

**CREDIT COMMITTEE REPORT FOR 2019-2020**  
**71ST ANNUAL GENERAL MEETING**  
**MAY 27, 2022**

Greetings to all members of St. Martin's Credit Union. We are more than happy to be able to present the credit committee's annual report for the year 2019-2020. This year has definitely been a life changing experience for us members of the credit union and Belizeans on a whole. COVID 19 has proved that "saving for a rainy day" is now a necessity which can ensure our survival of times like these.

We are proud to say that St. Martin's Credit Union was one of the lending institutions to embrace the needs of its members during this pandemic. Measures including emergency loans and a loan relief program were put in place to assist our members to be able to cope with the loss of jobs or working hours. This allowed members to breathe more calmly as they were offered options to be able to meet the challenges of the present crisis.

The Credit committee met every two weeks to review and approve loans and ensured to follow the policies and procedures of the credit union and at the same time made every effort to assist its members. Even during the lockdown, virtual meetings were held to review and approve loans for members.

During this past year, 3,902 loans were approved out of a total of 4,832 which were requested. These 3902 loans amounted to \$12,093,255. The largest portion of loans was approved under personal loans, and this amounted to \$4,558,852. This was followed by vehicle loans and construction loans. Other loans were approved for education, business investment, travel, house goods, building, land and house purchase, rural finance loans, farming, Christmas, and Easter. No loan was approved under the fireball business loan. Attached is a pie chart which shows categories of loan performance for this past year.

Let us be reminded that our savings and payment history are what help us to qualify for loans. We must remember that our credit union is as strong as we make it; therefore, when we borrow, we must ensure to pay and save consistently.

In closing, I want to thank the other credit committee members Mr. Andy Bahadur and Mr. Manuel Medina for giving so much of their time to serve our members. I extend a sincere thank you to the Senior Loans Officer Mrs. Christina Leal Henry for setting up meetings and for ensuring that loan applications were in place. We also thank the General Manager, the Senior Operations Officer, and other loans officers for assisting us in our job as Credit Committee officers. It was indeed a pleasure to serve you during this year.

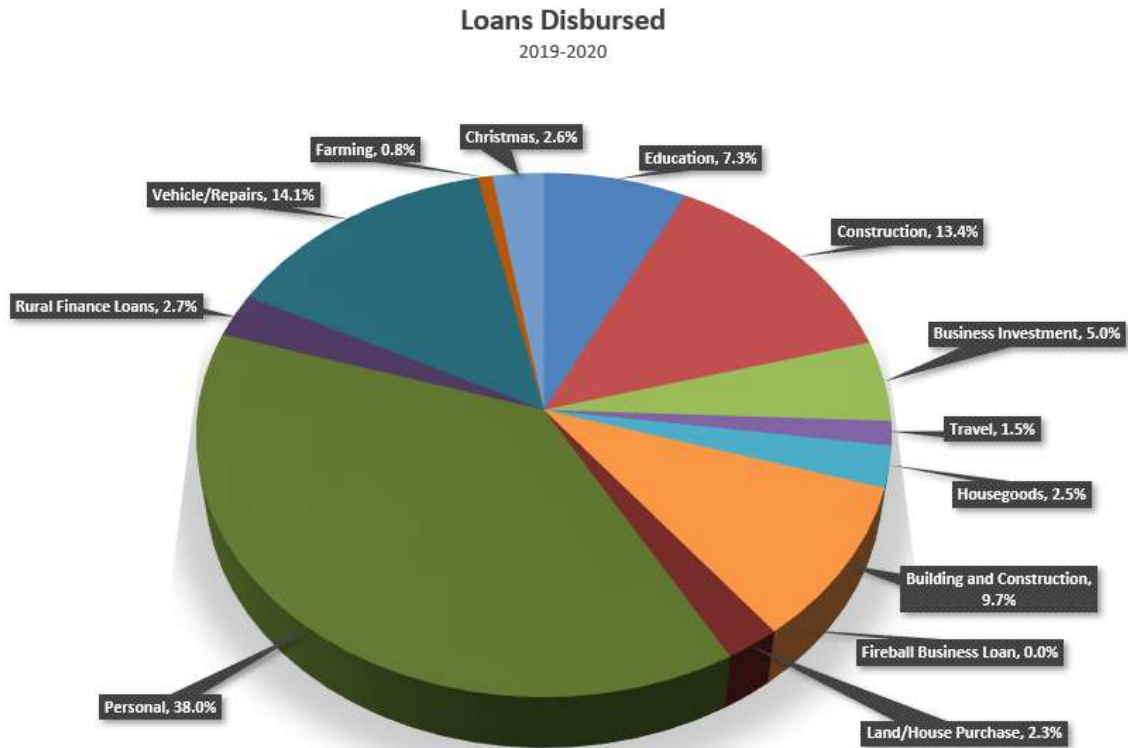
Thanks very much and have a good day.

Chairperson: Santos Tesecum  
Member: Andy Bahadur  
Member: Manuel Medina

## SAINT MARTIN'S CREDIT UNION LOAN APPLICATIONS TO CREDIT COMMITTEE 2019-2020

| Description               | No of Loans Requested | No of Loans Approved | Amount of Loans Requested | Amount of Loans Approved | No of Loans Disbursed | Amount of Loans Disbursed | % Disbursed |
|---------------------------|-----------------------|----------------------|---------------------------|--------------------------|-----------------------|---------------------------|-------------|
| Education                 | 536                   | 427                  | 1,348,315                 | 891,031                  | 422                   | 871,149                   | 7.3%        |
| Construction              | 396                   | 282                  | 3,540,837                 | 1,699,525                | 279                   | 1,595,460                 | 13.4%       |
| Business Investment       | 193                   | 118                  | 1,281,275                 | 590,518                  | 116                   | 590,143                   | 5.0%        |
| Travel                    | 66                    | 53                   | 270,327                   | 180,620                  | 52                    | 179,620                   | 1.5%        |
| Housegoods                | 155                   | 125                  | 502,487                   | 303,551                  | 122                   | 303,376                   | 2.5%        |
| Building and Construction | 392                   | 322                  | 1,822,114                 | 1,159,596                | 316                   | 1,158,048                 | 9.7%        |
| Fireball Business Loan    | 4                     | 0                    | 14,193                    | -                        | -                     | -                         | 0.0%        |
| Land/House Purchase       | 89                    | 64                   | 915,460                   | 280,173                  | 62                    | 278,547                   | 2.3%        |
| Personal                  | 2,214                 | 1,872                | 7,398,328                 | 4,558,852                | 1,848                 | 4,527,767                 | 38.0%       |
| Rural Finance Loans       | 124                   | 110                  | 442,204                   | 320,577                  | 110                   | 320,577                   | 2.7%        |
| Vehicle/Repairs           | 508                   | 395                  | 2,715,016                 | 1,703,970                | 389                   | 1,681,125                 | 14.1%       |
| Farming                   | 47                    | 36                   | 183,192                   | 93,588                   | 34                    | 89,550                    | 0.8%        |
| Christmas                 | 110                   | 98                   | 415,052                   | 311,255                  | 98                    | 311,255                   | 2.6%        |
| <b>Total</b>              | <b>4,834</b>          | <b>3,902</b>         | <b>20,848,800</b>         | <b>12,093,255</b>        | <b>3,848</b>          | <b>11,906,616</b>         |             |

**NOTE:** Total loans disbursed include loans approved in financial year 2018-2019



**CREDIT COMMITTEE REPORT FOR 2020-2021**  
**71ST ANNUAL GENERAL MEETING**  
**MAY 27,2022**

It is a pleasure to extend greetings to all members of St. Martin's Credit Union. This year has brought many changes in the way business is done both at home and at the Credit Union. The need for planning for the future is now a dire need. At the beginning of 2021, we continued to face the effects of COVID 19. Many members from different paths of life remained unemployed and some were put on half pay while many others were affected in some way or the other. St. Martin's had to proactively address the needs of its members. In December of 2020, the Board approved a Lending Strategy 19 to address lending under COVID 19. Later in January 2021, the Lending Strategy was amended whereby an increase in Debt to Total Income or DTI was increased to address the impact caused on the income of many households. This was to enable members to be able to qualify for further loans.

