

Annual Report 2012



This credit union is federally insured by the National Credit Union Administration.

Chairman's Report



*Moses M. Spence
Chairman of the Board*

In 1925, a small group of postal service employees joined together to charter Atlanta Postal Credit Union. Since its first year in business with just 214 members and \$2,404 in assets, the credit union has grown dramatically over time. This past year, APCU reached a significant membership milestone. In July 2012, the number of APCU members exceeded 100,000. In addition, APCU passed the \$2 billion mark in assets and opened a new branch bringing the total to eight (8) full-service branch locations. These achievements are a testament to the remarkable value the credit union provides and the strength of our credit union family.

Our commitment to our members today is just as strong as it was in 1925. APCU's Board of Directors, volunteers and management team are driven by the same guiding principles under which the credit union was founded — we are a member-owned, not-for-profit financial cooperative, created for working people in need of a safe and sound place to save and borrow money. We operate solely for our members' benefit by providing affordable financial services to employees of our eligible member groups and their families.

Some experts had predicted that 2012 might be the year when the United States would begin to emerge from the long recession. However, economic growth did not materialize to the degree that everyone had hoped for. Despite the strain of poor economic conditions, APCU had a productive and gratifying year in 2012.

By operating in an economical manner and keeping expenditures to a minimum, we continued to pay competitive rates on deposits and make loans at easily affordable financing rates.

The credit union is financially healthy and well positioned to grow into the future. Our reserves are very strong with a net worth of 12.32%. Our management team is experienced. And, we continue to remain innovative to ensure that the services we provide our members will be convenient and economical while providing important tools for managing their day to day financial life.

We thank our Board and volunteers for their hard work and continued support. We appreciate our staff that cares for the well-being of our members every day of the year. But, most importantly, we are grateful to our members who put their trust in the credit union to help navigate them through all of life's financial challenges and opportunities.

We believe that our mission as your credit union is especially important now and will continue to be vital in the years ahead. With the economic climate continuing to impact everyone, we know how essential it is for us to stay in tune with you so we can continue to provide the financial support you need. Our course of action remains steady — providing you and your family with the best service and financial tools that not only help you on a daily basis, but give you what you need in pursuit of a better tomorrow.

Thank you for giving us the opportunity to serve you.

Over 100,000 members m

President/CEO Report



*Donald A. DeCinque
President and Chief
Executive Officer*

The economy continued its sluggish recovery. Unemployment rates had little or no improvement. Consumers and businesses remained cautious, holding down spending and borrowing. Interest rates lingered at historical lows. Through it all, APCU continued to deliver on our mission to provide members with excellent financial value, exceptional service and the best rates you will find anywhere in the country.

Your credit union has a long history of being well capitalized, with sound operational practices, while maintaining a member-friendly philosophy. The credit union has demonstrated year after year that we are resilient even in the face of economic challenges.

In 2012, APCU was presented with two exceptional opportunities that enabled our credit union to grow in size, strength, and soundness. After taking advantage of these opportunities, APCU is able to serve more residents of Georgia and provide services to a new employer group with employees in Georgia, Tennessee and South Carolina.

Human Services Employees' Credit Union (HSECU), with just over 5,300 members, was merged into APCU and their 101 Marietta Street, Atlanta, GA office officially became APCU's newest branch - the Human Services Employees' Branch. As a result of this merger, APCU may now serve all employees, retirees and family members of any agency, department, college, or university working for the State of Georgia.

Smith & Sons Employees Credit Union was merged into APCU bringing an additional 300 members to the APCU family. With this merger, APCU serves all employees, retirees and relatives of Smith & Sons Foods, Inc. located in Georgia, Tennessee and South Carolina.

We are very pleased to welcome these new groups into the APCU family. We look forward to serving their financial needs with the same focus on our members' economic well-being by providing products and services structured to benefit them.

