

2017 Annual Meeting Agenda

Call to Order — Ben Winkelman, President
Introductions
2017 Meeting Minutes
Reports
President — Ben Winkelman
CEO — Ynette Gibbs
Old Business—Discussion
New Business -Discussion
Elections
Door Prizes

2017 Annual Meeting Minutes

March 4, 2017

Present Board Attendees: Ben Winkelman, Randee Harper, Daniel Doyle, and Judy McHugh

Present Staff Attendees: Jody Reed, Natasha Rothwell, Ynette Gibbs, Israel Fernandez, James Miller

Absent Board, Supervisory Committee Members, Staff: LeAnn Bennett, Nancy Miller, Marcy Harp, Shane Hereth, Mary Russell, Fritzi Sanchez, Jonathan Rodriguez

Other Attendees: 30 members and 1 non-member

Discussion

Called to order at 12pm and welcome by Ben Winkelman. Quorum confirmed by Judy McHugh. Ben thanked members and staff for attending. Ynette led introductions. Everyone introduced themselves and staff gave something they were proud to accomplish for the year. Jim: lower delinquency rate. Jody: 14 years with Newrizons and wears many hats. Natasha: Training of Jonathon and his growth. Izzy: Certified as Loan officer. Ynette: The smiles still on the staff's faces. She then was made to share that she had been chosen for a Dear World Story on her life and accomplishments. Ben thanked the staff personally for great job with members and Ynette as leader. Last year's minutes were changed from 12 am to 12 pm and then approved. Ynette showed new explanation sheet in English and Spanish completed by staff. She went over the Brochure. Ynette was asked to represent small credit unions on the NCUA Small Credit Union Committee representing credit union with assets up to \$100 million. The question was asked from a member about interest rates and if Ynette on the NCUA board had any impact: the committee doesn't deal with setting or influencing interest rates but there was some discussion about where rates are trending. We were reminded that fraud has become a huge concern. The staff informed us that our fraud vendors will only ask a question that has a yes or no answer. Never give personal information.

New Business: none

Old Business: none

Elections: Judy McHugh and Dan Doyle were voted to remain on the Board for another term.

We had fun with Door prizes and the meeting was adjourned at 12:50pm

Judith McHugh, Secretary

Ben Winkelman, Board President

Letter from the CEO

During 2017 Newrizons exceeded \$15 million in assets. For the 5th year, we kept the interest rates paid to members on their savings deposits significantly higher than Grays Harbor County and Washington State averages all year.

Our credit union saw steady membership growth and higher than budgeted loan growth for the first part of the year. In the summer the 3 largest credit unions in Grays Harbor County shut off their Shared Branching services. A large number of members rely on other access. The loss of this service is a real hardship for our member base. Although membership increased over last year, we seen an increase in account closures too. As a result, deposit growth couldn't keep up with loan demand. We remain very financially strong and growing but at a slower pace—not a bad thing just different.

The Individual Development Account (IDA) program was very active this year with members going on to college and purchasing first homes with special grant-matched savings. In 2018, this grant-funded program will be completed and replaced with the MESA program for Education IDA savings.

Our 7th year of free Volunteer Income Tax Assistance (VITA) services were mostly returning taxpayers, more than 40% existing members who rely on the free tax service.

Newrizons was recognized again this year by our credit union peers and trade associations. It's our community outreach changing lives quietly and consistently through elder support, credit and money management counselling, involvement in schools helping the next generations understand simple but critically important financial choices, and our internship program.

Thank you for using Newrizons for your saving and lending needs, and for telling others how great Newrizons is. Your loyalty and word of mouth support is why Newrizons is growing.

Thank you to each member, our volunteer Board of Directors and Supervisory Committee, and our very wonderful staff who make it happen every day.

