

ANNUAL REPORT 2025



Gain
Better
Banking®

SUPPORTING OUR COMMUNITIES IN 2025



OVER \$5,100

Raised for the Red Cross Wildfire Relief Fund

84

events supported by Gain FCU

14

Financial education seminars hosted for the public



\$2,500

Raised during our signature Pumpkin Patch and Flea Market for VBAS (Volunteers of the Burbank Animal Shelter)



\$14,000

In scholarships awarded

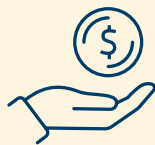
2

interns from the NAF Business Academy joined us to gain experience working in a credit union.

Gain is celebrating
30 YEARS OF **independent advantage**



Gain hosted our first-ever **FINANCIAL LITERACY SUMMIT**, in partnership with the City of San Fernando.



THIS IS THE FOURTH YEAR GAIN HAS AWARDED THE

Gaining Ground Scholarship, for a total \$57,000

– representing our commitment to helping our youth further their education, as well as our partnerships with DIY Girls and Burbank Housing Corporation.

CHAIR & PRESIDENT/CEO REPORT

85TH ANNIVERSARY

What began in 1940 with a small but energetic group of firefighters serving the City of Burbank employees has become a robust financial institution for more than 20,000 Members.

Today, we are a \$440 million financial institution with 65 team members. Gain Federal Credit Union serves Southern California and beyond with a permanent commitment to Better Banking. Here's a recap of our 85th year of serving you:

Upgraded Home Equity Line of Credit

Many families want to improve and upgrade their home. To help these families accomplish their goal, we made a little upgrade of our own.

To increase the affordability of home improvement projects, Gain created a 4.99% APR* introductory rate for the first six months on our Home Equity Line of Credit – a truly, money-saving rate that assists Members with getting started on their project, large or small.

To help with those bigger projects, we also raised the loan limit to \$500,000, which is especially helpful to homeowners with plans for large-scale additions or bringing dwellings up to date with the latest building codes or seismic retrofitting.

Telephone Banking Modernization

To serve you better and respond to more calls quickly, our new telephone voice assistant provides our Members with 24/7 options to handle questions or transact on your account.

More advanced than a touch-tone phone system, this system allows you to speak naturally, without waiting for a representative. The natural language processing allows you to just say what you need, and the assistant will make it happen. After verifying your Member number and access code, simply ask questions by speaking. Need to know the balance in your checking account? Just say, "How much money is in my checking account?" Want to make a Mastercard® payment? Just say, "Make a payment to my credit card."

Red Cross Wildfire Relief Fund

When fire disaster struck in January, you showed

what community spirit truly means by stepping up to support those affected by wildfires.

From January 24 to April 18, we partnered with the American Red Cross, and thanks to your generosity, we raised \$5,190 to help families impacted by the wildfires. We are deeply grateful for every donation received; each one makes a difference in the lives of those who needed it most.

Online Banking Conversion

In another step of continuing to improve your online experience, we've created handy tutorials to help you get the most out of online banking. They're designed to provide simple step-by-step instructions to resolve common issues you may encounter. As we make changes, we will upload more videos to help you get the most out of your user experience. Visit GainFCU.com/Tutorials or our YouTube channel to see all the available videos.

Ongoing Fraudulent Activity

In a world where it seems like new financial fraud schemes are hatched every day, we (and you) need an aggressive mindset when it comes to security.

Technology can help, but the first line of defense is you. Gain FCU will NEVER contact you for your personal account information, security questions, or passwords. If you receive a call, text, or email requesting your access information, contact us immediately through the official communication methods listed at GainFCU.com/Contact.

Our frontline staff also get to know you and your banking habits. If they detect duress or unusual requests, they'll make sure everything is okay before proceeding with transactions. It may take an extra moment from time to time, but it has saved many members a whole lot of hassle. No digital bank or app can do that!

For more details on how to protect yourself, and the steps we take to safeguard your account, visit GainFCU.com/Security-Center.

Volunteer Opportunities

Gain believes everyone ought to have access to fair and honest banking services. We offer the same products and services as the big banks, but we do it with a lot more love. If you feel the same way, we'd

love you to consider enrolling as a Gain Volunteer.

Acting as a Gain Volunteer allows you to attend meetings and events with our staff and leadership. You'll also have opportunities to provide your thoughts and opinions on credit union products, services, and strategy. Visit GainFCU.com/Volunteer for complete details.

Congratulations, John Ostly

We want to thank retiring Board Member John Ostly for his decades of dedication and service to the Credit Union. John became a Member in 1970 and was elected to the Board of Directors in 1981. John lives in Burbank with his wife Barbara, his cat, and a tortoise. It's been a privilege to have him as part of the Gain FCU family.

Gain the Advantage

We appreciate your dedicated support and encourage you to use all that Gain has to offer. Our complimentary roster of seminars is a great way to get information about financial "next steps" and have your personal questions answered on a variety of money matters.

Next year, we'll be celebrating the 30th anniversary of Independent Advantage (IA) – Gain's very own money management program for teens. Throughout the last three decades, thousands of students have participated in these sessions, which provide them with the money skills needed to successfully save, spend, and borrow.

Thank You for Your Support

Whether you're just beginning to save for the future or enjoying the fruits of your labor, Gain believes everyone deserves access to fair and honest banking. Along with the Board of Directors, Supervisory Committee, Volunteers, and entire staff, we thank you for your trust in Gain.



