



Member Focused
Future Driven



Member Focused Future Driven

Profile

CommunityAmerica Credit Union is a Missouri state-chartered credit union founded in 1940. Today, it is the fifth largest Kansas City-based financial institution with over 113,000 members nationwide. Headquartered in Lenexa, Kansas, CommunityAmerica has 16 branch locations in Kansas City, St. Louis and Topeka.

To learn more about CommunityAmerica Credit Union, visit our Web site at www.cacu.com.

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Chairman's Message A Vision For Growth

The past year was one of accomplishment for CommunityAmerica Credit Union. We opened new in-store branches, added new products and services, garnered the recognition of the business community and achieved a higher level of satisfaction from our members. The accomplishments of 2004 are noteworthy and the enduring value of what we achieved is the progress we made toward our vision of *Building Financial Success Together*.

In 2004, we added two new locations with more new locations planned for 2005 and beyond. Growing our branch network means greater convenience for members. The addition of in-store branches in selected Kansas City Hy-Vee

grocery stores enhances members' ability to bank with us wherever they live, work and play. Expanding our presence in the market also allows us to reach new members. Adding members helps us achieve a size and scale that provides greater resources in continuing to improve service to the entire membership.

A member-focus also keeps us on track in our offering of new products and services. In 2004, we not only added new products and services, but we worked with our existing ones to ensure that our members continue to have the resources they need to manage their money most effectively.

We also looked within our organization

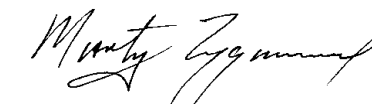
to ensure that we have the resources to continue to remain strong and vital. Toward that goal, we invested in internal systems to maximize efficiency and continued to invest in our staff to enhance their proficiency and ability to serve. We were also successful in our efforts to eliminate non-productive expenses to ensure that we remain good stewards of Credit Union resources.

One of our greatest accomplishments this year is also the one that most embodies our dedication to our members. For the ninth consecutive year, CommunityAmerica issued an Ownership Participation Dividend. In 2004, that dividend totaled \$1 million making the total bonus dividend paid to members over the last

nine years \$8.5 million.

Few financial institutions share their success with the people who make them successful. At CommunityAmerica, we believe that everything we do is about our members. As we look to the future, we promise to continuously pursue the benefits of membership to ensure that CommunityAmerica remains *a nicer place for your money*.

Sincerely,



Marty Zygmund
Chairman of the Board

Marty Zygmund



Executives' Message Reflections of Success

In 2004, CommunityAmerica Credit Union continued to sharpen its focus on the member experience. The size, strength and stability we have achieved over the years helped us to serve our members in new and exciting ways. We grew our infrastructure in an effort to better reach our members. We added new products and enhanced service and convenience to help members meet their financial challenges. Along the way, we received several accolades that serve as hallmarks of success and tell us we are on the right path.

While we continue to keep our eyes focused on the vision of *Building Financial Success Together*, it is also important to highlight our accomplishments for the year.

Member Satisfaction: Our Most Important Achievement. The relationship we have with our members and member acknowledgement of our efforts was reinforced with the results of our Member Satisfaction Survey. In 2004, CommunityAmerica continued to increase

member satisfaction, achieving a 96% satisfaction rating among members surveyed.

2004 Bonus Dividend Paid. A \$1 million Ownership Participation Benefit paid to our members in early 2005 was perhaps the most visible sign of our success. This was the ninth consecutive year in which a bonus dividend was paid for a total of \$8.5 million returned to our members over that time period.

Expansion. CommunityAmerica serves members through a network of 16 branch locations across the Kansas City, Topeka and St. Louis metropolitan areas. We reached this branch number with the opening of two new in-store branches located within Hy-Vee grocery stores at Englewood Road in Gladstone, Missouri and Noland Road in Independence, Missouri.

Products and Services. CommunityAmerica introduced the Freedom Money Market – a flexible savings tool that offers a tiered-interest structure allowing members to maximize their

earnings based on their balance. Other new products in 2004 were the T-Bones Platinum Credit Card designed to leverage our sponsorship of the CommunityAmerica Ballpark and our GAP insurance product that helps members insure the difference between the value of their vehicle and their outstanding loan balance.

As a full-service financial institution, we launched TruHome Solutions, a mortgage services division. This new division allows us to provide a turnkey mortgage experience for our members and future clients completely under the CommunityAmerica Credit Union umbrella. As a result, we can ensure that our mortgage customers receive the highest level of service and value from the origination of their loan through its servicing.

Accolades and Accomplishments.

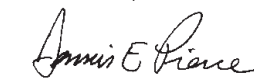
CommunityAmerica was recognized by our peers in the business community; honors we believe grew out of our member focus. We were named one of **Kansas City's Best Places to Work** by the Kansas City Business Journal, an award that validates the importance we place on taking care of the people who take care of our members. We also received the Missouri Credit Union

Systems' **Dora Maxwell Award** recognizing achievements in social responsibility for the fifth consecutive year demonstrating our ongoing efforts to build strong communities. In addition, we were one of eight Kansas City metropolitan area recipients of *Ingram's Magazine's Future of Business Award* recognizing excellence in financial performance, marketing and community involvement.

We would also like to extend our personal thanks and gratitude to the hard-working and talented CommunityAmerica employees. Their dedication to surpassing member expectations each and every day is a large part of our success.

We value the close relationships we have with our members. Going forward we will continue to build those relationships by offering competitive rates, products of financial value, extraordinary convenience and friendly, personal service.

Sincerely,



Dennis E. Pierce
Chief Executive Officer



Michael A. Patrick
Chief Operating Officer

Dennis Pierce



Michael Patrick

A Nicer Place For Your Money



◀ **Noland Hy-Vee Branch**
Dennis Pierce, Robin Downs and other staff cut the ribbon at the Noland Hy-Vee Branch opening.

Online Banking ▶
Bank anywhere, anytime with @ccountLink and a computer with Internet connectivity.



CommunityAmerica is a full-service financial institution offering the products and services members need to manage their money today while building a sound financial future.

Competitive Rates.

All of us work hard for our money so we want a financial institution that delivers interest rates that work hard for us. At CommunityAmerica, we strive to always offer competitive rates that help you make

the most of your savings and investments and allow you to keep a little more in your pocket when borrowing.

Great Products.

From basic checking to sophisticated investment tools, CommunityAmerica has what members need everyday. We develop products that reflect a lifetime of financial needs to ensure that CommunityAmerica will remain a valued financial partner for life.

Select Employee Groups (SEGs) are businesses and organizations that partner with CommunityAmerica to offer their employees and their families the unique benefits of credit union membership. These partnerships are an important part of our vision of Building Financial Success Together because they allow us to serve businesses in our communities by enhancing their benefit packages and helping their employees with financial tools for today and tomorrow.

Friendly, Professional Service.

No matter how we do business with our members, in person, on the telephone or online, we continually strive to be responsive to your needs. In all that we do for you, we will continue to be open, accessible and effective in addressing your concerns.

Enhancing Convenience.

Today, more than ever, time is money. CommunityAmerica strives to help you

save time when you do business with us. With online and telephone banking, a national network of shared branches, more than 19,000 network ATMs and our metropolitan area branch locations, we strive to be everywhere you live, work and play.

People Make A Nicer Difference



People are the heart of everything we do at CommunityAmerica. It is as simple as that. We believe in seeking out and hiring people who share our dedication to service, have the skills and knowledge to best serve our members and have the willingness to go out of their way to make a member's experience something special.

Connie Wing at our Fairlawn branch in Topeka is a perfect example. Nancy had

seen advertising for Community America's promotional Certificate of Deposit and planned to go to the nearest branch to open one. Work ran late and traffic was bad so when Nancy pulled into the drive-thru, the lobby had just closed. Rather than inconvenience Nancy, Connie invited her into the branch to open her new Certificate of Deposit, a money market account and a checking account. According to Nancy, her old bank would have never gone out of their way to help

the way Connie and CommunityAmerica did that day.

