



87th Annual Membership Meeting Report

**We Believe
in Building a Better Life.**

A Better Life for our Members,
for our Communities,
and the Great State of Idaho.

AGENDA

Welcome	Nathan Downey
Meeting Called to Order	Nathan Downey
Approval of Agenda	Nathan Downey
Approval of 2022 Minutes	Nathan Downey
Reports:	
Chairman	Nathan Downey
President	Dan Thurman
Treasurer	Josh Roos
Supervisory Committee	Bryan Forsmann
Credit Committee	Ethan Morriss
Board Presentation	Nathan Downey
Election Results	Nominating Committee
Welcome New Board Members	Nathan Downey
Old Business	
Adjournment	Nathan Downey

Wednesday, May 3rd, 2023

East Idaho Credit Union Leadership

Board of Directors



Nathan Downey
Chairman of the Board



Justin Chipp
Vice Chairman



Nicole Mattos
Secretary



Josh Roos
Treasurer



Tyler Brooks
Director



Mark Hyndman
Director



Josh Searle
Director

Executive Team



Dan Thurman
CEO / President



Cindy High
EVP / Chief Operations
Officer



Ethan Morriss
EVP / Chief Lending
Officer



Jeff Vogt
EVP / Chief Financial
Officer



Steven Foster
Chief Marketing Officer



Robert Maynes
General Counsel



Bob Hale
Chief Information Officer

Supervisory Committee



Bryan Forsmann
Chairman



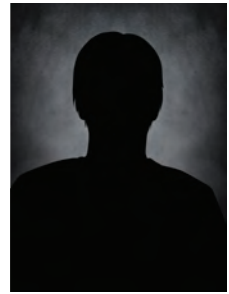
Mike Duke
Member



Sherree Schell
Member



Duane Adamson
Member



Chad Ostergar
Internal Auditor

Managers and Directors

Angie Abegglen
AVP Operations

Stephanie Cecil
HR Director

Kellie Elliott
Mortgage Loan Director

Kylee Fackrell
Lending Systems Director

Joe Harrington
Business Intelligence Director

Alicia Jones
AVP Sales & Service

Hunter Lemieux
Consumer Underwriting Manager

Karli Lloyd
Training Director

Alyssa Martinez
Contact Center Manager

Travis Morgan
Product Advisory Manager

Mark Provolt
AVP Loss Mitigation

Matthew Rice
AVP eServices

Brandon Rolfe
eServices Assistant Manager

Jennifer Sanford
Consumer Lending Director

Kristin Sanger
Treasury Management Officer

Branch Management

Hercules Lima
Branch Manager
Main

Autumn Patterson
Assistant Branch Manager
Freeman

Briana Chintala
Assistant Branch Manager
Ammon

Britni Holman
Branch Manager
Rexburg

Michelle Lords
Assistant Branch Manager
Arco

Laura Banks
Assistant Branch Manager
Challis

Tammy Vanderwood
Branch Manager
Salmon

Jarris Scollick
Branch Manager
St. Anthony

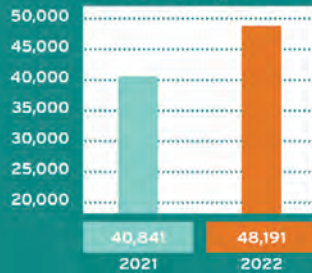
MerAnda Miller
Assistant Branch Manager
Shelley

Taea Flores
Branch Manager
Pocatello

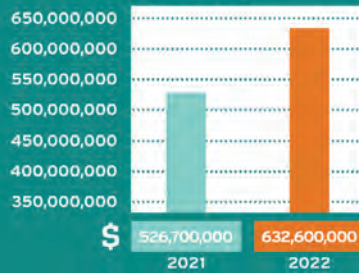
Financial Highlights

As of December 31, 2022

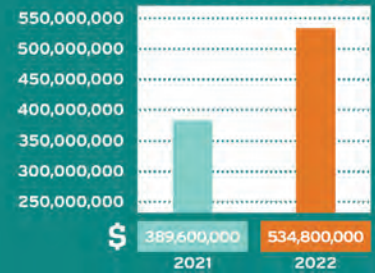
Memberships



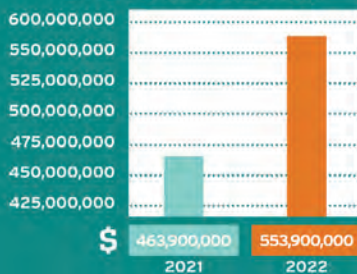
Assets



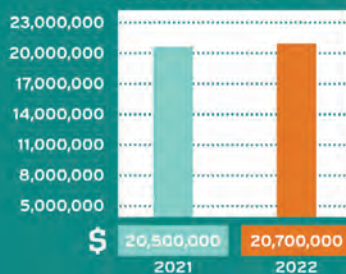
Loans Outstanding



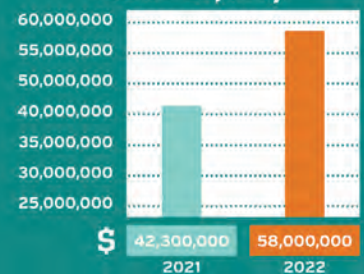
Share Accounts



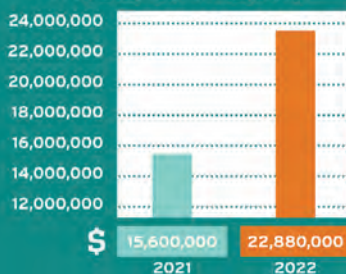
Liabilities



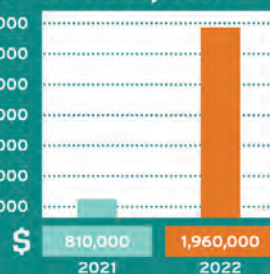
Total Equity



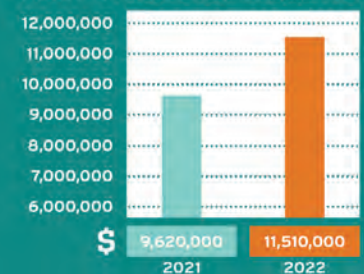
Interest Income



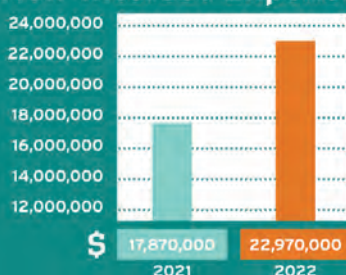
Interest Expense



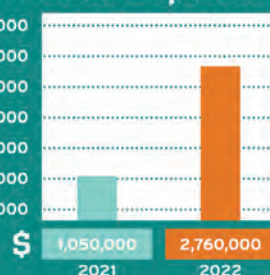
Non-Interest Income



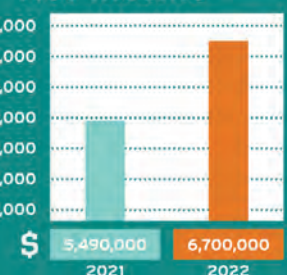
Non-Interest Expense



Loan Loss Expense



Net Income



Chairman's Report

Not that long ago, East Idaho Credit Union adopted the saying “Building Better Lives” as a motto and as a goal for what we want to accomplish as your credit union. It isn't just something we say. It is something we believe in, it is something that drives us. Everything we strive to do as your volunteer Board of Directors is to make the credit union better so that EICU is then able to provide you, our members, the products and services you need to build YOUR better life.

To help our members who own and run small businesses build better lives, we have enhanced and expanded our commercial banking and lending services to better serve our members in ways we have never done before. Our ability to insure our members' commercial deposits at higher limits than in the past gives you peace of mind while the financial industry seems to be crumbling all around the world. Our enhanced lending products and services make it possible for our members to grow and expand their businesses and achieve the goals they have without having to worry about unfair interest rates or predatory lending practices. Our amazing team of commercial banking and lending experts provides you with someone you know and trust to work with you as you build your better life so that you don't have to walk this path alone. The amount of growth we have seen in our commercial banking and lending portfolio over the last year is evidence to me that you, our members, trust us to help you with the businesses you have struggled and fought to build.

For our members who want guidance with financial planning, East Idaho Wealth Management is here to help you build a better life. Our Wealth Management team of employees has the knowledge and expertise to help you in both your long- and short-term financial goals. There have been some changes that have occurred in this department over the last year and we wish to express our gratitude to our members who continue to put your trust in us. Your Board of Directors has complete confidence in our Wealth Management team and hope you will allow them to help you build a better life.

