the risks and rewards related to these loans. In addition, the Credit Union recognizes a liability equal to the consideration received with respect to interests in securitized loans that do not meet the derecognition criteria. This liability is presented under Loans Payable in the statement of financial position, while income related to securitization transactions is recognized under Loan Interest Income and interest paid on consideration received is included in Interest Expense.

Certain loans sold and retained interests acquired through these transactions prior to IFRS adoption continue to be derecognized, as permitted by IFRS 1. These securitization transactions are recognized as a sale and the assets are removed from the statement of financial position when the Credit Union surrenders control over the assets and receives, in exchange, consideration other than beneficial interests in the transferred assets.

# Derecognition of Loans

The Credit Union may also sell or syndicate loans to other financial institutions to fund loan growth and manage liquidity. Where a transfer has occurred and substantially all risks and rewards are transferred, the Credit Union derecognizes the carrying amount of the loans. The difference between the proceeds received, the fair value of any guarantees or other financial instrument liabilities originated as a result of the transaction and the carrying amount of loans derecognized is recognized as a gain or loss on sale. Servicing revenue from the administration of mortgages is recorded as the services are provided.

#### Membership Shares

Membership shares are classified as liabilities under Member Capital in accordance with their terms. Shares are redeemable at the option of the member on withdrawal from membership or at the discretion of the Board of Directors. Amounts owing to members for these withdrawals are included in Other Liabilities.

# Foreign Currency Translation

Transaction amounts denominated in foreign currencies are translated into their Canadian dollar equivalents at exchange rates prevailing at the transaction dates. Carrying values of monetary assets and liabilities reflect the exchange rates at the reporting date.

#### **Employee Future Benefits**

The Credit Union employee future benefit program consists of a defined contribution pension plan and other post retirement benefits. The defined contribution plan is a post-employment benefit plan under which the Credit Union pays fixed contributions to the Co-operative Superannuation Society. The Credit Union has no legal or constructive obligation to pay further contributions if the plan does not hold sufficient assets to pay all employees the benefits relating to employee service in the current and prior periods. The estimated cost of providing other post-retirement benefits, such as termination benefits, are accrued and expensed as incurred.

# 4. USE OF ESTIMATES AND KEY JUDGMENTS

The preparation of the financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, and disclosure of contingent assets and contingent liabilities at the date of the financial statements as well as the reported amounts of income and expenses during the reporting period.

Accordingly, actual results could differ from those estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected.

The most significant uses of judgments and estimates are as follows:

#### Determination of Allowance for Credit Losses

The Credit Union reviews its loan portfolios to assess impairment at least on a quarterly basis. In determining whether an impairment loss should be recognized on an individual loan, management judgment is required in the estimate of the amount and timing of the cash flows the Credit Union expects to receive. These estimates are based on a number of factors, including the net realizable value of any underlying collateral.

In determining whether an impairment loss should be recognized on a collective basis, the Credit Union makes judgments as to whether there is any observable data indicating an impairment trigger followed by a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group, or local economic conditions that correlate with defaults on assets. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows.

See also the significant accounting policy note on "Impairment of Financial Assets" in Note 3 and Note 8 "Loans" for further discussion on the impairment allowance for credit losses.

# Valuation of Financial Instruments

The Credit Union determines the fair value of financial instruments for which there is no observable market price using a variety of valuation techniques. The inputs to these models are derived from observable market data where possible, but where observable market data are not available, judgment is required to establish fair values. The judgments include consideration of liquidity, credit and other risks affecting the specific instrument. See also Note 21 "Classification and Fair Value of Financial Instruments" for further discussion.

# 5. FUTURE ACCOUNTING AND REPORTING CHANGES

A number of new standards, and amendments to standards and interpretations, are not yet effective for the year ended December 31, 2013 and have not been applied in preparing these financial statements. Those which could have an impact on the Credit Union's financial statements are discussed below:

- IAS 32 Financial Instruments: Presentation amendments to IAS 32 will become mandatory for the Credit Union's 2014 financial statements. The amendments clarify certain requirements about offsetting financial assets and liabilities. The adoption of these amendments is not expected to have impact on the operations or financial position of the Credit Union.
- IFRS 9 *Financial Instruments IFRS 9* was amended in November 2013 to remove the previous mandatory effective date of January 1, 2015. The final effective date has yet to be determined. When the standard is effective, it is expected to impact the classification and measurement of financial assets and liabilities. The extent of the impact of this standard has not yet been determined.

# 6. CASH AND CASH EQUIVALENTS

	2013	2012
Cash on hand	4,036	2,789
Deposits at call with SaskCentral	37,470	34,950
Term deposits	-	10,000
	41,506	47,739

# 7. INVESTMENTS

	2013	2012
Loans and receivables		
SaskCentral liquidity deposits	103,750	100,000
Term deposits	-	20,036
Mortgage pool investments	1,902	2,760
Other	14	17
Accrued interest	7	180
Total loans and receivables investments	105,673	122,993
Available for sale		
SaskCentral shares	9,050	8,504
Debentures	7,550	7,550
Marketable bonds	12,771	14,174
Investment funds	1,562	1,408
Preferred shares	506	506
Accrued interest	210	212
Total available for sale investments	31,649	32,354
Total investments	137,322	155,347

# 7. INVESTMENTS (continued)

Pursuant to Regulation 18(1)(a), of *The Credit Union Regulations, 1999*, Credit Union Central of Saskatchewan (SaskCentral) requires that the Credit Union maintain 10% of its liabilities using a prescribed formula in specified liquidity deposits in SaskCentral. The regulator of Saskatchewan Credit unions, CUDGC requires that the Credit Union adhere to these prescribed limits and restrictions. As of December 31, 2013, the Credit Union met the requirement.