This kind of dedication and initiative is fostered at CommunityAmerica. We strive to hire the best people and then take care of them the way we want them to take care of our members. For this reason we offer our employees one of the best benefit packages around, competitive salaries and a family-friendly working environment that, in 2004, earned us

recognition by the Kansas City Business Journal as one **Kansas City's Best Places to Work**.

We take great care to ensure that everything a member encounters at their local branch is welcoming and friendly. From the scent of fresh-baked cookies and fresh-brewed coffee to cartoons on TV for the kids, we work hard so members can relax and enjoy their visit with us.

Many branches feature a Community Room that is available for area groups to use as a meeting space. Brownie and Girl Scout troupes, homes associations, investment clubs, area church groups and many others have taken advantage of this free service.

Helping To Make Our Communities A Little Nicer, Too



STUFF THE BUS

CommunityAmerica employees, Bill Daniels and Randy Woehl, help distribute filled backpacks.

There were lots of smiles at City Union Mission when children received their filled backpacks.



CommunityAmerica Credit Union is committed to helping the greater community and to fostering our employees' desire to do good work within their home communities. In a number of ways, CommunityAmerica is giving back to help make greater Kansas City a better place.

In 2004, CommunityAmerica provided corporate sponsorship for several events in the area including:

Stuff the Bus.

The annual Stuff the Bus event was created to provide school supplies to underprivileged children in the area. CommunityAmerica is a co-sponsor of the event along with local radio station Oldies 95. In 2004, CommunityAmerica raised nearly \$11,000 and collected more than 20,000 school supplies from its members and employees.

CommunityAmerica employees wanted to show the city of Lenexa, home of our corporate administrative office, our dedication to improving the community by creating the cLen-exa volunteer service project. For the third year, employees assisted the Johnson County Area Agency on Aging with their spring clean-up efforts. More than 30 employees pitched in to clean up the yards and homes of many of Lenexa's elderly citizens.

Tee Off for Tots Golf Classic.

Another event sponsored each year by CommunityAmerica is the Tee Off for Tots Golf Classic. This popular event brings together community business leaders to raise money for the Children's Miracle Network. The 2004 Tee Off for Tots raised \$38,000.



TEE OFF FOR TOTS

Golfers practice their putting at the Tiffany Greens Golf Course.

Dennis Pierce accepts a recognition of thanks from Brian Van Norman, Director of the Children's Miracle Network.



A Nicer Way To Help



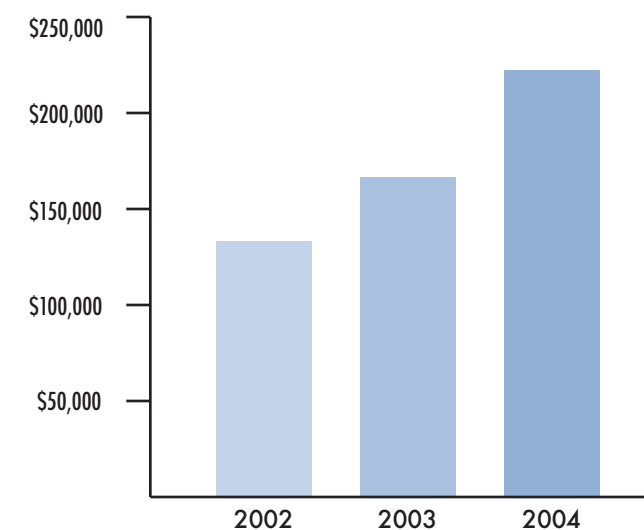
◀ **Read Across America**
CommunityAmerica employee, Rudy Hall, reads a Dr. Seuss classic to students at Blackbob Elementary.

Red Ribbon Balloon Launch ▶
Sunflower Elementary students pledge to stay drug free at the Credit Union sponsored balloon launch.



CommunityAmerica Credit Union has established the Charitable Events Committee (CEC) as a way of reaching out to charitable organizations in the communities where our employees live and work. Employees are encouraged to submit requests for donations to organizations that they are passionate about helping. In 2004, more than a dozen community service organizations and events received donations from the CEC.

