



Welcome To The 69th Annual Meeting
Of



Built from a strong foundation

Friday - April 8th, 2022

Welcome / Call To Order



Sherry Fordham

Chairperson of the Board

Agenda

- **Welcome / Call to order...**
 - **Ascertainment of a Quorum**
 - **Adoption of Agenda**
 - **Reading / Approval of 2021 Annual Meeting Minutes**
 - **Introduction of Board of Directors**
- **Chairman and Presidents Reports...**
 - **Credit Union Staff Introduction**
 - **Year In Review**
 - **The Future**
 - **Financial Reports**
 - **Questions and Answers**
- **Supervisory Committee Report...**
- **Unfinished Business...**
- **Credential Committee Report...**
- **Nominating Committee...**
 - **Elections...**
- **Remembrance...**
 - **Art Goldstein**
- **New Business...**
- **Door Prizes!...**
- **Adjournment...**

Reading / Approval of 2021 Annual Meeting Minutes



BOARD OF DIRECTORS



Mike McNinch
Treasurer
(32.5 yrs Volunteer)



Tom Karpinski
Secretary
(29 yrs Volunteer)



Sherry Fordham
Chairperson
(38.2 yrs Volunteer)



Tim Albright
Director
(9.8 yrs Volunteer)

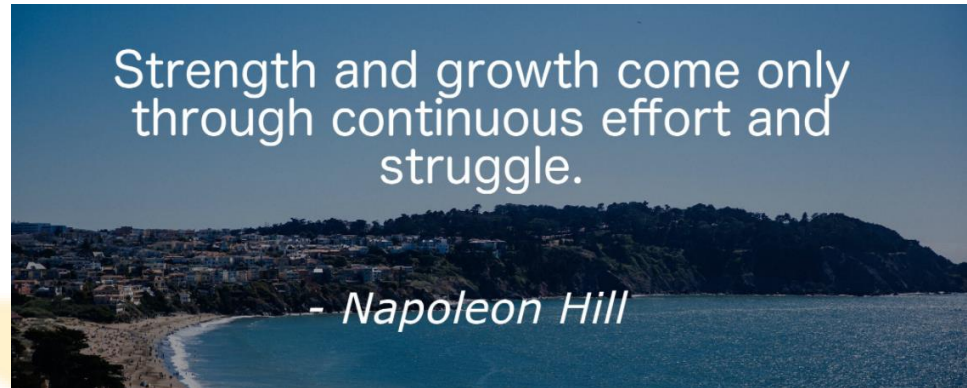


President's Message:

An Inclusive Organization: Maintaining Capstone's Strength....



Candice Landeros
President



Credit Union Staff



Arilda Tinajero
Sr. Loan Officer
(21 yrs with Capstone)



Jennifer A. Gear
Supervisor
(7 yrs with Capstone)



Candice Landeros
President
(22.8 yrs with Capstone)



Farah Ghanitabe
MSR
(10.5 yrs with Capstone)



Berna Celikkol
MSR
(14.25 yrs with Capstone)

Year 2021 in Review

- Loans and Lending
- Real Estate Lending
- First Trust Deed Loans
- Operating Income [**11.7% Decrease = Total \$1,044,901.00**]
- Operating Expenses [**0.7% Decrease = Total \$917,511.00**]
(Dec. OE to Gross Income was 89.73%)
Peer was 87.82%
- Total Net Income [51.0% Decrease from Prev Yr
=Total \$77,535.00]
- Asset Quality Strong
(Delinquency Ratio 2021= 0.15%)
Peer 0.73%
- Facilities (Long Beach & SOKA)
- We anticipated about the same in Loan Losses & Bankruptcies. We ended with a 56.34% Decrease in Allowance for Loan Losses from 2020. We do hope to see about the same next year in our rebuilding economy.

2022/2023 – What's Ahead...

An Inclusive Organization: Maintaining Capstone's Strength....

➤ Loan Growth & Cost Control

- **Concentrate On Loan Growth**
- **Preserve Net Worth (Goal 9.50% - 15.00%)**
[2021:11.09%, 2020:10.98%, 2019:11.82%, 2018: 10.04%, 2017: 9.82%]
- **Federal Reserve Bank Interest Rates: Will they stay or go UP!**
- **Profit Margins Continue To Be Tested In 2022**
- **Anticipate Low Loan Losses & Bankruptcies Again This Year**
- **Strategic Plan & Budget Is In Place Targeting These Issues**
- **Monitor & Re-price Savings & Loan Rates As Necessary**
- **Continue With Cost Savings/Revenue Generating Ideas**
- **Exploring opportunities to expand our membership and increasing loans**

2022/2023 – What’s Ahead...

An Inclusive Organization: Maintaining Capstone’s Strength....

