

Welcome To The 70th
Annual Meeting Of



Built from a strong foundation

Thursday - April 6th, 2023

-- "Our Platinum Anniversary" --

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 2022 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 / Remembrance...**
 - **Berna Celikkol / Farah Ghanitabe**
- **New Business...**
- **Door Prizes!...**
- **Adjournment...**

Reading / Approval of 2022 Annual Meeting Minutes



BOARD OF DIRECTORS



Sherry Fordham
Vice Chairperson
(39.1 yrs Volunteer)



Tom Karpinski
Secretary
(29.8 yrs Volunteer)



Tim Albright
Chairperson
(10.8 yrs Volunteer)



Mike McNinch
Treasurer
(33.4 yrs Volunteer)

1953 Trivia...

1. When was Capstone FCU originally established?

1 Monday May 18, 1953

2 Monday March 23, 1953

3 Monday April 20, 1953

2. Who was the 1953 World Series Champions?

4 Boston Red Sox

5 Brooklyn Dodgers

6 New York Yankees



President's Message:

70 Years of Service: Platinum Anniversary....



Candice Landeros
President

70 YEARS

7 Decades
840 Months
3,652 Weeks
25,567 Days
613,608 Hours
36,816,480 Minutes
2,208,988,800 Seconds



Credit Union Staff



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



Jennifer A. Gear
Supervisor
(8.1 yrs with Capstone)



Candice Landeros
President
(23.8 yrs with Capstone)



Tracy Holder
MSR
(0.8 yrs with Capstone)



Berna Celikkol
MSR
(15.2 yrs with Capstone)

Year 2022 in Review

- Loans and Lending
- Real Estate Lending
- First Trust Deed Loans
- Operating Income [5.77% Decrease = Total \$984,650.00]
- Operating Expenses [2.82% Increase = Total \$943,344.00]
(Dec. OE to Gross Income was 95.81%)
Peer was 97.23%
- Total Net Income [2022: **-\$37,329**, 2021: \$77,535, 2020: \$158,140, 2019: \$103,608, 2018: \$101,571]
- Asset Quality Strong
(Delinquency Ratio 2022 = 0.44%)
Peer 0.79%
- Facilities (Long Beach & SOKA)
- We anticipated about the same in Loan Losses & Bankruptcies. *The 2022 Allowance for Loan Losses amount of **-\$19,645** reflected a 32.74% smaller allocation from the previous year 2021 allowance amount of **-\$29,206**.* We do hope to see about the same 2022 value next year in our rebuilding economy.

2023/2024 – What's Ahead...

70 Years of Service: Platinum Anniversary....

➤ Loan Growth & Cost Control

- **Concentrate On Loan Growth**
- **Preserve Net Worth (Goal 9.50% - 15.00%)**
[2022:9.74%, 2021:11.09%, 2020:10.98%, 2019:11.82%, 2018: 10.04%]
- **Federal Reserve Bank Interest Rates: Will they stay or go UP!**
- **Profit Margins Continue To Be Tested In 2023**
- **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**

2023/2024 – What's Ahead...

