# 2019 ANNUAL REPORT

Together we thrive.



# Credit unions are not-for-profit financial institutions.

Earnings are returned to members through competitive dividends and affordable loan rates, enhanced products and services, and zero to minimal fees.

#### Credit unions are member-owned.

Every member is a shareholder, and gets an equal vote in the annual election of the Board of Directors. We thank you for participating and coming out to vote today!

# Our Mission:

To build a lifetime relationship by enriching each member's life through exceptional service; and to be stewards of our environment and community for all generations.

# Håfa adai and welcome, members!

# **Tuesday-Thursday**

July 28-30, 2020

**Maite Member Center** 

## PROGRAM

#### **Tuesday, July 28**

8:00 am Meeting called to order
9:00 am Meeting recessed; Day 1, Registration and voting begins
4:00 pm Day 1, Registration and voting closed
Wednesday, July 29

9:00 am Day 2, Registration and voting begins4:00 pm Day 2, Registration and voting closed

#### Thursday, July 30

12:00 pm Meeting reconvenes

- Election results
- Adjournment

Friday, July 31 Election Results announced to general membership

### AGENDA

- . Call to Order
- II. Approval of Minutes
- III. Chairman's Report
- IV. Treasurer's Report
- V. Supervisory Committee's Report
- VI. Unfinished Business
- VII. New Business
- VIII. Election
- IX. Adjournment

# meeting minutes 56<sup>th</sup> Annual Membership Meeting March 27, 2019 Coast360 Federal Credit Union

Member Center | Maite, Guam

### CALL TO ORDER

The Annual Membership meeting was held at the Sheraton Laguna Guam Resort in Tamuning, Guam. The Chairman of the Board, Paul Leon Guerrero, presided, and called the meeting to order at 6:30 p.m. and gave a warm welcome to all.

The Chairman called on Angelita Mendiola, Secretary of the Board, to confirm a quorum. She announced the Board of Directors present: Paul D. Leon Guerrero, Chairman; Pedro R. Martinez, Vice Chairman; Matthew P. Quinata, Treasurer; Johnny P. Taitano, and Arthur R. Mariano, confirming a quorum. It was noted that Raymond F.Y. Blas would be arriving shortly.

#### AGENDA

The Chairman called for a motion to approve the agenda. Joseph Atalig moved to approve the agenda. Stephen Guerrero seconded the motion. There were no objections; motion carries.

#### **APPROVAL OF MINUTES**

The Chairman called for a motion to approve the minutes of the 55th Annual Membership Meeting on March 21, 2018. Gener Deliquina moved to approve the minutes of the 55th Annual Membership Meeting on March 21, 2018. Maria Taitano seconded the motion. There were no objections; motion carries.

#### RECESS

At 6:38 p.m., the Chairman called for a motion to recess for dinner and recommence the Annual Membership Meeting thereafter. Linda Reyes moved to approve the motion; seconded by Stephen Guerrero. There were no objections; motion carries.

#### RECONVENE

The Annual Membership Meeting reconvened at 8:09 p.m. and Chairman, Paul Leon Guerrero, introduced the Supervisory Committee and Executive Management.

The Chairman acknowledged the Supervisory Committee: Stephen Guerrero, Chairman; Vincent Duenas, Vice Chairman (not present); Barbara Howard, Secretary; M. Francis Baba, Member (off-island); and Jose S. Cruz, Jr., Member. The Chairman acknowledged the Executive Management Team: Gener Deliquina, Chief Executive Officer; Monica Pido, Chief Operations Officer; Anacleto Gatuz, Chief Credit Officer; Lerissa Malig, Chief Financial Officer; Michael Duenas, Chief Information Officer; and Jessica Atalig, Chief Risk Officer.

#### **Chairman's Report**

Chairman Paul Leon Guerrero presented his message as noted in the 2018 Annual Report of Coast360 Federal Credit Union.

The Chairman paid tribute to departed Board Member, Vicente M. Concepcion, who passed away in 2018. In memoriam, the last page in the Annual Report is dedicated to him.

The Chairman called for a motion to accept his report. Anacleto Gatuz moved to accept the Chairman's Report; seconded by Rowena Sta. Maria. There were no objections; motion carries.

The Chairman called on Matthew Quinata to present the Treasurer's Report.

#### **Treasurer's Report**

Matthew Quinata presented the Treasurer's Report as noted in the 2018 Annual Report of Coast360 Federal Credit Union.

The Chairman called for a motion to accept the Treasurer's Report. Ralph E. Cruz moved to accept the report. Linda Reves seconded the motion. There were no objections; motion carries.

The Chairman called on Stephen Guerrero to present the Supervisory Committee's Report.

#### SUPERVISORY COMMITTEE REPORT

Stephen Guerrero, Chairman of the Supervisory Committee, presented the Supervisory Committee Report as noted in the 2018 Annual Report of Coast360 Federal Credit Union.

The Chairman called for a motion to accept the Supervisory Committee's Report. Doris Garrido moved to accept the report. Gener Deliquina seconded the motion. There were no objections; motion carries.

#### **UNFINISHED BUSINESS/NEW BUSINESS**

It was noted there was no unfinished or new business to discuss.

At this time, the Chairman called upon Matthew Quinata, Chairperson of the Nominating Committee, to present the election results.

# CERTIFICATION OF CANDIDATES BY ACCLAMATION

Matthew Quinata recognized the Nominating Committee Members: Barbara Howard, Member; and Joaquin A.J.

Guerrero, II, Member. He reported that the committee called for nominations for the Board of Directors on November 6, 2018 through February 6, 2019. This year, there were three (3) seats to be filled. The committee accepted and certified three (3) valid nominations. He explained that in accordance with the bylaws, if the number of nominees equals the number of positions to be filled, there will be no election by ballot conducted. As such, the Chair may declare each nominee elected by acclamation at the annual meeting. The committee hereby certifies and submits to the general membership the following nominees for the Board of Directors: incumbents Raymond F.Y. Blas, Angelita P. Mendiola, and Johnny P. Taitano.