JOE TERSIGNI
Board of Directors Chair

DARIN GUGGENHEIMER
President/CEO

SUPERVISORY COMMITTEE REPORT

In accordance with the Federal Credit Union Act, the Supervisory Committee is appointed by your Board of Directors and is given the responsibility of determining that the operations of the Credit Union are carried out in accordance with the Act and the regulations of the National Credit Union Administration.



We are assigned the responsibility of determining that your Credit Union is operating in a safe and prudent manner, and in the best interest of the Membership. To fulfill our responsibilities, we engaged the CPA services of Carroll & Associates LLP to conduct the annual audit of the Credit Union.

We are pleased to report that Gain Federal Credit Union continues to maintain adequate levels of financial safety and soundness while continuing to provide quality member service.

As your Supervisory Committee Chair, I would like to thank Committee members Justin Robertson, Marvin Davis, and Destiny Bowie for their commitment and outstanding service.

I speak on behalf of all Committee members when I say that we are proud to volunteer our time and serve the Members of Gain Federal Credit Union.

DARRIN BORDERS
Supervisory Committee Chair

TREASURER'S REPORT

To the right is the condensed 2025 financial report of Gain Federal Credit Union.



Some of the key points of our financial statement include an increase in total assets for 2025 of \$9.5 million, a 2.2% improvement over 2024. Throughout 2025 we funded \$24.1 million in new loans for Members. Membership deposits increased at a rate of 2.5%, or \$10.1 million over 2024.

KIM FREED
Treasurer

| ASSETS | Audited December 31, 2025 | Audited December 31, 2024 | Change |
|--|------------------------------|------------------------------|--------------------|
| Loans | \$245,518,889 | \$244,566,311 | \$952,578 |
| Investments | 166,606,983 | 159,781,941 | 6,825,042 |
| Other Assets | 29,829,365 | 28,149,218 | 1,680,147 |
| TOTAL ASSETS | 441,955,237 | 432,497,470 | 9,457,767 |
| LIABILITIES | | | |
| Notes Payable | – | 5,000,000 | (5,000,000) |
| Other Liabilities | 3,432,515 | 3,432,200 | 315 |
| Member Deposits | 412,537,079 | 402,466,517 | 10,070,562 |
| Reserves & Retained Earnings | 25,985,643 | 21,598,753 | 4,386,890 |
| TOTAL LIABILITIES & EQUITY | 441,955,237 | 432,497,470 | 9,457,767 |
| INCOME & EXPENSES | | | |
| Gross Income | 19,467,457 | 19,018,469 | 448,988 |
| Expenses | (14,197,975) | (13,354,673) | (843,302) |
| Provision for Loan Loss | (665,000) | (291,667) | (373,333) |
| NCUSIF Impairment & Corp. CU Recap. | - | - | - |
| Dividends to Members | (4,815,615) | (4,762,225) | (53,390) |
| Interest on Borrowed Funds | (111,011) | (209,450) | 98,439 |
| NET TO RESERVES & RETAINED EARNINGS | \$(322,144) | \$400,454 | \$(722,598) |
| Members | 20,404 | 20,465 | (61) |

BOARD OF DIRECTORS



Joe Tersigni
Chair



Peggy Peters
Vice Chair



Paula Ohan
Secretary



Kim Fred
Treasurer



Laura Brownell
Director



Jess Talamantes
Director



John Ostly
Director Emeritus

SUPERVISORY COMMITTEE



Darrin Borders
Committee Chair



Justin Robertson
Committee Secretary



Destiny Bowie
Committee Member



Marvin Davis
Committee Member

COMMITTEE OF CREDIT UNION VOLUNTEERS



Danielle Orellana



Kathy Bremmer



Barbara DeVal



Dee Smith



Alyssa Manikad



Anna Coaette



Eliza Diaz



Janine Cavoto



Matthew Masoudi

Not pictured:
Cristian O'Neil, Cynthia Leva,
Elizabeth Hernandez



ADMINISTRATION & AUDIT

Cheri Powell, Katie Foy, Steve Linman,
Despina Perera, Lupe DeCoteau



ASSET RECOVERY

Norma Lopez, Robert Lopez, Carlos Aispuro



BUSINESS ACCOUNT REPRESENTATIVES

Sandy Alatorre, Codie Beck, Joseph Rodriguez,
Mercedes Espinosa



BUSINESS DEVELOPMENT

Jasmine Moran, Brock Collins,
Laurie Krattiger, Jasmine Jimenez



CALL CENTER

Aracely Lupericio, Edna De Lara, Yeranna Gezalyan,
Linda Lewis, Demecia Lee, Yoselyn Acosta
(Not Pictured: Kathleen Argueta)



CONSUMER LENDING

Anna Escobar, Louis Velazquez, Mylene Lansang,
Robert Lopez, Juanita Reyes



EXECUTIVE

Darin Guggenheimer, Maria Obeid, Chris Barber,
Brock Collins, Michelle Griffin, Ed Plata, Eric Foster



FINANCE

Estefania Barros, Alan Pan, Yesika Vasquez



INFORMATION TECHNOLOGY

Kevin Foy, Jaime Russell, Jack Modic, Michael
Cardona (Not Pictured: Eric Yang)



MARKETING

Rhune Kincaid, Joanna Tomlinson



**REAL ESTATE LENDING
& LOAN SERVICING**

John Chevallier, Karissa Corona, Cristy Calove,
Wendy Ortiz, Cynthia McDonald



SALES & SERVICE

Margarita Calderon, Jovani Guzman, Dulce Rosas, Christian
Meza, Clara Zaraul, Stephanie Gonzalez, Karina Zepeda,
Alexander Banuelos, