



*A growing community
Built from a strong foundation*



Welcome To The 71st Annual Meeting Of



*A growing community
Built from a strong foundation*

Wednesday - September 18th, 2024

Welcome / Call To Order



Tim Albright

Chairperson of the Board

Agenda

- **Welcome / Call to order...**
 - **Ascertainment of a Quorum**
 - **Adoption of Agenda**
 - **Reading / Approval of 2023 Annual Meeting Minutes**
 - **Introduction of Board of Directors**
- **Chairman and Presidents Reports...**
 - **Credit Union Staff Introduction**
 - **Year In Review**
 - **The Future**
 - **Financial / Miscellaneous Reports**
 - **Questions and Answers**
- **Supervisory Committee Report...**
- **Unfinished Business...**
- **Credential Committee Report...**
- **Nominating Committee...**
 - **Elections...**
- **Recognition...**
 - **Candice Landeros**
- **New Business...**
- **Door Prizes!...**
- **Adjournment...**

Reading / Approval of 2023 Annual Meeting Minutes



BOARD OF DIRECTORS



Sherry Fordham
Vice Chairperson
(40 yrs Volunteer)



Tom Karpinski
Secretary
(31 yrs Volunteer)



Tim Albright
Chairperson
(13 yrs Volunteer)



Mario Medina
Director
(4 yrs Volunteer)



Mike McNinch
Treasurer
(35 yrs Volunteer)

President's Message:

71 Years of Service To Our Members....:

71 YEARS

7.1 Decades

852 Months

3,702.14 Weeks

25,915 Days

621,960 Hours

37,317,600 Minutes

2,239,056,000 Seconds



Candice Landeros
President



Credit Union Staff



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



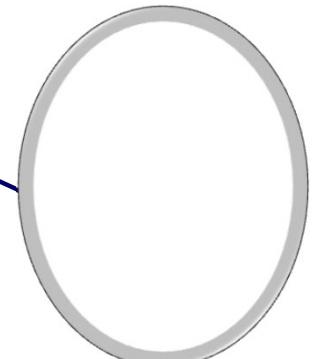
Jennifer A. Gear
Supervisor
(9 yrs with Capstone)



Candice Landeros
President
(25 yrs with Capstone)



Mahda Khanaman
MSR
(Currently Temp Hire)



????
MSR
(Vacant..)

Year 2023 in Review

- Loans and Lending
- Real Estate Lending
- First Trust Deed Loans
- Operating Income [22.60% Increase = Total \$1,155,665.00]
- Operating Expenses [2.51% Increase = Total \$967,004]
(Dec. OE to Gross Income was 81.74%)
Peer was 72.14%
- Total Net Income [2023:-91,927, 2022:-\$37,329, 2021:\$77,535, 2020:\$158,140, 2019:\$103,608]
- Asset Quality Strong
(Delinquency Ratio 2023 = 0.03%)
Peer 0.56%
- We anticipated about the same in Loan Losses & Bankruptcies. The 2023 Allowance for Loan Losses amount of \$22,389 reflected a 260% increase, which was due to our one-time adjustment for CECL allocation requirements

2024/2025 – What's Ahead...

71 Years of Service:

➤ Loan Growth & Cost Control

- Concentrate On Loan Growth
- Preserve Net Worth (Goal 9.50% - 15.00%)
[2023:10.387%, 2022:9.74%, 2021:11.09%, 2020:10.98%, 2019:11.82%]
- Federal Reserve Bank Interest Rates have been steady for this year in 2024. Will they start to go down, or remain?
- Profit Margins Continue To Be Tested In 2024
- 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 Continue To Expand Our Membership And Strengthening/Increasing Our Loan Portfolio

2023/2024 – What's Ahead...

71 Years of Service:

➤ Education

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



➤ What's New

- ⇒ Shared Branching 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/>)
- ⇒ 2023 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?
- ⇒ Capstone Website.. Scan QR Code... > (<https://www.capstonefcu.coop/>)