Ultimately, the success of the credit union hinges on the strength of our relationships with our members. Over the years, we have been fortunate to have a solid, mutually rewarding partnership with members and their families. We believe this relationship exists because APCU is dedicated to helping members realize their financial goals. Whether those goals include reducing debt, saving for higher education, buying a new or pre-owned vehicle, purchasing a new home or vacation home; or planning for retirement, the credit union stands ready and able to assist members through every major event in their lives.

I am honored to have the support of an engaged Board of Directors and a group of dedicated volunteers. And, I have the pleasure to work with a management team and staff who are eager to serve and help members achieve financial success.

We sincerely appreciate your business and look forward to serving your financial needs now, and in the years to come.

Make us over \$2 billion strong.

Credit Committee Report

The Credit Committee is appointed by the Board of Directors to regularly review current credit union loan policies, ensure the safety and soundness of loan underwriting, and meet the credit needs of the membership. The Credit Committee is also responsible for ensuring loan policies are followed, for taking action on selected loan requests, and for overseeing the manner in which accounts are collected.

The credit union strives to help members succeed financially by continually offering best-in-class rates across our entire loan program, which translates into real, tangible savings for members. For example, in 2012, APCU provided affordable financing rates for our members by reducing our regular auto loan financing rates by 1% Annual Percentage Rate. In addition, members who had vehicles financed at institutions other than APCU, were invited to move their loans to the credit union so they too, could enjoy greater economy and easy repayment terms. We also offered competitive loan options to small and mid-sized businesses. The amount of total loans outstanding as of December 31, 2012 was \$900,766,991.

The Credit Committee is committed to protecting the assets of our members while maintaining Atlanta Postal Credit Union as a trustworthy source of affordable credit. As the committee's Chairman, it is my pleasure to work with four highly skilled volunteers: George Lamar, Pat Little, J. T. Middlebrooks, and Roy Rainwater. I am sincerely grateful for the time and talent given by these individuals.

We know the lending environment for 2013 will remain challenging, as the economy continues to recover slowly and many of our members focus on reducing their overall debt. APCU will continue to offer solutions in line with our member goals and our focus will remain on helping our members succeed financially by making available sound advice, quality service, and competitive rates.

We thank all of our members for their continued support of the Credit Committee and our credit union. We are grateful for the trust you place in us to manage all your financial affairs and we look forward to serving you again in 2013.



*Katherine S. Brown
Credit Committee
Chairman*

Supervisory Committee Report

Atlanta Postal Credit Union's Supervisory Committee is a volunteer group comprised of credit union members who are appointed by the Board of Directors. Our responsibility is to assist your Board with overseeing the integrity of the credit union's financial statements, internal controls, internal and external auditors and compliance with legal and regulatory requirements. In partnership with APCU's management, our external auditors: Mauldin and Jenkins, Certified Public Accountants and Consultants; the National Credit Union Administration, and the Georgia Department of Banking and Finance; the Supervisory Committee works diligently to ensure members' assets are secure through the implementation of sound financial policies, procedures and controls.



*H. Preston Mulkey
Supervisory Committee
Chairman*

The National Credit Union Administration and Georgia Department of Banking and Finance conducted their annual examinations in November. The final report was presented to the Board at its regularly scheduled December meeting. The report stated that the overall condition of the credit union remains satisfactory. Our external auditors, Mauldin and Jenkins will perform their examination of APCU operations after the first of the year. Their final audit report is expected to be delivered in April 2013.

As Chairman, I am fortunate to have had highly qualified individuals serve with me on the Supervisory Committee in 2012. The dedicated members are: Herbert W. MacNabb, John McCormack, H. David (Jabo) Patterson, and Robert L. Harris, CPA. I want to recognize the Committee members for a performance above and beyond expectations this past year.

I also want to give special recognition to our recently retired Committee member, Roy L. Matthews. Mr. Matthews has served the credit union as member of this Committee for 10 years. We are grateful to Mr. Matthews for the dedication and skill he has brought to the Committee.

It is the opinion of the Supervisory Committee that Atlanta Postal Credit Union continues to be financially secure and operates in a manner that is consistent with the credit union's long history of prudent financial management. Staff continues to work hard to maintain your financial security and prosperity. The Committee members are proud to be part of the Atlanta Postal Credit Union organization and we look forward to continuing this partnership with the Board, volunteers, management, staff and members in 2013.