70 Years of Service: Platinum Anniversary....

➤ Education

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

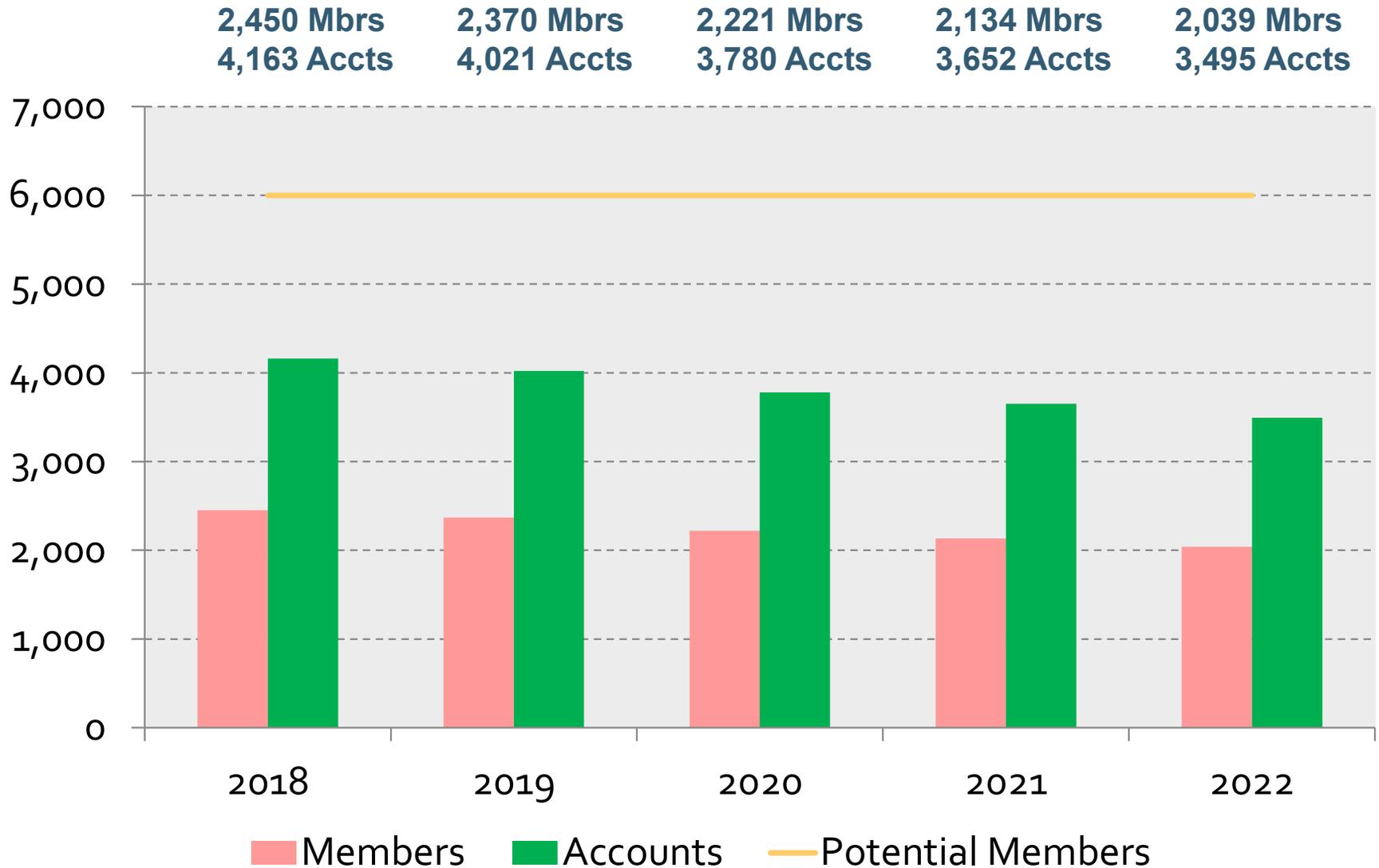


➤ What's New

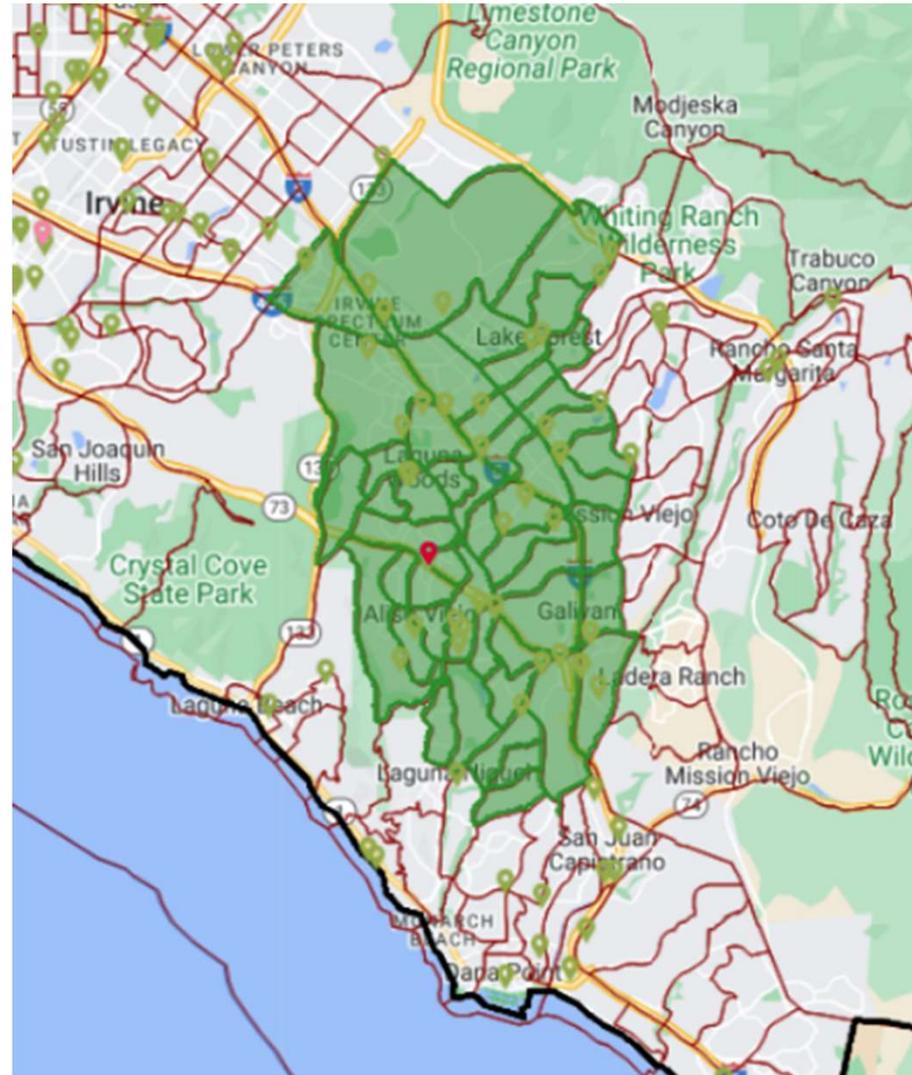
- ⇒ Shared Branching now available
 - ⇒ Utilize other CU facilities near you for transactions:
Go to ATM/Shared Branch Locator link on Capstone Home page to search for locations (<https://co-opcreditunions.org/>)
- ⇒ 2022 has come and gone
- ⇒ We are looking ahead
 - ⇒ What can we do better?
 - ⇒ How 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



Map of Requested Community



Capstone FCU Aliso Viejo Office Location
Requested Community Charter Boundary



Which of the following statements best describes NEW loan types now offered by Capstone FCU?

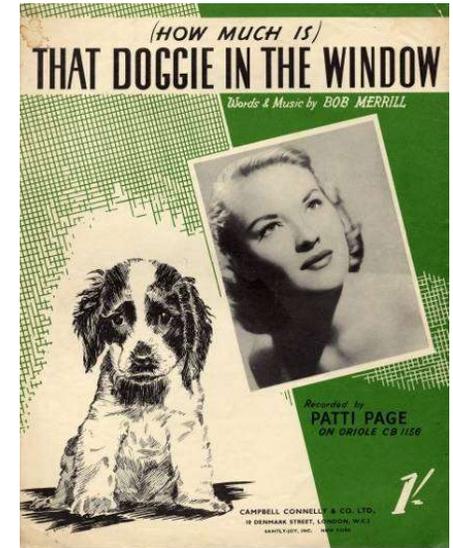
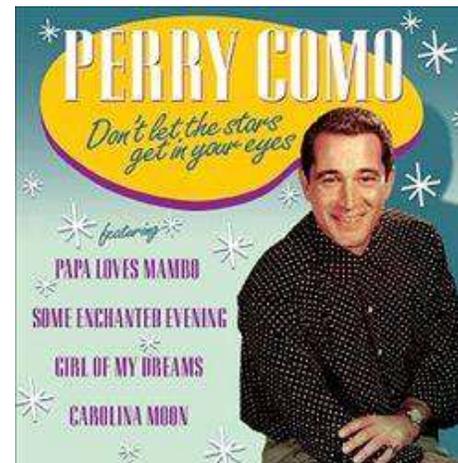
- 1 Auto/MtrHme/Boat/MtrCycle Loans?
- 2 Share Secured Loans?
- 3 First Trust Deed Loans?
- 4 HELOC Loans?
- 5 Signature Loans?
- 6 All of the above

Platinum Anniversary Year



Billboard Number One Songs:

- I Saw Mommy Kissing Santa Claus – Jimmy Boyd
- Don't Let The Stars Get In Your Eyes – Perry Como
- The Doggie In The Window – Patti Page
- Vaya Con Dios – Les Paul & Mary Ford
- Rags to Riches – Tony Bennett