Capstone FCU Membership Analysis

Potential Members
6,000

Potential Members
264,000

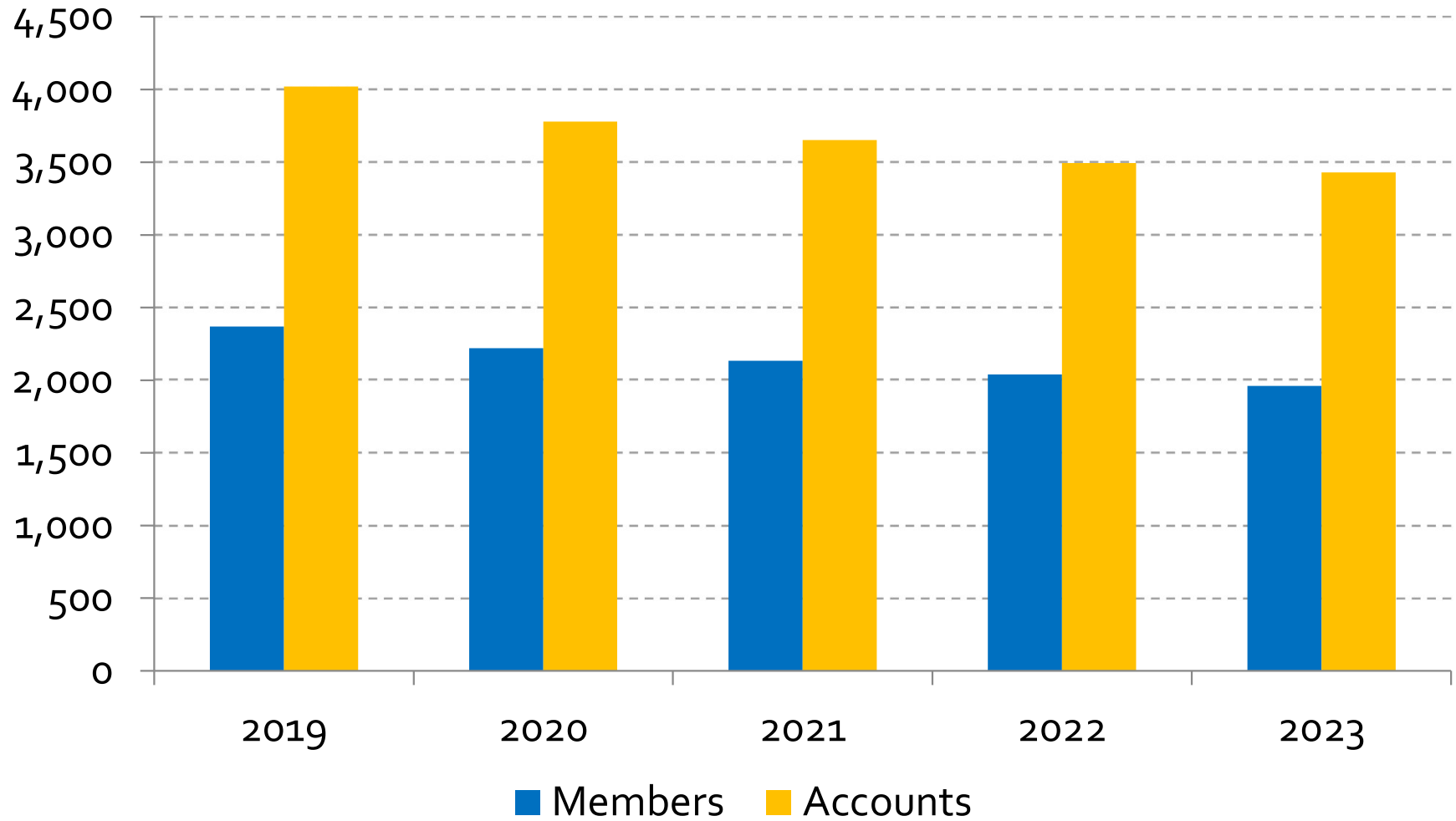
2,370 Mbrs
4,021 Accts

2,221 Mbrs
3,780 Accts

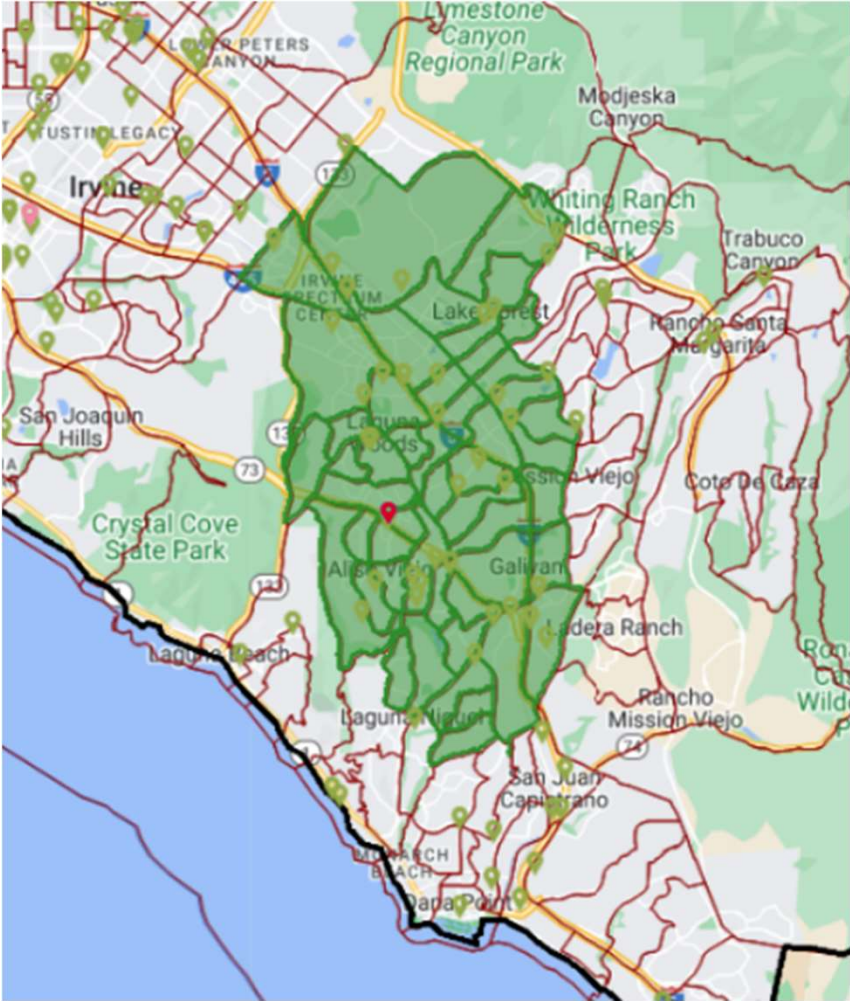
2,134 Mbrs
3,652 Accts

2,039 Mbrs
3,495 Accts

1,960 Mbrs
3,429 Accts



