

The background of the cover features a light blue gradient with several stylized green leaves and branches. Some leaves are solid green with black outlines, while others are white with black outlines. They are scattered across the page, with a larger cluster at the top right and several smaller ones and branches extending from the left and bottom. A large, light beige, fan-shaped area is positioned in the upper center, containing the title text.

# 2019 Annual Report



202 E. Morrow Rd.  
3350 S. 113th W. Ave.  
Sand Springs, OK 74063



(918) 245-1301



[GreenCountryFCU.com](http://GreenCountryFCU.com)



## CHAIRMAN & CEO REPORT

**BRANDON** grell, president & ceo

**ED** alexander, chairman board of directors

Welcome to the 50th annual business meeting of Green Country Federal Credit Union. I want to thank you for being connected with us,

We first want to recognize the board members for their leadership, dedication, and passion for this credit union. The strength of their commitment is key to our long-term sustainability and prosperity. And to our members, I'm greatly humbled by the trust you've placed in us. As a united body of leadership, we are responsible for ensuring that we have a competent, qualified, and trustworthy management team, and I can say unequivocally that we do.

Since our credit union's founders opened for business in 1970, we've grown from just a few members to [current number of year end members], and our assets have grown from a couple hundred dollars to [year end current assets]. We are proud of how far we've come, and I know our many accomplishments would not have been possible without the ongoing energy, optimism, commitment, and servant hearts of everyone involved in the operation of this credit union. Because of the work we've all done together, this credit union is thriving.

Last year we announced that we would be opening a Broken Arrow location. We spent a lot of time researching and planning this new branch to make sure it was the right move for our credit union. In the end, we decided this was not the right time to open a Broken Arrow location. Instead, our research lead us to a more rural area that is quickly growing and developing. Coweta has been identified as our next location. Our plan is to open a store front facility in August 2020. We are excited to be the first credit union in Coweta and serve the people of that community.

Enclosed in this book is a look back at our Credit Union's performance and growth in 2019.

let's grow together



# 2019



## CFO & TREASURER'S REPORT

**PAULA** kinnamon, chief financial officer

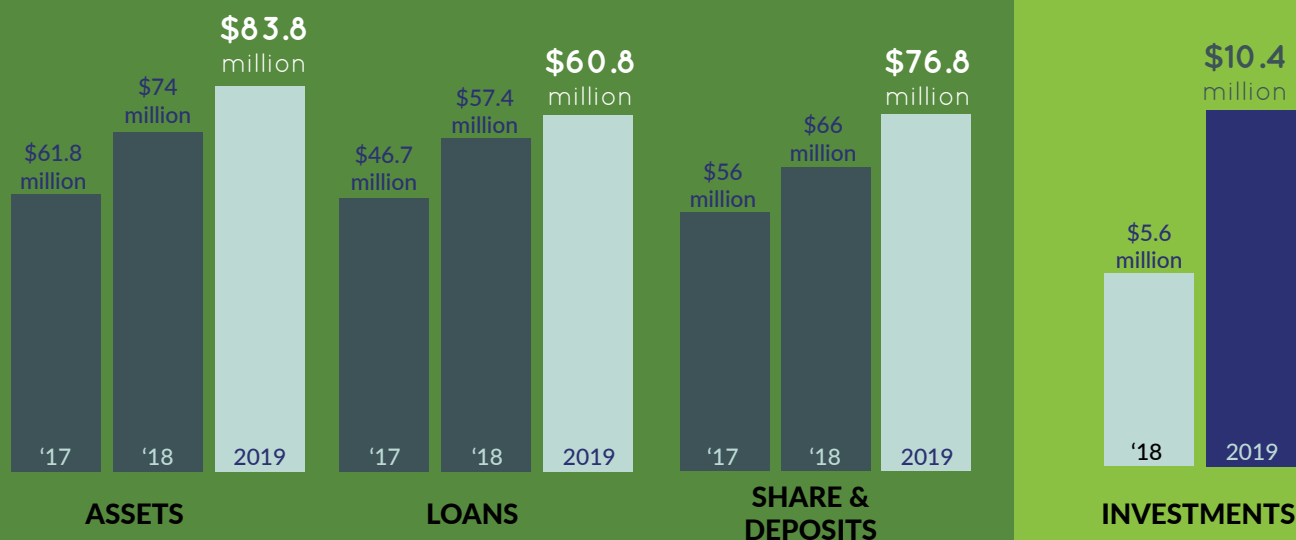
**JOSEPHINE** casey, treasurer board of directors

