



ANNUAL REPORT

 **MyPoint**  
Credit Union

# Chair's & President's Report

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MyPoint Credit Union (MyPoint) is a member-owned not-for-profit financial institution with a commitment to serve our members and help them achieve their financial goals. Providing safe and secure financial services remains our top priority. MyPoint has focused on this mission since 1948 when we opened in Point Loma as Naval Electronics Laboratory Employees Federal Credit Union (NEL) serving NEL employees and their families .

Our field of membership has significantly expanded since the old NEL days and we updated our name over time as our membership became more diverse. The Credit Union's dedicated volunteer Board of Directors and staff proudly serve over 27,000 members and small businesses with over \$650 million in assets.

## **Our purpose – “We Help You Do.”**

We fulfill that purpose by offering the products, services, and financial education for our members to live life on their own terms. Loans to members in 2024 topped \$513 million and loan delinquency was significantly below our peers. We offer very competitive financing through an array of loan products, including automobile, personal, lines of credit, credit cards, first and second real estate loans, and home equity lines of credit. We also help our members save energy and money by offering our eco-friendly “Green Living Loans” to finance eco-friendly products. We offer commercial real estate loans of all sizes and provide business credit cards.

## **Our members also look to us for their deposit needs.**

Total member shares ended the year at \$565 million. In 2024, we offered competitive term share certificates to help members offset the higher costs of inflation. More and more members continue to adopt San Diego's Best Checking Account – MyPoint's MyVIP checking. Members with MyVIP checking accounts enjoy benefits such as cell phone protection, savings at local businesses, ID theft restoration aid, roadside assistance, an additional 0.25% rate on share certificates, and much more.

## **“We Help You Do” with financial education and our financial wellness programs.**

Safeguarding member finances and our commitment to fraud prevention include strengthening fraud prevention systems and educating members with 24-hour alerts, blogs, eNews, and Social

Media posts during the year. We partnered with Zogo – a free, gamified financial education platform with content that enables people of all ages to navigate online financial learning modules while earning gift cards. The number of users in 2024 grew quickly, a credit to the program's popularity. Users are now able to access Zogo in English or Spanish.

We also partner with GreenPath Financial Wellness to provide members free, one-on-one financial counseling, debt management services, and financial education tools. We provide real-world tips and regular updates on the latest scams.

## **MyPoint remains dedicated to the communities we serve.**

During 2024, we visited, sponsored, and participated in 80+ community events throughout San Diego County. Our award-winning team brought home six awards! We were honored to win the Community Partner of the Year from the Filipino Chamber of Commerce of Greater San Diego, the National City 2024 Community Partner of the Year, the San Marcos Community Partner of the Year 2024, and the San Diego East County Chamber of Commerce East County Honors in Financial Services. Additionally, our members nominated us as Best Credit Union in San Diego's Best Union-Tribune Readers Poll. We further supported our community by awarding college scholarships to three young members, each of whom can earn up to \$5,500 for college. MyPoint has awarded over \$315,000 in scholarships to members since 1998. As part of our continued community support, we co-sponsored Little Tommy's Christmas Breaking and Entering to help a local family whose daughter, Victoria, was undergoing a second round of chemotherapy. We're incredibly happy to share that Victoria has completed her treatment and is now cancer-free!

## **We are focused on making it easier for our members to do business with us.**

At MyPoint, we are proud to be a part of San Diego County, a unique, diverse, and passionate community. We strive to help “You Do You” in the most supportive, efficient and cost-effective manner for individuals, families, and local businesses. Our Board and professional management team are dedicated to our safe, sound, and thriving Credit Union for the benefit of our current and future members.

**Jane M. White**

Chair, Board of Directors

**Matthew Rhead**

President/Chief Executive Officer



# Statement of Financial Condition

## Balance Sheet

As of December 31, 2024

### ASSETS

Cash	\$ 12,178,154
Interest Bearing Deposits	-
Held-to-Maturity Investments	\$ 89,899,736
Loans to Members (NET)	\$ 513,751,399
Accrued Interest Receivable	\$ 1,938,423
Prepaid and Other Assets	\$ 21,320,352
Property and Equipment	\$ 6,625,622
NCUSIF Deposit	\$ 5,158,819
<b>Total Assets</b>	<b>\$ 650,872,505</b>

### LIABILITIES

Members' Shares and Savings Accounts	\$ 564,939,906
Borrowed Funds	\$ 20,000,000
Accrued Expenses and Other Liabilities	\$ 9,163,974
<b>Total Liabilities</b>	<b>\$ 594,103,880</b>

### MEMBERS' EQUITY

Undivided Earnings	\$ 56,768,625
<b>Total Liabilities and Members' Equity</b>	<b>\$ 650,872,505</b>

## Statement of Income

As of December 31, 2024

### INTEREST INCOME

Loans to Members	\$ 22,400,758
Investment Securities	\$ 3,353,712
<b>Total Interest Income</b>	<b>\$ 25,754,470</b>

### INTEREST EXPENSE

Members' Shares and Savings Accounts	\$ 6,595,619
Borrowed Funds	\$ 464,155
<b>Total Interest Expenses</b>	<b>\$ 7,059,774</b>

