



Not Bigger, Better!

# 2018 Annual Report

## March 21, 2019

Coast 2 Coast Financial Credit Union  
8916 Sabal Industrial Blvd. Tampa, FL 33619-1326  
Tel (813) 621-9631 ♦ Toll-Free (800) 237-5567 ♦ Fax (813) 664-0525  
[www.c2cfcu.com](http://www.c2cfcu.com)

Meeting Agenda  
2019 Annual Meeting  
5:30 pm  
CU Lobby & FB Live  
90<sup>th</sup> Anniversary Celebration

1. Welcome and Introductions
2. Determination of a Quorum
3. Reading of 2018 Annual Meeting Minutes
4. Chairman's Report
5. Treasurer's Report
6. President's Report
7. Credit Manager's Report
8. Supervisory Committee Report
9. Nominating Committee Report
10. Unfinished business
11. New Business
12. Adjournment of Business Meeting
13. Drawing for Door Prizes
14. Refreshments and Fellowship

# STAFF & OFFICIALS

## **Administration**

Sharmon Lenth, President & CEO  
(2011)

## **Management**

Tanya Fear, Controller  
(1991)

## **Consumer Financial Advocates**

Diane Morgan  
(2003)

Richard Pacelko  
(2013)

Susie Martinez  
(2014)

Brandon Hoffman  
(2014)

Daniel Iglesias  
(2018)

## **Elected Board of Directors**

YEAR TERM  
EXPIRES

### **Officers**

Crystal Gardner, Chair.....2020  
(Director since 2007)

Margaret Turchiarelli, Vice Chair.....2019  
(Director since 2010)

Sharmon Lenth, Secretary/Treasurer....2020  
(Director since 2016)

### **Directors**

Add Carlton.....2019  
(Director since 1997)

Ryan Barber.....2019  
(Director since 2018)

### **Appointed Supervisory Committee**

Lyn McGregor, Chair  
(Committee member since 2017)

Alfred Williams  
(Committee member since 2010)

Sherry Cohalla  
(Committee member since 2018)

*We would like to extend a special thanks to all the staff, volunteers and members who contribute to the Credit Union in so many ways. Without your efforts, our success would not be possible.*

**Minutes of the Annual Meeting for  
Coast 2 Coast Financial Credit Union**  
Thursday, March 22, 2018

At 5:30 p.m., Deborah Grasso, Office Manager, called the Meeting to order in the absence of the President & CEO Sharmon Lenth, held in the Coast 2 Coast Financial Credit Union Tampa Office Lobby, to order.

**Directors Present:** Crystal Gardner, Olga Gonzalez, and Margaret Buono-Turchiarelli (via teleconference)

**Members Present:** See attached sign-in sheet.

Deborah Grasso called the meeting to order.

1. **Welcome and Introductions**

2. **Determination of a Quorum**

The Controller, Tanya Fear noted that there was a quorum present.

3. **Reading of the 2017 Annual Meeting Minutes.**

A motion was made by Margaret Buono-Turchiarelli member, seconded by Michael Parker member, to dispense with the reading as there were no outstanding issues from the last meeting. (Motion carried.)

4. **Chairman's Report** (see attached)

Crystal Gardner gave the Chairman's Report.

5. **Treasurer's Report (see attached)**

6. **President's Report/Report of Credit Manager** (see attached)

Deborah Grasso gave the President's Report.

8. **Report of Supervisory Committee** (see attached)

The Supervisory Committee Report was included.

9. **Report of Nominating Committee** (see attached)

Lyn McGregor gave the Nominating Committee Report.

10. **Unfinished Business**

The Chairman reported that there was no unfinished business to address.

11. **New Business**

There was no new business

12. **Adjournment of Business Meeting**

As there was no further business, a motion for adjournment was made by Gerry Adams seconded by Michael Turchiarelli (Motion Carried). The meeting was adjourned the meeting at 5:46 p.m.

\_\_\_\_\_  
Crystal Gardner  
Chairman

\_\_\_\_\_  
Sharmon Lenth  
Secretary/Treasurer

We understand and approve the reading of the minutes from the Annual Meeting held on Thursday, March 22, 2018 at 5:46 p.m.

\_\_\_\_\_  
Gerry Adams, Member

\_\_\_\_\_  
Michael Turchiarelli, Member

## Chairman's Report

As Chairman of the Board, I am pleased to report that Coast 2 Coast Financial Credit Union has had another successful year. Success is not measured solely by income or asset size. Success is also measured by how Coast 2 Coast Financial Credit Union is benefiting the membership. Moving forward, Coast 2 Coast's goal remains the same: to provide members with the products, services, and guidance needed to prosper financially.

In addition to the brief overview that will be presented tonight, the information provided in our annual report will give you a detailed look into our 2018 operations. As you will observe, 2018 continued our positive trend of successful outcomes; with many changes. We maintained our strong financial position, while continuing to offer competitive interest rates and a strong commitment of service to our members. Member loans are up, which means we are helping more people achieve their dreams. In every decision we make, we genuinely focus on the best interest of our members.

Security of members' personal financial information and their identities remains a top priority for us. We continue to add programs and utilities to protect this data, to detect potential data breaches, and to identify and halt attempts to takeover accounts or to open accounts fraudulently. Staff undergo continuing education regarding information security and emerging fraud schemes, and we vigilantly audit all channels of service delivery to assure that only essential data is transmitted when performing transactions or delivering services for members.

In conclusion, I want to thank my fellow board members for their passion, commitment and dedicated service. I am confident that under Sharmon's leadership, the guidance of the board of directors, the commitment of a dedicated staff, and the support and loyalty of our members, that Coast 2 Coast Financial Credit Union will continue to seize every opportunity to build upon our financial success and provide service excellence to our membership in 2019.

Respectfully,  
Crystal Gardner  
Chairman

## Treasurer's Report

Highlighted below is a Statement of Financial Condition comparing years 2017 & 2018. I'm pleased to report the Credit Union's assets and liabilities continue to strengthen year after year. More specifically, our key ratios measuring management of the Credit Union's assets and liabilities show that the asset quality is high (i.e., charge-off and delinquency ratios are low) and the Credit Union has sufficient reserves to absorb the impact of unexpected events in uncertain times.

As for the Credit Union's financial position at December 2018, average assets totaled \$20.7 million compared to \$20.2 million in 2017. We continue our trend of consistent, controlled growth in a very competitive market for core deposit relationships. While demand for quality loans continues to be a challenge, our Credit Union successfully increased our loan portfolio by over \$374,372 during the past year. If you haven't taken advantage of a loan through your Credit Union, I encourage you to contact our staff today to learn more about how they would welcome the opportunity to earn your business.

In a final note, this success would not have been possible without you....our members, who utilize our loan and deposit services...and the efforts of our Credit Union Staff! We appreciate your support and on behalf of all management, staff, and officials, I thank you for making a difference in helping our Credit Union remain strong.

### Statement of Financial Condition

	2017	2018
<b>Assets</b>		
Net Loans	13,106,635	13,481,007
Cash	223,699	240,403
Investments	6,365,115	6,536,769
Fixed Assets	390,160	364,378
Other Assets	121,461	100,642
<b>Total</b>	<b>20,207,070</b>	<b>20,723,199</b>
<b>Liabilities</b>		
Shares	17,567,404	17,876,224
Reserves	638,631	638,631
Undivided Earnings	1,671,885	1,858,326
Other Liabilities	329,150	350,018
<b>Total</b>	<b>20,207,070</b>	<b>20,723,199</b>
<b>Distribution of Earnings</b>		
Total Income	1,125,602	1,215,494
Operating Expenses	905,467	940,972
Provision for Loan Loss	17,196	7,000
Non-Operating Gain/Loss	0	1,309
Dividends and Interest	78,283	82,362
Net Income/Loss	124,656	186,469
<b>Capital Ratio</b>	<b>11.43%</b>	<b>12.05%</b>

Respectfully submitted,  
Sharmon Lenth  
Treasurer/Secretary, Board of Directors

## **President and CEO's Report**

2018 was another year that sadly, seemed to be dominated by a hurricane. Hurricane Michael, one of the worst hurricane's in Florida's history, hit the panhandle area in what was a stealth like manner giving residents little time to evacuate. Our staff quickly made contact with our members in the area verifying their safety, status of damage and how we could help or assist. One of our members was displaced from their home as their condo building near Mexico Beach was severely damaged and deemed uninhabitable. We assisted our member with a 90 day payment forbearance on their auto loan as well as gift cards and supplies. Our staff rallied with the help of members and non-members all around the Tampa Bay area coordinating a supply drive for our panhandle neighbors. We were proud to fill a 16ft Ryder truck with supplies driven up to the affected areas by two of our UPS/Teamster members as well as a staff member and a Supervisory Committee member. This coordinated effort of help is the epitome of what the credit union movement is all about "People helping People".

