



# 2022 ANNUAL REPORT

## AGENDA

- Determination of a Quorum
- Call to Order
- Welcoming Remarks
- Nominating Committee Report
- Approval of the Minutes of the 86<sup>th</sup> Annual Meeting
- Chairman's Remarks
- President's Remarks
- New Business
- Adjournment

## BOARD OF DIRECTORS/ TERM EXPIRATION

Michael Sandroussi, Chairperson/2025  
Dr. Lynda DeLeon, Vice-Chair/2023  
Angie Ramirez, Secretary/2023  
Javier Leal, Treasurer/2024  
Ken Combs/2024  
Dr. Jose Cavazos/2025  
Jesse Gatewood/2023  
Kathryn Ortiz/2025  
Judge Henry Santana/2024

## ASSOCIATE DIRECTORS

Lisa Bitoni  
Tracie Williams

## PRESIDENT/CEO

Gina Prince

## C-SUITE MANAGEMENT

Evelin Hernandez, CFO  
Kari Kelley, COO  
Sam Longoria, CLO

## VICE-PRESIDENTS

Missy Garcia, VP-HR  
Tobi Ilesanmi, VP-Risk Management  
Eric Jaramillo, VP-Marketing

## Chairman and CEO's Report

CoastLife Credit Union continues to remain financially strong and a LOCAL credit union. The net income for 2022 exceeded \$5.1 million and improved from 2021.

One focus of 2022 was the construction and building of two facilities and renovations for all other offices. The facility located at 6810 Saratoga needed renovation as it was opened 23 years ago. Our growth caused a need to have a retail space for our members and a training facility for our staff. Construction began on 6818 Saratoga in 2021 and was completed in March of 2022. This new facility allows our staff to focus on the member experience. The old facility is being renovated to gain a training facility for our 130 employees. Construction was in progress for our Portland, TX office as we were in a leased facility for 20+ years. The Portland, TX location opened in August of 2022. This branch has a community room and lease space available.

Loan growth for 2022 was 17.41% and deposit growth was 9.15%. This year had unprecedented rate increases by the Federal Reserve. During 2022, there were 7 increases in rates. This caused the credit union to offer a special CD rate for our members. Loan rates also increased due to the action by the Federal Reserve. CoastLife Credit Union reviews the rates and the rates of competitors frequently to remain competitive locally.

CoastLife Credit Union is a State Chartered Credit Union regulated by the Credit Union Department of the State of Texas. Your funds are federally insured by the National Credit Union Share Insurance Fund (NCUSIF) regulated by the National Credit Union Administration (NCUA). Our members are our owners – we are not owned by stockholders. Your credit union is not publicly traded.

CoastLife is not just a place, it is a feeling. CoastLife Credit Union strives to create a member experience to make member's feel comfortable and secure with their personal finances. We are proud to have been in existence for 87 years serving our communities. Thank you for being a member – for being supportive of your credit union.

Michael Sandroussi,  
Chairperson

Gina Prince,  
CEO

# Financial Information

## as of December 31

### STATEMENT OF CONDITIONS

	2022
<b>ASSETS</b>	
Cash	\$23,658,797
Investments	75,298,831
Loans to members, net of allowance for loan loss	340,459,567
Fixed Assets	17,227,966
National Credit Union Share Insurance Fund (NCUIF)	3,803,097
Other Assets	<u>29,718,360</u>
<b>TOTAL ASSETS</b>	<b><u>\$490,166,618</u></b>
<b>LIABILITIES AND RETAINED EARNINGS</b>	
Accounts Payable	\$4,250,680
Dividend Payable	25,160
Other Liabilities	<u>1,706,362</u>
<b>TOTAL LIABILITIES</b>	<b>\$5,982,201</b>
Deposit Accounts	437,384,072
Regular Reserves	5,508,821
Equity Acquired in Merger	4,463,162
Undivided Earnings	50,124,261
Comprehensive Income	(4,104,223)
Unrealized Gain (Loss) on AFS	<u>(9,191,676)</u>
<b>TOTAL LIABILITES &amp; EQUITY</b>	<b><u>\$490,166,618</u></b>
Membership:	37,304

### STATEMENT OF EARNINGS

<b>INTEREST REVENUE</b>	
Interest on Loans	\$14,585,853
Interest on Investments and CDs	1,468,485
Gain (Loss) on Disposition of Investments	(37,187)
<b>OTHER REVENUE</b>	
Fees	\$5,247,678
Gain (Loss) on Disposition of Assets	(4,458)
Other	<u>1,787,114</u>
<b>TOTAL REVENUE</b>	<b>\$23,047,484</b>
<b>DIVIDEND EXPENSE</b>	
Dividends on Deposit Accounts	\$2,789,513
Interest on Borrowed Money	<u>321</u>
<b>TOTAL DIVIDENDS</b>	<b>\$2,789,833</b>
<b>NET REVENUE</b>	<b>\$20,257,651</b>
Less Provision for Loan/Acct Losses	<u>1,682,550</u>
<b>NET REVENUE BEFORE OPERATING EXPENSES</b>	<b>\$18,575,101</b>
<b>OPERATING EXPENSES</b>	
Compensation & Benefits	\$5,860,542
Office Occupancy	1,051,773
Data Processing	1,508,744
Office Operations	1,731,611
Other	<u>3,257,035</u>
<b>TOTAL OPERATING EXPENSES</b>	<b>\$13,409,704</b>
<b>NET INCOME</b>	<b><u>\$ 5,165,397</u></b>

**NOTES:** Management changes during 2022 included the Chief Financial Officer – Evelin Hernandez (internal promotion); Chief Operations Officer - Kari Kelley (external hire); Chief Lending Officer – Samuel Longoria (external hire); VP of Risk Management – Tobi Ilesanmi (external hire). The Board of Directors received a board meeting fee for each meeting attended during 2022. The total amount paid for BOD meeting fees in 2022 was \$50,650 and the projected amount for 2023 is \$55,800.