SaskCentral is controlled by Saskatchewan credit unions and acts as a trade association, service provider to credit unions and manager of the provincial statutory liquidity deposits. SaskCentral maintains investments in other credit union service providers including Concentra Financial Services Association in which it holds 84.3% (2012 - 84.3%) of the non-voting Class A shares and 47.2% (2012 - 47.2%) of the voting membership shares.

# 8. LOANS

		2013			2012
	Performing	Impaired	Allowances	Net	Net
Mortgages					
Agriculture	69,016	148	(6)	69,158	72,172
Commercial	137,021	195	(57)	137,159	125,449
Personal	473,225	361	(130)	473,456	438,506
Personal Loans	129,191	793	(672)	129,312	100,220
Non-personal loans	162,929	392	(121)	163,200	152,061
Accrued interest	2,720	30	-	2,750	2,659
Total loans	974,102	1,919	(986)	975,035	891,067

Changes in allowance for credit losses	2013	2012
Balance, beginning of year	2,115	3,826
Impairment losses recognized (recovered)	(1,000)	(1,620)
Amounts written-off	(129)	(91)
Balance, end of year	986	2,115

# 9. SECURITIZATION AND OTHER TRANSFERS OF FINANCIAL ASSETS

# Financial assets transferred but not derecognized:

The following table presents the carrying amount of financial assets transferred by the Credit Union through securitization transactions that do not meet derecognition criteria and the related liabilities recognized in the statement of financial position:

	2013		2012	
	Carrying amount	Fair value	Carrying amount	Fair value
Mortgage loans transferred through securitization transactions	26,114	26,481	17,870	18,293
Related loans payable liabilities (note 13)	25,970	26,334	17,805	18,227

# 9. SECURITIZATION AND OTHER TRANSFERS OF FINANCIAL ASSETS (continued)

During the year, the Credit Union securitized \$12,139 (2012 - \$nil) in mortgage loans and recognized new related loans payable liabilities of \$12,046 (2012 - \$nil).

#### Financial assets transferred and derecognized:

During the year, the Credit Union sold \$9,995 (2012 - \$nil) of mortgage loans to other credit unions and recognized a gain on sale of \$161 (2012 - \$nil).

The Credit Union has had mortgage loans transferred through securitizations that remained derecognized, as permitted by IFRS 1 when the Credit Union adopted IFRS. The principal of these mortgage loans at December 31, 2013 is \$nil (2012 - \$3,344).

# 10. PROPERTY, PLANT AND EQUIPMENT

Cost	Land	Building and improvements	Furniture and equipment	Automotive	Total
Balance at December 31, 2011	4,100	14,372	6,371	290	25,133
Additions	34	1,227	966	42	2,269
Disposals	-	(66)	(967)	(50)	(1,083)
Balance at December 31, 2012	4,134	15,533	6,370	282	26,319
Additions	110	3,183	321	61	3,675
Disposals	-	-	(688)	(164)	(852)
Balance at December 31, 2013	4,244	18,716	6,003	179	29,142

Accumulated depreciation	Land	Building and improvements	Furniture and equipment	Automotive	Total
Balance at December 31, 2011	-	7,548	5,209	162	12,919
Depreciation	-	416	707	50	1,173
Disposals	-	(60)	(863)	(42)	(965)
Balance at December 31, 2012	-	7,904	5,053	170	13,127
Depreciation	-	414	612	56	1,082
Disposals	-	-	(686)	(143)	(829)
Balance at December 31, 2013	-	8,318	4,979	83	13,380

Net book value	Land	Building and improvements	Furniture and equipment	Automotive	Total
At December 31, 2012	4,134	7,629	1,317	112	13,192
At December 31, 2013	4,244	10,398	1,024	96	15,762

Included in buildings and improvements is \$4,421 (2012 - \$1,316) in construction and design costs for building development not in use and therefore not being depreciated.

During the year, \$74 (2012 - \$nil) was capitalized as borrowing costs for buildings and improvements. Borrowings were capitalized at the weighted average rate of general borrowings of 1.26%.

# 11. INTANGIBLE ASSETS

Cost	Purchased software
Balance at December 31, 2011	1,997
Additions Disposals	613 (161)
Balance at December 31, 2012	2,449
Additions Disposals	176 (57)
Balance at December 31, 2013	2,568
Accumulated amortization	
Balance at December 31, 2011	1,398
Amortization Disposals	438 (161)
Balance at December 31, 2012	1,675
Amortization Disposals	426 (56)
Balance at December 31, 2013	2,045
Net book value	
Balance at December 31, 2012	774
Balance at December 31, 2013	523

# 12. DEPOSITS

	2013	2012
Demand deposits	685,913	645,320
Term deposits	342,761	339,155
Accrued interest	3,990	4,163
	1,032,664	988,638

# 13. LOANS PAYABLE

	2013	2012
Financial liabilities from securitizations (note 9)	25,970	17,805
SaskCentral	24,985	10,006
Concentra Financial Services Association	-	55
	50,955	27,866

# 13. LOANS PAYABLE (continued)

#### Financial liabilities from securitizations:

The financial liabilities from securitizations have a weighted average interest rate of 2.264% (2012 - 2.355%). Securitized mortgage loans of \$26,114 (2012 - \$17,870) are the collateral for these borrowings.