Map of Capstone FCU - NCUA Approved Community Boundaries



Capstone FCU Aliso Viejo Office Location
Approved Community Charter Boundary



Financial Reports



Loans



Shares



Assets



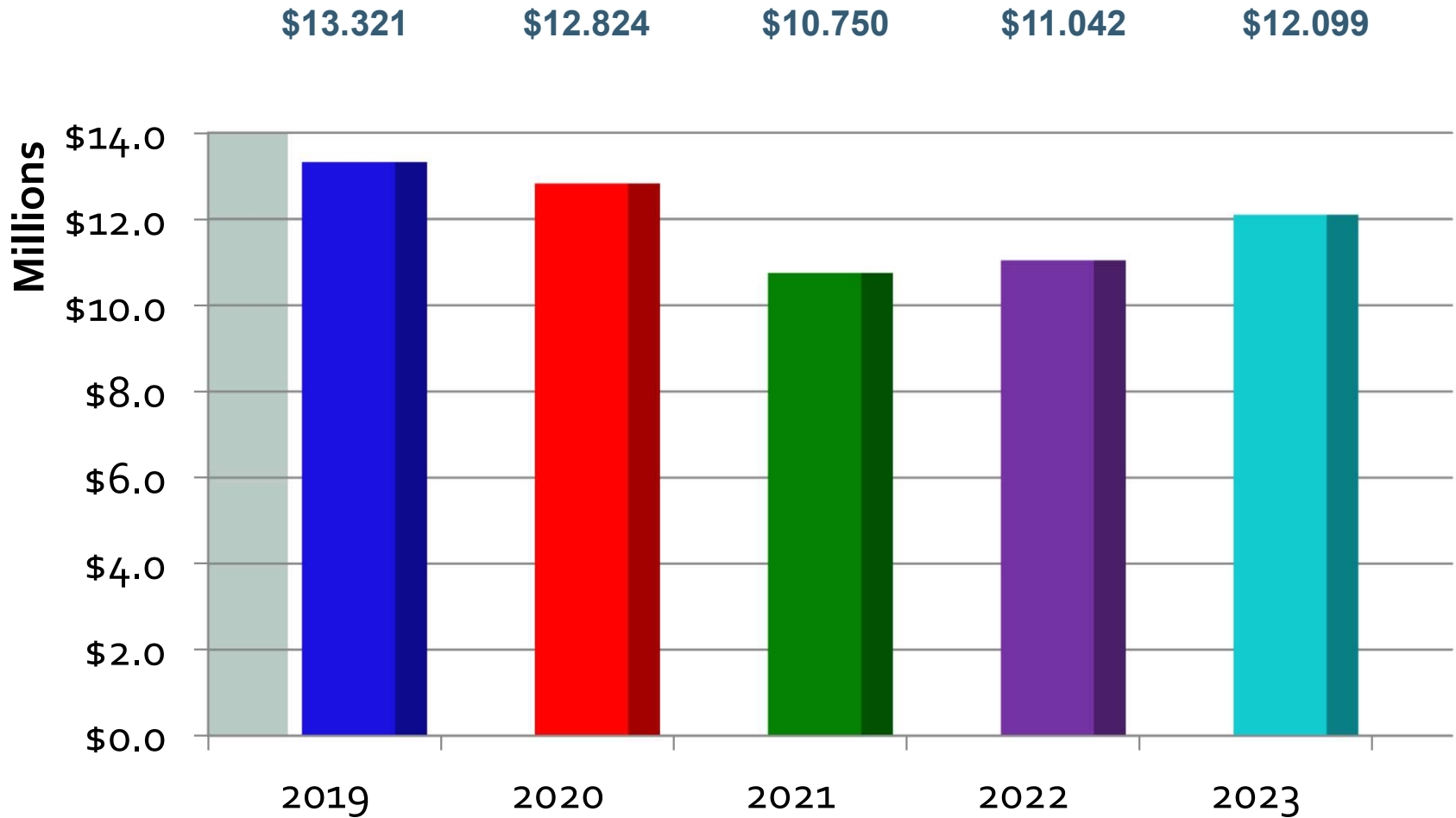
Capital



Miscellaneous

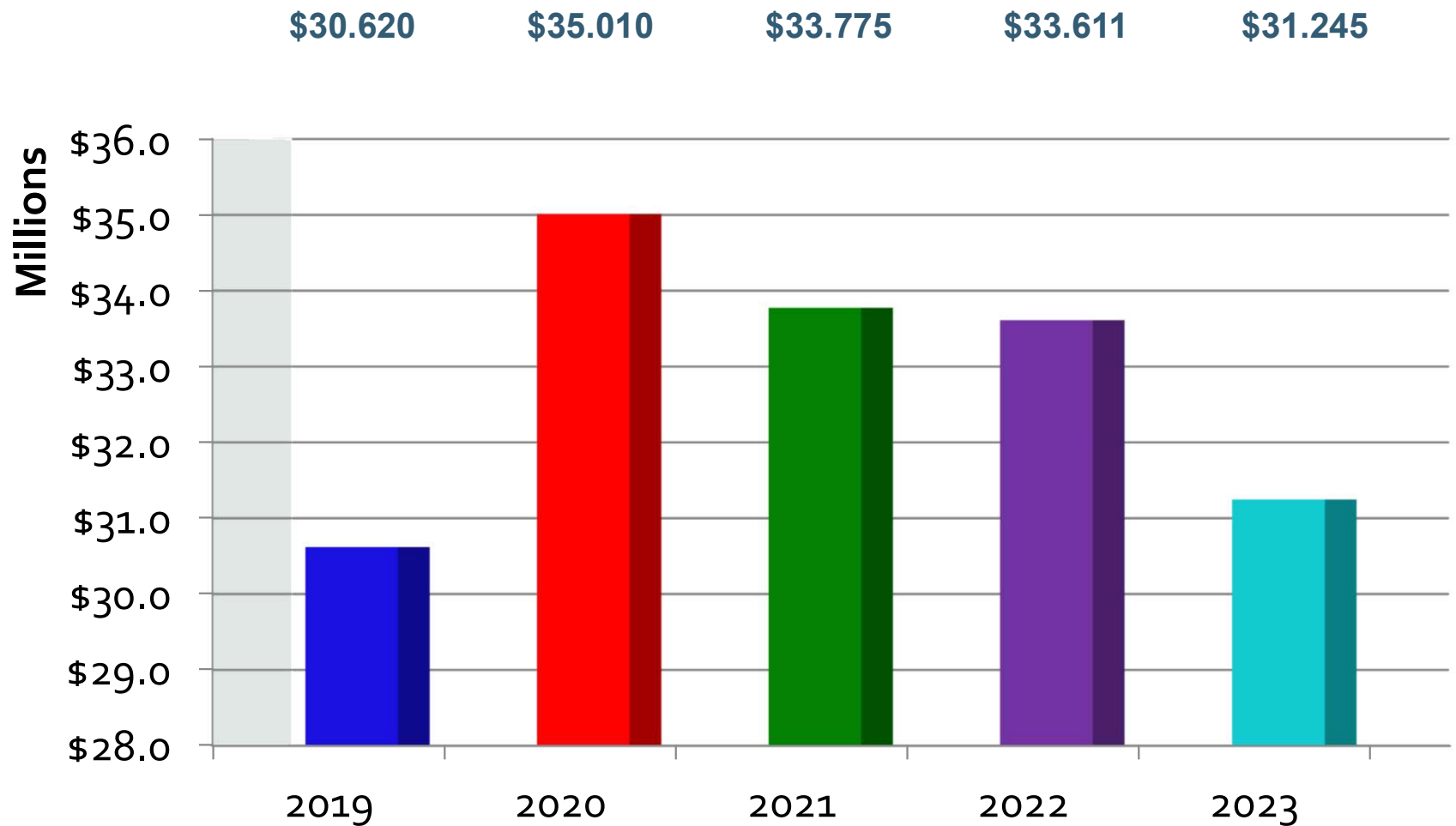
Loans (IN MILLIONS)