One of the biggest challenges this year has been working to keep our deposit growth in line with our loan growth. Our consumer lending team has been working extremely hard all year to help our members build better lives by providing loans for prudent and provident purposes. Whether it is a vehicle, a mortgage, a personal line of credit or a small loan for a first-time borrower to establish credit, our lending team is ready and willing to help our members build better lives. Though interest rates on just about everything have increased throughout our industry over the last year, East Idaho Credit Union continues to offer very competitive rates on all our lending products and we continue to be ready to provide you with the highest levels of member service that you have come to expect from our amazing team.

These are just a few examples of what East Idaho Credit Union is able to offer our members due to the sound and solid financial foundation we are on. Our net worth ratio ended the year at 9.34% and our return on average assets finished at 1.15%, both of which were well above budget and which demonstrate that 2022 was a very strong year. The Board of Directors, working closely with the management team, is very excited for the future of East Idaho Credit Union and we believe our future will provide many more opportunities for us to fulfill our goal of Building Better Lives for each and every member.

Thank you for the trust and support you give us as your Board of Directors.

Nathan Downey | Board Chairman

President's Report

I'm very happy to report to you about the amazing year that the credit union had in 2022.

Not only did we see strong growth that exceeded our peers, we also had strong income in a year of significant change.

I'm so proud of the management team and the organization in their ability to adjust to the rapidly changing rate environment. The speed and rate that the Feds raised interest rates was unprecedented and your credit union responded proactively to ensure that the organization stayed in front of any interest rate risk.

While there were large challenges in 2022, we saw some amazing advancements at East Idaho Credit Union that should be recognized and celebrated. Our Treasury Management program is hitting its stride and saw amazing growth and success in 2022. As we continue to develop and advance our business services, we will become a foundation for our communities in our support of their small businesses. As we work together in this effort, we are already seeing an incredible impact not only with those businesses but the communities as a whole. We truly are partnering with communities to build better lives.

We officially launched our East Idaho Credit Union Foundation in 2022 with a focus on helping and providing support to kinds in need in our communities. Doing good for kids in our communities isn't something new to our organization but to now have a 501(c)(3) foundation is a huge step forward in our commitment to and ability to serve the communities we call home. The Foundation will help us tell our story about how we are building better lives.

We also had some great enhancements for our entire membership. We have added contactless cards which allow for a quicker and more secure transaction when making your purchases. If your card isn't contactless it will be when it is reissued before the expiration date. Members can now file card transaction disputes through eBranch and our mobile app. We also added Card Management that allows members to report their card lost or stolen, put travel notes and continue to set alerts and controls on their cards. These enhancements allow you to have more control and visibility into your financial transactions. We added options to pay your loans with a debit card of your choosing through Loan Pay by using eBranch or the mobile app. We also developed the ability for you the member to set up your account protection preferences online and through the app so you can adjust which of your accounts you want to cover overdrafts and it allows you to opt into our last line of defense product. All of these changes allow you our member to have better visibility and control of your finance and are part of our commitment to building better lives.

We just finished a state and federal exam and I'm pleased with the work our team has done to receive strong ratings from our examiners. We are excited for what the future holds and we look forward to new branches in Meridian and Driggs in 2023! Thank you for the trust you place in us as we know you have many choices when it comes to your finances. We are happy to be a partner with you to build better lives in our communities!

With Many Thanks,

Dan Thurman | CEO

Treasurer's Report

2022 was another very robust year for the credit union. At the end of 2021 our balance sheet stood at \$526,700,000 in assets. By the end of 2022 we had grown another \$106,000,000 in assets and now sit at \$632,600,000; this was a growth rate of over 20%.

While our member shares last year grew over \$83,000,000 (a 19.3% increase), our member loans grew over \$146,000,000 (a growth rate of 37.6%). Our asset, share, and loan growth rates are among the tops in the nation.

We also had record earnings in 2022 of \$6,700,000. As a result of our earnings, coupled with the addition of \$10,000,000 in Supplemental Capital we raised last year, our NCUA-measured Net Worth Ratio is now at 9.34% of assets. Our Return on Average Assets (ROAA) was very strong at 1.15% vs peer group of .82%.