#### SaskCentral:

The Credit Union has an authorized line of credit bearing interest at prime less 0.5% in the amount of \$18,000 from SaskCentral. Prime rate was 3.0% at December 31, 2013. At December 31, 2013 and 2012, the Credit Union had no balance outstanding on the line of credit.

The Credit Union has also made arrangements to have available through SaskCentral a commercial paper facility in the amount of \$30,000. Under the program, the Credit Union may request drawings up to the established limit. The principal amount and interest are due on the maturity date of the commercial paper issued by SaskCentral. The interest rate payable is the commercial paper market term rate as established plus 0.375%. As of December 31, 2013, the Credit Union had drawn \$24,919 on this program, bearing interest at 1.50% (2012 - 1.49%). As at December 31, 2013 the accrued interest on this commercial paper facility is \$66 (2012 - \$6).

All SaskCentral bank indebtedness agreements are secured by general security agreements registered against the assets of the Credit Union.

#### Concentra Financial Services Association:

The Credit Union previously carried a mortgage pool investment that had been funded by Concentra Financial Services Association. As of December 31, 2013, the funding provided by Concentra Financial under this arrangement was nil (2012 - \$55).

# 14. OTHER LIABILITIES

	2013	2012
Accounts payable and accrued liabilities	6,186	6,107
Post-retirement defined contribution benefits	867	858
Retained member capital for distribution	812	1,263
	7,865	8,228

The Credit Union contributes annually to a defined contribution pension plan for employees. The annual pension expense of \$755 (2012 - \$718) is included in personnel expenses.

In addition, the Credit Union provides other post-retirement benefits to certain employees on a defined contribution basis. The annual expense for these benefits of \$45 (2012 - \$36) is included in personnel expenses.

# 15. MEMBERSHIP SHARES AND ALLOCATION PAYABLE

Membership shares, including member ProfitShares, are as provided for by The Credit Union Act and administered according to the Credit Union's Bylaws, which set out the rights, privileges, restrictions and conditions.

The authorized share capital is unlimited in amount and consists of fully paid shares with a par value of \$5 per share. These accounts are not guaranteed by CUDGC.

# 15. MEMBERSHIP SHARES AND ALLOCATION PAYABLE (continued)

Characteristics include permanence, freedom from mandatory charge and subordination to the rights of creditors and depositors.

	2013	2012
Balance, beginning of year	39,841	38,064
Allocations to members		
Interest rebate to borrowers	1,047	1,881
Bonus interest to investors	419	503
Share dividend	787	762
Redemptions on member accounts	(6,571)	(1,500)
Allocated membership shares	35,522	39,710
Other membership shares	130	131
Total membership shares	35,652	39,841

The Board of Directors declared a patronage allocation in the amount of \$2,400 on member shares as at December 31, 2013 (2012 - \$2,348). The patronage allocation approved by the Board of Directors was based on the amount of loan interest paid and deposit interest earned by each member during the fiscal year and the balance of member shares held by each member during the fiscal year.

	2013	2012
Interest rebate to borrowers	1,075	1,099
Bonus interest to investors	610	456
Share dividend	715	793
	2,400	2,348

# 16. OTHER REVENUE

	2013	2012
Deposit fees and commissions	3,201	3,204
Insurance revenue	1,925	2,030
Wealth services revenue	826	659
Loan fees	764	1,116
Other	125	117
	6,841	7,126

# **17. INCOME TAXES**

Income tax expense is comprised of:	2013	2012
Current income tax expense	2,383	2,109
Deferred income tax expense (recovery)	(171)	10
	2,212	2,119

A reconciliation of income taxes at statutory rates with the reported income taxes is as follows:

	2013	2012
Income before income taxes	10,172	9,961
Combined federal and provincial tax rate	27%	27%
Income tax expense at statutory rate	2,747	2,690
Adjusted for the net effect of:		
Non-deductible and other items	14	173
Credit union rate reduction	(356)	(744)
Deferred tax expense due to change in tax rate	(193)	-
	2,212	2,119

Deferred income tax assets and liabilities recognized are attributable to the following:

	2013	2012
Deferred income tax assets		
Property, plant and equipment	312	178
Post-retirement defined contribution benefits	204	111
Loans	23	28
Other	44	27
	583	344
Deferred income tax liabilities		
Investments	152	84
Net deferred income tax asset	431	260

The net deferred income tax asset is expected to be recovered in more than twelve months from December 31, 2013.

#### 18. CAPITAL MANAGEMENT

CUDGC prescribes capital adequacy measures and minimum capital requirements. The capital adequacy rules issued by CUDGC have been based on the Basel III framework, consistent with the financial industry in general. CUDGC's Standards of Sound Business Practice (SSBP) that incorporate the Basel III framework took effect on July 1, 2013.

The Credit Union follows a risk-weighted asset calculation for credit and operational risk. Under this approach, credit unions are required to measure capital adequacy in accordance with instructions for determining risk-adjusted capital and risk-weighted assets, including off-balance sheet commitments.

Based on the prescribed risk of each type of asset, a weighting of 0% to 1250% is assigned. The ratio of regulatory capital to risk-weighted assets is calculated and compared to the standard outlined by CUDGC. Regulatory standards require Credit Unions to maintain a minimum total eligible capital to risk-weighted assets of 8%, a total tier 1 capital to risk-weighted assets of 6% and a minimum common equity tier 1 capital to risk-weighted assets of 4.5%. Eligible capital consists of common equity tier 1 capital, additional tier 1 capital, and tier 2 capital. In addition to the minimum capital ratios, the Credit Union is required to hold a capital conservation buffer of 2.5% of risk-weighted assets of the minimum capital requirement.

