If you unfold the report you will see the blocks spell out the word, "GOALS". Setting goals is one of the building blocks for achieving success. Muhammad Ali once said that goals are what keeps him going. So what are your goals? What keeps you going?

The main goal of Great Plains Federal Credit Union is to provide all the financial services you need so that you have no reason to go anywhere else. Whether it be new loans, refinancing existing loans, checking, savings, retirement, or investments look to the credit union first. Make the most of your membership relationship. It really is a "win-win" situation.

BOARD OF DIRECTORS

Gerald Hendren, Chairman C. E. Starkweather, Vice-Chairman Robert Medley, Treasurer Cecil Flood, Secretary Pat Flanagan Ross Grasso

Joe O'Blak

Great Plains Federal P O Box 2968

Home Office: 2306 S Range Line Rd **Joplin, MO 64803**

Credit Union

Audio Account Access via MARS Audio Response

Online Access Via NetTeller at www.greatplainsfcu.com

Kansas—Abilene Columbus Hillsboro Independence **McPherson Montezuma** Salina (2)

Wichita

Missouri—Carthage

Texas—Orange

SUPERVISORY COMMITTEE

Robert Medley, Chairman Joseph Cowen Jim Oberbeck

Kenneth H. Martin, President/CEO

REPORT

"The great thing in the world is not so much where we stand, as in what direction we are moving." -Oliver Wendell Holmes

Great Plains Federal Credit Union wants to help you get moving in the

right direction.

1-877-404-MARS(6277)

Branch Offices Located in:

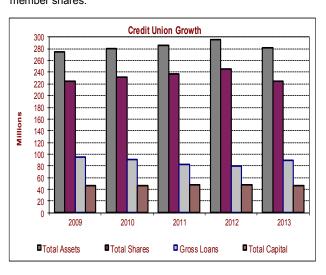
General Comments on 2013 and 2012 Comparative Financial Statements

2013 was definitely a year for action by credit union members. Many members took advantage of our "Fresh Start" debt consolidation loan program. Our low auto loan rates were too good to pass up as well and many members took the opportunity to upgrade their vehicles. This resulted in one of the largest increases in loans that the credit union has seen in many years.

Borrowers weren't the only ones taking action. Lower dividend rates resulted in members reducing their deposits at the credit union. Many chose to put that money to use or sought higher returns in other areas. Member shares declined nearly \$12 million during 2013. Member deposits are first used to fund loans and then placed into investments. The decline in deposits plus the increase in loans resulted in a decline in investments of over \$23 million. The ultimate result was a decline in Total Assets of almost \$13 million.

At first glance the asset decline would appear to be a negative indication. Sometimes it is a necessary adjustment. For several years the credit union had been experiencing lopsided growth as member shares increased much more than loans. As more money was placed in investments during a time of record low investment yields, it caused margins to shrink to unsustainable levels. Continued share growth could place the credit union at risk. Dividend rates had to be reduced to control growth.

There were only minor fluctuations in income and expense areas. Wages and benefits actually declined as the credit union streamlined staffing at the branch level. Losses due to loan defaults remain low. In 2012 the credit union actually took money from loan loss reserves to reduce excess funds that had accumulated. The reserve balance is now at a level deemed adequate for the current level of member borrowing so no provision was made in 2013. The decline in Dividend Expense was both due to rate declines and the drop in member shares.



GREAT PLAINS FEDERAL CREDIT UNION COMPARATIVE FINANCIAL STATEMENTS For the Years Ending December 31, 2013 and 2012