In 2018 we also maintained our superior regulatory rating with the Office of Financial Regulation having one of our best ever regulatory exams as well as a stellar annual audit.

To survive and more importantly, thrive, in today's ever-changing financial services landscape we continue to invest heavily in our products, our technology, and our service delivery channels. 2018's primary focus has been on data security and account fraud prevention.

In closing I want to thank our very talented, dedicated and committed staff, Supervisory Committee members, and Board of Directors. Our credit union is fortunate to have such a dynamic group at the helm each and every day.

Sharmon Lenth

President/CEO

## **Credit Manager's Report**

On December 31, 2018 Coast 2 Coast Financial Credit Union had \$13,579,063.45 in outstanding loan balances. Our staff processed and booked a total of 340 loans for a total of \$5,746,293.23 in 2018.



## **Supervisory Committee Report**

The Credit Union operates under the laws of the United States of America and is regulated both by the National Credit Union Administration (NCUA), an agency of the federal government and the State of Florida, Office of Financial Regulation. Examiners of the Office of Financial Regulation examine our Credit Union every 18 months to ensure our operations in accordance to the Federal Credit Union Act and on behalf of the NCUA share insurance fund for safety and soundness.

The Credit Union's Board of Directors appoints a Supervisory Committee responsible for safeguarding the Credit Union's assets and protecting the interest of the members. The Committee is also responsible for ensuring that each account in your credit union is managed professionally, efficiently and confidentially. The Committee has established an annual audit plan and performs audit functions throughout the year in accordance with that plan.

The Committee engaged Warren Averett CPA's and Advisors to perform the 2018 Fiscal year-end audit. In the opinion of the auditors, the Credit Union's complete set of financial statements, which are not presented in this report, present fairly, in all material respects, the financial position of the Credit Union as of September 30, 2018, and the results of its operations and its cash flows for the year ended. Furthermore, the Committee meets monthly to review the work performed by the Management and Staff in financial and operational areas of the credit union.

Based on the above activities, it is the unanimous opinion of the Supervisory Committee that Coast 2 Coast Financial Credit Union is operating in a safe and sound manner.

To protect your interest in the Credit Union, the Supervisory Committee functions independently of the Board of Directors and Staff. We acknowledge and appreciate the fine job everyone has done this past year.

Thank you for the opportunity to be of service and for your continued support of your credit union.

Sincerely,

Lyn McGregor  
Supervisory Committee, Chair

## Nominating Committee Report

On March 22, 2018, the Nominating Committee comprising of three persons was appointed by the Board of Directors of Coast 2 Coast Financial Credit Union. This is in accordance with the established bylaws, Article VI, Section 6. The composition of the Nominating Committee for 2018 is as follows:

Tanya Fear  
Lyn McGregor  
Sherry Cohalla

The current listing of serving officers of Coast 2 Coast Financial Credit Union is as follows:

<b>Board of Directors</b>	<b>Position</b>	<b>Term Expiration</b>
Crystal Gardner	Chair	2020
Margaret Turchiarelli	Vice Chair	2019
Sharmon Lenth	Secretary/Treasurer	2020
Add Carlton	Director	2019
Ryan Barber	Director	2019

As there were no other petitions received the committee submits the following incumbent nominations for renewal of 3 year terms: Margaret Turchiarelli, Add Carlton and Ryan Barber.

Volunteerism is an essential ingredient for the growth and advancement of our dynamic institution. We are eternally grateful for the unwavering dedication of all of our volunteers, who have over the years given freely of their time and experience to ensure the development and on-going success of the credit union.

We are grateful to serve you, our membership, as we attempt to select the best possible mix of committed members to work on our behalf in ensuring the continuity of our future progress.

Congratulations to: Margaret, Add and Ryan.

Respectfully Submitted,

Tanya Fear  
Chairman