The Chairman announced that he will entertain a motion to accept the recommendation of the Nominating Committee for the vacant positions of the Board of Directors of Coast360 Federal Credit Union and elect by acclamation the candidates as presented. Gener Deliquina made the motion to accept the recommendation of the Nominating Committee for the vacant positions of the Board of Directors of Coast360 Federal Credit Union and elect by acclamation the candidates as presented. Doris Garrido seconded the motion. There were no objections; motion carries. As a result, he announced that the recommendation by the Nominating Committee is accepted; thereby incumbents, Raymond F.Y. Blas, Angelita P. Mendiola, and Johnny P. Taitano are elected by acclamation.

#### ADJOURNMENT

The Chairman thanked all and most especially the members who attended the Annual Membership Meeting. He described them as the key to the success of Coast360!

The Chairman announced he will entertain a motion to adjourn the 2018 Annual Membership Meeting. Dorothy Pocaigue moved to adjourn the meeting. Edith Gallandez seconded the motion. There were no objections; motion carries. The meeting adjourned at 8:24 p.m.

Transcribed by:

Anita Mafnas Executive Assistant

Submitted by:

Parlism AS

Paul Leon Guerrero Chairman of the Board

Angelita Mendiola Secretary of the Board

# a message from Pedro R. Martinez



## Buenas yan Håfa Adai, Members!

As your Chairman of the Board, I am happy to report that our credit union's progress is unwavering. Although we face many challenges ahead through this pandemic, we stand together with our island and the world in making it through these times.

Coast360 ended 2019 with remarkable success only to be challenged with the unprecedented and ever-evolving coronavirus outbreak at the start of 2020. However, our staff and management team responded swiftly with a Business Continuity Plan to ensure continued service to our members in an organized,

efficient and safe manner. While the pandemic has forced us to rethink our strategies and priorities at hand, it has not halted our growth. In fact, we continue to grow as current and new members seek more or alternative banking solutions. Our objective now is to manage and balance this growth with continued focus on service excellence through lending and deposit solutions for our membership.

There is a rising theme of togetherness in recent months. Naturally so, as working together is key to getting us through the challenges we face as a community. On behalf of Coast360's Board of Directors, I would like to thank all of you. To our employees, thank you for your commitment to service excellence and the *people helping people* movement. To our members, thank you for your continued trust and confidence in Coast360 Federal Credit Union. We look forward to returning to some normalcy, while embracing and growing through change. Let's continue to work together through these trying times because only together, we'll thrive.

Gi dinaña', manmetta' hit. Together we thrive.

from A. hant

Pedro R. Martinez Chairman of the Board



# board of directors



Paul D. Leon Guerrero Vice Chairman



Matthew P. Quinata Treasurer



Angelita P. Mendiola Secretary



Johnny P. Taitano Board Member



Arthur R. Mariano Board Member



Raymond F.Y. Blas Board Member

# a message from Gener F. Deliquina

# ceo

## Håfa Adai, Members!

Like many plans this year, our 57th Annual Membership Meeting & Election was postponed in response to the coronavirus pandemic. Our community has since been called to distance and as our island navigates through unprecedented times, Coast360 remains committed to doing everything we can to keep our members and credit union moving forward.



Guided by government and official health guidelines, we closed our member center lobbies in March and limited in-person access to our drive-thru tellers in response to the rising concern of the coronavirus. Although our lobby doors were temporarily closed, our team worked diligently behind the scenes, guided by our Business Continuity Plan, to remain responsive to member needs. We worked quickly to develop and execute COVID-19 loan deferment programs and fee waivers. We shifted staffing to support the high demand of the SBA Paycheck Protection Program to provide local businesses much needed relief. Through this program we helped over 300 businesses receive a collective sum of nearly \$12 million in financial assistance to remain operational. We increased internal resources to ensure online, mobile and Contact Center services were equipped to support the increase in online and phone transactions. For the health and safety of everyone, we implemented new safety measures and provided all member centers and offices with sufficient supplies to operate safely and comfortably. Our member centers have since resumed regular business hours as we continue to learn and adapt.

While the pandemic may have slowed some progress, our commitment to service excellence and growth has not wavered. Coast360 was recently honored with six Diamond Awards by the Credit Union National Association, which recognizes outstanding marketing and business development achievements in the credit union industry. Our youth banking program, which has grown our membership with over 1,000 new accounts, won in 4 categories and ultimately garnered top honor of Diamond Best of Show. Our 2018 Annual Report was also recognized as Category's Best in its category.

Members continue to adapt and embrace online and mobile banking as we've seen rising enrollment and usage on these platforms. This has not only allowed us to service our members more efficiently, but has kept our lobby traffic minimal as more members conduct their banking online. Furthermore, our online and mobile banking platforms are undergoing upgrades and our members can look forward to new and enhanced features soon. Finally, our Upper Tumon Member Center project is moving forward and we anticipate breaking ground in the third quarter. In the midst of the pandemic, our credit union has continued making great strides. This progress is a reflection of our commitment to service excellence, to our mission of building lifetime relationships and being stewards of our community for all generations.

It continues to be a joy and honor to serve as your CEO. On behalf of our staff and management, thank you for choosing Coast360. *Together we thrive* is more than just our tagline – it is a statement we live by at our credit union. It's our commitment to each other as members helping members, and it's our commitment to you.

Together we thrive,

Gener F. Deliquina, Chief Executive Officer

# executive team



Monica L. Pido Chief Operations Officer



Lerissa B. Malig Chief Financial Officer

Catherine T. Champaco Chief Lending Officer



Jessica A.I. Atalig Chief Compliance Officer



Michael J. Duenas Chief Information Officer

# a message from Matthew P. Quinata

# treasurer



## Buenas yan Håfa Adai, Coast360 Members!

It continues to be an honor to represent the membership as the Board of Director's Treasurer. Over the years, our financial team has worked hard to deliver enhanced reports to you, the Supervisory Committee and the Board of Directors. It is our goal to ensure accurate, relevant and timely information. As such, it is with great pleasure to present to you the 2019 Treasurer's Report.