Platinum Anniversary Year

Financial Reports



Loans



Shares



Assets



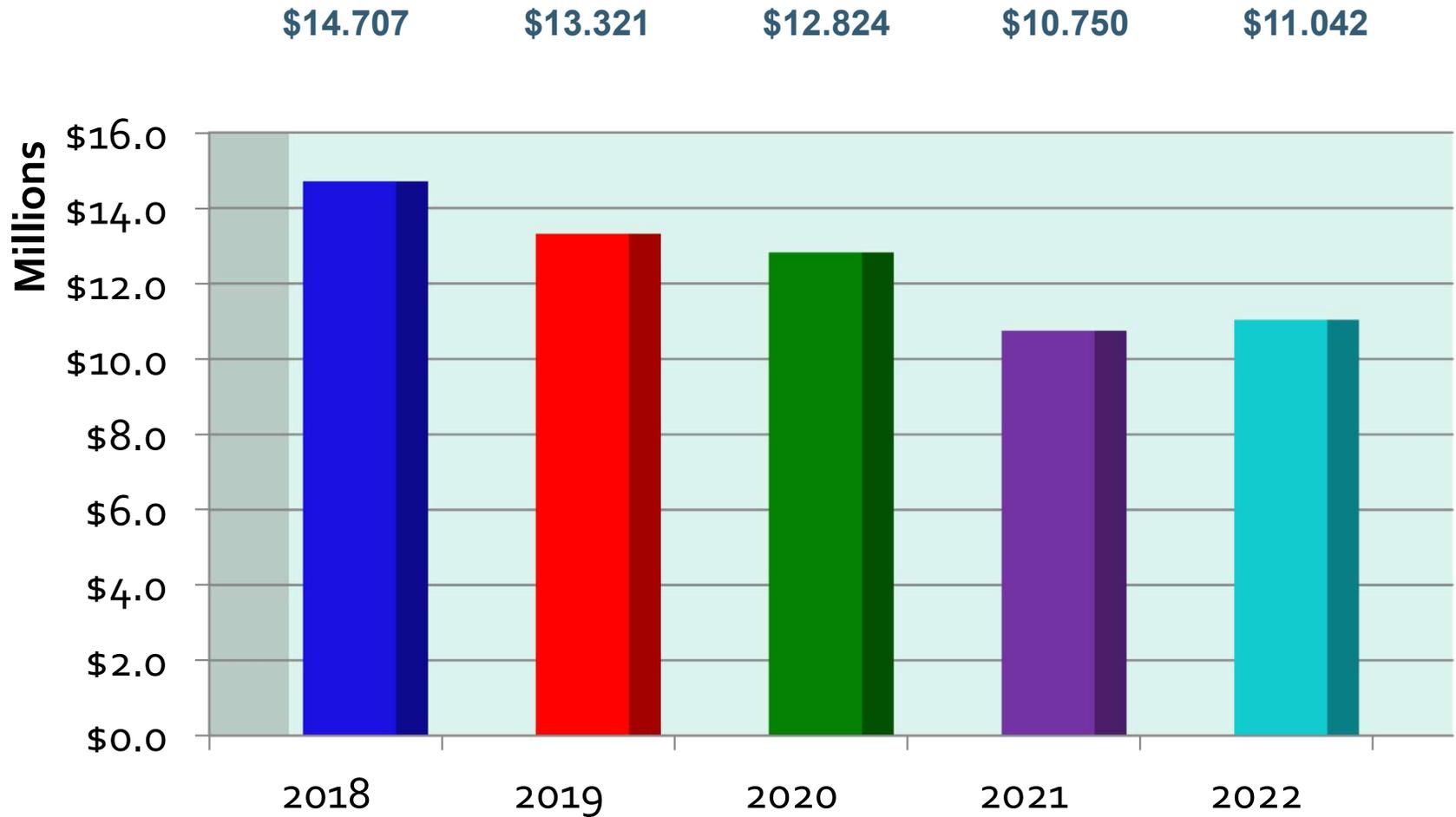
Capital



Miscellaneous

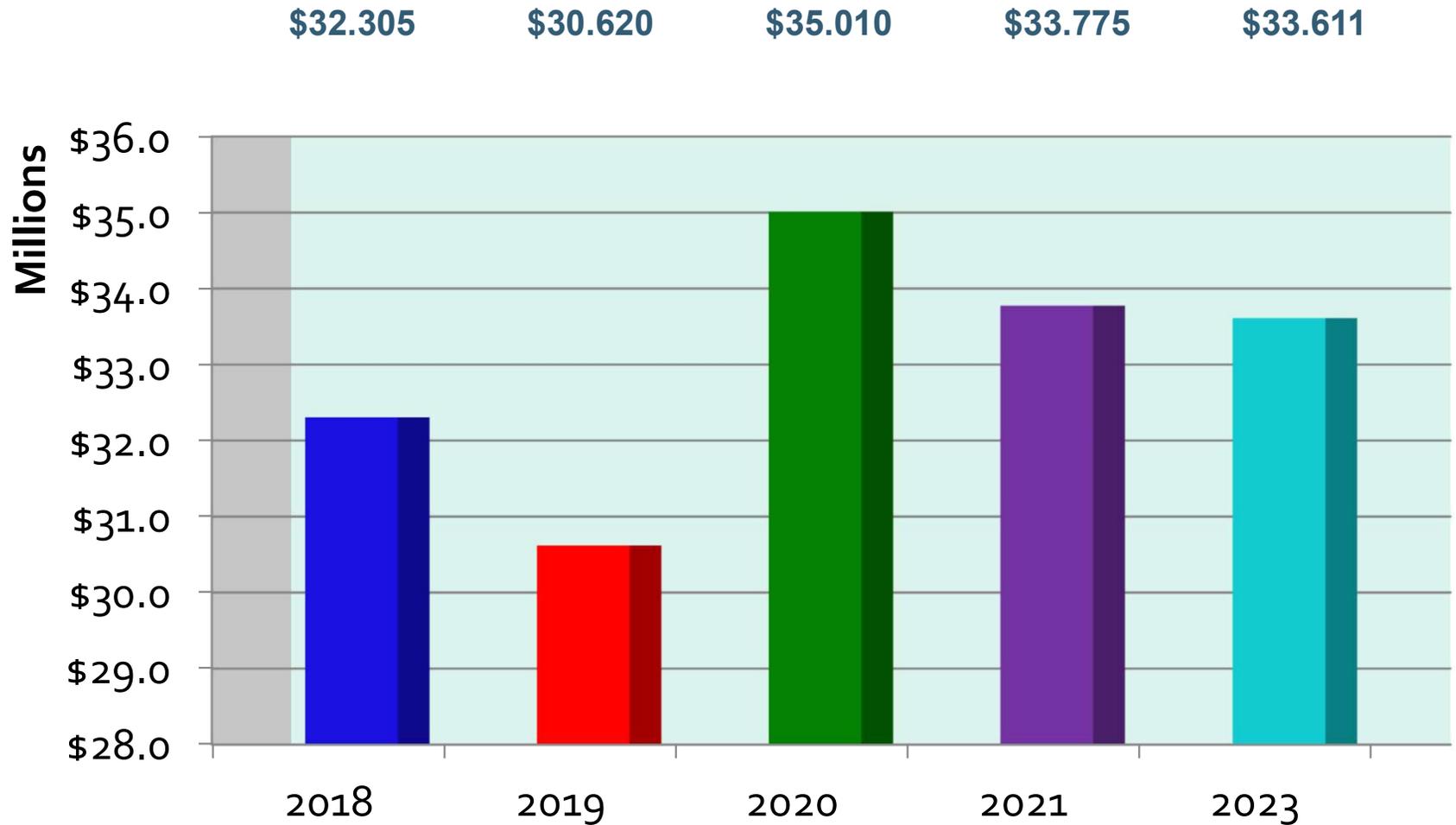
Loans (IN MILLIONS)