These incredible growth and income numbers are representative of the trust and support of our members, coupled with the hard work and efficiency of our amazing employees. For over 87 years we've been providing for the financial growth of our members and the communities we serve. As the Treasurer of the Board of Directors I am happy to report that as an organization we are financially strong.

Josh Roos | Treasurer

Supervisory Committee's Report

East Idaho Credit Union's Supervisory Committee is appointed by the Board of Directors and is responsible for ensuring that the credit union is operating within the policies and procedures set forth by the state and federal regulators and the Board of Directors of the credit union. The Supervisory Committee reports annually to the members and monthly to the Board of Directors.

East Idaho Credit Union is a state chartered financial institution, and as such, is regulated by the state of Idaho Department of Finance. The state is required to examine the credit union to ensure state and federal regulations are followed. This year we also received a joint exam by the State of Idaho Department of Finance and the National Credit Union Administration (NCUA). The examiners were pleased with their findings and complimentary of our policies, our supervisory oversight, and financial performance.

Each year the Supervisory Committee engages an independent auditing firm to perform an external audit of the credit union's financial accounts for the completed year. The Supervisory Committee engaged the independent accounting firm Eide Bailly to perform the external audit for the period ending December 31, 2021. Eide Bailly concluded the following:

"In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Credit Union as of December 31, 2021, and the results of its operations and its cash flows for years then ended, in accordance with accounting principles generally accepted in the United States of America".

We would like to thank the Board of Directors and credit union staff for their continued adherence to growing the credit union in a sound and responsible manner.

Bryan Forsmann | Supervisory Committee Chairman

EAST IDAHO

CREDIT UNION

11 Convenient Branch & Service Centers

Idaho Falls **Main Branch**

865 S. Woodruff Ave.
Idaho Falls, ID 83401

Idaho Falls **Freeman Park**

1170 Science Center Dr.
Idaho Falls, ID 83402

Treasure Valley **Lending Center**

2000 S. Eagle Rd.
Meridian, ID 83642

Ammon

3255 E. 17th St.
Ammon, ID 83406

Shelley

418 W. Fir St.
Shelley, ID 83274

Pocatello

1700 Hurley Dr.
Pocatello, ID 83202

Arco

120 W. Grand Ave.
Arco, ID 83213

Challis

1307 A Highway 93 S.
Challis, ID 83226

Salmon

777 Shoup St.
Salmon, ID 83467

Rexburg

310 N. 2nd E.
Rexburg, ID 83440

St. Anthony

750 N. Bridge St.
St. Anthony, ID 83445

Remote Services

208.523.9068
800.727.9961

EastIdahoCU.org

PO Box 1865
Idaho Falls, ID 83403

EAST IDAHO CREDIT UNION

Annual Meeting Minutes

Held at the ISU Campus, Pond Building

May 4, 2022

Cindy High, Chief Operations Officer, welcomed the attendees to the May 4, 2022 Annual meeting.

Justin Chipp, the Vice Chairman initiated the meeting by calling the meeting to order at 6:18 p.m. He read the Board Chairman's message from Nathan Downey as follows:

My association with East Idaho Credit Union began 20 years ago when I was hired as a teller at the Freeman branch in December 2001. If my memory serves me correctly, at the time, we were around the \$100M mark for total assets, give or take a little. Fast forward to 2021, we ended the year with over \$252M in total assets. Now, year-end total assets for 2021 came in under \$527M. If you look at those numbers, it appears that our trend is to double in asset size approximately every ten years. If you consider the fact that 51% of the asset growth from 2011-2021 happened last year alone, this is approximately \$141.7M in 2021.

It is hard to find another way to describe the year besides mind blowing. Many amazing things have happened across our organization throughout the year in 2021:

- We won first place in Best Places to Work in our employee size again.
- We were able to get our commercial/business lending portfolio up and running.
- We purchased land for future growth in communities that we are not yet in.
- We more fully invested in our East Idaho Credit Union team so that we do not continue to lose team members to other organizations or industries.

These great accomplishments help us to provide you, our members, with better service and services. It is a very exciting time to be part of East Idaho Credit Union. There are many opportunities for growth, expansion and new services, but also for a rededication to the core values that make East Idaho Credit Union such a vital part of the communities we serve. We are and always have been an organization developed to the principles of people helping people. We look forward to helping each of our members achieve their prudent and proficient financial goals, whatever they may be.