The CommunityAmerica Volunteer Network was created to promote the spirit of volunteerism within our employee population. Each employee is encouraged to take up to 12 hours of paid time annually and dedicate that time to volunteer activity with a charitable, community or civic organization. In 2004, CACU employees logged hundreds of hours of volunteer service benefiting dozens of organizations throughout the metropolitan area.



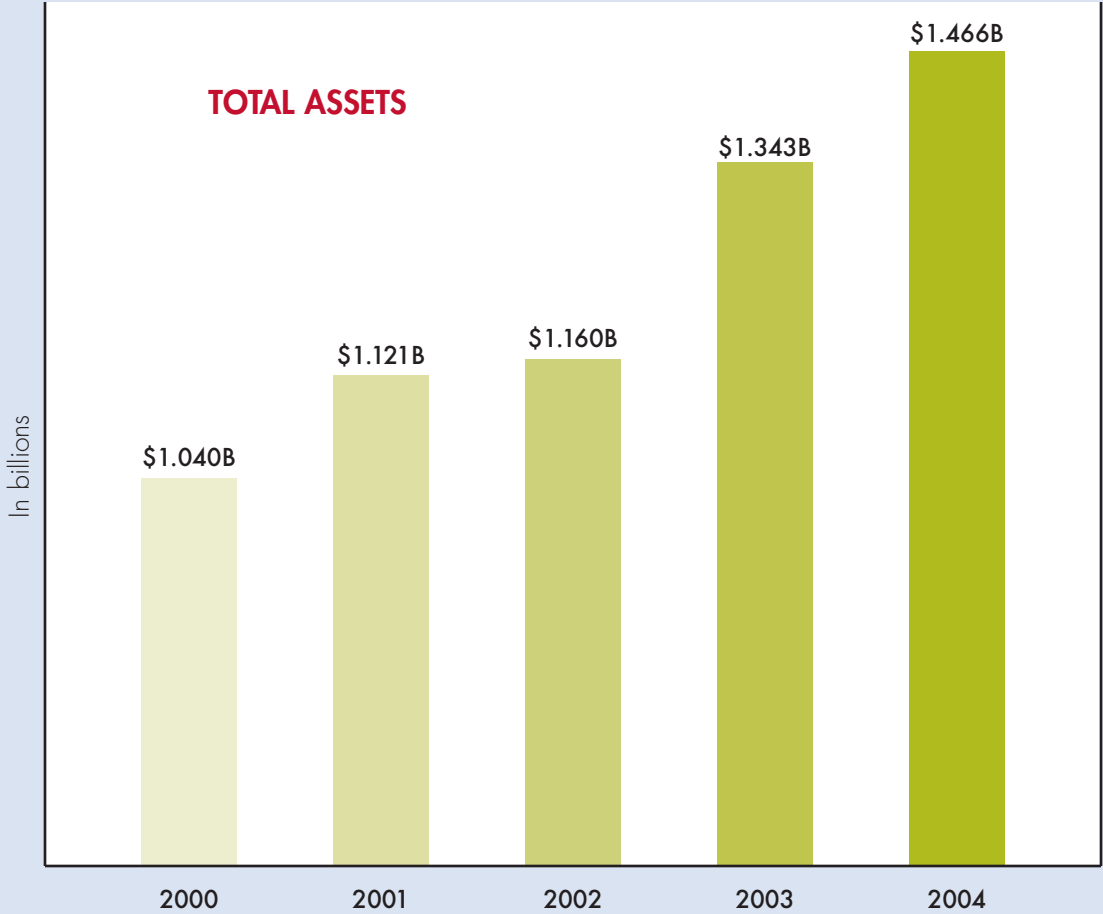
TOTAL DONATIONS TO THE COMMUNITY

2002	\$134,549
2003	\$167,200
2004	\$219,584

CommunityAmerica and its employees donate their time and money to the greater community with emphasis on supporting the growth, health and development of area youth.