➤ **Education**

- **Newsletter, Website, Monitors, Inserts**
- **We have gone Social! Find us on Facebook**
(<https://www.facebook.com/CapstoneFCU/>)

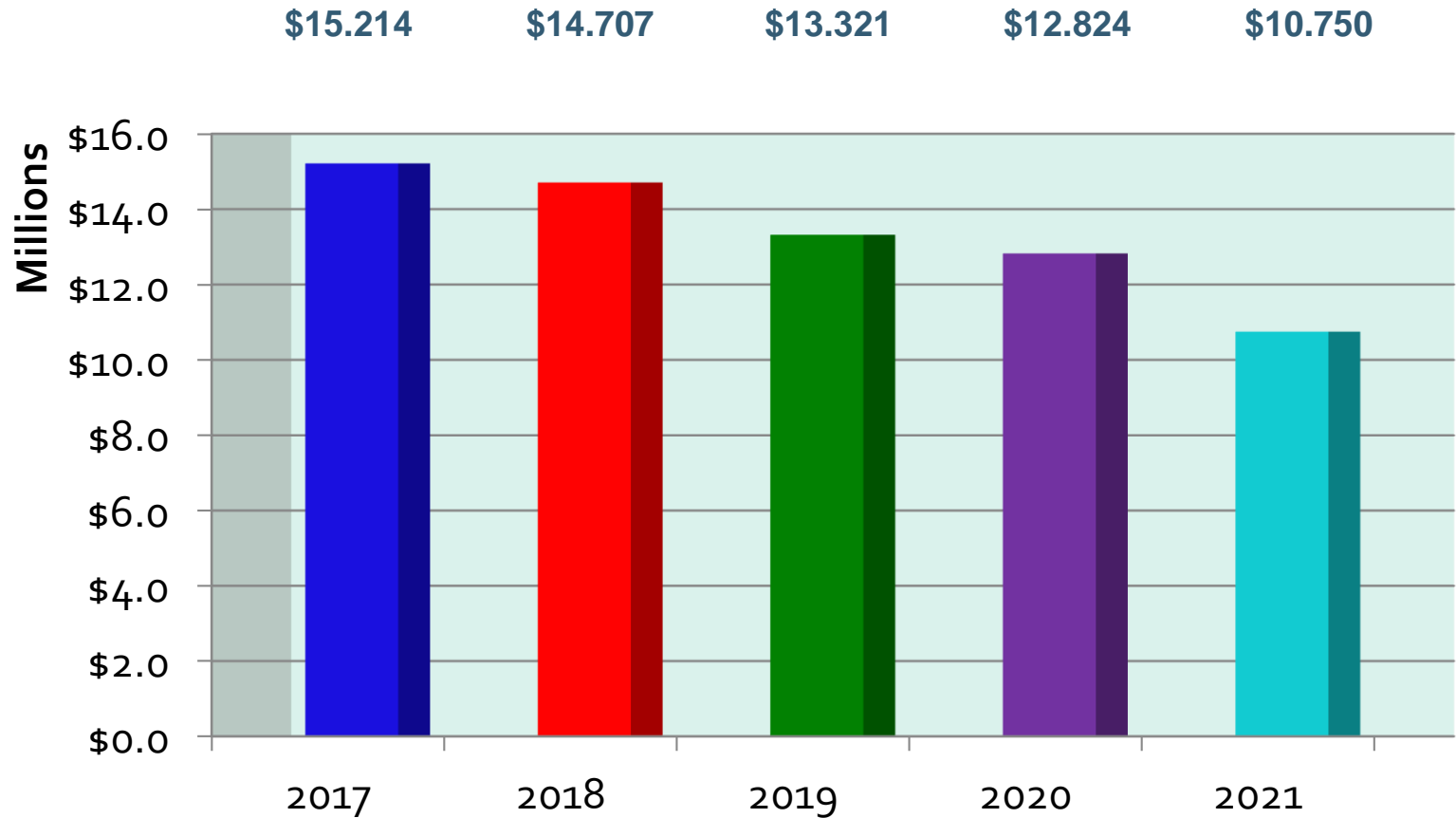
➤ **What’s New**

- ⇒ **Shared Branching now available**
 - ⇒ **Utilize other CU facilities near you for transactions:**
Go to ATM/Shared Branch Locator link on Capstone Home page
to search for locations (<https://co-opcreditunions.org/>)
- ⇒ **2021 has come and gone**
- ⇒ **We are looking ahead**
 - ⇒ **What can we do better?**
 - ⇒ **How can we continue to help our members?**
 - ⇒ **What services are necessary to lead to growth?**