### ANOTHER GROWTH YEAR

Asset growth was due to share growth of \$10.7 million, accountable primarily to the roll out of our Premier Money Market products at the end of 2018. The share growth funded loan growth of \$3.4 million.

2019 loan growth was much lower than 2018 due to Green Country staff tightening loan underwriting guidelines. The remainder of the share growth was invested into approved investment options yielding over 2%. To control the deposit growth, Green Country lowered deposit rates to retain only non-rate sensitive core deposits.

While we did not have a record earnings year in 2019, we did experience growth and are poised to take advantage of several opportunities in 2020.



Peer Avg 3.47%



Peer Avg 3.49%



Peer Avg 3.21%



Peer Avg 11.07%



## 2019 financials

### EARNINGS & STABILITY

We remain a well-capitalized financial institution, ending the year with a net worth ratio just shy of 8 percent.

**INCOME \$390,042**

**79.15%**

**LOAN-TO-DEPOSIT RATIO**

**.49%**

**RETURN ON ASSETS (ROA)**

**4.76%**

**NET INTEREST MARGIN**

**7.96%**

**NET WORTH RATIO**

### Green Country Federal Credit Union

#### STATEMENT OF CONDITION

December 31, 2019

#### ASSETS

Cash & Due from Banks	\$	8,592,309
Investment Securities	\$	10,438,296
Loans	\$	60,853,852.00
Less: Allowance for Loan Loss	\$	(853,851.48)
Total Loans	\$	60,000,000.52
Other Assets	\$	5,305,124.48
<b>TOTAL ASSETS</b>	<b>\$</b>	<b>84,335,730</b>

#### LIABILITIES & CAPITAL

<b>LIABILITIES</b>		
Total Deposits	\$	76,887,383
Other Borrowed Money	\$	-
Other Liabilities	\$	973,413
Total Liabilities	\$	77,860,796
 Total Capital	 \$	 6,474,934
<b>TOTAL LIABILITIES &amp; CAPITAL</b>	<b>\$</b>	<b>84,335,730</b>

at a glance



**Green Country FCU** is member-owned and everything we do is geared toward improving the lives of our members and community. We help people buy homes & cars, grow businesses, save for the future and so much more!

**7**  
counties served

Oklahomans who live, work or attend school in Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa or Wagoner counties.

**30**  
employees

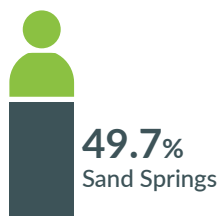
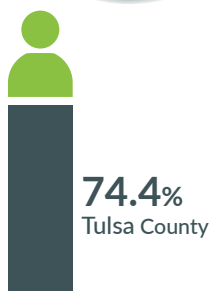
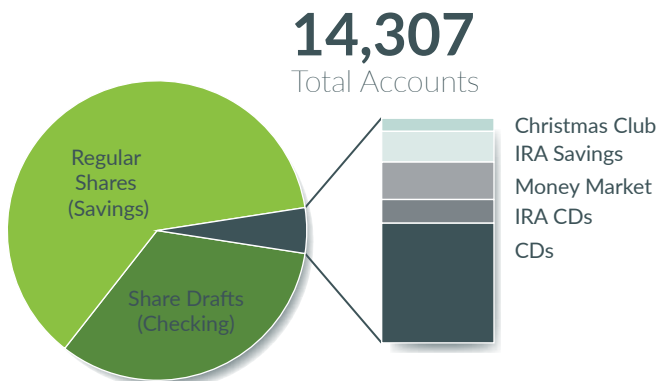
The heart of our Credit Union - 2 locations, 6 drive-thru lanes, 10 departments.