We as your Board of Directors realize that the current state of our national economy has some, if not many, of our members questioning what is in store. With record inflation, looming world conflicts, the continued effect of the COVID-19 variants and more supply chain issues, and not to mention your own personal situations, it is easy to question if anything could be positive in the years to come.

We want all our EICU members to know that we are dedicated to ensuring the continued success of this great organization that we are a part of. We are confronting the challenges of the future by working closely with our East Idaho Credit Union management team to develop and implement goals and strategies to continue the success and growth we have experienced these past few years.

I would like to thank all our East Idaho Credit Union members for the confidence and trust you have in us as your Board of Directors. We do not take lightly the great responsibility you place on our shoulders. We are

committed to the continued success of this amazing organization. Thank you.

Cindy High welcomed Dan Thurman, East Idaho Credit Union's President and CEO, to give his President's report.

Dan shared the following:

Dan thanked everyone for being here and thanked Justin for giving Nate's Chairman's report. When Nate arrives later, he will be able to share some of his thoughts outside of the Chairman's report. We have had an amazing year of remarkable growth at the credit union. It takes everyone, from the front-line teams, the back-office teams, the management team, the supervisors and managers, our board members, and our supervisory committee members. It takes everyone to make that happen. There was no way we could have experienced that amount of growth and progress at the credit union without everyone pulling in the same direction. Thank you to everyone involved.

Our membership has also grown. At the end of last year, we were over 41,000 members. This year we are continuing that growth and expansion. Some of that growth and expansion that we have been focused on is remodeling our existing branches which were outdated. We did build one new branch in a new community for us here in Pocatello. We have had members in the Pocatello area for many years, and we finally built a branch here. It was exciting to see it open and that is the reason we are here, at the ISU Campus, to celebrate with the Pocatello membership.

This coming year we will be expanding our branch footprint even further. We have plans to build a branch in Driggs and Meridian, Idaho. We will push that footprint of our membership base and our branch footprint to the East and to the West. We are also putting a lot of focus and attention into our digital offerings. We have a top-notch mobile app and are still trying to improve and innovate that app to bring new and additional features that will be of benefit to the membership.

Financially we are doing well and our focus to maintain a strong financial foundation for our organization is important. A lot of credit unions and financial institutions can grow, but if they do not do it in a balanced way, it can get things lopsided. Dan shared he is so proud of the EICU team. They have made sure that the growth we have is strategic and that we are able to maintain a good financial foundation through all the growth we have experienced. Thank you for your time to come and visit with us this evening.

Cindy High then welcomed Josh Searle. He is standing in for Nicole Mattos, our Treasurer, who was not able to attend. Josh shared the following:

We have had unparallel growth. This is a good summary of what has gone on this past year in the credit union:

- Our year end assets finished at \$527M which was a growth rate of nearly 37%.
- Our member share growth grew by 26.5% and our member loans grew at \$160M, a growth rate of 70%.
- This is a testament of great leadership, great members, and a growing credit union. The incredible growth and income numbers are emblematic of the trust and support of our members coupled with the hard work and efficiencies of our employees.

For over 86 years, we have been providing for the financial growth of our members in the communities we serve. As a Treasurer of the Board of Directors, I am happy to report as an organization we are financially strong and continue to grow. Thank you.

Cindy High then welcomed our Supervisory Chair, Bryan Forsmann.

Bryan shared the following:

- Bryan is proud to be standing on the ISU campus as this is where he received his degree several years ago. He is also proud to represent the Supervisory Committee.

- The East Idaho Credit Union Supervisory Committee is appointed by the Board of Directors and is responsible for ensuring that the credit union is operating within the policies and procedures set forth by the State and Federal Regulators and the Board of Director's of the credit union.

- The Supervisory Committee reports annually to the members and monthly to the Board of Directors.
- East Idaho Credit Union is a state chartered financial institution and as such, is regulated by the State of Idaho's Department of Finance. The State is required to examine the credit union to ensure State and Federal Regulations are followed.

- Bryan is happy to report that all suggestions and requirements outlined by the Department of Finance are met. EICU is operating within the policies and procedures outlined by our Regulators, Laws, and the Regulations are in place for our credit union.