The chart provided shows that 1,943 out of 2,173 loans were approved. Many of those not approved were allowed to withdraw from their shares, or they got a loan waiver which allowed members to pay interest only. In some cases, loans were not approved because requirements were not met based on previous loans, the member was financially strained, saturated business, over exposure, unstable employment, and no capacity to repay and other reasons. Personal loans amounted to 44.9% which was the highest amount of loans approved. This was followed by 14.8% for vehicle loans, 12.1% for building and construction, 9.1% for education, 4.8% for business loans, and 3.5% for household goods. Other smaller loans were disbursed for land purchase 3.2%, 2.9% for Christmas, 2.8% for construction, 0.8% for farming, 0.7% for Rural Finance (RF) and 0.3% for vacation.

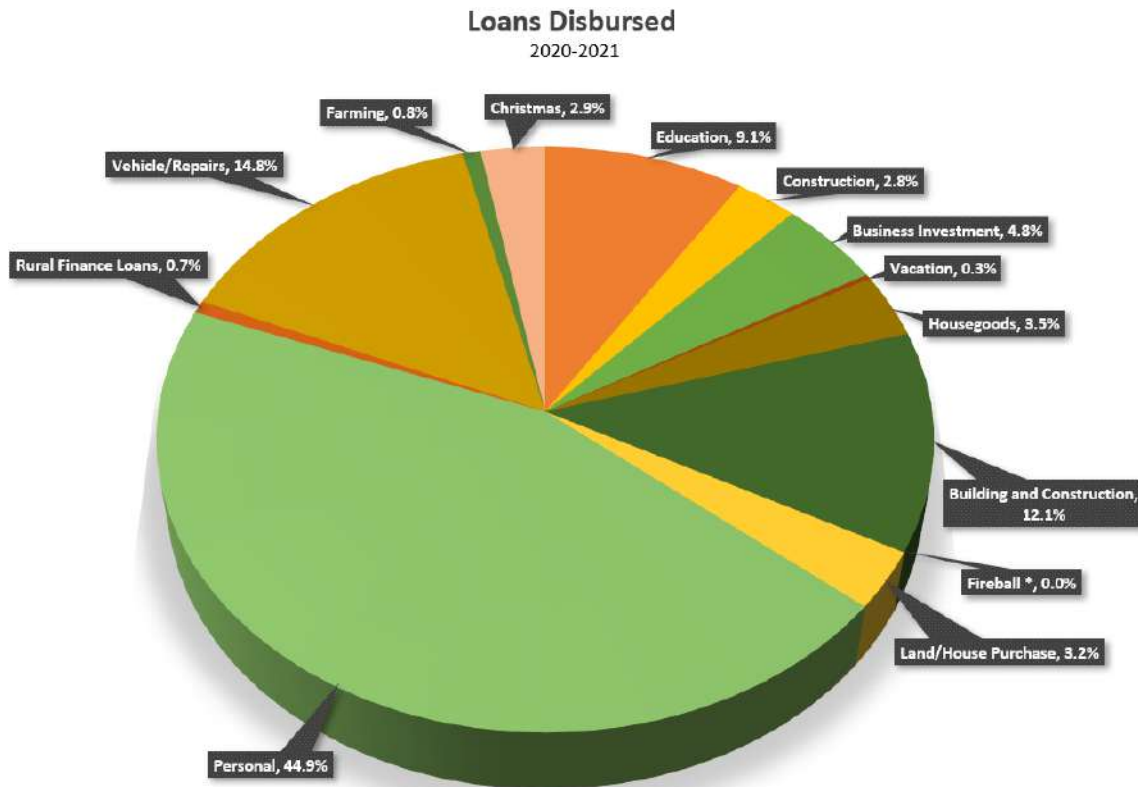
As I close, I want to thank the other members of the Credit Committee who were always willing to attend meetings to review loans. I extend a sincere thanks to the management and staff of St. Martin's Credit Union especially the loan officers who assisted us throughout the year. Let me remind all members that you are a very special group of people in that you are member owners of the Credit Union. I want to encourage everyone to save because this is what serves as collateral for loans. Continue to borrow wisely and pay promptly. Best wishes to all.