Financials

CommunityAmerica has generated strong growth in total assets in the period from 2000 to 2004. In that five year time frame, total assets grew 41% as a result of the Credit Union's commitment to a member-service philosophy, robust product portfolio and enhanced banking convenience.



Statement of Financial Condition

Year Ended December 31	2004	2003	2004	2003
ASSETS			LIABILITIES	
Cash — non-interest-bearing	\$ 6,983,005	\$ 5,828,819	Members' share and savings accounts	\$ 1,100,926,053
Cash equivalents — interest-bearing	66,647,023	26,420,971	Borrowings	185,000,000
Interest-bearing deposits in Corporate Credit Unions	28,851,430	13,203,344	Accrued expenses	3,872,116
Available-for-sale securities	167,718,172	71,788,899	Accrued interest payable	1,701,849
Investments in CUSOs, at cost	834,904	376,251	Accounts payable	369,436
Loans, net	1,116,801,278	1,156,894,770	Other liabilities	9,741,123
Accrued interest receivable	4,686,248	4,664,536	Total Liabilities	\$ 1,301,610,577
Premises and equipment, net	34,301,359	35,896,090	MEMBERS' EQUITY, SUBSTANTIALLY RESTRICTED	
Federal Home Loan Bank stock, at cost	15,007,500	8,847,580	Regular reserve	\$ 59,740,506
NCUSIF insurance deposit	8,334,541	8,563,898	Contingency reserve	—
Other assets	15,475,649	10,862,344	Capital maintenance reserve	58,097,851
TOTAL ASSETS	\$ 1,465,641,109	\$ 1,343,347,502	Undivided earnings	46,868,190
			Accumulated other comp. income	(676,015)
			Total Members' Equity	\$ 164,030,532
			TOTAL LIABILITIES & MEMBERS' EQUITY	\$ 1,465,641,109
				\$ 1,343,347,502

Statement of Income

Year Ended December 31		2004	2003
INTEREST INCOME	Loans	\$64,096,218	\$65,786,553
	Securities	1,907,972	3,447,021
	Repurchase agreements	2,559,417	1,883,532
	Interest-bearing cash and deposits in Corporate Credit Unions	1,541,183	1,053,235
	Total Interest Income	\$ 70,104,790	\$ 72,170,341
INTEREST EXPENSE	Members' share and savings accounts	\$18,090,687	\$19,554,188
	Repurchase agreements	2,607,776	1,906,924
	Borrowings	7,165,544	3,835,446
	Total Interest Expense	\$ 27,864,007	\$25,296,558
Net Interest Income		\$ 42,240,783	\$46,873,783
Provision for Loan Losses		2,300,000	5,461,411
Net Interest Income after Provision for Loan Losses		\$ 39,940,783	\$ 41,412,372
NON-INTEREST INCOME	Service fees	\$ 7,642,871	\$ 7,989,540
	Credit and debit card transaction fees	2,743,656	2,513,127
	Consulting revenue, net	2,805,947	2,525,177
	Gains on the sale of mortgage loans	3,438,994	5,467
	Other	1,079,902	1,792,200
	Total Non-Interest Income	\$ 17,711,370	\$ 14,825,511
NON-INTEREST EXPENSE	Compensation and benefits	\$23,674,297	\$22,515,603
	Office operations	8,776,786	10,136,465
	Occupancy	3,428,901	3,098,941
	Educational and promotional	3,060,649	3,218,638
	Loan processing	2,257,531	2,278,070
	Professional fees and outside services	2,912,893	2,939,601
	Travel and conferences	1,427,668	1,245,953
	Loss on the sale of property and equipment	47,481	9,023
	Other operating expenses	1,059,264	1,142,422
	Total Non-Interest Expense	\$ 46,645,470	\$ 46,584,716
NET INCOME		\$ 11,006,683	\$ 9,653,167
OTHER COMPREHENSIVE INCOME			
Unrealized holding loss on available-for-sale securities		\$ (887,442)	\$(1,365,440)
Total Comprehensive Income		\$ 10,119,241	\$ 8,287,727