\$12.099M = 9.58% Increase



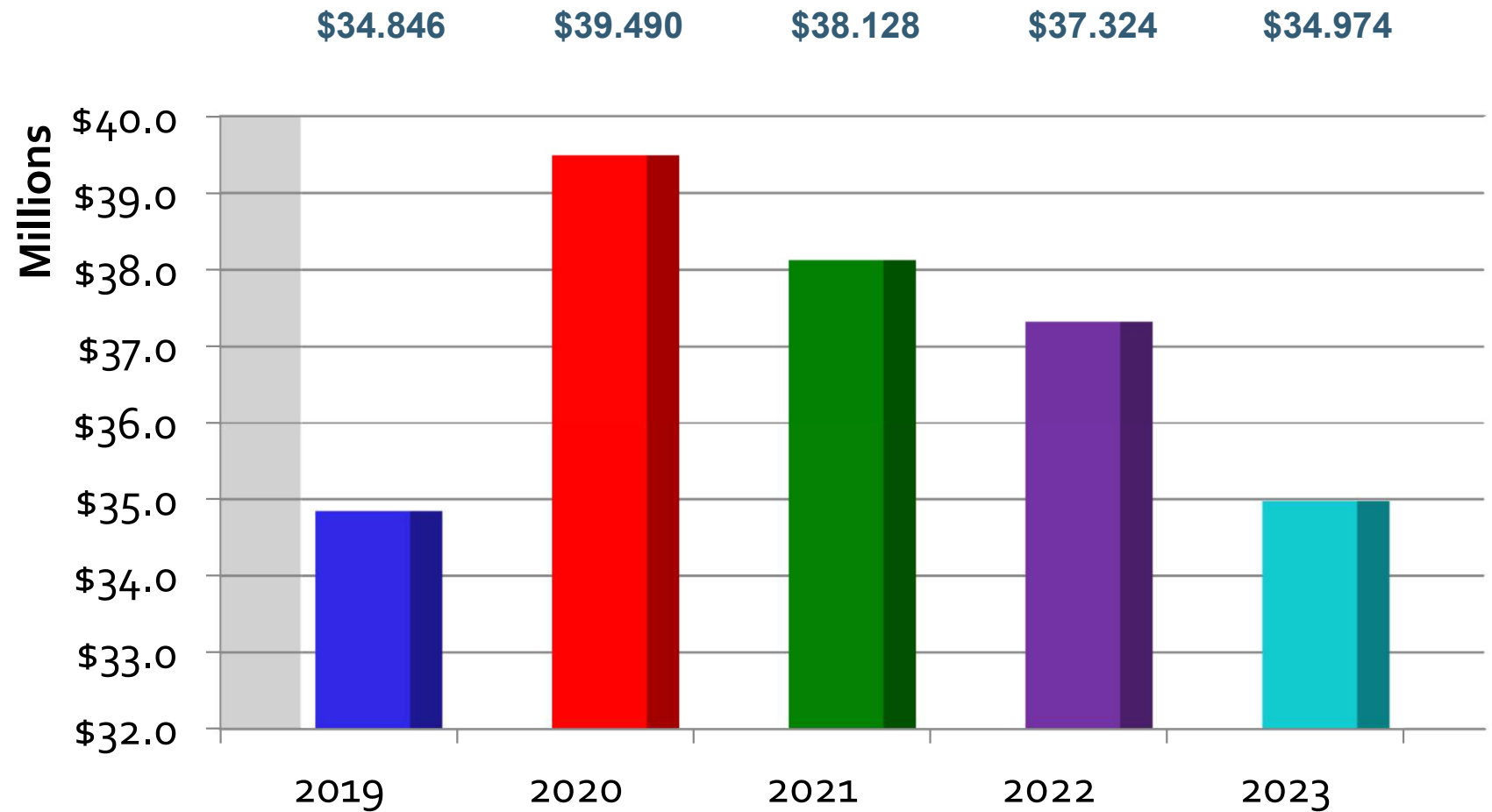
Shares (IN MILLIONS)

Total \$31.245M = 7.04% Decrease



Assets (IN MILLIONS)