Chairperson: Santos Tesecum  
Member: Manuel Medina  
Member: Andy Bahadur

## SAINT MARTIN'S CREDIT UNION LOAN APPLICATIONS TO CREDIT COMMITTEE 2020-2021

| Description               | No of Loans Requested | No of Loans Approved | Amount of Loans Requested | Amount of Loans Approved | No of Loans Disbursed | Amount of Loans Disbursed | % Disbursed |
|---------------------------|-----------------------|----------------------|---------------------------|--------------------------|-----------------------|---------------------------|-------------|
| Education                 | 253                   | 237                  | 711,062.07                | 569,817.97               | 191                   | 360,234.50                | 9.1%        |
| Construction              | 9                     | 9                    | 442,025.20                | 118,465.20               | 6                     | 111,810.20                | 2.8%        |
| Business Investment       | 84                    | 74                   | 451,196.73                | 297,865.09               | 45                    | 189,545.00                | 4.8%        |
| Vacation                  | 5                     | 7                    | 16,026.00                 | 12,013.50                | 5                     | 10,426.00                 | 0.3%        |
| Housegoods                | 90                    | 81                   | 364,481.41                | 231,367.78               | 58                    | 138,267.50                | 3.5%        |
| Building and Construction | 215                   | 197                  | 1,020,508.60              | 749,960.97               | 149                   | 477,394.50                | 12.1%       |
| Fireball *                | 4                     | 3                    | 18,000.00                 | 8,125.00                 | -                     | -                         | 0.0%        |
| Land/House Purchase       | 55                    | 50                   | 473,832.76                | 260,862.48               | 30                    | 125,847.67                | 3.2%        |
| Personal                  | 1109                  | 989                  | 4,396,461.27              | 2,738,247.83             | 813                   | 1,768,380.40              | 44.9%       |
| Rural Finance Loans       | 23                    | 20                   | 73,313.67                 | 36,456.49                | 15                    | 27,100.00                 | 0.7%        |
| Vehicle/Repairs           | 275                   | 229                  | 1,523,895.75              | 1,023,593.52             | 163                   | 584,016.00                | 14.8%       |
| Farming                   | 22                    | 18                   | 104,932.07                | 56,300.95                | 15                    | 32,200.00                 | 0.8%        |
| Christmas                 | 29                    | 29                   | 147,867.57                | 147,867.57               | 23                    | 115,500.00                | 2.9%        |
| <b>Total</b>              | <b>2,173</b>          | <b>1,943</b>         | <b>9,743,603.10</b>       | <b>6,250,944.35</b>      | <b>1,513</b>          | <b>3,940,721.77</b>       |             |

**NOTE:** Total loans disbursed include loans approved in financial year 2019-2020.



**CREDIT COMMITTEE REPORT FOR 2021-2022**  
**71ST ANNUAL GENERAL MEETING**  
**MAY 27, 2022**

Good evening! It is indeed a blessing to be gathered here after these two years of very challenging times. Covid affected every path of life. There were different factors which changed our lives tremendously. Many families lost their jobs or had their increments frozen along with reduced salaries. In addition to the great financial loss, many of our members lost their loved ones or faced long periods of covid-related illnesses. In addition to all these challenges, came the rise in cost of services and goods. This put a strain on almost every member of our society.

All these factors affected the borrowing potential of many members because it reduced their capacity to qualify for loans. This is reflected in the number of loans requested and approved. St Martin's Credit Union, however, did everything it could to introduce new lending strategies to open other avenues for its members to be able to qualify for loans or withdraw from their shares when the need arose. Loan payments were also waived so as to ease the members' burdens during the most difficult times. With all this in place a few members did not meet the conditions for borrowing.