It was another remarkable year for the Credit Union. Total shares ended at \$338,214,951 registering a growth of \$27,249,465 or 8.76% from 2018. Shares primarily fund member loans and any surplus liquidity is invested in securities, certificates of deposits,

capital growth and overnight funds for daily operations. We recorded a loan growth of \$11,052,531 or 3.56%, closing the loan portfolio to \$321,512,492. The highest concentration of total assets is in unsecured loans at 32.89% or \$136,245,895, followed by mortgage loans at 27.01% or \$111,872,583. In 2019, members were loaned a total of \$116,715,261. This is a testament of our commitment to the *people helping people* philosophy on which credit unions were founded - ensuring our members have the financial tools and resources to thrive.

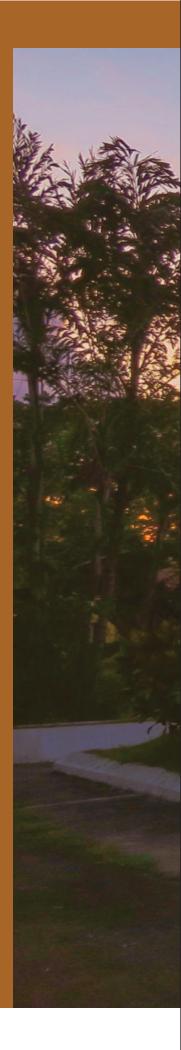
The combined effect of share and loan growth contributed to the Credit Union's asset growth of \$25,675,041 or 6.61%, ending total assets as of December 31, 2019 at \$414,213,378. Safety and soundness remains paramount to our risk management strategy which is achieved through a robust asset liability management program. Assets of the credit union are managed with various measurement models such as credit, liquidity, compliance, transaction, strategic and earnings risk. Therefore, we strive to keep the ratio of earning to non-earning assets to 90/10 which means we are maximizing the Credit Union's earnings potential while keeping asset risk as minimal as possible.

The management of these assets resulted in a net income of \$2,059,411 for the year ended December 31, 2019. This represents a 3.48% growth in net earnings after dividends, provisions for loan loss and cost of operations over the past year, which replenishes our net worth by 3.82%. Our net worth ratio of 13.69% continues to be well above the NCUA's threshold of a well-capitalized credit union at 7%. In an effort to remain progressive and responsive, the Board of Directors and Management have implemented a Capital Management Plan as a component of our Strategic Plan to proactively monitor and preserve the Credit Union's net worth.

Overall, membership growth remains strong. In 2019, we welcomed 4,189 new members. We also introduced our Youth Program and welcomed 572 Youth Members. This is a testament to our mission of building lifetime relationships for generations to come! We have a very driven team of staff and management committed to Coast360's growth and success. Superior service delivery remains our top priority. On behalf of the Board of Directors, I wish to thank you for your continued support and patronage of Coast360 Federal Credit Union. Together we thrive.

Respectfully submitted,

Matthew P. Quinata, BOD Treasurer





Stephen J. Guerrero

Committee

supervisory committee report

Board of Directors and is responsible for overseeing the safety and soundness of your credit union. Two of its major duties pursuant to §1761d of the Federal Credit Union Act and §715.8 of the National Credit Union Association (NCUA) Rules and Regulations, are engaging an independent certified public accounting (CPA) firm to conduct an annual opinion audit of financial statements and a biannual verification of members' accounts.

The Supervisory Committee consists of volunteers appointed by the

The Committee hired Stephen Y.H. Kwock, CPA, to conduct the annual audit for the year ended December 31, 2019, and I am pleased to report the audit has been successfully completed. The accompanying

consolidated financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America and present fairly the financial condition of Coast360 Federal Credit Union, except for the effects of reporting members' share accounts as equity. It has been the position and practice of the Credit Union to treat members' shares as equity, rather than liabilities, because members are essentially its owners and shareholders.

Other audits and compliance testing completed for the year ending December 31, 2019 include the Bank Secrecy Act (BSA) & Office of Foreign Assets Control (OFAC) programs, the Automated Clearing House (ACH) process and Information Security Systems.

In the first quarter of 2020, the world began facing unprecedented challenges in the midst of the coronavirus pandemic. Your Supervisory Committee worked closely with the Board and Management to ensure everyone's health and safety remained paramount as we work to continue providing services to our members. As such, I am pleased to report that there were no significant incidents preventing us from operating under our Business Continuity Plan in light of the pandemic.

Your Supervisory Committee is dedicated to ensuring your assets are secured. On behalf of the committee, I want to thank you for choosing Coast360 Federal Credit Union as your trusted financial partner and we look forward to continue serving you. I would also like to thank our Board of Directors, management and staff for their cooperation and assistance in carrying out our responsibilities.

We sincerely appreciate your continued support and wish everyone continued safety and good health.

Respectfully Submitted,

Stephen J. Guerrero Chairman, Supervisory Committee

supervisory committee



Vincent J.G. Duenas Vice Chairman



Barbara S. Howard Secretary



M. Francis Quinto-Baba Member



Jose S. Cruz, Jr. Member



COAST360 2019 achievements

NEW MEMBERS

SUB

ACCOUNTS

766 New Youth Memberships 99 New Parent Memberships

**306 Youth Sub-accounts** 

Teen360 Checking, Christmas Club, and Summer Club accounts

1190

**19 Parent Sub-accounts** 

# In 2019, we successfully launched our Youth Banking Program.



# kids360 teen360

Coast360 launched a youth banking program designed to help kids and teens develop smart financial habits and learn about money. Our youth program is a partnership with parents and aims to build brighter financial futures for youth members. From account opening and debit cards to a designated teller window on Saturdays, Coast360's Youth Banking Program provides access to tools and resources to help youth members strengthen their financial literacy.

# TOTAL NEW ACCOUNTS

\*Total accounts as of May 2020.