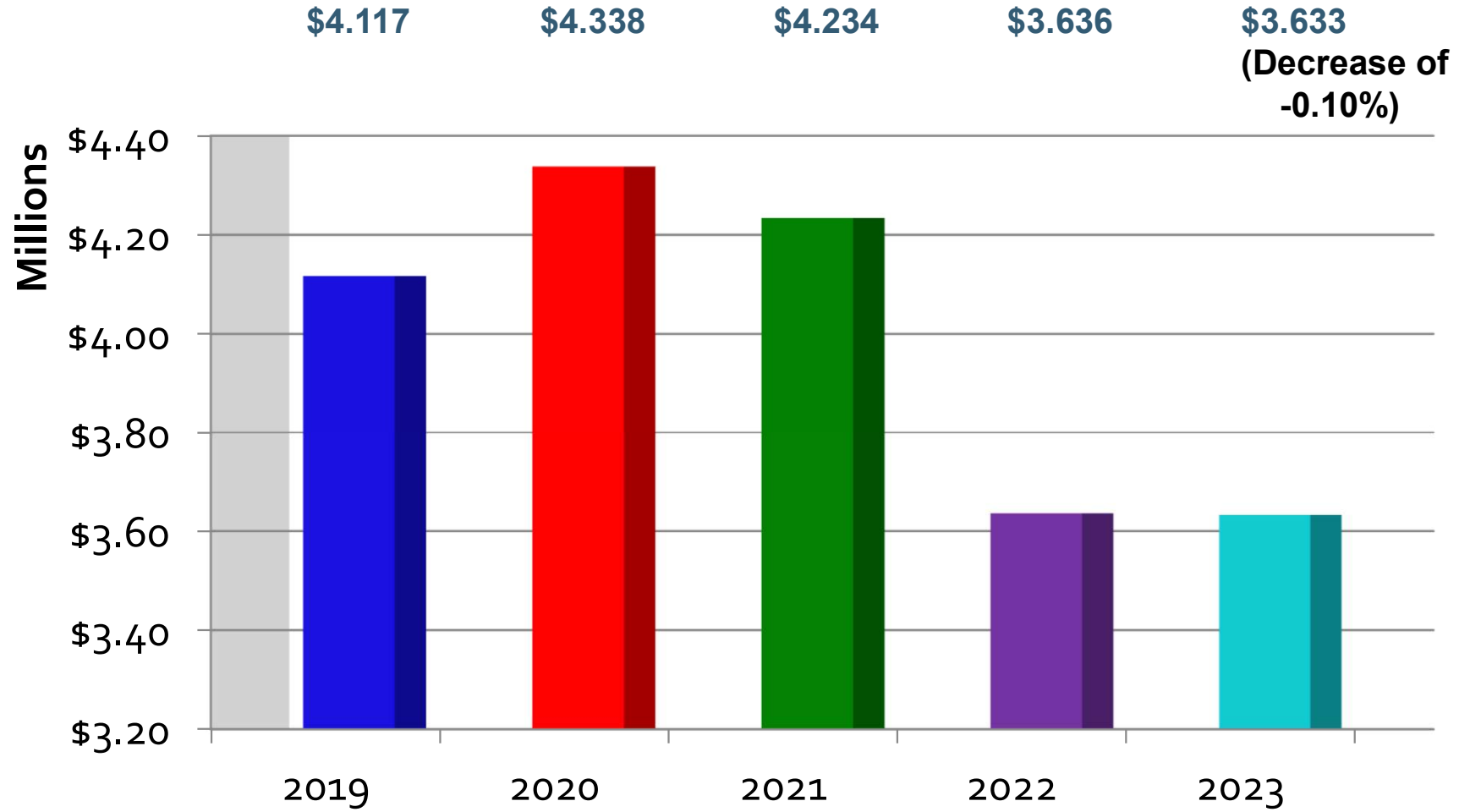
Total \$34.974M = 6.300% Decrease



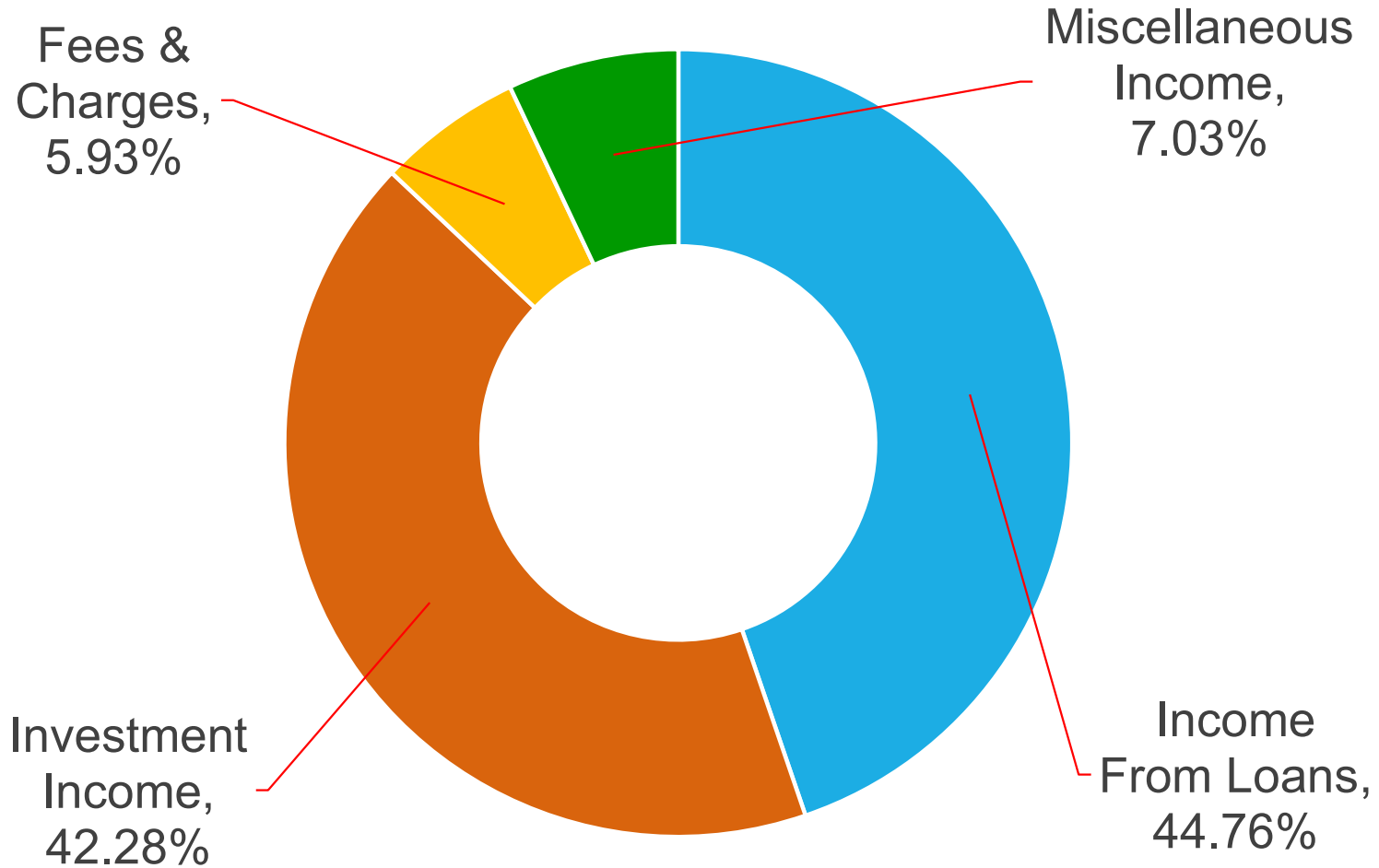
Capital (IN MILLIONS)