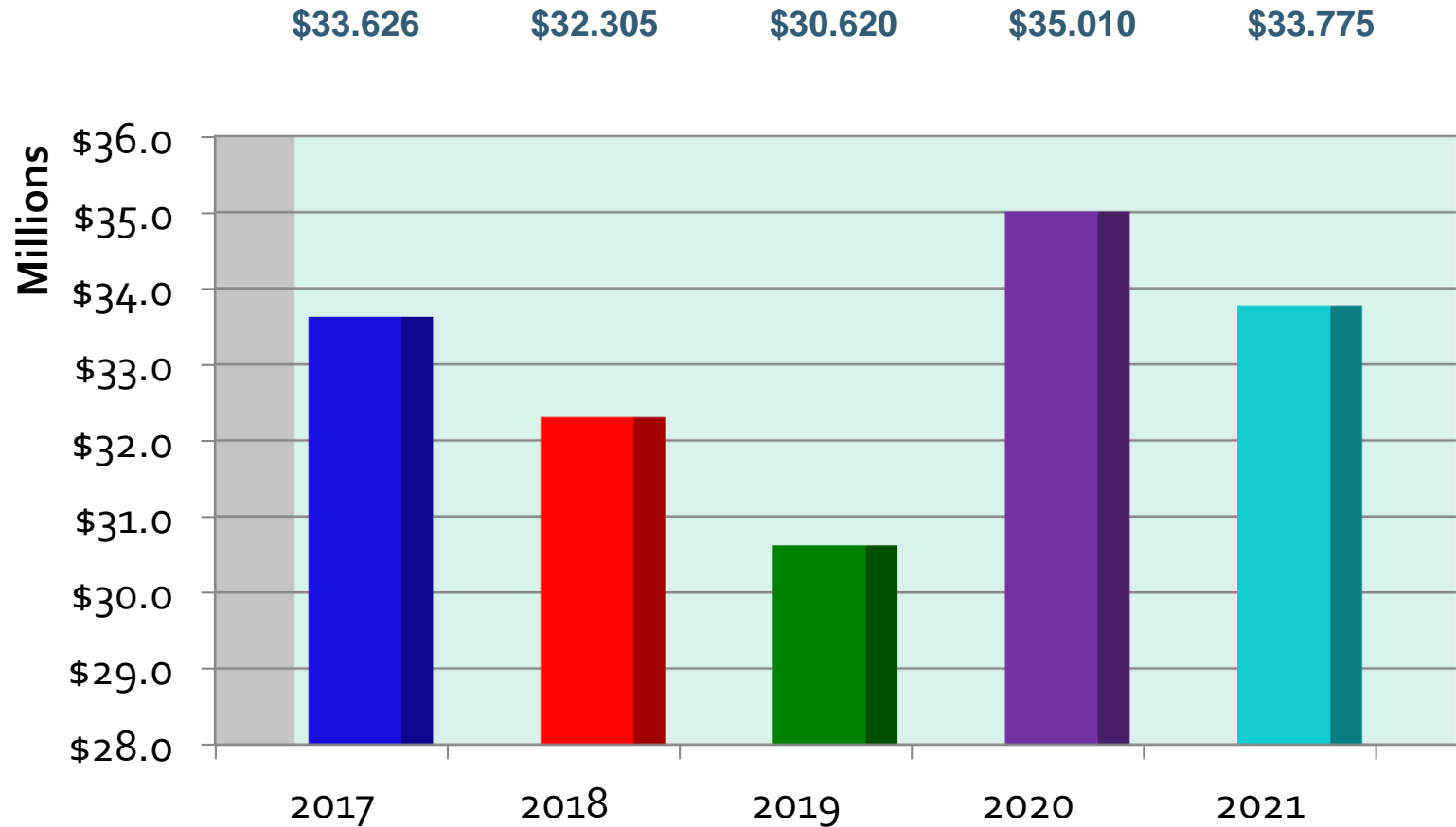
Loans (IN MILLIONS)

