



CU*ANSWERS

Financial Review

Second Fiscal Quarter 2026

January 1 – March 31, 2026

Corporate Leaders



(Pictured left to right)

Geoff Johnson, CU*Answers CEO

Linda Bodie, CU*Answers Board Chair,
CEO of Element Federal Credit Union

On the Back



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Ladies and gentlemen, it is an exciting time of year, as spring is upon us and we look ahead to summer. Along with the warmer weather comes the opportunity to connect and collaborate with our peers at trade shows, the annual CU*Answers Leadership Conference, business planning sessions, and networking events.

As we reflect on what's ahead for the cooperative, I am mindful that the most important decisions we make are rooted in the Seven Cooperative Principles. These are foundational to our organization, to our partner-owners, and serve as guiding ideals both for where we have been and where we will go in the months and years ahead.

We continue to make strategic investments in our toolset, enhancing the experience for both your members and your staff. AI, live chat solutions, blockchain, and API integrations remain part of our daily conversations. We are taking into mind the big-picture benefits of these new tools and emergent technologies, as we continue building for the benefit of all.

In years past, the summer months may have been characterized as having a 'foot off the gas.' I certainly hope you and your teams are enjoying the weather, in whichever part of the country you find yourselves. Behind the scenes here at your cooperative, we are continuing to drive

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A Message from Board Chair Linda Bodie

There's something clarifying about this time of year. The numbers in this report tell one story, a strong one, but the story I find myself most drawn to is the one happening between the lines: a cooperative that is genuinely moving.

When I look at where CU*Answers stands today, I see an organization that has done the harder work of deciding what kind of technology partner it wants to be. Not a vendor chasing trends, but a cooperative deliberately choosing which innovations align with our values and which ones serve the people we were built to serve. That discernment matters. It's what separates a strong quarter from a strong future.

The conversations happening right now around AI, live chat, blockchain, and API integration aren't just product roadmap items - they're governance questions. As your board, we take that responsibility seriously. Our job isn't to approve every new thing; it's to ensure that every new thing we pursue makes the network stronger, more resilient, and more equitable for the credit unions and members who depend on us.

I'm proud of what this team has built. I'm more excited about what we're building next.

Thank you for your trust and support of the

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Key Dates

June 22

Designing Loan Products

<https://www.cuanswers.com/resources/edu/courses/syllabi/?course=5.00W>

June 25

Collections Work and Configurations

<https://www.cuanswers.com/resources/edu/courses/syllabi/?course=5.50W>

June 30

CU*Forms Programming Workshop

<https://www.cuanswers.com/resources/edu/courses/syllabi/?course=SE.2025.10>



Income Statement

The following financial figures are pre-audited

	YTD March 2026	Budget YTD
Income/Revenue		
Total CBX Revenue	29,762,657	28,483,143
Total CNS/iSeries Revenue	6,275,300	6,018,222
Total External Business Revenue	5,052,931	5,302,282
Total Sales	41,090,889	39,803,647
Total Cost of Goods Sold	10,224,641	9,396,135
Gross Margin/Income	30,866,248	30,407,512
Expenses		
Total Employee Expenses	19,846,583	19,777,482
Total Non-Employee Expenses	6,553,234	6,730,513
Total Operating Expenses	29,399,817	26,357,994
Total Other Expenses	(290,783)	(150,000)
Gross Expenses	26,109,034	26,357,994
Net Income <i>(before taxes and dividends)</i>	4,757,214	4,049,518

Stock Value

The book value of Class A ownership shares as of 9/30/25 is \$239,482.26.
Ownership shares sell at \$525,000 or 2.19 times the book value.