Total \$3.633M = Capital Ratio 10.387%

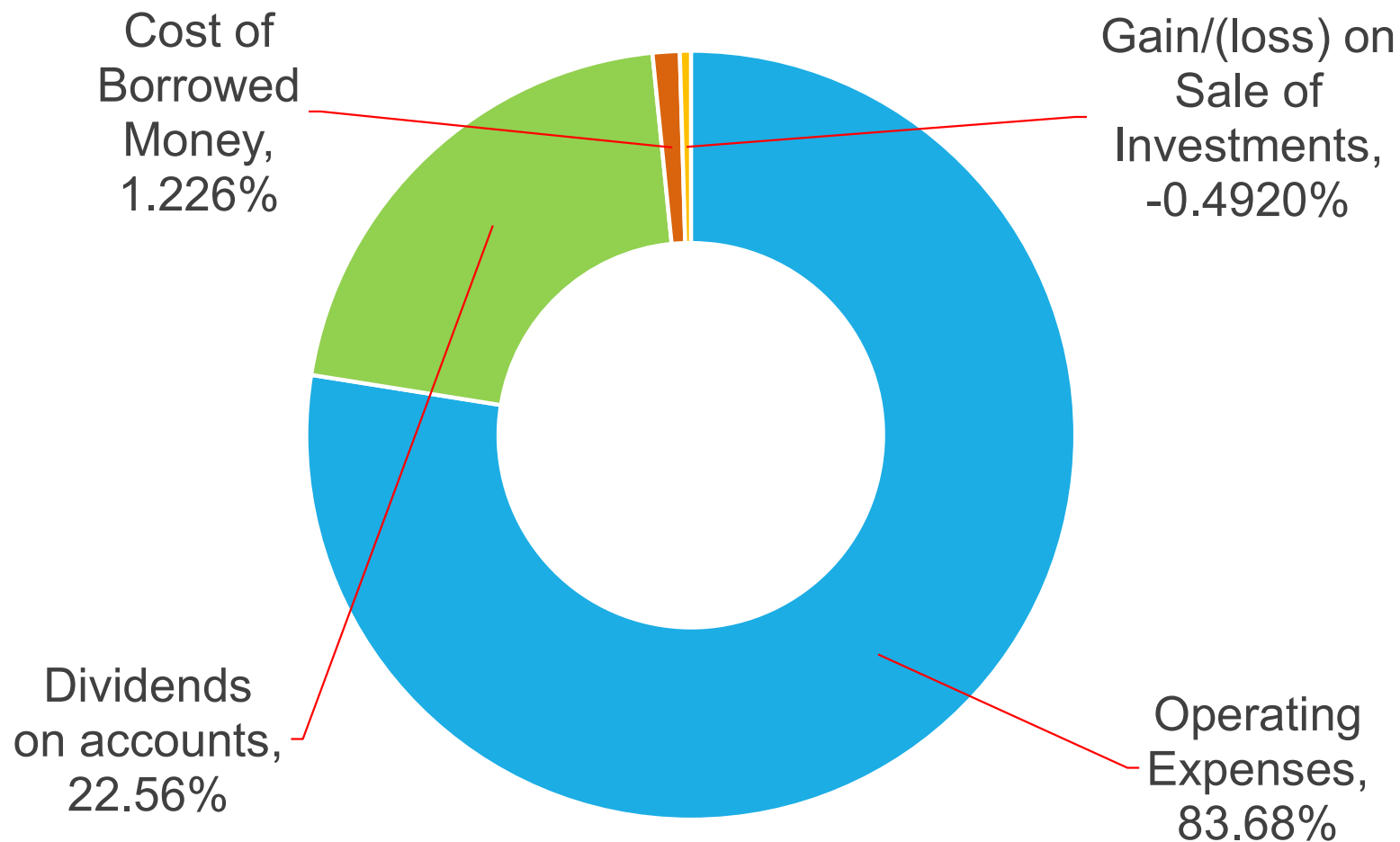
(2022 Capital Ratio = 9.743%)