\$10.750M = 16.17% Decrease



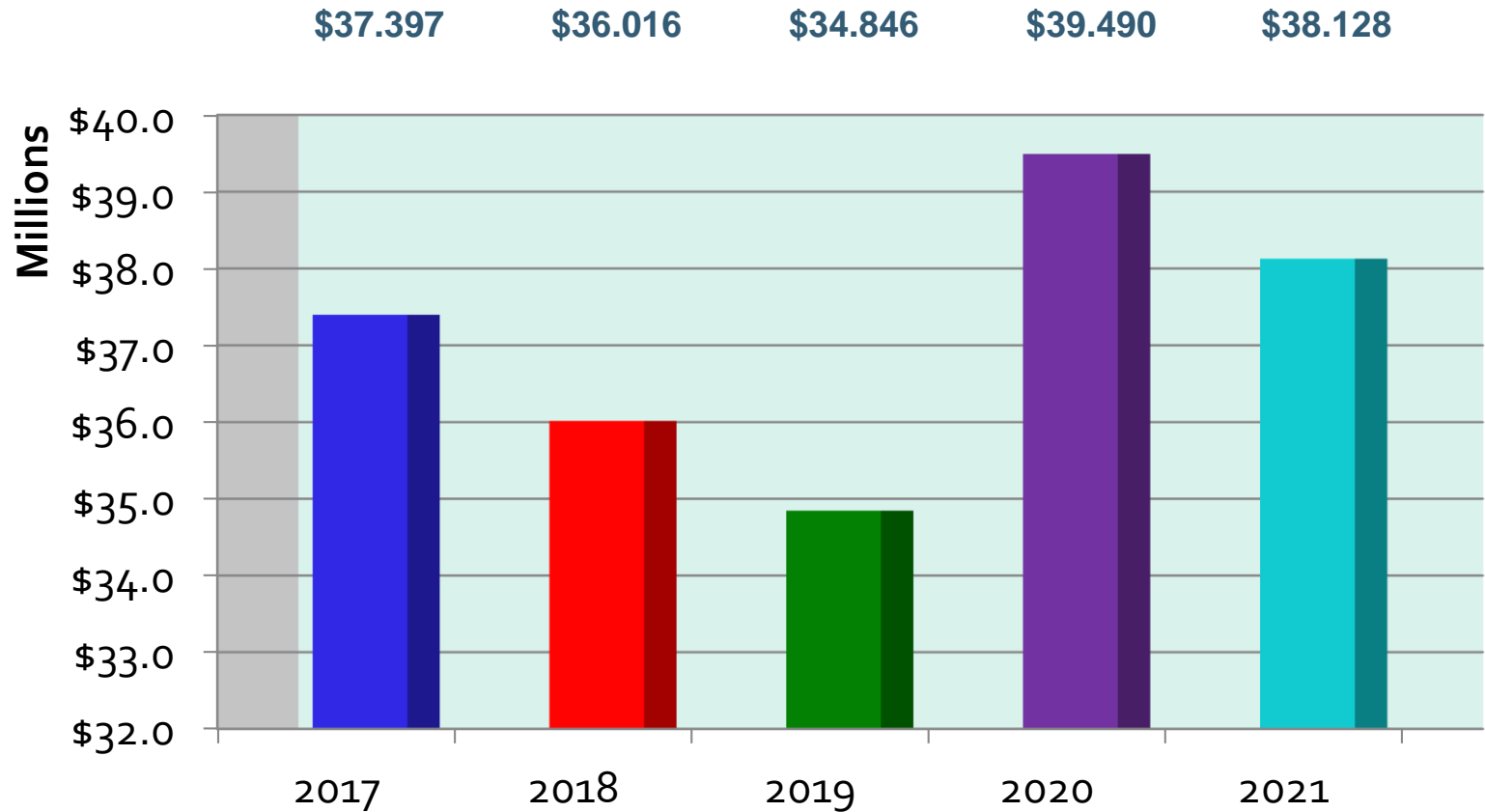
Shares (IN MILLIONS)