Tier 1 capital is defined as a Credit Union's primary capital and comprises the highest quality of capital elements while tier 2 is secondary capital and falls short of meeting tier 1 requirement for permanence or freedom from mandatory charges. Tier 1 capital consists of two components: common equity tier 1 capital and additional tier 1 capital. Common equity tier 1 capital includes retained earnings, contributed surplus, and accumulated other comprehensive income (AOCI). Deductions from common equity tier 1 capital include goodwill, intangible assets, deferred tax assets (except those arising from temporary differences), increases in equity capital resulting from securitization transactions, unconsolidated substantial investments and fair value gains/losses on own use property. Additional tier 1 capital consists of qualifying membership shares or other investment shares issued by the Credit Union that meet the criteria for inclusion in tier 1 capital and are not included in common equity tier 1 capital.

Tier 2 capital includes a collective allowance for credit losses to a maximum of 1.25% of risk-weighted assets, subordinated indebtedness, and qualifying membership shares or other investment shares issued by the Credit Union that meet the criteria for inclusion in tier 2 capital and are not included in tier 1 capital.

Regulatory standards also require the Credit Union to maintain a minimum leverage ratio of 5%. This ratio is calculated by dividing eligible capital by total assets less certain deductions from capital plus specified off-balance sheet exposures. Based on the type of off-balance sheet exposure, a conversion factor is applied to the leverage ratio. All items deducted from capital are excluded from total assets. The Credit Union may also exclude from total assets mortgages securitized through Canada Mortgage and Housing Corporate (CMHC) programs up to and including March 31, 2010 and all existing and future reinvestments related to Canada Mortgage Bonds (CMB) Insured Mortgage Purchase Program transactions completed up to and including March 31, 2010.

The Credit Union has adopted a capital management framework that conforms to the capital framework and is regularly reviewed and approved by the Board of Directors.

# 18. CAPITAL MANAGEMENT (continued)

The following table compares CUDGC regulatory standards to the Credit Union's board policy for 2013:

	Regulatory standard	Board limit	Board target
Total eligible capital to risk-weighted assets	8.00%	10.00%	11.50%
Total tier 1 capital to risk-weighted assets	6.00%	7.00%	8.50%
Common equity tier 1 capital to risk-weighted assets	4.50%	7.00%	8.50%
Leverage ratio	5.00%	6.00%	7.00%

During the year, the Credit Union complied with all internal and external capital requirements.

	2013	2012
Eligible capital		
Common equity tier 1 capital	67,780	60,309
Additional tier 1 capital	-	-
Total tier 1 capital	67,780	60,309
Tier 2 capital	38,223	42,360
Total eligible capital	106,003	102,669
Risk-weighted assets	722,464	649,237
Total eligible capital to risk-weighted assets	14.67%	15.81%
Total tier 1 capital to risk-weighted assets	9.38%	9.28%
Common equity tier 1 capital to risk-weighted assets	9.38%	9.28%
Minimum leverage ratio	8.81%	9.05%

# **19. RELATED PARTY TRANSACTIONS**

A related party exists when one party has the ability to directly or indirectly exercise control, joint control or significant influence over the other or is a member, or close family member of a member, of the key management personnel of the Credit Union. Related party transactions are in the normal course of operations and are measured at the consideration established and agreed to by the parties.

The Board's Governance, Ethics and Human Resources Committee reviews and monitors all proposed related party transactions for compliance with legislation, standards of sound business practice and with Credit Union or Committee policies and procedures. The Committee is charged with ensuring that all proposed related party transactions are fair to the Credit Union and that the best judgment of the Credit Union has not been compromised as a result of real or perceived conflict of interest.

# Member loans:

The Credit Union, in accordance with its policy, grants loans to management and staff at regular member rates or at preferred staff rates. These loans are granted under the same lending policies applicable to other members.

# 19. RELATED PARTY TRANSACTIONS (continued)

	2013	2012
Loans outstanding at January 1	6,801	7,500
Loans issued (repaid) during the year, net	2,326	(699)
	9,127	6,801

#### Deposit accounts:

Directors and other key management personnel may hold deposit accounts. Employees and directors have access to personal chequing accounts that do not incur service charges.

	2013	2012
Deposits at January 1	3,376	2,975
Deposits received (repaid) during the year, net	661	401
	4,036	3,376

#### Key management compensation:

The aggregate compensation of key management personnel during the year, comprising amounts paid or payable, was as follows:

	2013	2012
Base salary	904	1,037
Employer portion of CPP and EI payroll deductions	22	24
Other benefits	31	64
Variable compensation	293	388
Salaries and short term benefits	1,250	1,513
Post-retirement defined contribution benefits	107	121
Termination benefits	250	-
	1,607	1,634

# 20. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date, regardless of whether that price is directly observable or estimated using another valuation technique. In estimating the fair value of an asset or liability, the Credit Union takes into account the characteristics of the asset or liability if market participants would take those characteristics into account when pricing the asset or liability at the measurement date.

Fair values are determined where possible by reference to quoted bid or asking prices in an active market. In the absence of an active market, the Credit Union determines fair value based on internal or external valuation models, such as discounted cash flow analysis or using observable market based inputs (bid and ask price) for instruments with similar characteristics and risk profiles.