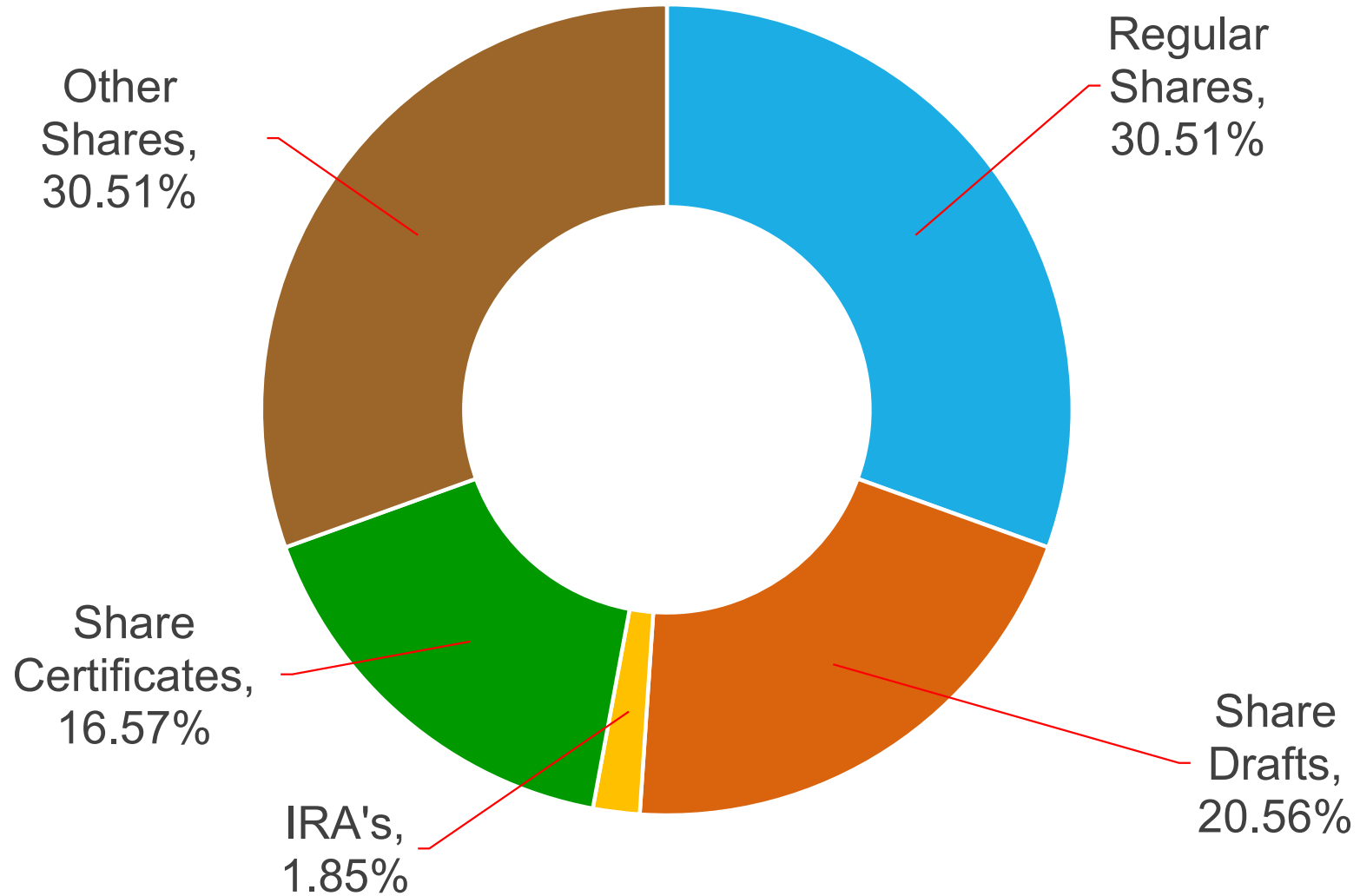
Capstone FCU 2023 Income Analysis



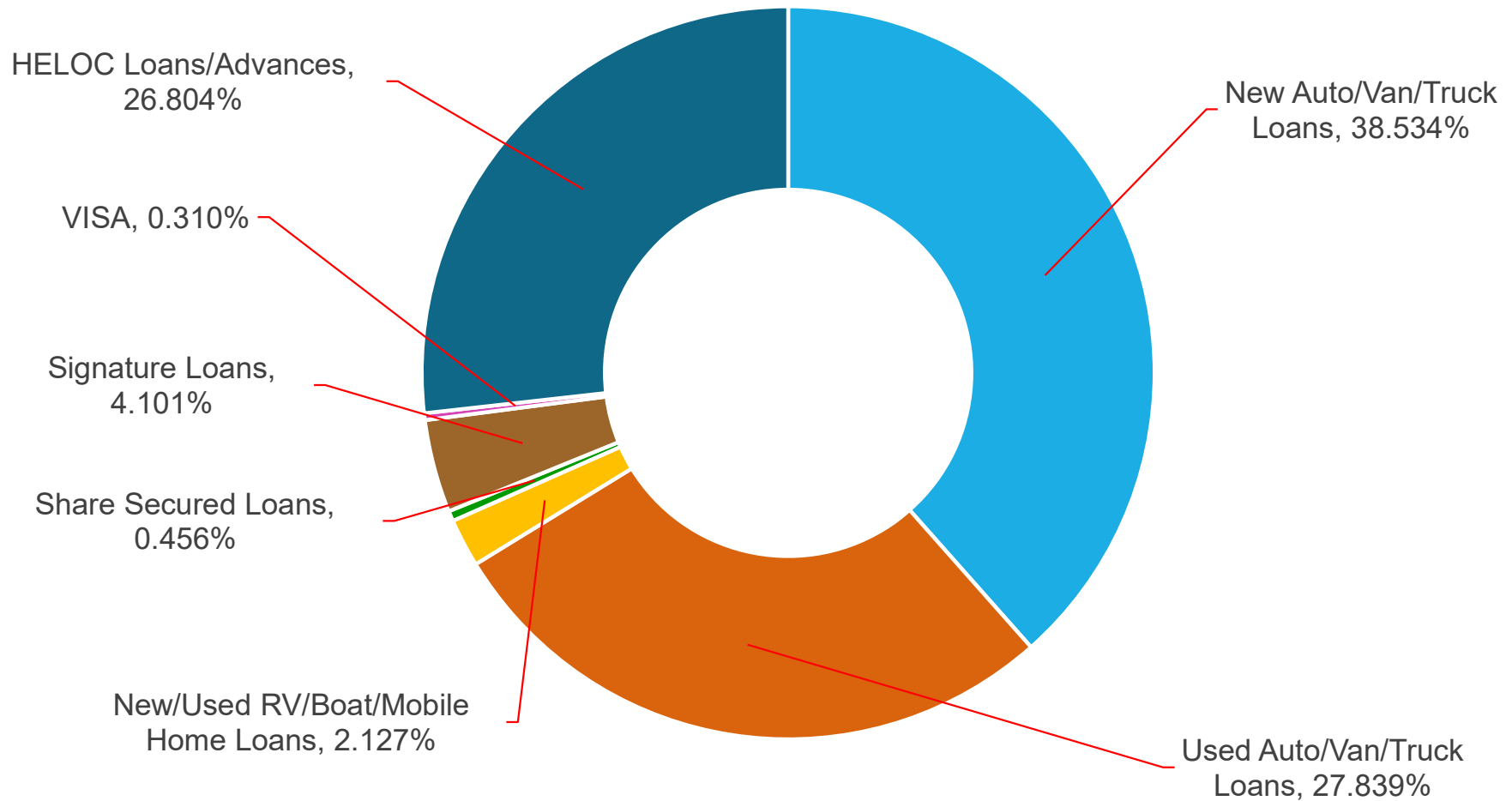
Capstone FCU 2023 Disposition of Income Analysis



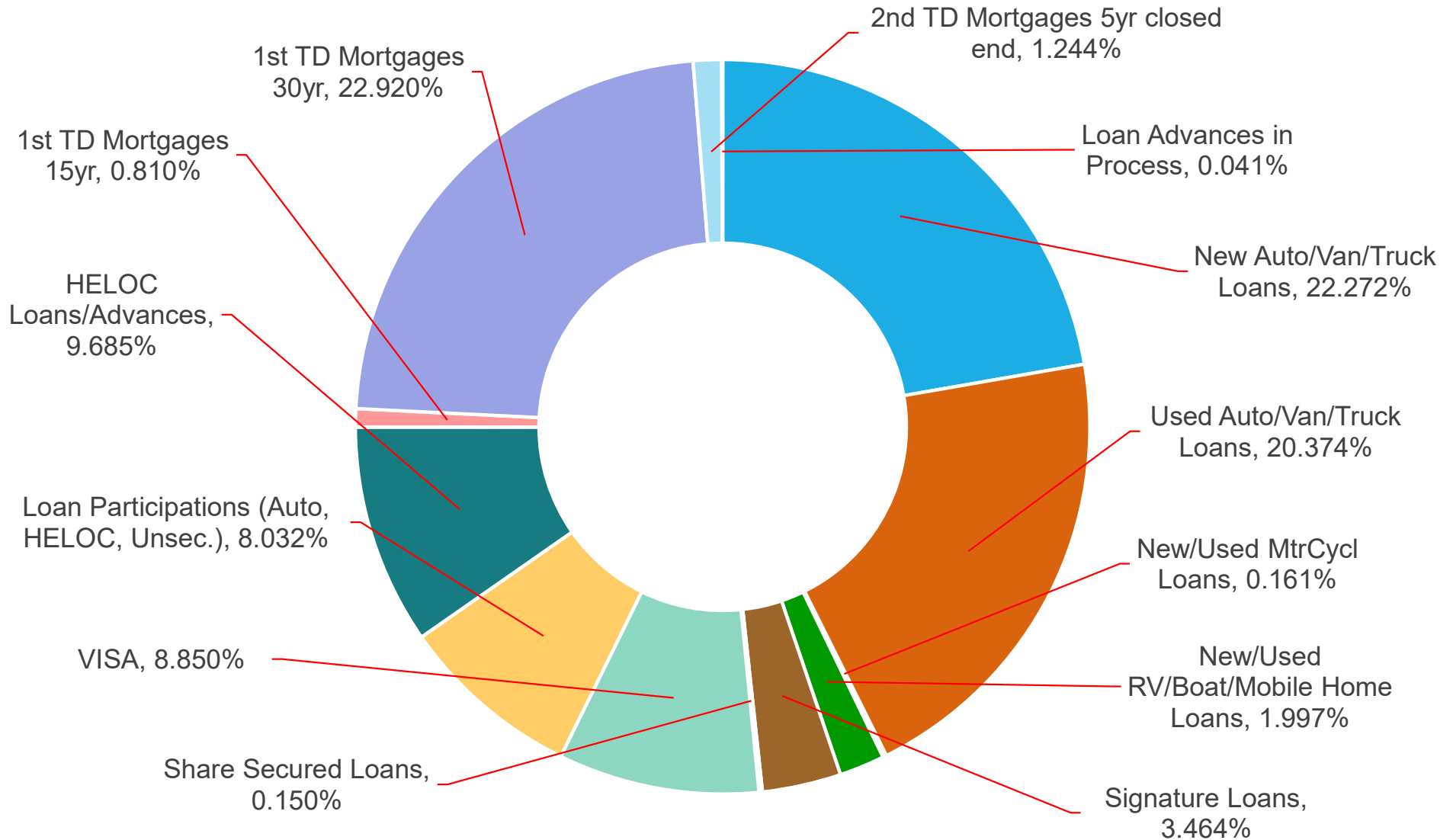
Capstone FCU 2023 Member Equity Analysis



Capstone FCU 2023 Loan Portfolio Analysis



Capstone FCU 2023 Cumulative Loan Portfolio Analysis



Questions and Answers ?

Open to the floor...



Questions
are
guaranteed in
life;
Answers
aren't.



Supervisory Committee



Sherry Fordham

**Supervisory
Committee
Chairperson**



Linda Kennedy

**Supervisory
Committee**



Kathy Cilly

**Supervisory
Committee**



Unfinished Business ??



Credential Committee Report



Jennifer Gear
Supervisor

Nominating Committee

Elections



Mike McNinch
Nom. Comm. Chair



Candidates

Board of Directors



Mario Medina



Tim Albright

Recognition....

**25+ Years of employment
and Committed service
to your Credit Union!**



Candice Landeros **(President Capstone FCU)**

- Started her first CU Job in 1986
- Has worked for 3 credit unions in Orange County
- Hired at Fluor Irvine Office, never worked there
- Started in AV office July 6, 1999
- Started in CU's as receptionist, titles held include New Accounts, New Accounts Supervisor, Operations, Operations Supervisor, Vice President (2007) Acting President (2012) now President (2013 and still going)
- Attended Cal Poly Pomona; graduated a 3-year Western CUNA Management School, attended various management leadership schools/trainings, graduated as a Credit Union Development Educator, (CUDE), from the National Credit Union Foundation.
- In her free time, (what's that??), she plays softball, watches her children play sports, swims, hangs out with friends and family. Always looking for fun and trying to find her next laugh.

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 Sherry Fordham if interested.....

Other Topics?

- ??



Door Prizes

Any Guesses for the Door Prizes?...



Any Other Guesses...

And the winner is...



This Meeting Is Now Adjourned



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CAPSTONE

FEDERAL CREDIT UNION

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Thank You!

And Good Night!

