





## A message from our President & CEO

It's not often an organization entering its 70th year in business experiences a series of firsts. Thankfully for our members and the communities we serve, we continue to chart new ground.

In the latter part of 2022, we launched our Gesa Community Foundation. Giving has always been a cornerstone for us, it's in our DNA. With the formation of the foundation, we place additional rigor and concentration in the areas of education and support of the "Local Heroes" that make our communities better. Our Local Heroes grant program received more applications and gave more than in any time in our history. We added two new school districts – one on each side of the mountains – to our affinity card program that provided more than \$300,000 to our participating school districts across the state. We were also honored to announce in November that our High School Credit Union Program made history as Washington's first Financial Sector Career Launch Endorsed Program. Through Career Connect Washington, this certification allows dozens of students across our 12 high school campus branches to receive industry-recognized credentials endorsing them as readily hireable for entry-level positions within the financial industry, helping to further their career.

Our membership has grown to its highest level, as has many of the key financial metrics we manage. We set records this year in lending, providing our membership with the vehicles needed to get to and from work, helping our members consolidate debt through our low-rate credit cards, and we were able to come alongside nearly 1,200 members who reached their goal of homeownership this year.

Through our partnership with Washington State University, millions of people locally and regionally learned more about Gesa, and our marketing team continues to increase our exposure to share the benefits we offer. In 2022 we saw more exposure for our brand than ever before, and we were honored to expand our branch network to Pullman to solidify our commitment to the region.

What is not a first for Gesa is the strength of our over 780 team members throughout the Northwest. When I think about all that has been required, over the course of 70 years, to build Gesa to the place it is today, I start with our team members – both past and present. An organization can only be as strong as the collection of its individual parts, and I'd like to thank our team members, our leadership team, and our Board for their unwavering commitment to our members and our growth.



**Don Miller**  
President & CEO

## A message from our Board Chairperson

I'm excited and honored to share with you the highlights of another successful year for Gesa Credit Union. Under the guidance of our leadership team, we have experienced significant positive momentum, record setting giving to our communities, exceptional service to our growing base of members, and although 2023 will have some challenges I believe our experienced leadership team and financial stability will prevail.

Despite the challenges of the last two and half years, and what turned out to be an economically rocky 2022 for our nation, Gesa continued to build on our strong financial performance and growth in membership. All of which did not diminish our focus on financial education, and the motto of "People Helping People", our leadership team helped our members navigate the challenges of 2022 while also being called upon to provide guidance to the credit union industry as a whole through published thought leadership counsel.

In addition to these achievements, we continue to deepen the relationships with the communities we serve through the creation and launch of the Gesa Community Foundation. In its first year, the Gesa Community Foundation awarded 43 organizations over \$520,000 in grant funding to support our local healthcare workers, police, fire, educators, and veterans. We also awarded our partner schools with over \$300,000 in support of student programs and education – bringing the School Affinity Card program total to over \$1 million dollars donated by our members since 2015. And it is thanks to our generous members and our focus on education and support of Local Heroes, I am honored to announce we gave over \$3.8 million to the communities we serve through support of non-profit partners, events, local chambers of commerce, and education institutions.

I'm proud of Gesa's achievements in 2022 and say with confidence, as we enter our 70th year of business, it is a good time to be a Gesa member.



**Gregg Andrews**  
Board Chairperson



## A message from our Supervisory Chairperson

Gesa's Supervisory Committee is responsible for ensuring that credit union policies, procedures, and internal controls are designed to protect member's assets against fraud and conflict of interest. We meet regularly with Gesa's Internal Audit team and external auditors to ensure Gesa's member assets are safeguarded.

Through diligent oversight and management, Gesa Credit Union has maintained a strong financial position which includes ample reserves, prudent lending practices, and effective risk management strategies. On behalf of the committee, we believe Gesa Credit Union conducted business in a fiscally sound manner in accordance with applicable federal regulations, Washington State credit union laws, and Gesa Credit Union bylaws.

On behalf of the Supervisory Committee, we would like to thank Gesa's Board of Directors, management, and team members for their support as they navigated many external factors such as rapid changes in interest rates, market volatility, and economic uncertainty this past year. Gesa's commitment to maintain financial soundness is unwavering and we will continue to work to uphold our members' trust and confidence in this institution.



**Kevin Sullivan**  
Chair

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### Board of Directors

**Gregg Andrews**  
Board Chair

**Linda Cowan**  
Board Member

**Brett Spooner**  
Board Member

**Geof Griebel**  
Board Vice Chair

**Bob Follett**  
Board Member

**Martin Valadez Torres**  
Board Member

**Andrew Austin**  
Board Secretary

**Bill Melberg**  
Board Member

**Rich Rutkowski**  
Board Member

**Ben Basson**  
Board Member

**Jessica Schneider, M.D.**  
Board Member

**Paul Korstad**  
Emeritus Board Member

**Manuel Chavallo**  
Board Member

**Peter T. Smith**  
Board Member

**Bill Roberts, Jr.**  
Emeritus Board Member

### Supervisory Committee

**Kevin Sullivan**  
Chair

**Rob McFarland**  
Vice Chair

**Matt Medlin**  
Secretary

**Bob Hamm**  
Member

**Portia Singian**  
Member

# Financials

## Statement of Financial Condition

as of December 31, 2022 (Unaudited)

### Assets

Consumer Loans	\$2,486,366,608
Mortgage Loans	923,797,792
Other Real Estate Loans	305,966,333
Business Loans	717,949,845
Allowance for Loan Loss	(31,045,170)

<b>Net Loans</b>	<b>\$4,403,035,408</b>
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Cash and Cash Equivalents	436,125,604
Loans Held for Sale	351,000
Investments	434,600,372
NCUSIF Capitalization Deposit	41,894,491
Land and Building - Net of Depreciation	100,256,590
Furniture, Equipment & Other Assets - Net of Depreciation	177,751,802

<b>Total Assets</b>	<b>\$5,594,015,267</b>
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### Liabilities & Equity

Deposit Accounts	\$3,358,001,811
Certificates of Deposit	1,034,525,950
IRA Certificates	91,702,133
IRA Savings	58,297,665

<b>Total Deposits</b>	<b>\$4,542,527,559</b>
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Other Liabilities	561,722,255
Net Worth	489,765,453

<b>Total Liabilities &amp; Equity</b>	<b>\$5,594,015,267</b>
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## Income Statement

for the year to date period ending December 31, 2022 (Unaudited)

Income	
Interest on Loans	\$165,798,817
Income from Investment	6,605,719
<b>Total Interest Income</b>	<b>\$172,404,536</b>
Interest Expense	
Dividends	19,073,026
Interest on Borrowed Money	5,704,800
<b>Net Interest Income</b>	<b>\$147,626,710</b>
Provision for Losses	
	19,570,407
<b>Net Interest Income After Provision for Loan Loss</b>	<b>\$128,056,303</b>
Operating Expenses	
Compensation and Benefits	\$68,360,001
Travel, Conference and Training	1,418,811
Office Occupancy	5,970,364
Office Operations	28,590,176
Professional and Outside Services	12,445,138
Advertising and Promotions	13,607,079
Loan Servicing	8,402,427
Other Expenses	6,543,306
<b>Total Operating Expenses</b>	<b>\$145,337,302</b>
Other Income	46,775,597
<b>Net Income</b>	<b>\$29,494,598</b>