Each year the Supervisory Committee engages in an independent auditing firm to perform external audits of the credit union's financial accounts for the completed year. The Supervisory Committee engaged with an independent auditing firm Eide Bailly out of Boise to perform the external audit for the period December 31, 2021. The audit is performed to verify the financial statements presented fairly, accurately and in accordance with general accepted accounting principles.

Eide Bailley shared the following in a report received by Mr. Forsmann.

"We have audited the accompanying financial statements of East Idaho Credit Union which comprises the statement of financial conditions as of December 31, 2021, and the related statements of earnings, comprehensive earnings, changes in membership equity, cash flows for the year ending and the related notes to the financial statements. In our opinion the accompanying financial statements presented fairly in all matters respecting the financial position of the credit union as of December 31, 2021 and the results of the operations and its cash flow for the year ending then. In accordance with the accounting principals generally accepted into the United State of America."

Bryan stated we belong to a great credit union, great staff, great members and he is proud to be part of it. Thank you.

Cindy High welcomed Ethan Morris, the Chief Lending Officer.

Ethan shared the following: Thank you to the members and the board for their support they have given us to accomplish what we have done.

- Last year was a phenomenal year, we processed, just the consumer applications/car loans/visa cards/personal loans/RV loans, 27,465 applications. Of that 27,465, 34.73% were declined but 65% were approved. If you add in the mortgage and business applications, we processed over 30,000 applications last year.

- We ended the year strong in our losses and delinquencies. Our losses were 21 basis points which is well below the industry average. Our delinquency was well under 50 basis points at 47 basis points.

- Total loans funded and put on the books were \$375,532,343.06. \$31M came out of our branches/Call Center, and \$247 M came out of the dealer network, which is our indirect loans.

- Our mortgages kept on our books were \$19M and we also did \$36M in business loans. Last year was the first full year of doing business lending and to end the year at \$36M was very strong.

As a point of contrast, we did \$375M last year and in 2020, we did \$126M, we over performed. We are at a

great start this year, strong in lending and our loss mitigation efforts are strong as well.

Cindy High welcomed the VP of Marketing, Steven Foster.

Steven talked about our scholarship winners. Steven shared the following:

- It is pleasure to work at an incredible organization as East Idaho Credit Union. I literally go home and tell my wife and kids how proud I am at what we do here. One of the things I am proud of is that we genuinely believe in helping people build better lives, not only for our employees but for our members, our communities and for this incredible state that we live in.
- Over the last couple of months, I have had the opportunity to read over 60 scholarship applications and essays and awarded ten winners. By giving ten individual students scholarships, it further helps our mission to build better lives. These are young men and women who will go get an education and come back to their communities to make them better. Steven shared a video of these winners.

Cindy High welcomed Nathan Downey, the Chairman of the Board to the stand.

Nate presented a surprise to Dan Thurman, the President, CEO. Nate stated that Dan has been the CEO for five years and in the time, he has been CEO, we have doubled in assets. This is a huge accomplishment for what we have gone through, and to recognize his great work in leading this team, we present to him a crystal clock with the engravings, "\$540M, 100% growth."

Nate also shared the following: This is an exciting place to be part of in the past five years. We have seen a lot of exciting things, and more are coming. We are putting the foundation in place to grow and become even greater, and to expand what we can do for our members. Thank you for the trust you have given us and for sticking with us, it is an exciting time and there is a lot of great things coming.

Nate thanked the board members for all they have done and for their service. It is a volunteer position to be a board member, and with it comes a lot of satisfaction. Thank you to your families for the time away from them and allowing them to attend the monthly meetings.

Cindy announced the winners of the raffle prizes.

Cindy stated we had three open seats for our Board of Directors this year. It was an honor to have so many qualified candidates this year. The winners of the election to the board are: Josh Searle, Justin Chipp and Mark Hyndman.

Cindy thanked all the qualified candidates for attending this meeting. She said as the part of the nominating committee, Cindy will be keeping the name of all the qualified candidates. Should we have an opening, she will call you. We do this annually; it is the way our Board of Directors help guide the credit union and represents our membership. We thank you for your applications and we encourage you to apply again in the future.

Nate Downey thanked all the candidates who ran this year. He welcomed back the three incumbents.

Nate asked for a motion to destroy the ballots. A motion was made and there was a second. The motion carried.

Nate said there was no Old Business.

There was a motion and a second to adjourn the meeting.

The meeting adjourned at 7:22 p.m.