\$11.042M = 2.716% Increase



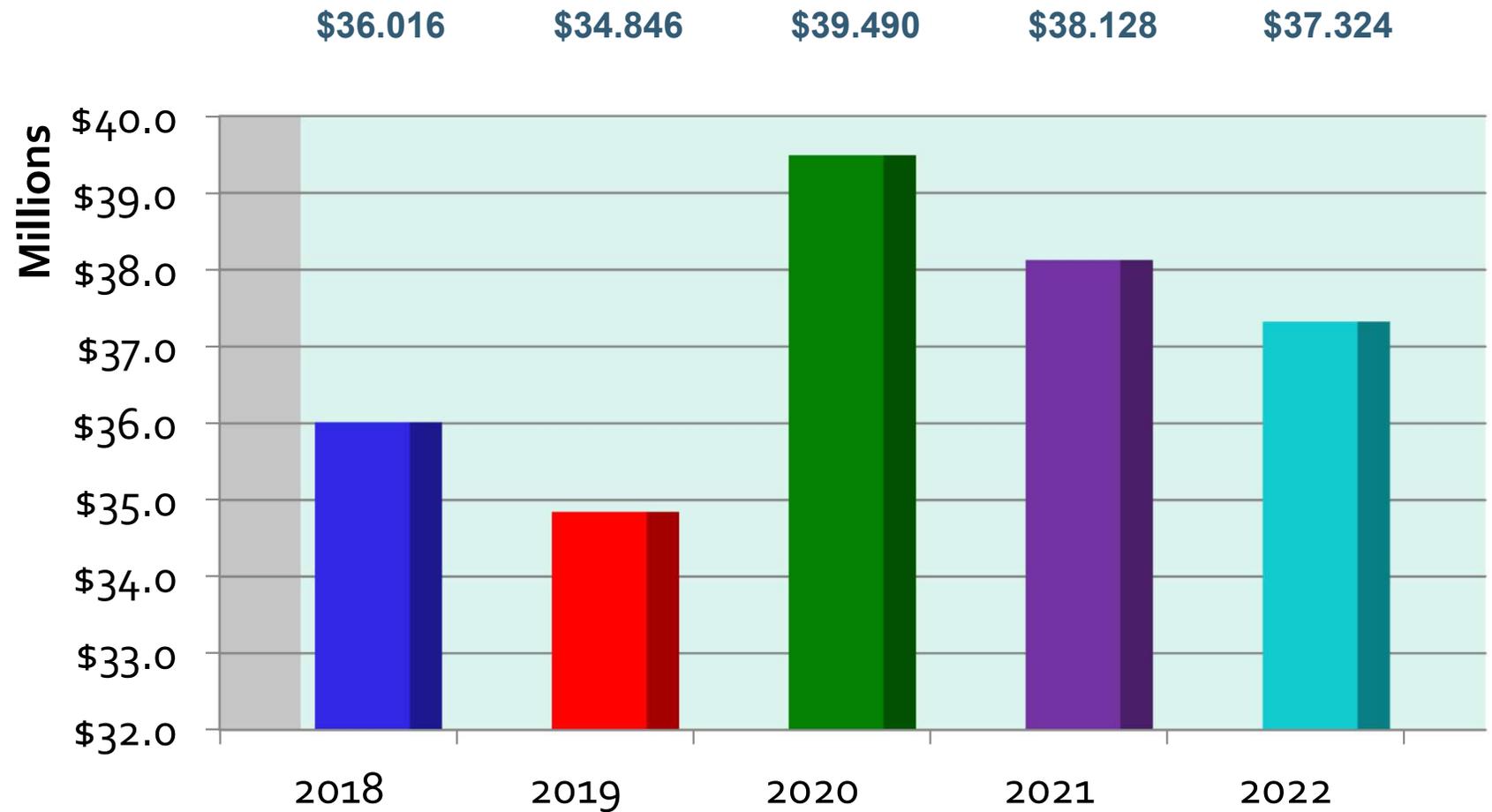
Shares (IN MILLIONS)

Total \$33.611M = 0.486% Decrease



Assets (IN MILLIONS)

