

Gesa Credit Union

**Educate.
Serve.
Grow.**

Annual Report 2023



A message from our President & CEO

As we celebrate 70 years of service, Gesa Credit Union has accomplished unprecedented achievements. 2023 represented a year of opportunity for us to adapt to an uncertain and challenging economic landscape. We couldn't be prouder of the results—Gesa Northwest: Educate, Serve, and Grow.

Education means a brighter future.

The emphasis of our financial education initiatives reached nearly 9,000 individuals in 2023, equipping them with the knowledge to navigate their financial futures confidently. Our Local Heroes Grants and scholarship programs, totaling \$510,000, further demonstrate our investment in the potential and prosperity of our members and the communities we serve.

Service in everything we do.

Celebrating our spirit of generosity, we've proudly donated \$3.8 million to the communities we call home. This includes a significant contribution to the WSU Cougar Athletic Fund, reinforcing our commitment to educational and athletic excellence. Our Affinity Card program also stands out, having directed over \$340,000 to high schools. These funds are more than just numbers; they're investments in the resources that empower our future leaders.

Service is more than a concept at Gesa—it's a call to action. Our team members dedicated nearly 3,000 hours of service through our Community Outreach Committee, embodying the change we aspire to see. The Gesa Day of Service amplifies this impact, with Gesa closing our branches and the staff volunteering over 2,400 hours to partner with 27 non-profit organizations across the Pacific Northwest. Together, we're forging meaningful, lasting change in the communities we serve.

Growing the Gesa experience.

We could not be more excited to celebrate our first Idaho branch in Post Falls. This opening represents bringing the Gesa experience to new communities—from products to services and beyond. We also saw several additions to our Commercial Banking products, offering a wider range of financial solutions to businesses and municipalities to serve their growing needs.

Through these collective efforts, Gesa's membership and financial metrics have performed better than industry averages, illustrating Gesa's commitment to financial secureness and strategic stewardship of our members' money. We're not just growing; we're evolving with intention, driven by the strength and dedication of our 820 team members who carry out our mission daily.

Thank you for your continued support as your trusted lifelong financial partner. We anticipate the coming year with optimism and are excited to continue to create new education, service, and growth opportunities in the Pacific Northwest.



Don Miller
President & CEO

Financials

Statement of Financial Condition

as of December 31, 2023 (Unaudited)

Assets

Consumer Loans	\$2,209,364,704
Mortgage Loans	894,975,656
Other Real Estate Loans	330,934,420
Business Loans	856,387,449
Allowance for Loan Loss	(46,296,314)
Net Loans	\$4,245,365,915
Cash and Cash Equivalents	483,217,077
Loans Held for Sale	373,602
Investments	402,500,798
NCUSIF Capitalization Deposit	40,424,881
Land and Building - Net of Depreciation	90,623,033
Furniture, Equipment & Other Assets - Net of Depreciation	198,563,324
Total Assets	\$5,461,068,630

Liabilities & Equity

Deposit Accounts	\$3,033,129,176
Certificates of Deposit	1,273,280,244
IRA Certificates	113,258,757
IRA Savings	44,616,677
Total Deposits	\$4,464,284,854
Other Liabilities	478,069,612
Net Worth	518,714,164
Total Liabilities & Equity	\$5,461,068,630

Income Statement

for the year to date period ending December 31, 2023 (Unaudited)

Income	
Interest on Loans	\$206,338,344
Income from Investment	24,854,165
Total Interest Income	\$231,192,509
Interest Expense	
Dividends	59,019,051
Interest on Borrowed Money	13,999,472
Net Interest Income	\$158,173,986
Provision for Losses	16,083,886
Net Interest Income After Provision for Loan Loss	\$142,090,100
Operating Expenses	
Compensation and Benefits	\$72,536,647
Travel, Conference and Training	1,330,505
Office Occupancy	6,674,981
Office Operations	31,435,460
Professional and Outside Services	13,761,602
Advertising and Promotions	12,376,176
Loan Servicing	6,608,386
Other Expenses	6,302,072
Total Operating Expenses	\$151,025,829
Other Income	59,194,330
Net Income	\$50,258,601

A message from the Chairman of the Board

Reflecting on Gesa Credit Union's 70th anniversary, we've seen a year filled with significant achievements that showcase our commitment to our members and our mission. Despite the challenges of the economy in 2023, Gesa has not only met but exceeded expectations, providing outstanding service, expanding financial education, and strengthening our community ties.