#### 20. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

The Credit Union classifies fair value measurements of financial instruments recognized in the statement of financial position using the following three-tier fair value hierarchy, which reflects the significance of the inputs used in measuring fair value as follows:

- Level 1: Quoted market prices (unadjusted) are available in active markets for identical assets or liabilities;
- Level 2: Fair value measurements are derived from inputs other than quoted prices that are included within Level 1 that are observable for the asset or liability, either directly or indirectly; and
- Level 3: Fair value measurements derived from valuation techniques that include significant unobservable inputs.

Fair value measurements are classified in the fair value hierarchy based on the lowest level input that is significant to that fair value measurement. This assessment requires judgment, considering factors specific to an asset or a liability and may affect placement within the fair value hierarchy.

The following table summarizes the carrying amount and fair values of the Credit Union's financial instruments.

2013	Carrying amount	Level 1	Level 2	Level 3
FINANCIAL ASSETS – Recurring measurements				
Available for sale investments				
	0.050		0.050	
SaskCentral shares Debentures	9,050	-	9,050 7,550	-
	7,550	-	7,550	-
Marketable bonds Investment funds	12,771	-	12,771	1 560
	1,562	-	-	1,562
Preferred shares	506	-	506	-
Derivative financial assets	545	-	545	-
Total financial assets – recurring measurements	31,984	-	30,422	1,562
FINANCIAL ASSETS – Fair values disclosed				
Loans and receivables				
SaskCentral liquidity deposits	103,750	-	103,750	-
Mortgage pool investments	1,902	-	1,902	-
Loans	975,035	-	988,722	-
Securitized mortgages	26,114	-	26,481	-
Other investments	14	-	14	-
Total financial assets – fair values disclosed	1,106,815	-	1,120,869	-
FINANCIAL LIABILITIES – Fair values disclosed				
Deposits	1,032,664	-	1,061,007	-
Loans payable	50,955	-	51,319	-
Other liabilities	7,865	-	7,865	-
Member capital	38,052	-	38,052	-
Total financial liabilities – fair values disclosed	1,129,536	-	1,158,243	-

2012	Carrying amount	Level 1	Level 2	Level 3
FINANCIAL ASSETS – recurring measurements				
Available for sale investments				
SaskCentral shares	8,504	-	8,504	-
Debentures	7,550	-	7,550	-
Marketable bonds	14,174	-	14,174	-
Investment funds	1,408	-	-	1,408
Preferred shares	506	-	506	-
Derivative financial assets	511	-	511	-
Total financial assets – recurring measurements	32,653	-	31,245	1,408
FINANCIAL ASSETS – Fair values disclosed				
Loans and receivables				
SaskCentral liquidity deposits	100,000	-	100,000	-
Term deposits	20,036	-	20,036	-
Mortgage pool investments	2,760	-	2,760	-
Loans	891,067	-	912,169	-
Securitized mortgages	17,870	-	18,293	-
Other investments	17	-	17	-
Total financial assets – fair values disclosed	1,031,750	-	1,053,275	-
FINANCIAL LIABILITIES – Fair values disclosed				
Deposits	998,638	-	993,485	-
Loans payable	27,866	-	28,288	-
Other liabilities	8,228	-	8,228	-
Member capital	42,189	-	42,189	-
Total financial liabilities – fair values disclosed	1,076,921	-	1,072,190	-

# 20. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

#### Methods and assumptions:

- The fair values of short term financial instruments including cash, short-term investments, other assets, other liabilities, accrued income and expenses, and certain other assets and liabilities are approximately equal to their carrying values.
- Fair values of investments are based on quoted market prices, when available, or quoted market prices of similar investments.
- For variable interest rate loans that reprice frequently, fair values approximate carrying values.
   Fair values of other loans are estimated using discounted cash flow calculations with market interest rates for similar groups of loans.
- Carrying values approximate fair values for deposits with adjustable rates without specified maturity terms. Fair values for other deposits and loans payable with specified maturity terms are estimated using discounted cash flow calculations at market rates for similar deposits with similar terms.
- The fair values of derivative financial instruments are estimated by reference to the appropriate current market yields with matching terms to maturity. The fair values reflect the estimated amounts that the Credit Union would receive or pay to terminate the contracts at the reporting date.
- The interest rates used to discount estimated cash flows, when applicable, are based on interest rates for identical products as at the reporting date.

# 20. CLASSIFICATION AND FAIR VALUE OF FINANCIAL INSTRUMENTS (continued)

Changes in recurring measurement level 3 assets	2013	2012
Balance, beginning of year	1,417	1,064
Gains recognized in net income	79	204
Additions	296	556
Receipt of cash flows	(230)	(408)
Balance, end of year	1,562	1,417

The following were the net gains (losses) recognized on the various classes of financial instruments:

	2013	2012
Fair value through profit or loss financial assets	89	(142)
Available for sale financial assets	(51)	210

# 21. FINANCIAL INSTRUMENT RISK MANAGEMENT

The nature of the Credit Union's financial instruments creates exposure to credit, liquidity and market risk. Management of these risks is established in policies and procedures determined by the Board of Directors. In addition, CUDGC establishes standards to which the Credit Union must comply.

# Credit Risk

Credit risk is the risk of loss to the Credit Union if a customer or counterparty defaults on its contractual payment obligations. Credit risk may arise from loans and receivables and principal and interest amounts due on investments.

Credit risk is managed in accordance with a governing policy established by the Board of Directors. The Board of Directors has delegated responsibility for the management of credit risk to the CEO. The CEO has in turn delegated responsibility for management of credit risk within the loan portfolio to the Retail Division, and for management of credit risk within the investment and derivatives portfolio to the Finance Division.