As we look at the year 2021 to 2022, the request for loans was similar to the last year. Not much of a difference in loan priorities were seen. Personal loans granted reflected a 41.4% of all loans approved and this was a little lower than last year. With the rise in Covid cases, many persons had to borrow for their personal vehicle. As we can see, vehicle loans amounted to 14.5% of approved loans. Construction loans followed with a 13.7% and building and construction 7.7% after which came education loans with a 6.5%. Businesses were not flourishing, so the amount of loans requested was 4.3%. Christmas loans granted represented 3.4 % which was followed by 3.2% for land purchase. Household goods loans approved was 2.9%, farming 1.1% and RFP 0.9%, and the lowest was for vacation -0.5% in comparison to the previous year. This was obvious because traveling was almost impossible during these times. No fireball loans were requested. A total of 1873 loans which amounted to \$6,938,204.35 was approved out of the \$14,742,075.60 which was requested.

When members pay and save as agreed, they develop a good credit history, and this makes the loan approval process an easier one. Members are advised to bring in all requested documents as early as possible when loans are requested. This always speeds up the process. We want to remind members that the credit union is as strong as we make it, so we encourage everyone to borrow wisely, pay promptly and save for the rainy days. We thank you for your patience and were happy to have served you with diligence and fairness.

Yours truly

Chairperson: Santos Tesecum

Member: Manuel Medina

Member: Andy Bahadur

## SAINT MARTIN'S CREDIT UNION LOAN APPLICATIONS TO CREDIT COMMITTEE 2021-2022

| Description               | No of Loans Requested | No of Loans Approved | Amount of Loans Requested | Amount of Loans Approved | No of Loans Disbursed | Amount of Loans Disbursed | % Disbursed |
|---------------------------|-----------------------|----------------------|---------------------------|--------------------------|-----------------------|---------------------------|-------------|
| Education                 | 211                   | 163                  | 740,357.27                | 448,081.50               | 163                   | 448,081.50                | 6.5%        |
| Construction              | 211                   | 122                  | 3,317,188.87              | 952,826.99               | 122                   | 952,826.99                | 13.7%       |
| Business                  | 99                    | 67                   | 642,689.09                | 295,797.50               | 67                    | 295,797.50                | 4.3%        |
| Vacation                  | 13                    | 9                    | 56,500.00                 | 31,500.00                | 9                     | 31,500.00                 | 0.5%        |
| Housegoods                | 89                    | 63                   | 382,741.63                | 200,500.00               | 63                    | 200,500.00                | 2.9%        |
| Building and Construction | 191                   | 140                  | 1,101,509.45              | 530,862.50               | 140                   | 530,862.50                | 7.7%        |
| Fireball *                | 0                     | 0                    | -                         | -                        | -                     | -                         | 0.0%        |
| Land                      | 45                    | 28                   | 492,381.68                | 221,501.76               | 28                    | 221,501.76                | 3.2%        |
| Personal                  | 1229                  | 998                  | 5,373,466.26              | 2,878,296.71             | 996                   | 2,870,296.71              | 41.4%       |
| RFP                       | 18                    | 14                   | 99,882.72                 | 61,500.00                | 14                    | 61,500.00                 | 0.9%        |
| Vehicle                   | 292                   | 199                  | 2,147,085.98              | 1,004,398.64             | 199                   | 1,004,398.64              | 14.5%       |
| Farming                   | 21                    | 18                   | 107,222.05                | 75,500.00                | 18                    | 75,500.00                 | 1.1%        |
| Christmas                 | 60                    | 52                   | 281,050.60                | 237,438.75               | 52                    | 237,438.75                | 3.4%        |
| <b>Total</b>              | <b>2,479</b>          | <b>1,873</b>         | <b>14,742,075.60</b>      | <b>6,938,204.35</b>      | <b>1,871</b>          | <b>6,930,204.35</b>       |             |

**NOTE:** Total loans disbursed include loans approved in financial year 2020-2021