As the pandemic compels our community to distance, we continue to find opportunities to connect.



# **Coast360 FCU receives Diamond Awards for** marketing and business development.









**Coast360 Federal Credit Union was recently honored with six Diamond Awards**, which recognizes outstanding marketing and business development achievements in the credit union industry.

The awards were presented by the Credit Union National Association (CUNA) Marketing & Business Development Council, a national network comprised of over 1,200 credit union marketing and business development professionals. Awards are given in each of 35 categories ranging from advertising to community events and beyond.

Coast360 won in four categories for its new youth banking program, one for its annual report, and ultimately garnered top honor of Diamond Best of Show. For its youth banking program, the credit union won Category's Best in the following categories: Complete Campaign, Membership Marketing, Plastic Card Design, and Point-of-Sale & Merchandising.





For your safety, our member centers have been updated in response to the COVID-19 pandemic, including:

- Protective shields at all teller counters and service areas.
- Floor distance markers, limited capacity observed at all locations.
- Hand sanitizing stations at all entrances.
- Masks required for entry.
- Regular disinfecting of high touch areas.



# **Consolidated Statements** of Financial Condition

**DECEMBER 31, 2019 AND 2018** 

Assets	_	2019		2018
Cash and cash equivalents	\$	38,146,206	\$	19,554,941
Investments		24,300,254		28,398,463
Loans to members, less allowance for loan losses		317,999,033		307,226,680
Loans held-for-sale		1,313,400		217,800
Other receivables		1,939,299		2,059,482
Prepaid and deferred expenses		303,562		392,416
Property and equipment, net		24,455,289		25,122,474
Accrued interest on loans		1,115,207		1,004,180
Accrued interest on investments		60,059		68,331
NCUSIF deposit		2,630,170		2,503,704
Other assets	_	1,950,899		1,989,866
Total assets	\$	414,213,378	\$	388,538,337
Liabilities and Equity				
Liabilities:				
Borrowed funds	\$	11,000,000	\$	16,000,000
Accounts payable and other liabilities	Ŧ	5,846,256	•	5,870,137
Dividends payable		1,699,993		1,109,218
Accrued expenses		755,297		727,825
Total liabilities	-	19,301,546		23,707,180
Equity:				
Members' shares:				
Regular shares		145,064,171		148,106,515
Share draft		41,068,085		38,659,271
Individual retirement accounts (IRAs)		3,528,133		3,933,748
Money market		24,497,890		24,248,613
Share certificates	_	124,056,672	,672 96,017,339	
	_	338,214,951		310,965,486
Members' equity	_	56,696,881		53,865,671
Total equity	_	394,911,832		364,831,157
Total liabilities and equity	\$	414,213,378	\$	388,538,337