#### Loans:

Loan credit risk information	2013	2012
Non-impaired loans		
Carrying amount loans	975,035	891,067
Carrying amount securitized mortgages	26,114	17,870
Less: individually impaired	(1,890)	(6,352)
Add: provision for impairment	986	2,115
Less: accrued interest	(2,750)	(2,659)
Less: foreclosed assets	-	-
Carrying amount of non-impaired loans	997,495	902,041

#### Credit Risk (continued)

Loan credit risk information (continued)	2013	2012
Past due but not impaired loans		
Days in arrears:		
1 to 59 days	22,388	14,007
60 to 89 days	1,943	6,306
Greater than 89 days	-	-
Carrying amount of past due but not impaired loans	24,331	20,313
Neither past due nor impaired loans		
Mortgages		
Agriculture	67,190	71,987
Residential	486,772	444,753
Commercial	129,885	118,179
	683,847	634,919
Personal loans	126,573	97,723
Non-personal loans	162,744	149,086
Carrying amount	973,164	881,728

#### Past due but not impaired loans:

Past due but not impaired loans are loans where contractual interest or principal payments are past due but the Credit Union believes that impairment is not appropriate on the basis of the level of security/collateral available and/or the stage of collection of amounts owed to the Credit Union. A loan is considered to be past due when a contractual payment falls overdue by one or more days. When a loan is classified as past due; the entire loan balance is disclosed in the past due analysis. The Credit Union holds collateral against loans, including those past due, in the form of interest over property, other securities over assets, and guarantees.

#### Impaired loans:

Impaired loans are those loans on which the Credit Union has determined that it is probable that it will be unable to collect all the principal and interest due according to the contractual terms of the loan agreement. Interest income on impaired loans in the year was \$224 (2012 - \$495).

#### Investments:

The following table summarizes the credit exposure of the Credit Union's investment portfolio.

	2013	2012
AA	12,874	14,284
R-1	122,358	139,125
Unrated	2,090	1,938
Total investments	137,322	155,347

# Credit Risk (continued)

#### Exposure to Credit Risk:

The Credit Union's maximum exposure to credit risk at the balance sheet date in relation to each class of recognized financial asset (cash, investments, loans, securitization retained interest, accounts receivable and derivatives) is the carrying amount of those assets as indicated in the statement of financial position. The maximum credit risk exposure does not take into account the value of any collateral or other security held, in the event other entities/parties fail to perform their obligations under the financial instruments in question.

In the normal course of business the Credit Union has entered into various commitments to extend credit that may not be reported on the balance sheet, as well as guarantees and standby letters of credit. The primary purpose of these contracts is to make funds available for the financing needs of members. These are subject to normal credit standards, financial controls, risk management and monitoring procedures. Commitments are included in Note 22.

#### Liquidity Risk

Liquidity risk is the risk that the Credit Union is unable to generate or obtain the necessary cash or cash equivalents in a timely manner, at a reasonable price, to meet its financial commitments as they come due. Liquidity risk is managed in accordance with policies and procedures established by the Board of Directors. In addition, CUDGC establishes standards to which the Credit Union must comply.

#### Risk Measurement:

The assessment of the Credit Union's liquidity position reflects management's estimates, assumptions and judgment pertaining to current and prospective specific and market conditions and the related behavior of its members and counterparties. The Credit Union measures and manages the liquidity position from three risk perspectives:

- (a) Short term exposure (up to one month) based on historical changes in liquidity;
- (b) Medium term exposure (up to one year) based on forecasted cash flows; and
- (c) Exposure to abnormal liquidity events based on various stress tests.

# Policies and Processes:

The Credit Union manages liquidity by monitoring, forecasting and managing cash flows. The Finance Division manages day-to-day liquidity within board-approved policies, and reports to the ALCO quarterly to ensure compliance. Management provides quarterly reports on these matters to the Credit and Market Risk Committee of the Board of Directors. The acceptable amount of risk is defined by polices approved by the Board and monitored by the ALCO and Credit and Market Risk Committee. The Credit Union's liquidity policies and practices include:

- (a) Measuring, monitoring and forecasting of cash flows;
- (b) Maintaining a sufficient pool of high quality liquid assets to meet operating needs;
- (c) Maintaining access to credit and commercial paper facilities;
- (d) Managed growth of the Credit Union's loan and deposit portfolios;
- (e) Established access to asset sale programs through capital markets and credit union partners;
- (f) The establishment of a board approved liquidity plan and related liquidity contingency plans; and
- (g) Participation in the mandatory statutory liquidity program.

# Liquidity Risk (continued)

The following are the contractual maturities of the Credit Union's non-derivative financial liabilities. There were no derivative financial liabilities outstanding at December 31, 2013 or 2012.

Non-derivative financial liabilities Deposits Loans payable Other liabilities	722,122 10,061 6,891	94,718 - 480	125,715 17,805 1,151	43,809 - 296	2,274 - 88
<i>liabilities</i> Deposits		94,718		43,809	2,274
liabilities	722,122	94,718	125,715	43,809	2,274
2012	Within 3 months	3 months to 1 year	1 year to 3 years	3 years to 5 years	Over 5 years
Total	778,020	90,331	152,759	68,495	2,087
Other liabilities	6,471	459	871	200	72
Loans payable	24,985	13,949	-	12,021	-
Deposits	746,564	75,923	151,888	56,274	2,015
Non-derivative financial liabilities					
2015	months	1 year	years	years	years
2013	Within 3	3 months to	1 year to 3	3 years to 5	Over

# Market Risk

Market risk is the risk of loss in value of financial instruments that may arise from changes in market factors such as interest rates, foreign currency risk, equity prices and credit spreads. The Credit Union's exposure changes depending on market conditions. The primary market risks that the Credit Union is exposed to are interest rate risk and foreign currency risk.