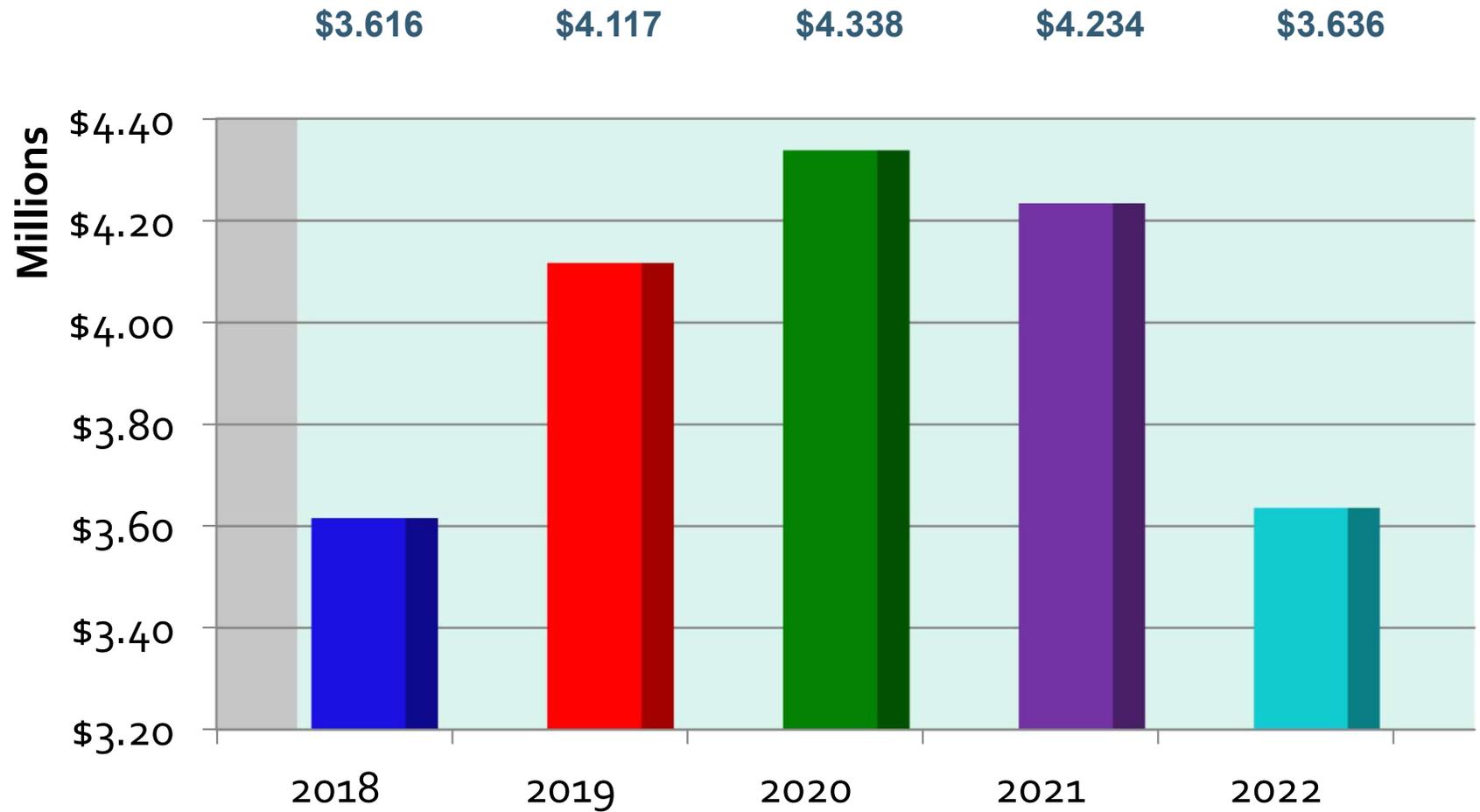
Total \$37.324M = 2.109% Decrease



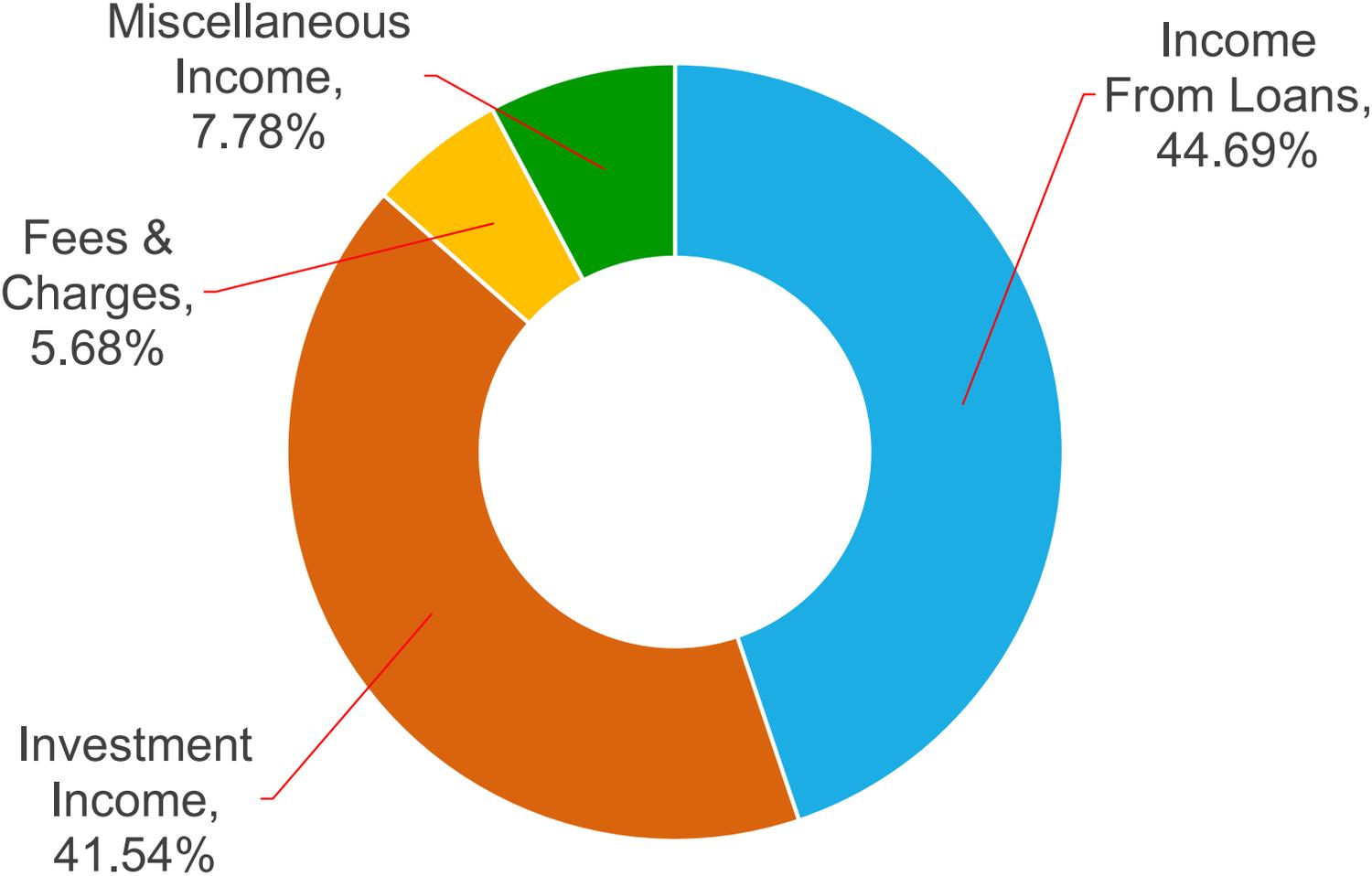
Capital (IN MILLIONS)