**8,621**  
members

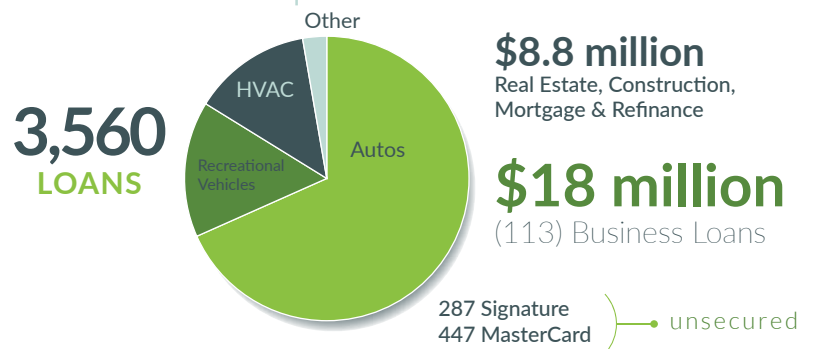
There are nearly **1 million** eligible Oklahomans so we need to tell all our friends and neighbors to join today!

**1,327**  
DEPOSIT/SHARE accounts  
**NEW** opened in 2019

deposit portfolio



loan portfolio



**\$84.3**  
million

ASSETS

**9.8%**  
INCREASE  
FROM 2018

8th largest  
community credit  
union in Oklahoma

2019 | how we bank

**8,621**

Green Country FCU  
**MEMBERS**

**155,597**  
TELLER  
transactions

average  
**515**  
daily

**4,754**

users

Logged in to  
ONLINE BANKING

**445,016** times  
averaging just under  
21,000 minutes  
online

**350**  
SAFE DEPOSIT  
BOXES

**2,156**

MOBILE APP users

- **3,898** registered devices
- Received **4,468** balance alerts by **TEXT MESSAGE**
- Made **39,963** money transfers by **APP**

**300+**

checks deposited  
with a cell phone  
using  
**mobile**  
deposit

Members used  
an ATM

**180,676**  
times in 2019

**15,215**

Green Country  
DEBIT CARDS

DEBIT CARDS  
swiped

**1.84 million**  
times to make

**\$100 million**  
in purchases

Paid

**726**

bills automatically  
using **BILL PAY** each  
month

for a total of  
**\$2.3 million**  
in 2019

**196**

enrolled in

**POPMONEY**

to pay friends, family,  
the babysitter, the  
softball coach,  
and more.



# SUPERVISORY REPORT

**ROBERT** pickens  
chairman supervisory committee

The Supervisory Committee is your voice at the credit union. We act as a third branch alongside the Board of Directors and Management team to ensure that our credit union is run in an effective and efficient manner. Our goal is to represent you in discussions with the credit union so that we can provide services that best meet all of our needs.

We encourage all members to reach out to us if you need to discuss anything regarding the credit union. Let us know what you like and what you would like to see changed. If it is important to you, please share it with us.

During 2019 the Supervisory committee hired Waypoint Advisory, Inc. to perform an audit. The report indicates that our credit union remains a safe and sound financial institution.

We are excited to work for you in the coming year as the credit union strives to expand under our new charter and offer new and exciting services to a wider area.

On behalf of Michael Dickerson, Robert Howard and myself, let me thank you, the members for the opportunity to serve the credit union through this committee as we all work to ensure that Green Country remains a strong financial institution now and in the future.

**EMAIL** [GCFCUSupervisoryCommittee@gmail.com](mailto:GCFCUSupervisoryCommittee@gmail.com)

**We are your voice  
at the credit union so  
please let us know your  
thoughts.**

## MAIL

ATTN: SUPERVISORY  
COMMITTEE  
PO Box 1560  
Sand Springs, OK  
74063

## BRANCH

Leave us a note  
ATTN: SUPERVISORY  
COMMITTEE at either  
of our branch locations.

## PHONE

Call us (918) 245-1301  
and request a call back  
from the Supervisory  
Committee.