Statement of Changes In Retained Earnings

Year Ended December 31	REGULAR RESERVE	RESERVE FOR CONTINGENCY	CAPITAL MAIN. RESERVE	UNDIVIDED EARNINGS	ACCUM. OTHER COMP. INCOME	TOTAL
BALANCE, JANUARY 1, 2003, AS PREVIOUSLY REPORTED	\$ 48,047,760	\$ 46,000,000	\$ 9,629,976	\$ 41,468,961	\$ 1,576,867	\$ 146,723,564
Adjustment applicable to prior years	—	—	—	(1,100,000)	—	(1,100,000)
BALANCE, JANUARY 2003, AS RESTATED	48,047,760	46,000,000	9,629,976	40,368,961	1,576,867	145,623,564
Net Income	—	—	—	9,653,167	—	9,653,167
Statutory transfers	7,565,055	—	—	(7,565,055)	—	—
Other comprehensive income - change in unrealized loss on available-for-sale securities	—	—	—	—	(1,365,440)	(1,365,440)
BALANCE, DECEMBER 31, 2003,	55,612,815	46,000,000	9,629,976	42,457,073	211,427	153,911,291
Net income	—	—	—	11,006,683	—	11,006,683
Statutory transfers	4,127,691	—	—	(4,127,691)	—	—
Transfer of contingency reserve to Capital Maintenance reserve	—	(46,000,000)	40,991,663	5,008,337	—	—
Transfer to maintain 8% Capital Floor	—	—	7,476,212	(7,476,212)	—	—
Other comprehensive income - change in unrealized loss on available-for-sale securities	—	—	—	—	(887,442)	(887,442)
BALANCE, DECEMBER 31, 2004	\$ 59,740,506	\$ 0	\$ 58,097,851	\$ 46,868,190	\$ (676,015)	\$ 164,030,532

Treasurer's Report

In 2004, CommunityAmerica's success in key areas resulted in asset growth of \$122,293,607 to a total of \$1,465,641,109. Deposits increased by \$107,014,753 to a total of \$1,100,926,053.

For the year, CommunityAmerica provided 17,043 loans to members totaling \$289,927,396. Our overall loan portfolio declined 3.5% or \$40,093,492. This net decline was a result of the sale of \$185,886,634 in mortgage balances. The sale was initiated to enhance asset diversification. The credit union retains servicing rights on all sold mortgages.

The credit union's lending policies and collection practices resulted in a delinquency ratio of .42%. In addition, we experienced a charge-off ratio of .33%.

CommunityAmerica's net income in 2004 was \$11,006,683. This contribution to reserves resulted in an 11.19% capital-to-asset ratio.

Respectfully submitted,



Allison Waggoner
Treasurer

Supervisory Report

The Supervisory Committee of the Credit Union has a responsibility to serve the members of CommunityAmerica. Our committee meets monthly to perform our duties, which include insuring the Credit Union operates properly and in accordance with the rules and regulations established by the National Credit Union Administration and the State of Missouri.

Furthermore, we retain independent auditing firms to monitor internal controls and the accuracy of financial methods and accounting. We are pleased to report no significant findings in any of the financial records.

Respectfully submitted,



David D. Farr
Supervisory Committee Chairman

Board of Directors

CommunityAmerica’s Board of Directors is elected by our members. This volunteer group functions on behalf of our members to oversee the operations of the Credit Union. The Board meets monthly to assure the Credit Union runs smoothly and in accordance with regulations.

Marty Zygmund, Chairman	Colleen Browne	Phil Gaines	Ralph E. Moore
Bruce Brower, Vice Chairman	Jerry Coe	Terri Martin	C.W. Numrich
Allison Waggoner, Secretary / Treasurer	D.M. Drollinger	Brad Miller	

Emeritus Board Members

Walter Baughman
Donald Park
Dan Scott

Supervisory Committee

The members of our Supervisory Committee volunteer their time to provide an additional level of checks and balances. This group also meets monthly with the Board of Directors.

David D. Farr, Chairman
Glenn G. Hamilton
Marc Russell