Total \$33.775M = 3.53% Decrease



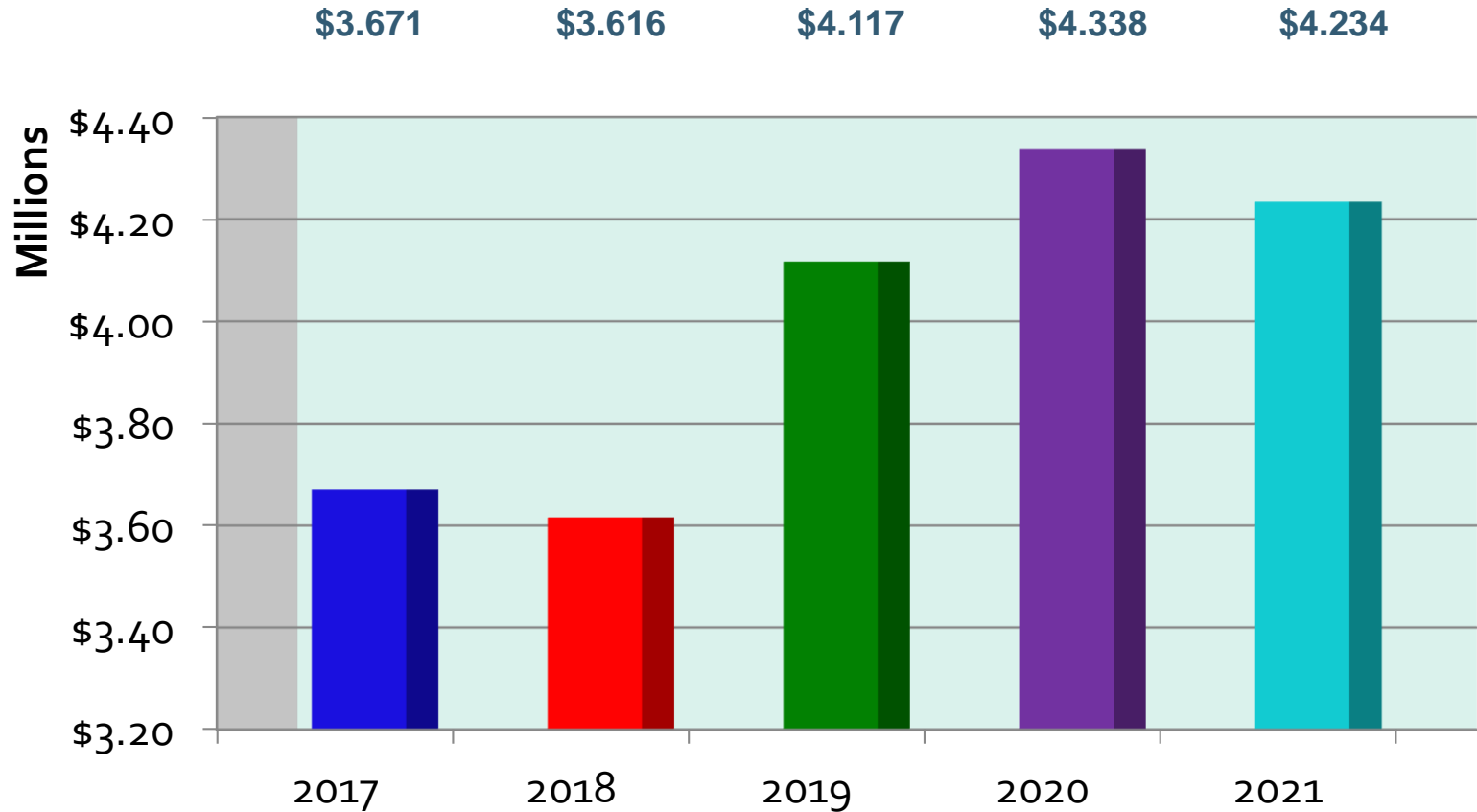
Assets (IN MILLIONS)