The Finance Division manages day-to-day market risk within approved policies and reports quarterly to the management's Asset Liability Committee (ALCO) to ensure policy compliance. Management provides quarterly reports on these matters to the Audit and Risk Committee of the Board of Directors.

# Interest Rate Risk:

The most significant form of market risk to the Credit Union is interest rate risk. Interest rate risk is the potential adverse impact on profit due to changes in interest rates. The Credit Union's exposure to interest rate risk arises due to timing differences in the re-pricing assets and liabilities as well as due to financial assets and liabilities with fixed and floating rates. The Credit Union's exposure to interest rate risk can be measured by the mismatch or gap, between the assets, liabilities and off balance sheet instruments scheduled to mature or reprice on particular dates. Gap analysis measures the difference between the amount of assets and liabilities that reprice in specific time years.

#### Market Risk (continued)

#### Interest rate risk (continued)

The following table summarizes the carrying amounts of financial instruments exposed to interest rate risk by the earlier of the contractual repricing/maturity dates. Repricing dates are based on the earlier of maturity or the contractual repricing date and effective interest rates, where applicable, represent the weighted average effective yield. The schedule does not identify management's expectations of future events where repricing and maturity dates differ from contractual dates.

2013	On demand	Within 3 months	3 months to 1 year	1 year to 5 years	Over 5 years	Non-interest sensitive	Total
Assets							
Cash	-	-	-	-	-	41,506	41,506
Investments	104,040	2,725	6,418	13,521	6	10,612	137,322
Effective rate	1.11%	2.09%	5.94%	3.07%	-	-	
Loans	309,311	12,736	87,879	555,913	35,310	-	1,001,149
Effective rate	4.23%	4.42%	4.37%	4.51%	5.72%	-	
Other assets	-	-	-	-	-	18,551	18,551
	413,351	15,461	94,297	569,434	35,316	70,669	1,198,528
Liabilities and equity Deposits <i>Effective rate</i> Loans payable <i>Effective rate</i> Other liabilities	435,940 <i>0.90%</i> 24,985 <i>1.67%</i>	56,637 <i>1.24%</i> - -	75,923 <i>0.51%</i> 13,949 <i>2.71%</i>	208,162 <i>0.93%</i> 12,021 <i>2.59%</i>	2,015 <i>1.96%</i> - -	253,987 <i>0.04%</i> - - 8,074	1,032,664 50,955 8,074
Member capital	-	-	-	-	-	38,052	38,052
Equity	-	-	-	-	-	68,783	68,783
	460,925	56,637	89,872	220,183	2,015	368,896	1,198,528
Balance sheet mismatch	(47,574)	(41,176)	4,425	349,251	33,301	(298,227)	-
Derivatives	35,000	-	-	(35,000)	-	-	-
Net mismatch	(12,574)	(41,176)	4,425	314,251	33,301	(298,227)	-

# Market Risk (continued)

Interest rate risk (continued)

2012	On demand	Within 3 months	3 months to 1 year	1 year to 5 years	Over 5 vears	Non-interest sensitive	Total
Assets			, , , , , , , , , , , , , , , , , , ,	.,	<b>,</b>		
Cash	17,498	10,000	-	-	-	20,241	47,739
Effective rate	0.65%	1.40%	-	-	-	-	
Investments	90,497	18,136	16,052	20,456	294	9,912	155,347
Effective rate	1.22%	1.63%	1.80%	4.13%	6.08%	-	
Loans	305,666	13,745	56,588	503,332	29,606	-	908,937
Effective rate	4.44%	4.94%	4.75%	4.70%	5.94%	-	
Other assets	-	-	-	-	-	16,438	16,438
	413,661	41,881	72,640	523,788	29,900	46,591	1,128,461
Liabilities and equity							
Deposits	402,133	72,629	94,718	169,524	2,273	247,361	988,638
Effective rate	1.00%	1.21%	0.61%	1.13%	2.14%	0.04%	
Loans payable	10,061	-	-	17,805	-	-	27,866
Effective rate	1.49%	-	-	2.71%	-	-	
Other liabilities	-	-	-	-	-	8,906	8,906
Member capital	-	-	-	-	-	42,189	42,189
Equity	-	-	-	-	-	60,862	60,862
	412,194	72,629	94,718	187,329	2,273	359,318	1,128,461
Balance sheet mismatch	1,467	(30,748)	(22,078)	336,459	27,627	(312,727)	-
Derivatives	(15,000)	-	-	15,000	-	-	-
Net mismatch	(13,533)	(30,748)	(22,078)	351,459	27,627	(312,727)	-

The Credit Union estimates that net income would change by  $\pm$  \$1,577 (2012 -  $\pm$  \$1,598) given a change a  $\pm$  1% change in interest rates. Given the non-linear relationship between broader market rates and rates on Credit Union deposits, the sensitivity of net income to interest rates is expected to decrease as market rates increase.

It is estimated that at market rates associated with a prime rate in excess of 4%, net income will change by  $\pm$  \$236 (2012 -  $\pm$  \$367) given a  $\pm$  1% change in interest rates. To manage its exposure to interest rate fluctuations and to manage the asset liability mismatch, the Credit Union enters into interest rate swaps. It minimizes the interest rate risk and cash required to liquidate the contracts by entering into counterbalancing positions.