Total \$3.636M = Capital Ratio 9.743%

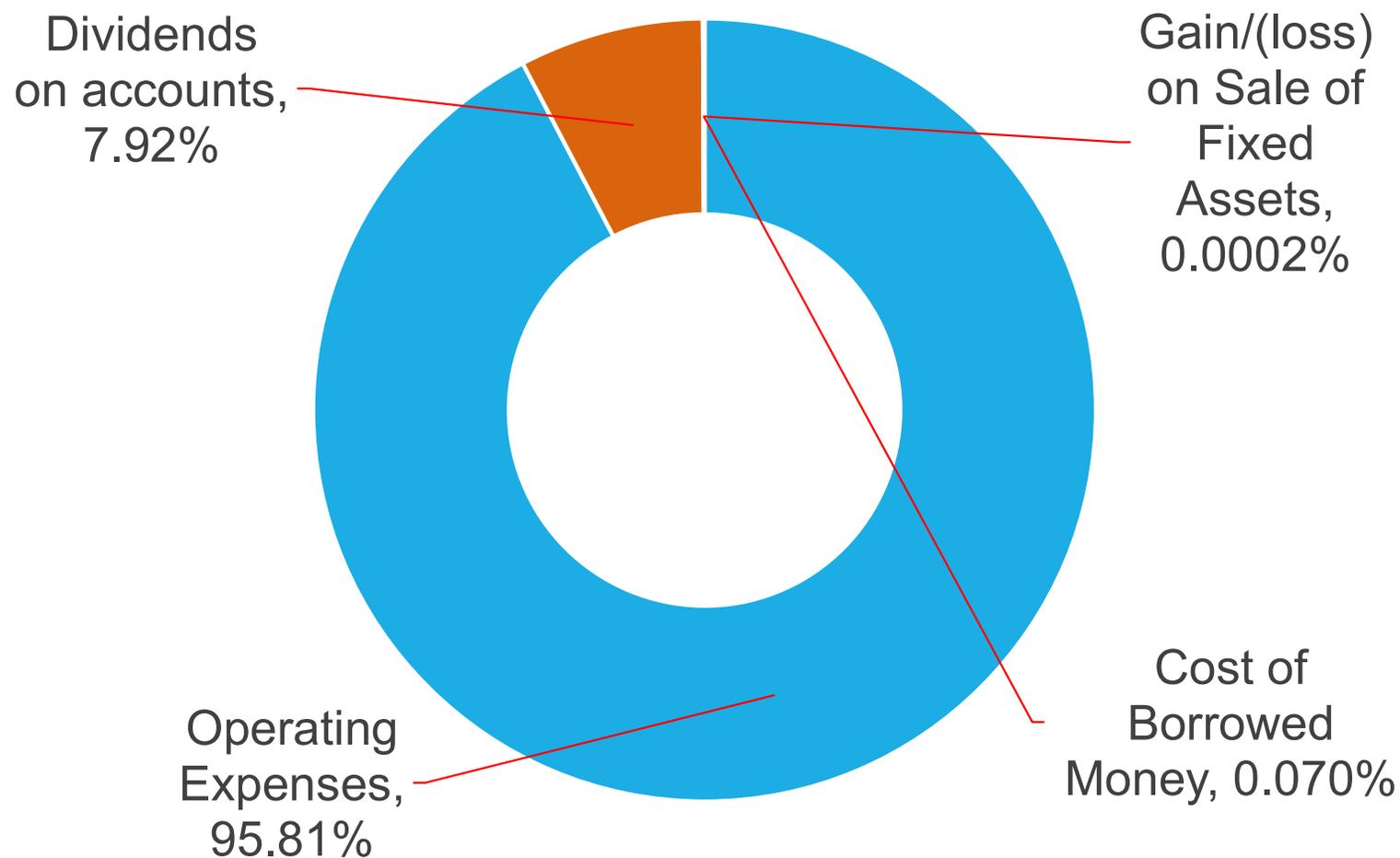
(2021 Capital Ratio = 11.089%)