Ynette Gibbs, Chief Executive Officer

2017 Staff

Ynette Gibbs—CEO
Jody Reed—Sr Loan Officer
Natasha Rothwell —Generalist
Jim Miller—Lending Operations
Israel Fernandez—MSR, Loan Officer
Jonathan Rodriguez—Member Service Rep
Ann Joyce—Accounting

Newrizons
F E D E R A L C R E D I T U N I O N

1965-2018

*For more than 50 years,
Putting People, Not Profits First*

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Monday through Friday

LOBBY 9:30-5:00

DRIVE UP 8:30-5:30

2017 Annual Report

**Annual Meeting
March 3, 2018
11:30—1:00**

Thank you for supporting your credit union

Fellow Members,

Newrizons FCU remains diligent to meet the changing needs of our members and community. We continue to receive inspirational stories of success as our credit union operates within a conservative budget to accomplish a new level of lending expertise and to provide financial assistance to our members and our Grays Harbor Community. Our well established reputation in the community grows even stronger as we continue to reach out to small businesses and high schools students with free financial education and mentoring which in turn helps to build a stronger Grays Harbor County economy for us all. It has been my pleasure to volunteer as your Board President and I look forward to working with you all in the future to keep our Newrizons Federal Credit Union doing what makes us so different and positively impactful in Grays Harbor County.

Ben Winkelman, President, Board of Directors

50+ Years Strong - Newrizons Federal Credit Union Serving Grays Harbor County since 1965

As in previous years, Newrizons has grown in members, loans, and deposits. The amazing staff and volunteers have maintained the sound business practices to continue the safety and integrity of credit union operations which are annually and thoroughly audited by an external CPA firm and NCUA with excellent results again this past year. Dedication and loyalty to our local community by our stellar staff is a testament of Newrizons' continued success. We continue to ask you to refer other community members that may benefit from our free community-oriented and member services provided by our welcoming professional team.

Balance Sheet	2015	2016	2017
Investments & Cash	\$2,953,017	\$3,886,245	\$3,704,071
Loan Balances	\$9,231,339	\$10,465,832	\$11,342,694
Allowance for Loan Loss	\$148,001	\$192,000	\$205,000
Other Assets	\$200,566	\$58,879	\$274,258
NCUA Share Insurance	\$105,641	\$101,977	\$115,770
Total Assets	\$12,342,562	\$14,494,255	15,231,793
Member Deposits	\$10,817,764	\$12,772,193	\$13,355,996
Other Liabilities	\$127,444	\$72,364	\$180,668
Retained Earnings & Reserves	\$1,397,354	\$1,633,246	\$1,694,828
Total Liabilities	\$12,342,562	\$14,494,255	\$15,231,793

Profit (Loss)	2015	2016	2017
Interest Income	\$735,467	\$808,862	\$868,821
Fee & Other Income	\$155,071	\$143,419	\$144,212
Grant Income	\$57,612	\$13,977	\$0
Total Income	\$948,150	\$966,258	\$1,013,033
Operating Expenses	\$621,194	\$668,694	\$622,153
Dividend Expenses	\$62,977	\$97,589	\$123,499
Other Expenses	\$170,244	\$218,462	\$143,747
Net Profit (Loss)	\$93,535	(\$18,487)	\$123,634

Your money is safe and secure with Newrizons Federal Credit Union and is fully insured up to \$250,000.

2017 Board of Directors

President—Ben Winkelman
 Vice President—Randee Harper
 Treasurer—Judy McHugh
 Secretary—Dan Doyle
 Director—Cynthia Hongell
 Director—Jim Heikel
 Director—Mariah Parker

2017 Supervisory Committee

Shane Hereth, Chair
 Daniel Doyle, Kay Catron,
 Kristie Kaleb

Judy McHugh, Treasurer, Board of Directors

Serving as a volunteer on the Board of Directors or Supervisory Committee is a good way to learn about how your Credit Union works. Please volunteer. It makes a difference!

Your Supervisory Committee members are board approved each year. Thank you Dan, Kay, and Kristie for volunteering your time and effort. It's people like this that help make Newrizons run smoothly. The committee oversees the financial operation of your Credit Union and insures that they conform to the NCUA rules and regulations. We are responsible for monitoring all the Credit Union's financial activities including performing surprise cash counts, verifying closed and new accounts, conducting the verification of all member account balances, and engaging an outside agency to conduct an annual audit. This audit has been completed again with no major discrepancies.

Want to get involved in your Credit Union? Serving on the Supervisory Committee is a good way to learn about how your Credit Union works and is a good area to volunteer. Interested in volunteering? Let any of the staff or your Board Members know! We look forward to 2018 to be a great year for our credit union. Thanks to the board of directors for their dedication and time that they give to Newrizons Federal Credit Union and to the employees who provide our members great service with a smile, you are greatly appreciated. The conscientious efforts of all the staff make the Supervisory Committee's work go smoothly.

Shane Hereth, Chairman Supervisory Committee