Balance Sheet

The following financial figures are pre-audited



Current Month

March 2026

Assets

Total Cash/On-Demand Deposits	18,737,944
Total Investments	14,131,818
Total Accounts Receivable	1,274,123
Total Pre-Paid Assets	9,464,752
Total Fixed Assets	9,986,525
Total Other Assets	19,454,509
Total Assets	73,049,671

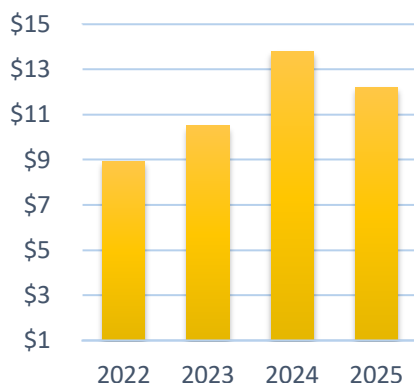
Liabilities & Equity

Total Short-Term Liabilities	13,185,732
Total Long-Term Liabilities	16,016,384
Total Liabilities	29,202,116
Total Equity	43,847,555
Total Liabilities & Equity	73,049,671

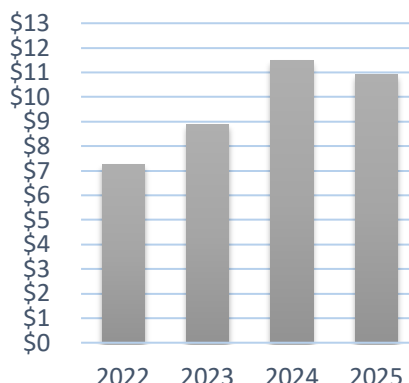
Numbers Snapshot

(Numbers in millions)

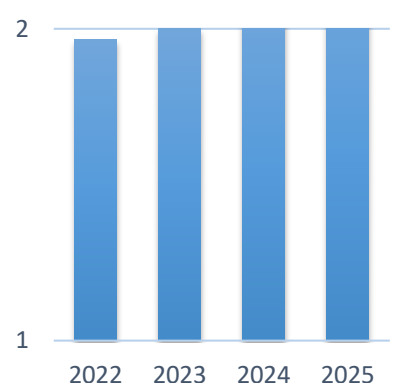
Net Income



Dividends Paid



Members Served



development, with 331 team members working on behalf of you and your members.

P.S. – The CU*Answers teams are taking time for vacations and family gatherings throughout this year, yet we remain steadfast in our goals of getting new tools in the hands of our partner-owners.

As I look ahead on the calendar, our 2026 Leadership Conference is just around the corner - I'm excited to shake hands and engage in meaningful conversations with so many of you soon. I'd like to extend a special welcome to those who have recently joined the network – I look forward to sharing snacks and a drink with friends old and new. Additionally, our CEO Strategies Week will be returning to Las Vegas this November – stay tuned for registration details.

The teams here at CU*Answers are looking to the future with passion and enthusiasm, as we carry the collaborative spirit into our ongoing and near-future developments.

As always, thanks for everything that you do for the network. Make it a great day!

CU*Answers cooperative. See you at the Leadership Conference!



Starting this fall, afternoon sessions for the Collections Roundtable will begin at a later time, making the event more accessible to our west coast and Hawaii-based clients! As always, the Collections Roundtable is FREE to join and serves as an open forum discussion on collection laws, internal procedures, and CBX processes.

Thursday, September 17

Morning Session: 9:30 AM – 12:00 PM ET
Afternoon Session: 3:00 – 5:30 PM ET

Thursday, December 17

Morning Session: 9:30 AM – 12:00 PM ET
Afternoon Session: 3:00 – 5:30 PM ET

[Visit the CU*Answers website for more details!](#)



Board of Directors

Chair

Linda Bodie

Element Federal Credit Union
Charleston, West Virginia

Vice Chair

Vickie Schmitzer

Frankenmuth Credit Union
Frankenmuth, Michigan

Secretary/Treasurer

Kris Lewis

Ignite Credit Union
Allegan, Michigan

Board Members

Dean Wilson

FOCUS Credit Union
Wauwatosa, Wisconsin

Tom Gryp

Notre Dame Federal Credit Union
Notre Dame, Indiana

Carolyn Mikesell

Public Service Credit Union
Fort Wayne, Indiana

Bill Nikolauk

1st Community Federal Credit Union
San Angelo, Texas

Associate Board Members

Jarod Bach

Bridge Credit Union
Columbus, Ohio

April Tompkins

Explorers Credit Union
Yankton, South Dakota



Press Play

Check out our latest video at:

<https://ondemand.cuanswers.com/cuforms-how-to-setup-membership-products/>