Total \$38.128M = 3.45% Decrease

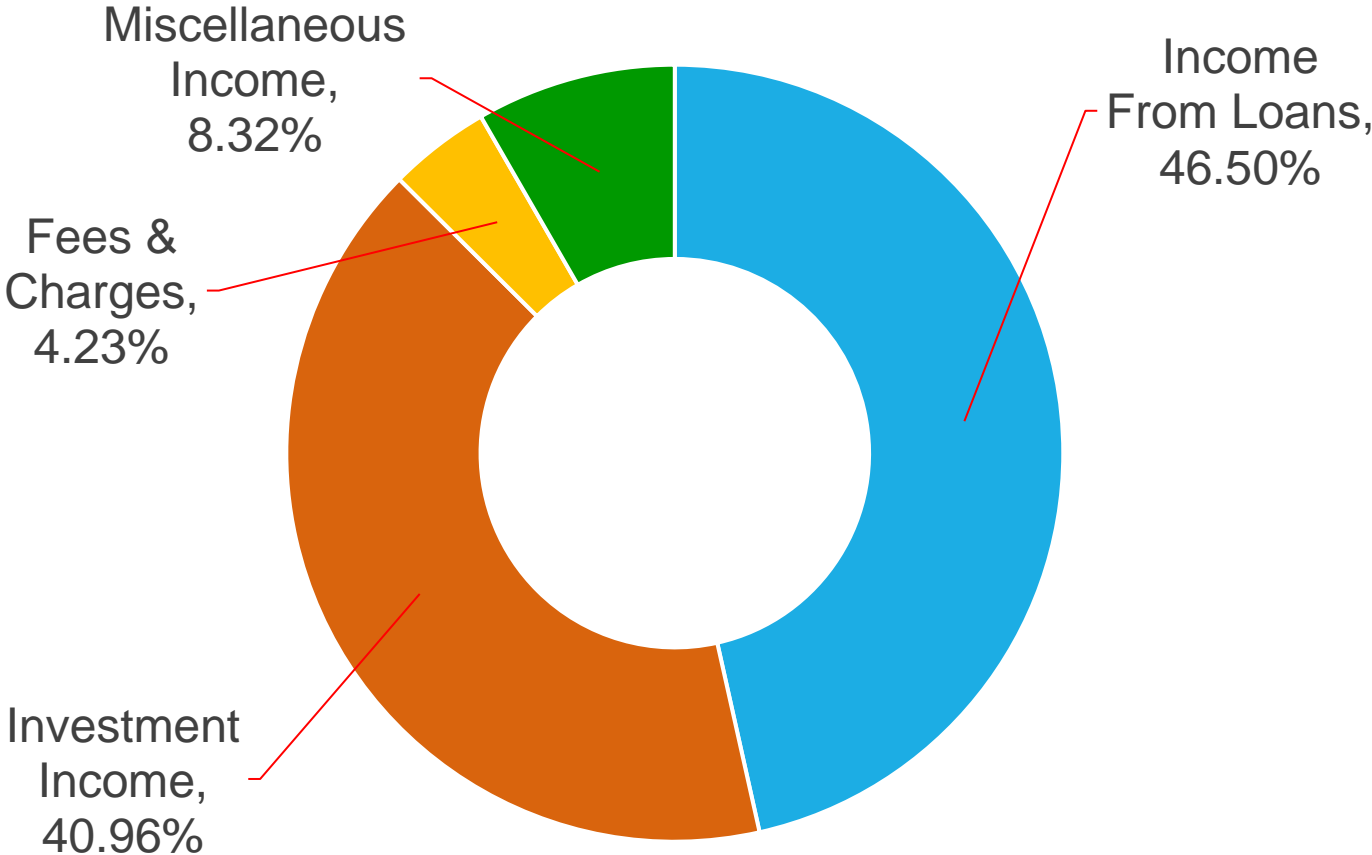


Capital (IN MILLIONS)

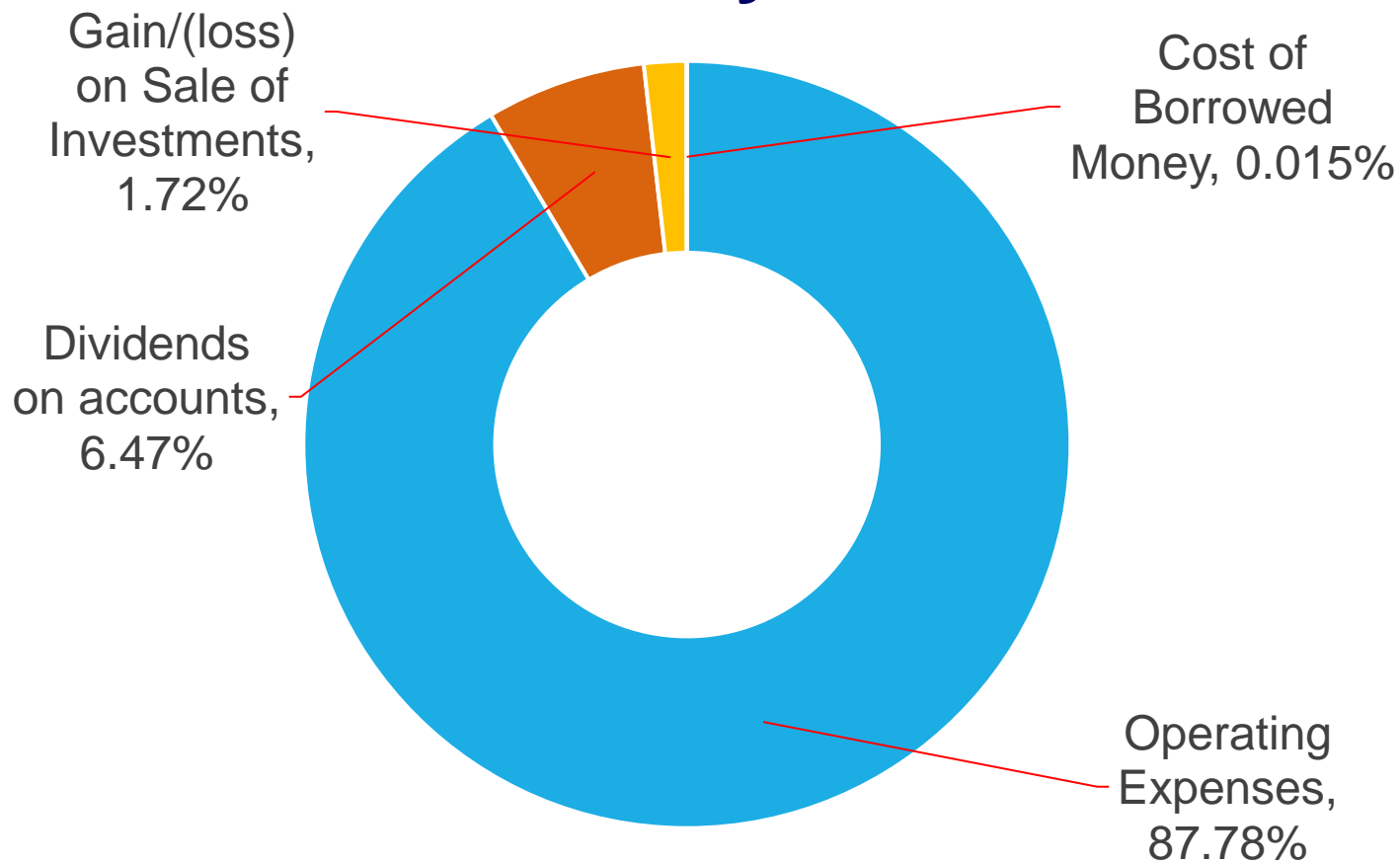
Total \$4.234M = Ratio 11.09% (2020 = 10.98%)