#### Market Risk (continued)

*Interest rate risk* (continued)

Interest rate swaps	2013		2012	
	Notional value	Fair value	Notional value	Fair value
Receive fixed 2.64%; Expires 04-APR-15	15,000	306	15,000	511
Pay fixed 1.42%; Expires 15-APR-16	(25,000)	43	-	-
Pay fixed 1.54%; Expires 15-APR-17	(25,000)	196	-	-
	(35,000)	545	15,000	511

The notional principal amount shown above represents the contract or principal amount used in determining payments. These amounts are not exchanged themselves and serve only as the basis for calculating other amounts that do change hands.

The net interest revenue earned on the swaps during the year was a net revenue of \$130 (2012 - \$138). The change in unrealized fair value of the swaps for the year was a gain of \$89 (2012 - loss of \$142) and is recorded in non-interest revenue.

Board policy places limitations on exposure to interest rate risk by outlining maximum acceptable levels of asset liability gap, maximum acceptable levels of margin sensitivity to interest rates, and by placing restrictions on the types and quantities of asset classes that may be held in the Credit Union's investment portfolio.

#### Foreign currency risk:

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Foreign currency risk arises when future commercial transactions or recognized assets or liabilities are denominated in a foreign currency. It is not considered significant at this time as the Credit Union does not engage in any active trading of foreign currency positions or hold significant foreign currency denominated financial instruments for an extended period.

As at December 31, 2013, the Credit Union had \$6,796 (2012 - \$8,012) in U.S. dollar financial assets. \$2,000 (2012 - \$2,000) is held in a U.S. dollar bond with Raymond James Ltd. and the remainder is in U.S. dollar accounts with SaskCentral. These assets were held to offset exposure of \$6,700 (2012 - \$8,035) in U.S. dollar financial liabilities, primarily in the form of deposits from members.

# 22. COMMITMENTS

#### **Operating leases**

The Credit Union has entered into agreements to lease equipment and property for various periods. Future minimum payments under operating leases are as follows.

	Future Payments	
2014	137	
2015	103	
2016	78	
2017	-	
2018	-	

# 22. COMMITMENTS (continued)

# **Construction commitments**

During 2013, the Credit Union entered into a construction contract to build a new facility to be used in operations upon its completion. The estimated date of completion is December 2014. The estimated contractual cost, construction costs incurred as of December 31, 2013 and the remaining contractual commitments are detailed below.

	2013	2012
Committed contractual construction costs	19,486	-
Construction costs incurred	3,003	-
Remaining contractual commitment	16,483	-

# Other commitments

Standby letters of credit represent irrevocable assurances that the Credit Union will make payments in the event that a member cannot meet its obligations to third parties, and they carry the same risk, recourse and collateral security requirements as loans extended to members. Documentary and commercial letters of credit are instruments issued on behalf of a member authorizing a third party to draw drafts on the Credit Union up to a stipulated amount subject to specific terms and conditions. The Credit Union is at risk for any drafts drawn that are not ultimately settled by the member and the amounts are collateralized by the goods to which they relate. Commitments to extend credit represent unutilized portions of authorizations to extend credit in the form of loans, bankers' acceptances or letters of credit.

The Credit Union makes the following instruments available to its members:

- (a) standby letters of credit representing irrevocable assurances that the Credit Union will pay if a member cannot meet their obligations to a third party;
- (b) documentary and commercial letters of credit to allow a third party to draw drafts to a maximum agreed amount under specific terms and conditions; and
- (c) commitments to extend credit representing unused portions of authorizations to extend credit in the form of loans, (including lines of credit and credit cards), guarantees or letters of credit.

The amounts shown on the table below do not necessarily represent future cash requirements since many commitments will expire or terminate without being funded.

As at December 31, 2013, the Credit Union had the following other commitments subject to credit risk:

	2013	2012
Undrawn lines of credit	203,399	192,477
Standby letters of credit	3,501	2,184
Commitments to extend credit	44,116	61,125
	251,016	255,786

# **Schedule 1 - Non-Interest Expenses**

\$ thousands)	2013	2012
PERSONNEL		
Salaries	14,646	14,222
Employee benefits	2,834	2,635
Other	386	333
	17,866	17,190
DCCUPANCY	,	,
Building depreciation	414	416
Building and land taxes	194	175
Building fire insurance	72	127
Building maintenance	163	123
Heat, light and water	249	237
Janitorial services	250	245
Other	264	248
	1,606	1,571
MEMBER SECRUITY	.,	.,
Deposit insurance assessment – CUDGC	886	815
Fidelity and burglary insurance	39	76
Life savings insurance	8	12
	933	903
GENERAL BUSINESS		
Advertising and donations	1,199	1,200
Automotive depreciation	56	50
Computer costs	2,818	2,642
Courier fees	203	207
Equipment depreciation	612	707
Equipment maintenance	170	166
External audit	159	161
Intangible asset depreciation	427	438
Legal and collection fees	108	157
Overdraft and fraud losses	126	167
RRSP/RRIP administration fees	25	27
Service and ATM charges	778	791
Stationary and supplies	129	138
Telephone and postage	522	491
Other	184	183
	7,516	7,525
DRGANIZATION COSTS	,	,
Annual meetings	63	64
Director remuneration	115	140
SaskCentral dues	391	374
Other	87	58
	656	636
TOTAL NON-INTEREST EXPENSES	28,577	27,825

<sup>\*</sup> Credential Financial Strategies Inc. is a member company under Credential Financial Inc., offering financial planning, life insurance and investments to members of credit unions and their communities.





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