# **Consolidated Statements** of Income and Comprehensive Income

YEARS ENDED DECEMBER 31, 2019 AND 2018

Interest income:         S         18,128,966         S         16,698,783           Investments:         Available-for-sale         457,365         580,995           Held-to-maturity and other         422,937         384,860           Total interest income         19,069,268         17,664,538           Interest expense:         3,044,329         2,216,032           Member's share dividends         3,044,329         2,216,032           Borrowed funds         3,491,348         2,487,415           Net interest income         15,577,920         15,177,123           Provision for loan losses         13,399,579         12,897,028           Non-interest income:         13,399,579         12,897,028           Non-interest income:         (6)         1,790           Loss on equity investments         (122,154)         -           Compensation         13,299,712         3,240,817           Non-interest income         3,403,711         3,240,817           Non-interest expense:         2,905,295         2,668,185			2019		2018
Investments:       457,365       580,895         Held-to-maturity and other       457,365       580,895         Total interest income       19,069,268       17,664,538         Interest expense:       397,019       2216,032         Members' share dividends       3,094,329       2,216,032         Borrowed funds       3,94,348       2,487,415         Net interest income       15,577,920       15,177,123         Provision for loan losses       2,178,341       2,280,095         Net interest income       15,577,920       15,177,123         Provision for loan losses       13,399,579       12,897,028         Non-interest income:       (122,154)       —         Loss on equity investments       (122,154)       —         Gain (loss) on disposal of property and equipment       (6)       1.790         Other net gain       88,292       59,223         Interchange income       19,017.75       170,424         Fees and charges       2,905,295       2,668,185         Other       189,907       326,051         Total non-interest income       3,403,711       3,540,817         Non-interest expense:       2,005,295       2,668,185         Other       189,907       32		¢	19 129 066	¢	16 609 793
Available-for-sale       457,365       580,835         Held-to-maturity and other       482,937       384,860         Total interest income       19,069,268       17,664,538         Interest expense:       3,094,329       2,216,032         Members' share dividends       3,091,348       2,487,415         Net interest income       15,577,920       15,177,123         Provision for loan losses       2,178,341       2,280,095         Net interest income       13,399,799       12,280,095         Non-interest income:       (12,154)       -         Loss on equity investments       (12,154)       -         Gain on sale of loans       82,292       59,223         Interchange income       3,403,711       3,540,817         Non-interest income       3,003,110       3,540,817         Non-interest income       3,003,1067,289       2,2668,185         Other       3,094,203 <td></td> <td>Ψ</td> <td>10,120,300</td> <td>ψ</td> <td>10,030,703</td>		Ψ	10,120,300	ψ	10,030,703
Held-to-maturity and other         482.937         384,860           Total interest income         19,069,268         17,664,538           Interest expense:         3,094,329         2,216,032           Member's share dividends         3,094,329         2,216,032           Borrowed funds         397,019         271,288           Total interest expense         3,491,348         2,487,415           Net interest income         15,577,920         15,177,123           Provision for loan losses         2,178,341         2,280,095           Net interest income after provision for loan losses         13,399,579         12,897,028           Non-interest income:         -         -         -           Loss on equity investments         (122,154)         -         -           Gain (0s3) on disposal of property and equipment         (6)         1,790         17,0424           Gain on sale of loans         182,997         326,051         104,071         3540,817           Non-interest income         3,403,711         3,540,817         1042,417           Fees and charges         2,905,295         2,668,185         0,618           Other         189,907         326,051         1,661,843,829         0,167,289           Total non-intere			457,365		580,895
Interest expense: Members' share dividends Borrowed funds3,094,329 397,0192,216,032 271,883Total interest expense3,491,3482,487,415Net interest income15,577,92015,177,123Provision for loan losses2,178,3412,280,095Net interest income after provision for loan losses13,399,57912,897,028Non-interest income: Loss on equity investments(122,154)-Gain (loss) on disposal of property and equipment(6)1,790Other net gain150,565315,144Gain on sale of loans82,92959,223Interchange income197,175170,424Fees and charges2,206,8182,905,295Qompensation5,503,0385,449,760Employee benefits1,069,0031,067,289Travel and conference81,66184,929Office occupancy1,747,9911,709,021Office operations4,439,8024,275,651Educational and promotional Loan servicing501,990505,355Loan servicing874,016830,437Professional and outside services Other300,555517,413Other121,151108,731Total non-interest expense300,555128,174,1768Compensentin501,990505,555Loan servicing Office operations4,439,8024,275,651Educational and promotional Loan servicing501,990505,555Loan servicing Other104,67299,182Other121,15110	Held-to-maturity and other				
Members' share dividends3,094,3292,216,032Borrowed funds3,491,3482,487,415Total interest expense3,491,3482,487,415Net interest income15,577,92015,177,123Provision for loan losses2,178,3412,280,095Net interest income after provision for loan losses13,399,57912,897,028Non-interest income:(122,154)-Loss on equity investments(122,154)-Gain (loss) on disposal of property and equipment(6)1,790Other net gain150,565315,144Gain on sale of loans82,92959,223Interchange income197,175170,424Fees and charges2,905,2952,668,185Other189,907326,051Total non-interest income3,403,7113,540,817Non-interest expense:1,069,0031,067,289Compensation5,503,0385,449,760Employee benefits1,069,0031,067,289Travel and conference81,66184,929Office occupancy1,747,9911,709,021Office occupancy1,747,9911,709,021Office occupancy1,747,9911,947,651Educational and promotional501,990505,555Loan servicing874,016830,437Total non-interest expense14,743,87914,447,768Net income\$2,059,411\$Other121,151108,731Other124,151108,731Ital non-interest exp	Total interest income	-	19,069,268		17,664,538
Borrowed funds         397,019         271,383           Total interest expense         3,491,348         2,487,415           Net interest income         15,577,920         15,177,123           Provision for loan losses         2,178,341         2,280,095           Net interest income after provision for loan losses         13,399,579         12,897,028           Non-interest income:         (6)         1,790           Other net gain         150,565         315,144           Gain (loss) on disposal of property and equipment         (6)         1,790           Other net gain         150,565         315,144           Gain on sale of loans         2,929         59,223           Interchange income         197,175         170,424           Fees and charges         2,905,295         2,668,185           Other         3,403,711         3,540,817           Non-interest expense:         2         2           Compensation         5,503,038         5,449,760           Employee benefits         1,069,003         1,067,289           Travel and conference         1,861         84,929           Office ocupancy         17,47,991         1,700,021           Office operations         4,433,802         4,275,561 </td <td>Interest expense:</td> <td></td> <td></td> <td></td> <td></td>	Interest expense:				
Total interest expense         3,491,348         2,487,415           Net interest income         15,577,920         15,177,123           Provision for loan losses         2,178,341         2,280,095           Net interest income after provision for loan losses         13,399,579         12,897,028           Non-interest income:         (122,154)         —           Loss on equity investments         (122,154)         —           Gain (loss) on disposal of property and equipment         (6)         1,790           Other net gain         150,565         315,144           Gain on sale of loans         82,929         59,223           Interchange income         2,905,295         2,668,185           Other         189,907         326,051           Total non-interest income         3,403,711         3,540,817           Non-interest expense:         2         2,905,295         2,668,185           Compensation         5,503,038         5,449,760         84,929           Travel and conference         81,661         84,929         90,712         3,060,21         1,067,289           Travel and promotional         4,439,802         4,275,551         Educational and promotional         501,990         505,555         300,555         317,413	Members' share dividends		3,094,329		2,216,032