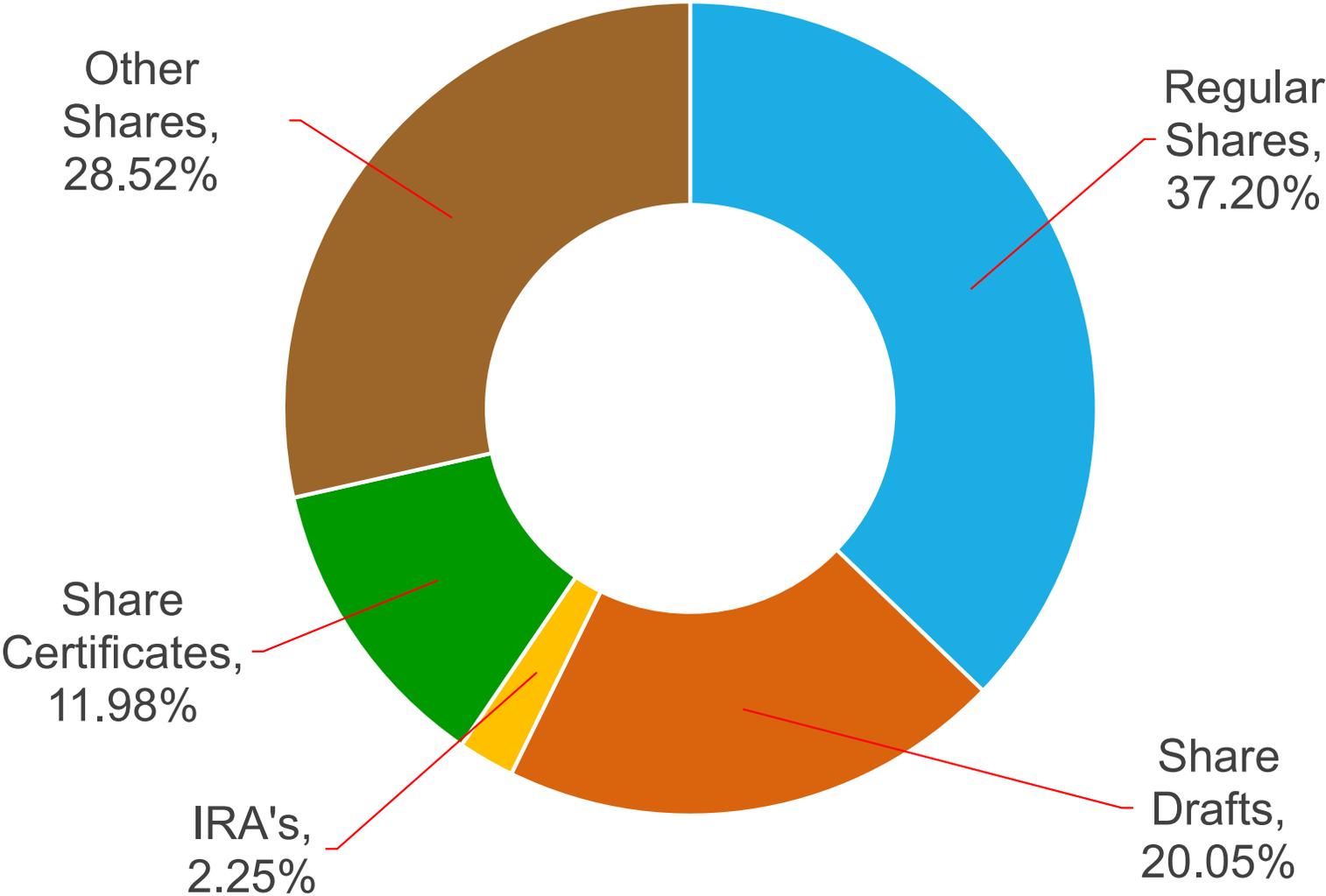
Capstone FCU 2022 Income Analysis



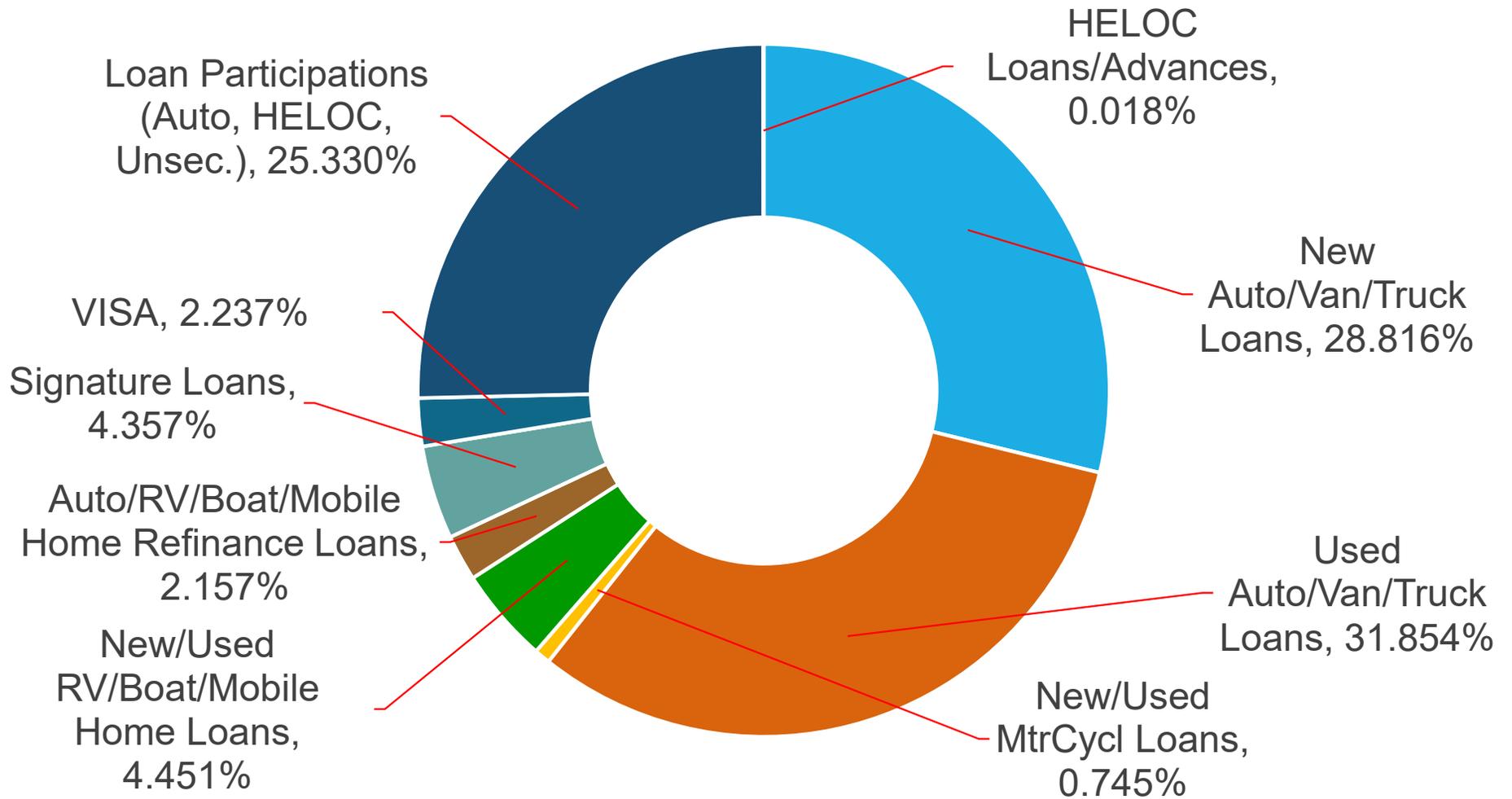
Capstone FCU 2022 Disposition of Income Analysis



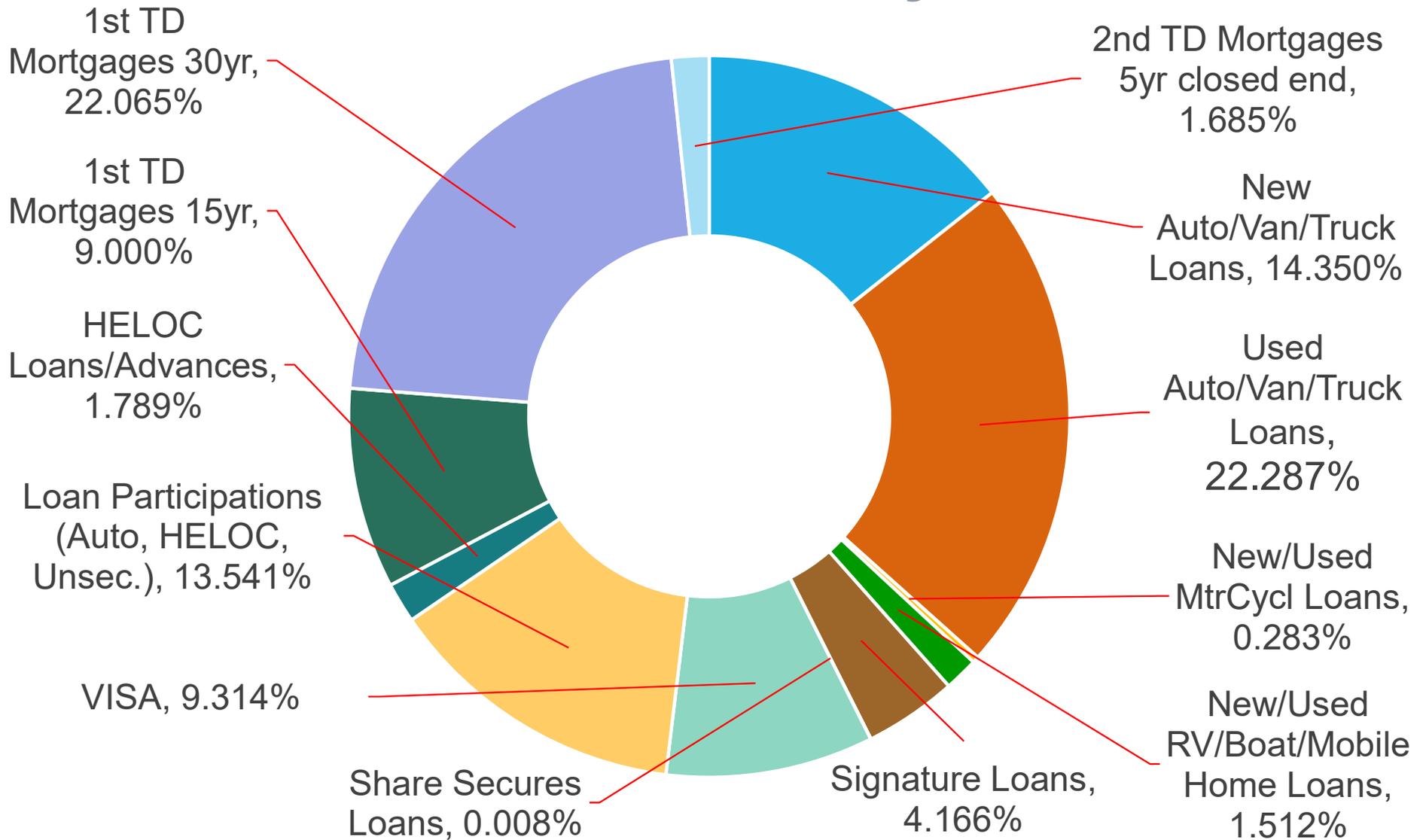
Capstone FCU 2022 Member Equity Analysis