Strategic Direction and Governance

The Board has been instrumental in shaping decisions that have expanded our financial education outreach to nearly 9,000 individuals. Our Local Heroes Grants and scholarship programs, with an investment of \$510,000, are concrete steps to empower our community members with the tools for financial success.

Deepening Community Ties

Service is at the core of what we do. Our team's dedication was clearly visible during the Gesa Day of Service, where we dedicated over 2,400 volunteer hours—and our Community Outreach Committee, which dedicated over 3,000 volunteer hours over the course of the year. That's not where Gesa's service stops. Our philanthropic efforts, totaling \$3.8 million, aim to create sustainable, positive impacts in the communities we serve.

Visionary Expansion

The opening of our first branch in Idaho at Post Falls is a significant step in bringing the Gesa experience to new markets in the Pacific Northwest. This branching strategy and the introduction of new Commercial Banking products enhance our support for local businesses, municipalities, and retail members. Thanks to the hard work of our 820 team members, our financial growth continues to surpass industry standards, underscoring our strength and reliability.

We are looking forward to the opportunities that await us. Our history of success is a record of our past and a foundation for what we can achieve moving forward. We are ready to meet future challenges with the same commitment and strategic thinking that have been part of Gesa's story for seven decades.

Thank you for your trust in us. We remain dedicated to advancing Gesa Northwest: Educate, Serve, and Grow as we face the future with optimism and purpose.



Geof Griebel
Board Chairperson

A message from the Chairman of the Supervisory Committee

The Supervisory Committee of Gesa Credit Union upholds its commitment to safeguard our members' assets. In 2023, we diligently worked alongside Gesa's Internal Audit team and external auditors, ensuring that our internal controls, policies, and procedures remained robust; effectively protecting against fraud and conflicts of interest.

Throughout a year of economic uncertainties and challenges, our Committee has observed Gesa's sustained financial strength. The credit union has demonstrated resilience through substantial reserves, sound lending practices, and strategic risk management. In accordance with federal regulations, Washington State credit union laws, and Gesa Credit Union bylaws, we affirm that Gesa Credit Union has conducted its operations in a fiscally responsible manner.

On behalf of the Supervisory Committee, I extend our gratitude to the Board of Directors, management, and all team members for their support in partnership with us. Their efforts have been integral in navigating the dynamic economic landscape of the past year; ensuring that Gesa's financial soundness remains a constant.

Gesa's mission to educate, serve, and grow within the communities we serve is a testament to our collective integrity and foresight. We remain devoted to preserving our members' trust and confidence in Gesa Credit Union today and into the future.



Rob McFarland
Chair

Board of Directors

Geof Griebel
Board Chair

Martin Valadez Torres
Board Vice Chair

Brett Spooner
Board Secretary

Gregg Andrews
Board Member

Andrew Austin
Board Member

Ben Basson
Board Member

Manuel Chavallo
Board Member

Linda Cowan
Board Member

Bob Follett
Board Member

William Melberg
Board Member

Jessica Schneider, M.D.
Board Member

Peter Smith
Board Member

Cristina Reyff
Board Member

Malcolm McLellan
Board Member

Supervisory Committee

Rob McFarland
Chair

Matt Medlin
Vice Chair

Portia Singian
Secretary

Bob Hamm
Member

Kevin Sullivan
Member

Community Impact

What we accomplished together in 2023

In 2023, we dialed in our efforts to make a more significant positive impact on our communities and expanded our reach in the Pacific Northwest. Through growth, we've reinforced our commitment to providing members with community-enriching opportunities like educational programs, financial workshops, innovative products, partnerships with nonprofits, sponsorships, and much more.

We cannot thank our incredible team or our members enough, as their support makes all the difference in our communities.



\$3.8 million

in total giveback



\$410,000

to 42 Local Heroes Grants

- \$111,247** to WSU Cougar Athletic Fund
- \$340,609** in High School Affinity Card donations
- \$100,000** awarded in scholarships to 36 members
- 300+** community partners collaborated with
- \$563,000** raised for WA food security nonprofits
- 347+** community events supported
- 8,879** financial education participants
- 230** education sessions and simulations
- 2,990** hours volunteering by the Community Outreach Committee
- 168** students participated in the High School Credit Union Program





Gesa Day of Service

Each year in observance of Indigenous Peoples' Day/Columbus Day, we close our branches and come together to volunteer, give back, and make an impact as a team across the communities we call home.



480+

Gesa Volunteers



2,400+

Dedicated Hours



25+

Organizations Served