Net interest income15,577,92015,177,123Provision for loan losses2,178,3412,280,095Net interest income after provision for loan losses13,399,57912,897,028Non-interest income: Loss on equity investments(122,154)—Gain (loss) on disposal of property and equipment(6)1,790Other net gain150,565315,144Gain on sale of loans82,92959,223Interchange income197,175170,424Fees and charges2,905,2952,668,185Other189,907325,051Total non-interest income3,403,7113,540,817Non-interest expense: Compensation5,503,0385,449,760Employee benefits1,069,0031,067,289Travel and conference81,66184,929Office occupancy1,747,9911,709,021Office operations4,439,8024,275,651Educational and promotional501,990505,555Loan servicing874,016830,437Professional and outside services300,555317,413Operating fees104,67299,182Other121,151108,731Total non-interest expense14,743,87914,447,768Net income\$2,059,411\$Other121,151108,731Interest expense14,743,87914,447,768Other2,059,411\$1,990,077Components of comprehensive income (loss):771,799(218,930)Unrealized holding ga	Borrowed funds		397,019		271,383
Provision for loan losses         2,178,341         2,280,095           Net interest income after provision for loan losses         13,399,579         12,897,028           Non-interest income:         (122,154)         -           Loss on equity investments         (122,154)         -           Gain (loss) on disposal of property and equipment         (6)         1,790           Other net gain         150,565         315,144           Gain on sale of loans         82,929         59,223           Interchange income         197,175         170,424           Fees and charges         2,905,295         2,668,185           Other         3403,711         3,540,817           Non-interest expense:         5,503,038         5,449,760           Compensation         5,503,038         5,449,760           Employee benefits         1,069,003         1,067,289           Travel and conference         81,661         84,929           Office ocupancy         1,747,991         1,709,021           Office ocupancy         1,747,991         1,709,021           Office ocupancy         5,755,55         317,413           Operating fees         001,900         505,355           Loas ervicing         874,016         830,43	Total interest expense	-	3,491,348		2,487,415
Net interest income after provision for loan losses13.399,57912,897,028Non-interest income: Loss on equity investments(122,154)-Gain (loss) on disposal of property and equipment(6)1,790Other net gain150,565315,144Gain on sale of loans82,92959,223Interchange income197,175170,424Fees and charges2,905,2952,668,185Other188,907326,051Total non-interest income3,403,7113,540,817Non-interest expense: Compensation5,503,0385,449,760Compensation5,503,0385,449,760Employee benefits1,066,0031,067,289Travel and conference81,66184,929Office occupancy1,747,9911,709,021Office occupancy1,747,9911,709,021Office operations4,439,8024,275,651Educational and promotional Departing fees501,990505,355Loan servicing874,016830,437Professional and outside services300,555317,413Operating fees104,67299,182Other121,151108,731Total non-interest expense14,743,87914,447,768Net income\$2,059,411\$Components of comprehensive income (loss): Unrealized holding gain (loss) on investments classified as available-for-sale771,799(218,930)	Net interest income		15,577,920		15,177,123
Non-interest income: Loss on equity investments(122,154)Gain (loss) on disposal of property and equipment(6)0 ther net gain150,565315,144Gain on sale of loans82,9291nterchange income197,175170,424Fees and charges2,905,2952,668,185Other189,907326,051Total non-interest income3,403,7113,540,817Non-interest expense:Compensation5,503,038Employee benefits1,069,0031,067,289Travel and conference0 difice occupancy1,747,9911,709,021Office operations4,439,8024,439,8024,475,651Educational and promotionalLoan servicingProfessional and outside services0perating fees0ther121,151104,67299,1820ther121,151104,67299,182Other121,151108,731Total non-interest expense14,743,87914,447,768Net income\$2,059,411\$1,990,077Components of comprehensive income (loss):Unrealized holding gain (loss) on investments classified as available-for-sale771,799(218,930)	Provision for loan losses		2,178,341		2,280,095
Loss on equity investments         (122,154)         —           Gain (loss) on disposal of property and equipment         (6)         1,790           Other net gain         150,565         315,144           Gain on sale of loans         82,929         59,223           Interchange income         197,175         170,424           Fees and charges         2,905,295         2,668,185           Other         189,907         326,051           Total non-interest income         3,403,711         3,540,817           Non-interest expense:         Compensation         5,503,038         5,449,760           Employee benefits         1,069,003         1,067,289           Travel and conference         81,661         84,929           Office occupancy         1,747,991         1,709,021           Office operations         4,439,802         4,275,651           Educational and promotional         501,990         505,335           Loan servicing         874,016         830,437           Professional and outside services         300,555         317,413           Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879	Net interest income after provision for loan losses		13,399,579		12,897,028
Gain (loss) on disposal of property and equipment         (6)         1,790           Other net gain         150,565         315,144           Gain on sale of loans         82,929         59,223           Interchange income         197,175         170,424           Fees and charges         2,905,295         2,668,185           Other         189,907         326,051           Total non-interest income         3,403,711         3,540,817           Non-interest expense:         2         505,033         5,449,760           Compensation         5,503,038         5,449,760         84,929           Office occupancy         1,747,991         1,709,021         90,023           Office operations         4,439,802         4,275,651         84,929           Office operations         4,439,802         4,275,651         80,437           Professional and promotional         501,990         505,355         317,413           Operating fees         104,672         99,182         91,823           Other         121,151         108,731         124,477,768           Net income         \$         2,059,411         \$         1,990,077           Components of comprehensive income (loss):         10,4672         99,182	Non-interest income:				
Other net gain         150,565         315,144           Gain on sale of loans         82,929         59,223           Interchange income         197,175         170,424           Fees and charges         2,905,295         2,668,185           Other         189,907         326,051           Total non-interest income         3,403,711         3,540,817           Non-interest expense:         5,503,038         5,449,760           Compensation         5,503,038         5,449,760           Employee benefits         1,069,003         1,067,289           Travel and conference         81,661         84,929           Office occupancy         1,747,991         1,709,021           Office operations         4,439,802         4,275,651           Educational and promotional         501,990         505,355           Loan servicing         874,016         830,437           Professional and outside services         300,555         317,413           Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         \$         2,059,411         \$         1,990,077 <td>Loss on equity investments</td> <td></td> <td>(122,154)</td> <td></td> <td>—</td>	Loss on equity investments		(122,154)		—
Gain on sale of loans         82,929         59,223           Interchange income         197,175         170,424           Fees and charges         2,905,295         2,668,185           Other         3,403,711         3,540,817           Non-interest income         3,403,711         3,540,817           Non-interest expense:         5,503,038         5,449,760           Compensation         5,503,038         5,449,760           Employee benefits         1,069,003         1,067,289           Travel and conference         81,661         84,929           Office occupancy         1,747,991         1,709,021           Office operations         4,433,802         4,275,651           Educational and promotional         501,990         505,355           Loan servicing         874,016         830,437           Professional and outside services         300,555         317,413           Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         \$         2,059,411         \$         1,990,077           Components of comprehensive income (loss):         Unrealized					
Interchange income       197,175       170,424         Fees and charges       2,905,295       2,668,185         Other       3,403,711       3,540,817         Non-interest expense:       3,403,711       3,540,817         Compensation       5,503,038       5,449,760         Employee benefits       1,069,003       1,067,289         Travel and conference       81,661       84,929         Office occupancy       1,747,991       1,709,021         Office operations       4,439,802       4,275,651         Educational and promotional       501,990       505,335         Loan servicing       874,016       830,437         Professional and outside services       300,555       317,413         Operating fees       104,672       99,182         Other       121,151       108,731         Total non-interest expense       14,743,879       14,447,768         Net income       \$       2,059,411       \$       1,990,077         Components of comprehensive income (loss):       Unrealized holding gain (loss) on investments classified as available-for-sale       771,799       (218,930)					