Financials

Statement of Financial Condition as of December 31, 2012

Assets	
Loans	\$ 900,766,991
Loan Reserves	(8,477,966)
Cash	4,921,785
Investments	1,091,817,181
Land and Buildings	0
Other Fixed Assets	1,197,271
Other Assets	40,374,174
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Total Assets	\$ 2,030,599,436

Liabilities & Equity	
Accrued Dividends Payable	\$ 187,643
Accounts Payable	9,402,704
Notes Payable	0
Shares and Deposits	1,787,453,111
Reserves	17,615,050
Undivided Earnings	215,940,928
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Total Liabilities & Equity	\$ 2,030,599,436

Statement of Income as of December 31, 2012

Income	
Interest on Loans	\$ 47,742,242
Income from Investments	9,340,516
Other Income	6,278,506
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Total Gross Income	\$ 63,361,264

Distribution of Income	
Dividends on Shares	\$ 8,587,170
Interest on Deposits	14,120,115
Interest on Borrowed Money	650
Required Reserve Transfer	0
Transfer to Undivided Earnings	9,116,132
Expenses	31,537,197
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Total Income Distribution	\$ 63,361,264

Board of Directors

Moses M. Spence
Chairman of the Board

Katherine S. Brown
Director and Credit
Committee Chairman

Donald A. DeCinque
Director, Credit Union
President and CEO

David Disharoon
Director

Royce L. Jackson
Director and
Board Secretary

Roy L. Matthews
Director

J. T. Middlebrooks
Director

H. Preston Mulkey
Director and Supervisory
Committee Chairman

Bud Wilkinson
Director

Sam B. Dowdy
Director Emeritus

Supervisory Committee

H. Preston Mulkey, Chairman
Robert L. Harris, CPA
Herbert W. MacNabb

John McCormack
David 'Jabo' Patterson

Credit Committee

Katherine S. Brown, Chairman
George Lamar
Pat Little

J.T. Middlebrooks
Roy G. Rainwater

Branch Locations

MAIN OFFICE

3900 Crown Road
Atlanta, GA 30380-0001
(404) 669-2750 FAX

DECATUR BRANCH

520 W. Ponce DeLeon Avenue
PO Box 803
Decatur, GA 30031
(404) 378-5642 FAX

NORTH METRO BRANCH

Real Estate Department
Business Lending Department
1605 Boggs Road
Duluth, GA 30096
(770) 921-7186 FAX

NETWORK DISTRIBUTION CENTER BRANCH

1800 James Jackson Pkwy., NW
Atlanta, GA 30369-9751
(404) 792-2512 FAX

IBEW Branch

501 Pulliam St., Ste 350
Atlanta, GA 30312-2749
(404) 223-3322 FAX

MACON BRANCH

VISA Department
515 Mulberry St., Ste 100
Macon, GA 31201-6306
(478) 746-8999 FAX
Drive-Up Window Service
(this location only)
Monday-Friday
9:00 AM - 4:30 PM

☞ SOUTH DEKALB MALL BRANCH

2801 Candler Road, Suite 81
Decatur, GA 30034
(404) 381-9739 FAX
Hours of Lobby Operation
(this location only)
Monday-Friday
9:00 AM - 7:00 PM

☞ HUMAN SERVICES ECU BRANCH

101 Marietta Street, Suite 140
Atlanta, GA 30303-2724
(404) 965-2745 FAX

CONTACT US

(404) 768-4126
(800) 849-8431
Hours of Lobby Operation
Monday-Friday
9:00 AM - 4:30 PM
Telephone Service
Monday-Friday
8:30 AM - 5:00 PM

24-HOUR LENDING CENTER

(800) 371-6917

VISA CARD SERVICES

(800) 599-7889 Member Services
(800) 325-3678 Lost or stolen
card assistance
only

Web Site: www.apcu.com

General E-Mail:
Info@apcu.com