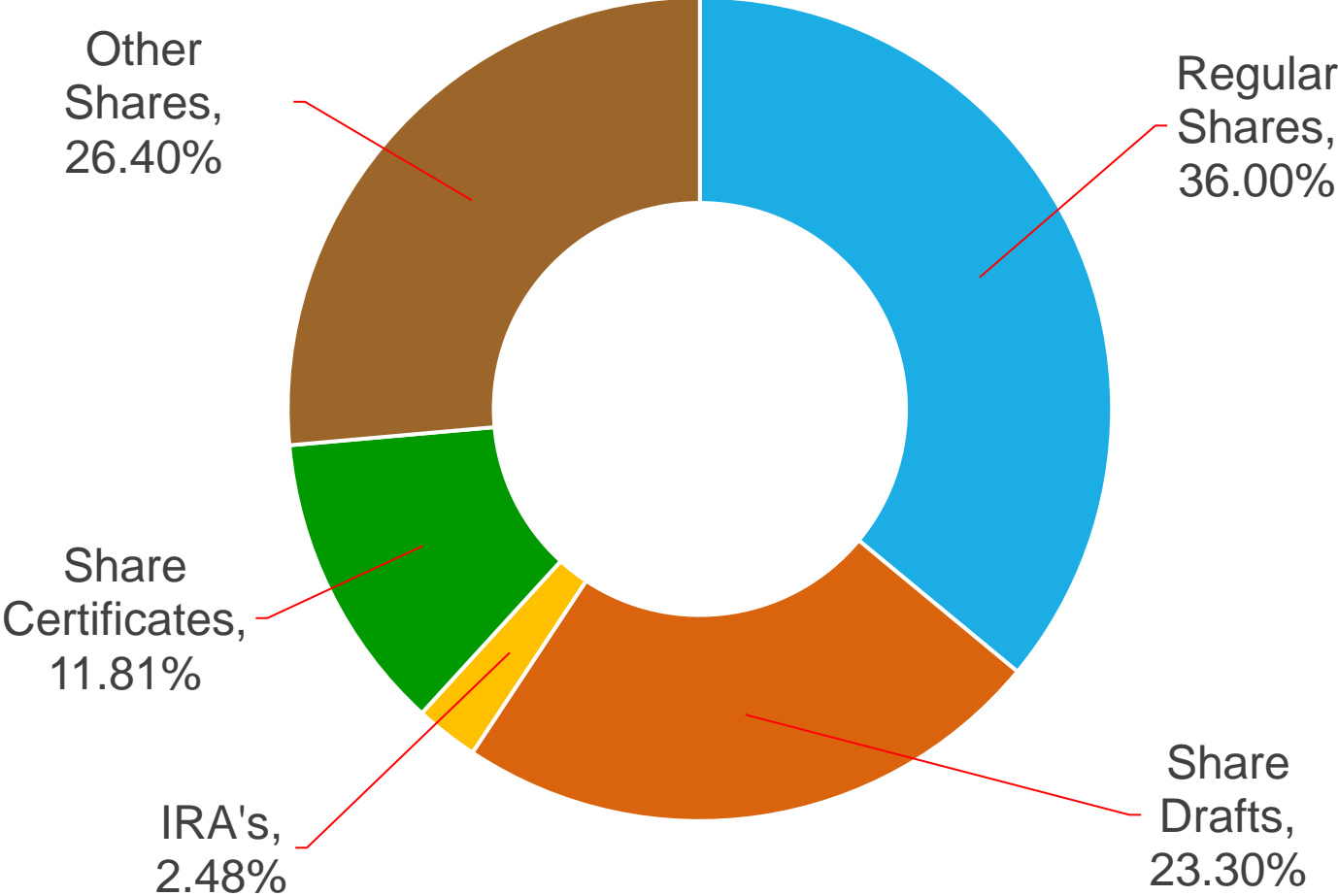
Capstone FCU 2021 Income Analysis



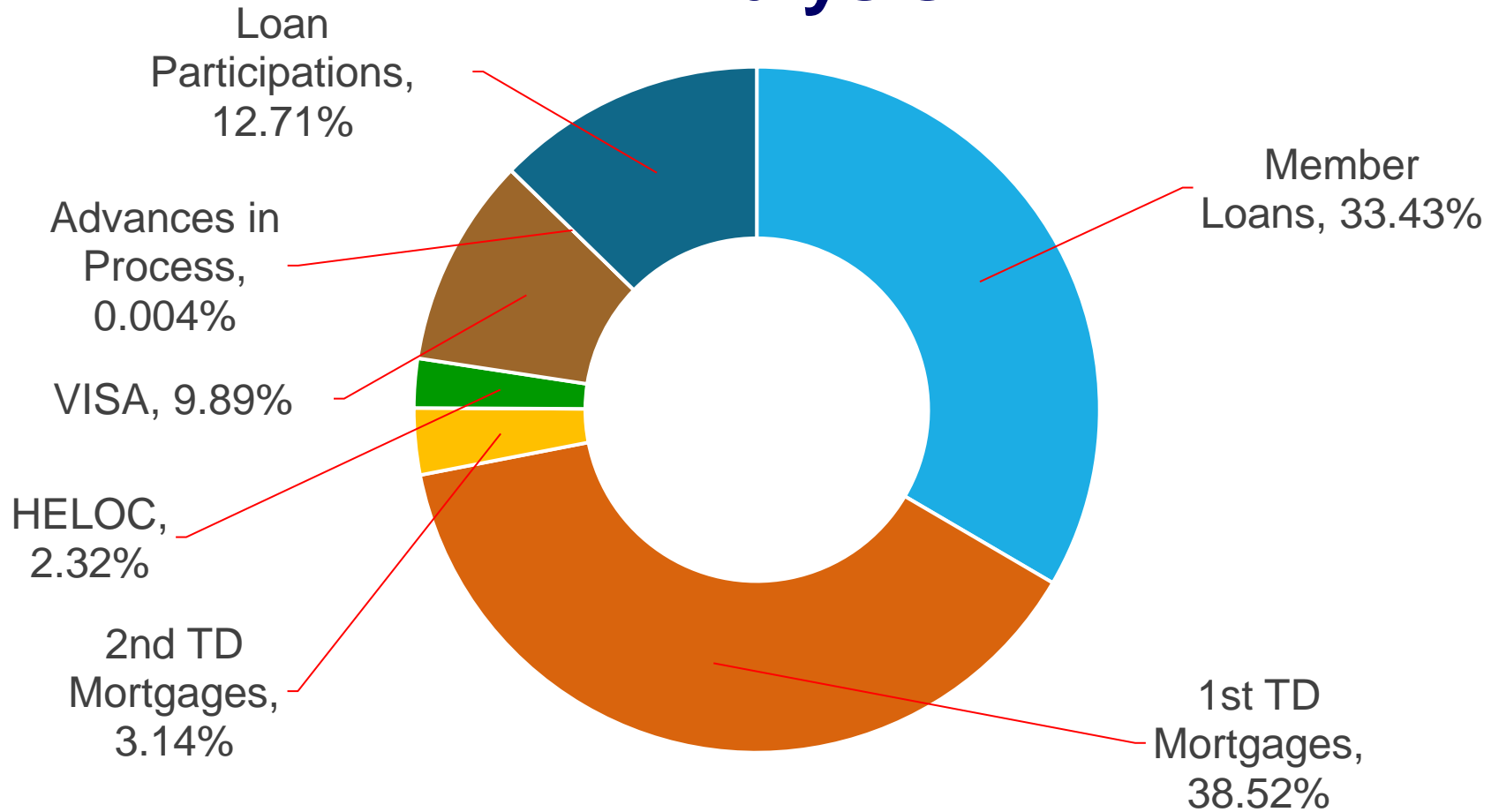
Capstone FCU 2021 Disposition of Income Analysis



Capstone FCU 2021 Member Equity Analysis



Capstone FCU 2021 Loan Portfolio Analysis



Questions and Answers ?

Open to the floor...



Supervisory Committee



Tim Albright
**Supervisory
Committee
Chairman**



Linda Kennedy
**Supervisory
Committee
Chairman**

Unfinished Business ??



Credential Committee Report



Arilda Tinajero
Sr. Loan Officer

Nominating Committee

Elections



Mike McNinch
Nom. Comm. Chair



Candidates

Board of Directors



Sherry Fordham

Remembrance....

30+ Years of Association
and Dedicated Volunteer
Service and Commitment
to your Credit Union!



Art Goldstein (Past Chairman of the BOD)

- Joined Fluor Federal Credit Union as of August 27, 1976
- Appointed to the Board of Directors August 23, 1988
- Elected to the Board of Directors March 1, 1989
- Elected Chairman of the Board of Directors, April 1, 1992
- Served as Secretary of the Board of Directors 2004-2013
- April 2013 presented Capstone FCU plaque for 30+ years of service
- Passed away March 25, 2022



New Business??

Interested in getting involved with YOUR Credit Union?

- **You can help greatly by volunteering to be on the Supervisory Committee, or the Board of Directors ...**
- **Serving as a Volunteer provides you with the opportunity to learn new skills, be involved in monitoring the financial well-being of the Credit Union as well as providing input to drive the strategic direction, growth, and success of YOUR Credit Union.**
- **You typically could expect to spend a maximum of 1-3 hours per month as a volunteer.**
- **Please Contact Candice or Supervisory Committee Chairman Tim Albright if interested.....**

Other Topics?

- **??**



Door Prizes

Any Guesses for the Door Prizes?...



Any Other Guesses...

And the winner is...



This Meeting Is Now Adjourned



Built from a strong foundation



CAPSTONE

FEDERAL CREDIT UNION

Built from a strong foundation

