



Stanford  
FEDERAL CREDIT UNION

# 2025 ANNUAL REPORT



Federally Insured by NCUA

## PRESIDENT & BOARD CHAIR'S REPORT

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Joan Opp, President/CEO

*2025 was another successful year for your credit union as we experienced continued growth in assets, deposits, and membership, while maintaining a solid net worth position and delivering strong earnings. Our loan portfolio also expanded during the year, and we continued to effectively manage expenses resulting in a low operating expense ratio of 1.57%. Stanford FCU remains well capitalized to ensure that we are a safe and secure institution you can trust.*



Dr. Shirley Everett  
Board Chair

Your Board and Executive Management team remained committed to our mission of enhancing the financial well-being of our members by prioritizing initiatives that foster growth and engagement. In 2025, we increased the new member bonus offer, incentives for referring friends and colleagues, and the Ambassador credit card cash bonus. Our offerings for Stanford students were expanded, including the introduction of a High Yield Student Savings account, the Stanford for Life program, \$20,000 in scholarships, and additional opportunities to earn cash bonuses. Several fees were reduced or eliminated to further benefit our members.

Deposits grew by \$327 million (9.9%), while many other financial institutions experienced declining deposit balances due to the attractiveness of U.S. Treasury products and record equity market gains which drew funds toward investments. We enhanced the High Yield

Spending account, allowing balances up to \$100,000 to earn the highest available rate, upgraded the Youth Savings account to deliver greater value to our youngest members, and lowered the Social Security direct deposit requirement to enable more senior members to qualify for Loyalty+ rewards. We maintained very competitive deposit rates and offered two promotional 8-Month Certificates.

We continue to prioritize operational efficiency and member convenience through expanded self-service automation and enhanced service functionality. By joining the FedNow and Real Time Payments (RTP) networks, members can securely and instantly receive funds from participating financial institutions. New card features in Digital Banking now enable members to order and activate cards and customize PINs. Mortgage applications are now processed through an updated portal, opening savings accounts has been streamlined, and account statements have been enhanced to allow joint account owners access via Digital Banking. The Virtual Branch was expanded to serve more members, and Bill Pay was improved for business account holders.

In 2025, our members earned over \$280,000 through the CashBack+ program. The program was broadened by adding new merchants and features, along with enhanced CashBack+ offers for new members.

The Treasurer's report below shows strong financial performance. Membership growth accelerated compared to the past two years, with a 3.77% increase resulting in a total membership of 94,752. Although loan demand was lower than prior years, the HELOC's ongoing Prime + 0% rate continues to attract new members and provide substantial value to existing member homeowners. In 2025, the repayment period for owner-occupied HELOCs was extended to help members manage expenses.

Member surveys are one of the many ways we ensure we are listening to you and acting on your feedback. We concluded 2025 with a high Net Promoter Score (NPS) of 78.18. Based on global standards, any score above 70 is considered exceptional. The banking industry averages 30-41.

As we sustain our mission to improve our members' financial lives, we appreciate your trust in Stanford FCU as your financial partner and look forward again to saying YES to your success in 2026.



Jessica Kennedy  
Chair

## SUPERVISORY COMMITTEE REPORT

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The Supervisory Committee provides oversight of financial reporting and compliance activities and reports to Stanford FCU's Board of Directors. The Committee's primary responsibilities are:

- ◆ Determining that management has maintained effective internal controls to achieve the credit union's financial reporting requirements;
- ◆ Ensuring that accounting records accurately reflect the credit union's operations and results;
- ◆ Reviewing the policies and control procedures established by the Board of Directors;
- ◆ Ensuring that management practices and policies continue to safeguard member assets; and
- ◆ Assessing the policies and control procedures that safeguard against errors, conflicts of interest, and fraud.

Based on the financial statements included in this report and the Committee's oversight work, I can confidently report that Stanford FCU was financially sound and operated in compliance with all state and federal regulations during 2025. This assessment is supported by the regulatory examination performed by the National Credit Union Administration (NCUA), the independent financial audit performed by the accountancy firm of CliftonLarsonAllen, LLP, as well as internal audits conducted by the accounting firm of Crowe, LLP. The Committee also welcomes and reviews member comments and inquiries regarding Stanford FCU's operations and policies. Members may contact us at [supervisorycommittee@sfcu.org](mailto:supervisorycommittee@sfcu.org).



Tana Hutchison  
Treasurer

## TREASURER'S REPORT

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2025 was another solid financial year for Stanford FCU, as supported by the audited financial statements. Net income for the year ending December 31, 2025 was \$42.4 million with a return on assets (ROA) of 0.94%. Operating expenses were once again low as we continue to manage expenses as a strength of our financial performance. Our fee income remains well below our peers, as value to members is a strategic priority.

The loan portfolio increased \$129 million and ended 2025 with a balance of \$3.41 billion (net of allowance). Stanford FCU funded new loans of \$704 million in 2025, including \$552 million in residential mortgages and home equity loans, \$104 million in new consumer loans and credit cards, and \$48 million in new business loans. This level of funding indicates we were there to support the borrowing needs of thousands of members.

The credit union grew assets \$336 million and ended the year with \$4.68 billion in assets. Our year-end net worth ratio of 10.63% exceeded the NCUA's minimum requirement of 7.00% for a credit union to be considered well capitalized to ensure safety and soundness.