Fees and charges       2,905,295       2,668,185         Other       189,907       326,051         Total non-interest income       3,403,711       3,540,817         Non-interest expense:       5,503,038       5,449,760         Employee benefits       1,069,003       1,067,289         Travel and conference       81,661       84,929         Office occupancy       1,747,991       1,709,021         Office operations       4,439,802       4,275,651         Educational and promotional       501,990       505,355         Loan servicing       874,016       830,437         Professional and outside services       300,555       317,413         Operating fees       104,672       99,182         Other       121,151       108,731         Total non-interest expense       14,743,879       14,447,768         Net income       \$       2,059,411       \$       1,990,077         Components of comprehensive income (loss):       Unrealized holding gain (loss) on investments classified as available-for-sale       771,799       (218,930)					
Other         189,907         326,051           Total non-interest income         3,403,711         3,540,817           Non-interest expense:         5,503,038         5,449,760           Employee benefits         1,069,003         1,067,289           Travel and conference         81,661         84,929           Office occupancy         1,747,991         1,709,021           Office operations         4,439,802         4,275,651           Educational and promotional         501,990         505,355           Loan servicing         874,016         830,437           Professional and outside services         300,555         317,413           Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         \$         2,059,411         \$         1,990,077           Components of comprehensive income (loss):         Unrealized holding gain (loss) on investments classified as available-for-sale         771,799         (218,930)					
Total non-interest income         3,403,711         3,540,817           Non-interest expense:         Compensation         5,503,038         5,449,760           Employee benefits         1,069,003         1,067,289           Travel and conference         81,661         84,929           Office occupancy         1,747,991         1,709,021           Office operations         4,439,802         4,275,651           Educational and promotional         501,990         505,355           Loan servicing         874,016         830,437           Professional and outside services         300,555         317,413           Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         \$ 2,059,411         \$ 1,990,077           Components of comprehensive income (loss):         Unrealized holding gain (loss) on investments classified as available-for-sale         771,799         (218,930)					
Non-interest expense: Compensation5,503,0385,449,760Employee benefits1,069,0031,067,289Travel and conference81,66184,929Office occupancy1,747,9911,709,021Office operations4,439,8024,275,651Educational and promotional501,990505,355Loan servicing874,016830,437Professional and outside services300,555317,413Operating fees104,67299,182Other121,151108,731Total non-interest expense14,743,87914,447,768Net income\$ 2,059,411\$ 1,990,077Components of comprehensive income (loss): Unrealized holding gain (loss) on investments classified as available-for-sale771,799(218,930)		-			
Compensation         5,503,038         5,449,760           Employee benefits         1,069,003         1,067,289           Travel and conference         81,661         84,929           Office occupancy         1,747,991         1,709,021           Office operations         4,439,802         4,275,651           Educational and promotional         501,990         505,355           Loan servicing         874,016         830,437           Professional and outside services         300,555         317,413           Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         \$ 2,059,411         \$ 1,990,077           Components of comprehensive income (loss):         Unrealized holding gain (loss) on investments classified as available-for-sale         771,799         (218,930)	l otal non-interest income		3,403,/11		3,540,817
Employee benefits       1,069,003       1,067,289         Travel and conference       81,661       84,929         Office occupancy       1,747,991       1,709,021         Office operations       4,439,802       4,275,651         Educational and promotional       501,990       505,355         Loan servicing       874,016       830,437         Professional and outside services       300,555       317,413         Operating fees       104,672       99,182         Other       121,151       108,731         Total non-interest expense       14,743,879       14,447,768         Net income       \$ 2,059,411       \$ 1,990,077         Components of comprehensive income (loss):       Unrealized holding gain (loss) on investments classified as available-for-sale       771,799       (218,930)					
Travel and conference       81,661       84,929         Office occupancy       1,747,991       1,709,021         Office operations       4,439,802       4,275,651         Educational and promotional       501,990       505,355         Loan servicing       874,016       830,437         Professional and outside services       300,555       317,413         Operating fees       104,672       99,182         Other       121,151       108,731         Total non-interest expense       14,743,879       14,447,768         Net income       \$ 2,059,411       \$ 1,990,077         Components of comprehensive income (loss):       Unrealized holding gain (loss) on investments classified as available-for-sale       771,799       (218,930)	•				
Office occupancy       1,747,991       1,709,021         Office operations       4,439,802       4,275,651         Educational and promotional       501,990       505,355         Loan servicing       874,016       830,437         Professional and outside services       300,555       317,413         Operating fees       104,672       99,182         Other       121,151       108,731         Total non-interest expense       14,743,879       14,447,768         Net income       \$ 2,059,411       \$ 1,990,077         Components of comprehensive income (loss):       771,799       (218,930)	• •				
Office operations         4,439,802         4,275,651           Educational and promotional         501,990         505,355           Loan servicing         874,016         830,437           Professional and outside services         300,555         317,413           Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         \$ 2,059,411         \$ 1,990,077           Components of comprehensive income (loss):         Unrealized holding gain (loss) on investments classified as available-for-sale         771,799         (218,930)					
Educational and promotional       501,990       505,355         Loan servicing       874,016       830,437         Professional and outside services       300,555       317,413         Operating fees       104,672       99,182         Other       121,151       108,731         Total non-interest expense       14,743,879       14,447,768         Net income       \$ 2,059,411       1,990,077         Components of comprehensive income (loss):       Threalized holding gain (loss) on investments classified as available-for-sale       771,799       (218,930)					
Loan servicing         874,016         830,437           Professional and outside services         300,555         317,413           Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         \$ 2,059,411         1,990,077           Components of comprehensive income (loss):         Unrealized holding gain (loss) on investments classified as available-for-sale         771,799         (218,930)					
Professional and outside services       300,555       317,413         Operating fees       104,672       99,182         Other       121,151       108,731         Total non-interest expense       14,743,879       14,447,768         Net income       \$ 2,059,411       \$ 1,990,077         Components of comprehensive income (loss):       Unrealized holding gain (loss) on investments classified as available-for-sale       771,799       (218,930)	•				
Operating fees         104,672         99,182           Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         \$ 2,059,411         \$ 1,990,077           Components of comprehensive income (loss):         Unrealized holding gain (loss) on investments classified as available-for-sale         771,799         (218,930)	0				•
Other         121,151         108,731           Total non-interest expense         14,743,879         14,447,768           Net income         2,059,411         1,990,077           Components of comprehensive income (loss): Unrealized holding gain (loss) on investments classified as available-for-sale         771,799         (218,930)					
Total non-interest expense14,743,87914,447,768Net income\$ 2,059,411\$ 1,990,077Components of comprehensive income (loss): Unrealized holding gain (loss) on investments classified as available-for-sale771,799(218,930)					
Net income\$ 2,059,411\$ 1,990,077Components of comprehensive income (loss): Unrealized holding gain (loss) on investments classified as available-for-sale771,799(218,930)		-			
Components of comprehensive income (loss): Unrealized holding gain (loss) on investments classified as available-for-sale 771,799 (218,930)		¢		 ¢	
Unrealized holding gain (loss) on investments classified as available-for-sale 771,799 (218,930)		ψ	2,000,711	= <sup>ψ</sup> =	1,000,077
Comprehensive income         \$ 2,831,210         \$ 1,771,147	Unrealized holding gain (loss) on investments classified as available-for-sale	-	771,799		(218,930)
	Comprehensive income	\$	2,831,210	\$	1,771,147