	December 2013		December 2012		Increase (Decrease)		% Change
ASSETS		2013		2012	(Jeci ease)	Change
Loans to members (net of allowance)	\$ 8	88,544,415	\$	79,686,541	\$	8,857,874	11.1%
Cash		14,681,896		12,367,215	\$	2,314,681	18.7%
Investments (net of mkt value adj)		0,687,467		194,012,111	\$(2	23,324,644)	-12.0%
Land, building, and equipment	\$	4,880,242	\$	5,292,839	\$	(412,597)	-7.8%
Other assets	\$	3,412,211	\$	3,712,734	\$	(300,523)	-8.1%
TOTAL ASSETS	\$ 28	32,206,231	\$ 2	295,071,440	\$(*	12,865,209)	-4.4%
LIABILITIES AND EQUITY			ᄪ		gr	1 7 2	
Liabilities	\$	2,633,232	\$	2,588,496	\$	44,736	1.7%
Member shares (savings)	\$ 232,892,143		\$ 244,862,358		\$(11,970,215)		-4.9%
Capital(Reserves & Undivided Earnings)	\$ 4	16,680,856	\$	47,620,586	\$	(939,730)	-2.0%
TOTAL LIABILITIES AND EQUITY		32,206,231		295,071,440	\$(^	12,865,209)	-4.4%
INCOME	<u>w</u>						
Interest on loans(Gross)	\$	4,396,126	\$	4,552,485	\$	(156,359)	-3.4%
Less: Interest rebate	\$		\$		\$		N/A
Interest on loans(Net)	\$	4,396,126	\$	4,552,485	\$	(156,359)	-3.4%
Income from investments	\$	2,174,481	\$	2,520,898	\$	(346,417)	-13.7%
Other income	\$	2,258,363	\$	2,021,551	\$	236,812	11.7%
Net gain (loss) on sales of			-70	D. B. Barrier			micros de la companya
fixed assets and investments	\$	54,690	\$	20,559	\$	34,131	166.0%
TOTAL INCOME	\$	8,883,660	\$	9,115,493	\$	(231,833)	-2.5%
OPERATING EXPENSES	1		400	- 100 TO	198	100	进制
Wages and benefits	\$	3,647,466	\$	3,954,907	\$	(307,441)	-7.8%
Occupancy, operations, & Loan Servicing	\$	2,601,466	\$	2,546,378	\$	55,088	2.2%
NCUSIF deposit adjustment/premium	\$	188,695	\$	297,059	\$	(108,364)	-36.5%
Provision for loan losses	\$		\$	(450,000)	\$	450,000	-100.0%
TOTAL OPERATING EXPENSES	\$	6,437,627	\$	6,348,344	\$	89,283	1.4%
NET INCOME BEFORE DIVIDENDS	\$	2,446,033	\$	2,767,149	\$	(321,116)	-11.6%
DIVIDEND EXPENSE-NORMAL	\$	1,830,317	\$	2,490,563	\$	(660,246)	-26.5%
SPECIAL BONUS DIVIDEND	\$		\$		\$		N/A
WHAT WE GAINEDNET INCOME	\$	615,716	\$	276,586	\$	339,130	122.6%

MEMBER SERVICES AVAILABLE

- Debit Cards
- Cashiers Checks & Money Orders
- Christmas Clubs
- Financial Counseling
- Funds Wire Transfers
- Individual Retirement Accounts: Passbook as well as certificates
- Loans: Consumer, Real Estate (Fixed & Variable Rate), & Home Equity
- VISA credit cards through Elan Financial
- Gift Cards
- Payroll Deduction & Direct Deposit
- Redemption of U. S. savings bonds
- Share Accounts
- Share Draft (Checking) Accounts, Money Market, & Economy
- Share Certificates (\$500 Minimum) with various rates and terms. Monthly or quarterly dividend payouts available
- 24 Hour telephone and internet account access
- Online bill pay
- Mobile banking
- E-statements
- Used Auto, Camper, and Motor Home Price Guides

Member Paid: Life Insurance, Loan Protection, & Disability Insurance

Certain fees may apply to the above services.

Available through G.P. Financial Services, Inc.:

- *Discount Brokerage Service
- *Self-Directed Individual Retirement Accounts
- *Tax-Free Investments
- *Mutual Funds
- *Insurance Products: Life, Annuities, Cancer

*Investment Centers of America, Inc (ICA), member FINRA/SIPC is not affiliated with Great Plains Federal Credit Union or its subsidiaries. Securities and insurance products offered through ICA and affiliated insurance agencies are *not insured by the NCUA or any other Federal Government agency *not a deposit or other obligation of, or guaranteed by any Credit Union or their affiliates *subject to risk including loss of principal amount invested.