## STATEMENTS OF FINANCIAL CONDITION

For the years ended December 31, 2025 and 2024

ASSETS	2025	2024
Cash and Cash Equivalents	\$ 778,643,533	\$ 580,302,230
Investments	414,443,632	406,582,931
Loans, Net of Loan Loss Allowance	3,411,006,262	3,282,504,976
Accrued Interest Receivable on Loans	14,229,087	13,307,506
Property & Equipment, Net of Depreciation	12,513,786	13,156,020
National Credit Union Share Insurance Fund Deposit	27,301,519	26,972,417
Other Assets	19,129,271	18,577,640
<b>TOTAL ASSETS</b>	<b>4,677,267,090</b>	<b>4,341,403,720</b>
LIABILITIES & EQUITY		
MEMBERS' SHARES		
Share Drafts	1,003,072,832	848,237,778
Regular Shares	576,842,505	549,017,311
IRA Shares	8,334,017	9,304,725
Health Savings Accounts	9,008,660	10,141,691
Share Certificates	1,596,409,858	1,443,699,955
IRA Certificates	41,463,620	39,305,505
Money Management Accounts	385,285,579	393,518,760
<b>TOTAL MEMBERS' SHARES</b>	<b>3,620,417,071</b>	<b>3,293,225,725</b>
Accrued Expenses and Other Liabilities	32,992,185	28,229,397
Borrowed Funds	540,000,000	585,000,000
<b>TOTAL LIABILITIES</b>	<b>4,193,409,256</b>	<b>3,906,455,122</b>
MEMBERS' EQUITY		
Retained Earnings, Substantially Restricted	497,241,177	454,875,674
Accumulated Other Comprehensive Income/(Loss)	(13,383,343)	(19,927,076)
<b>TOTAL MEMBERS' EQUITY</b>	<b>483,857,834</b>	<b>434,948,598</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>4,677,267,090</b>	<b>4,341,403,720</b>

Certain prior year amounts have been reclassified to conform to the current year presentation of such items. These reclassifications did not result in any change to net income or members' equity.

## STATEMENTS OF INCOME

For the years ended December 31, 2025 and 2024

INTEREST INCOME	2025	2024
Interest on Loans	\$ 162,666,280	\$ 147,773,501
Interest on Investments and Cash Equivalents	52,235,600	45,131,610
<b>TOTAL INTEREST INCOME</b>	<b>214,901,880</b>	<b>192,905,111</b>
INTEREST EXPENSE		
Dividends Paid on Members' Shares	73,831,751	78,624,926
Interest on Borrowed Funds	29,400,320	18,357,849
<b>TOTAL INTEREST EXPENSE</b>	<b>103,232,071</b>	<b>96,982,775</b>
<b>NET INTEREST INCOME</b>	<b>111,669,809</b>	<b>95,922,336</b>
Provision for Loan Losses Expense	4,800,000	6,600,000
<b>NET INTEREST INCOME After Provision for Loan Losses</b>	<b>106,869,809</b>	<b>89,322,336</b>
Other Non-Interest and Fee Income	6,660,739	12,255,727
<b>TOTAL NET INTEREST AND FEE INCOME</b>	<b>113,530,548</b>	<b>101,578,063</b>
GENERAL AND ADMINISTRATIVE EXPENSES		
Compensation and Benefits	42,508,883	40,458,998
Office Operations and Occupancy	13,940,877	13,325,108
Other Operating Expenses	14,715,285	11,308,651
<b>TOTAL OPERATING EXPENSES</b>	<b>71,165,045</b>	<b>65,092,757</b>
NET INCOME		
<b>TOTAL NET INCOME</b>	<b>42,365,503</b>	<b>36,485,306</b>
<b>RETURN ON AVERAGE ASSETS</b>	<b>0.94%</b>	<b>0.86%</b>
GENERAL CAPITAL REQUIREMENTS		
Amount Required to Be Classified as "Adequately Capitalized"	6.00%	280,636,025
Amount Required to Be Classified as "Well Capitalized"	7.00%	327,408,696
<b>ACTUAL REGULATORY NET WORTH</b>	<b>497,241,177</b>	<b>454,875,674</b>
	<b>10.63%</b>	<b>10.48%</b>

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**Stanford**  
FEDERAL CREDIT UNION

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## BOARD OF DIRECTORS

Dr. Shirley Everett, Chair

Gregory Rosston, Vice Chair

Tana Hutchison, Treasurer

Dan Kolkowitz, Secretary

Agustin (Gus) Araya

Curtis Feeny

Joan Opp

Jonathan Dreyfus

Robert Reidy

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## ADVISORY BOARD

Kimathi Marangu

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## EXECUTIVE STAFF

Joan Opp, President/CEO

Brian Thornton, SVP/Chief Lending Officer

Brian Zeitler, SVP/Chief Information Officer

Lecia Roundtree, SVP/Chief People Officer

Matthew Paik, SVP/Chief Legal Officer

Paul Jockisch, SVP/Chief Financial Officer

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## SUPERVISORY COMMITTEE

Jessica Kennedy, Chair

Michael Tran Duff, Secretary

Kelly Wright

Kimathi Marangu

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## DIRECTOR EMERITUS

Dr. Frank Sarnquist

Jane Duperrault

Jerry Jobe

Michael Hindery

Timothy Warner