# **Consolidated Statements** of Changes in Members' Equity

YEARS ENDED DECEMBER 31, 2019 AND 2018

		Appropriated Undivided Earnings	 Undivided Earnings	_	Accumulated Other Comprehensive Income (Loss)		Total	_	Comprehensive Income (Loss)
Balance at December 31, 2017	\$	636,653	\$ 52,441,014	\$	(983,143)	\$	52,094,524		
Net income		—	1,990,077		—		1,990,077	\$	1,990,077
Transfers, net Change in unrealized loss on investn	nent	—	—		—		—		
in available-for-sale securities	ione	_	_		(218,930)		(218,930)		(218,930)
Total comprehensive income				_				\$	1,771,147
Balance at December 31, 2018	\$	636,653	\$ 54,431,091	\$	(1,202,073)	\$	53,865,671		
Net income		_	2,059,411		_		2,059,411	\$	2,059,411
Transfers, net		_			—		—		
Change in unrealized loss on investm in available-for-sale securities	nent	_	_		771,799		771,799		771,799
Total comprehensive income				_		_		\$	2,831,210
Balance at December 31, 2019	\$	636,653	\$ 56,490,502	\$	(430,274)	\$	56,696,881		

# Consolidated Statements of Cash Flows

## FOR THE YEARS ENDED DECEMBER 31, 2019 AND 2018

	_	2019	_	2018	
Cash flows from operating activities: Net income	\$	2,059,411	\$	1,990,077	
Adjustments to reconcile net income to net cash provided by	φ	2,033,411	φ	1,550,077	
operating activities:					
Depreciation and amortization		932,972		1,289,020	
(Gain) loss on disposal of property and equipment		6		(1,790)	
Provision for loan losses		2,178,341		2,280,095	
Changes in assets and liabilities:					
(Increase) decrease in other receivables		120,183		(35,570)	
(Increase) decrease in prepaid and deferred expenses		88,854		(10,891)	
Increase in accrued interest on loans Decrease in accrued interest on investments		(111,027)		(100,472)	
(Increase) decrease in loans held for sale		8,272 (1,095,600)		8,036 337,200	
(Increase) decrease in other assets		38,967		(314,883)	
Increase (decrease) in accounts payable & other liabilities		(23,881)		838,321	
Increase in dividends payable		590,775		312,945	
Increase in accrued expenses		27,472		38,458	
Net cash provided by operating activities		4,814,745	_	6,630,546	
Cash flows from investing activities:			-		
Proceeds from maturities on investment securities		4,813,475		4,011,516	
Purchases of investment securities				(1,177,956)	
Net (increase) decrease in certificates deposit		(21)		741,000	
Net (increase) decrease in FHLB Des Moines Capital Stock		184,400		(242,900)	
Net decrease in investment in CUSO		130,951		_	
Net increase in NCUSIF deposit		(126,466)		(48,384)	
Net increase in loan originations, net of principal collected					
on loans to members		(12,950,694)		(24,556,526)	
Proceeds on sale of property and equipment		(265 702)		1,805	
Purchases of property and equipment	_	(265,793)	-	(251,073)	
Net cash used in investing activities		(8,214,148)	_	(21,522,518)	
Cash flows from financing activities: Proceeds from borrowed funds		11,000,000		19,010,000	
Repayment of borrowed funds		(16,000,000)		(13,242,335)	
Net decrease in capital		(258,797)		(10,242,000)	
Net increase (decrease) in regular shares, share drafts, money		(200).017			
market and IRA's		(789,868)		7,086,754	
Net increase (decrease) in share certificates	_	28,039,333	_	(2,798,599)	
Net cash provided by financing activities	_	21,990,668	_	10,055,820	
Net increase (decrease) in cash and cash equivalents		18,591,265		(4,836,152)	
Cash and cash equivalents at beginning of year	_	19,554,941	_	24,391,093	
Cash and cash equivalents at end of year	\$	38,146,206	= \$	19,554,941	
Supplemental disclosure of cash flow information:					
Cash paid during the year for:	<i>~</i>	0 500 557	~	4 000 007	
Dividends	\$ =	2,503,554	= \$	1,903,087	
Interest	\$ _	397,019	\$	271,383	



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#### **ABOUT THE COVER:**

Each year, we try to splash our pages with beautiful images of our island as a homage to our roots. This year's cover depicts Ague Cove on the coast of Dededo, a popular swimming spot with crystal clear waters.

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