Capstone FCU 2022 Loan Portfolio Analysis



Capstone FCU 2022 Cumulative Loan Portfolio Analysis



1953 Trivia...



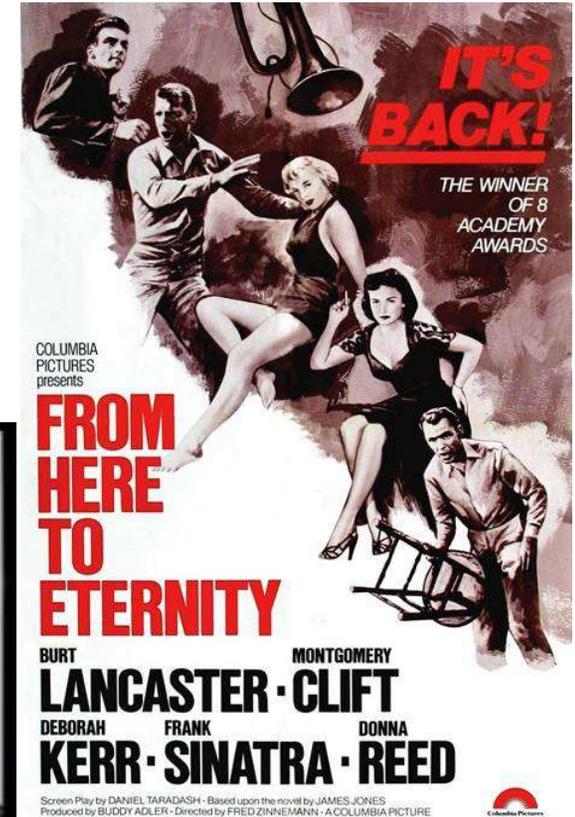
Most popular TV shows:

- I Love Lucy (CBS)
- Dragnet (NBC)
- The Milton Berle Show (NBC)
- The Jackie Gleason Show (CBS)

Best Film Oscar Winner

- From Here to Eternity

Ian Fleming publishes his first James Bond novel, *Casino Royale* in the United Kingdom



Platinum Anniversary Year

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



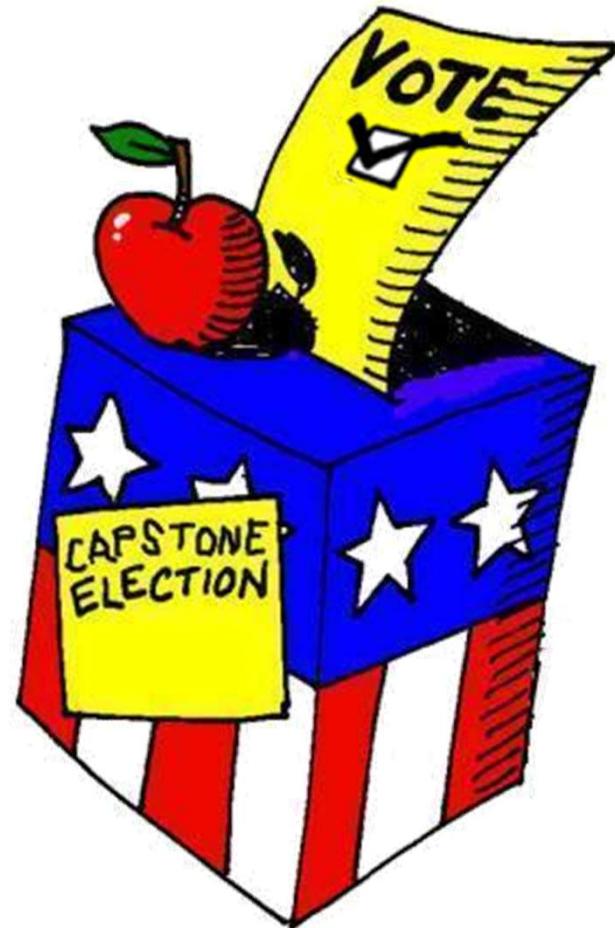
Tracy Holder
MSR

Nominating Committee

Elections



Tim Albright
Nom. Comm. Chair



Candidates

Board of Directors



Mike McNinch



Tom Karpinski

1953 Trivia...



- **Playboy magazine hits newsstands with Marilyn Monroe on the cover**
- **Life Expectancy in the United States: 68.8 years**
- **United States Population: 160,184,192**
- **World Population: 2.681 Billion**
- **First Successful Open Heart Surgery performed in Philadelphia**
- **Dwight D. Eisenhower was President and Richard Nixon was Vice President**
- **Cost of a First Class Postage Stamp was 3 cents**
- **Westinghouse releases the first color TV which sold for \$1,250.00**
- **Cost of a gallon of Gas: \$0.20 cents**



Platinum Anniversary Year

Recognition....

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



Berna Celikkol **(Member Service Representative)**



- Bank Experience – Istanbul, Turkey
- 1992 – Coach American Bank, Teller, Treasury Operations
- 1997 – Garanti Bank, Personal Banker
- 2008 – Capstone Federal Credit Union, MSR/Accounting
- Became US Citizen in 2012

Remembrance....

**11+ Years of Association
and Dedicated Service
and Commitment to your
Credit Union!**



Farah Ghanitabe (Member Service Rep.)



- In July 2008 Farah started working as part time collection clerk
- Came to Capstone FCU via temp agency.
- October 11, 2011 Farah became full time CFCU employee.
- In addition to collections, Farah was cross trained as a member services representative.
- Farah assisted members on front line, which required knowledge of various departments of credit union products.
- Passed away September 17, 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 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



Built from a strong foundation





Built from a strong foundation



Thank You!

And Good Night!