### NET INTEREST INCOME

<b>\$ 18,694,696</b>
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Provision for Loan Loss

\$ 702,227

### NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSS

\$ 17,992,469

### NON-INTEREST INCOME

Fees and Charges	\$ 2,551,771
Interchange Income	\$ 1,724,984
Gain on Sale of Commercial Loan Participations	\$ 681,439
<b>Total Non-Interest Income</b>	<b>\$ 4,958,194</b>

### NON-INTEREST EXPENSES

Compensation and Benefits	\$ 12,417,862
Office Operations	\$ 5,752,991
Office Occupancy	\$ 1,312,071
Loan Servicing	\$ 1,078,087
Other	\$ 1,359,699
<b>Total Non-Interest Expenses</b>	<b>\$ 21,920,710</b>
<b>Net Income</b>	<b>\$ 1,029,953</b>

## Statement of Retained Earnings

Balance as of December 31, 2023	\$ 55,738,672
Net Income 2024	\$ 1,029,953
<b>Balance as of December 31, 2024</b>	<b>\$ 56,768,625</b>

# Treasurer's Report

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Despite the ongoing challenges primarily attributable to the changes in the economy regarding GDP, interest rates, and inflation, the Credit Union had a successful 2024. The Credit Union reported net income of approximately \$1.03 million for the year ended 2024, compared to approximately \$1.79 million during 2023. This equated to a return on average assets ratio of approximately 0.16% for the year ending December 2024 and 0.27% for the year ending December 2023. Total assets decreased by approximately \$6.81 million (-1.04%) and members' deposits decreased \$11.85 million (-2.06%), respectively. Outstanding loans to members increased by approximately \$39.47 million (8.32%). As a result of these changes, the Credit Union's loan to share ratio increased to 90.9% as of December 31, 2024, from 82.2% as of December 31, 2023.

For the year 2024, the Credit Union's interest income increased by approximately \$2.11 million (8.96%). This increase was primarily a result of a higher interest rate environment enabling the Credit Union to replace lower yielding loan payoffs with higher yielding loan fundings. As a result, the Credit Union's interest income to average assets ratio increased by 43 basis points, from 3.51% for the year ended December 31, 2023, to 3.94% for the year ended December 31, 2024.

The Credit Union's interest expense to average assets ratio increased from 0.66% in 2023, to 1.08% in 2024. The interest expense included \$464,155 in interest on borrowed funds during 2024 related to a \$10 million loan from the Federal Home Loan Bank (FHLB) and a \$10 million loan from the Federal Reserve Bank. The FHLB loan currently on the books is a new 3-Year advance taken out in October 2024 to repay the high-cost outstanding advance initially taken in 2020. The current advance will be paid back in October 2027.

The Credit Union's loan portfolio remained very strong. The Credit Union's provision for loan losses expense increased from approximately \$316,000 in 2023 to approximately \$702,000 in 2024. The Credit Union's net charge-off ratio increased by 4 basis points to 0.12% for the year ended December 31, 2024, from 0.08% for the year ended December 31, 2023. The NCUA peer group average for this ratio was approximately 0.41% in 2024 and 0.28% in 2023.

The return on average assets ratio was 0.16% during the year ended December 31, 2024. This combined with a (-1.04%) reduction in assets, resulted in a 28 basis points increase in the Credit Union's net worth ratio, which was 8.87% as of December 31, 2024, from 8.59% as of December 31, 2023. The National Credit Union Administration classifies MyPoint Credit Union as "well-capitalized."

Despite the challenging economy in 2024, MyPoint steadily grew its capital reserves while implementing effective operating plans to maintain the financial strength to serve our members. We will continue to offer competitive rates to both borrowers and savers and provide first-rate products and services to our membership. The Board of Directors, staff, and I look forward to helping MyPoint Credit Union continue to grow and prosper for many years to come.

Respectfully submitted,



**Mark R. Moeller**  
Treasurer

*"I, the undersigned, have reviewed these financial statements and, based on my knowledge, certify they fairly represent, in all material respects, MyPoint Credit Union's financial condition and results of operations."*



**Simeon Tabakov**  
Senior Vice President, Finance  
Chief Financial Officer

# Volunteers & Staff

## Board of Directors

- Jane M. White, Chair
- Jeffrey M. Goecke, Vice Chair
- Mark R. Moeller, Treasurer
- Linda O. Stay, Secretary
- Bryan T. Hill
- Jo Anna Lamott
- Salvatore J. Lupo

## Audit Committee

- Salvatore J. Lupo, Chair
- Jo Anna Lamott, Secretary
- Stephanie B. Garcia
- Bryan T. Hill
- Arnold Yoon

## Management

- Matthew Rhead, President/Chief Executive Officer
- Peter S. Butler, Senior Vice President, Operations/Chief Operating Officer
- Simeon Tabakov, Senior Vice President, Finance/Chief Financial Officer
- Janet Mainenti, Senior Vice President, Chief Administrative Officer
- Christopher Crockett, Vice President, Retail Operations
- Robert MacDonell, Vice President, Lending
- Scott Norris, Vice President, Marketing

**MyPoint**  
Credit Union

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FEDERALLY  
INSURED  
BY NCUA

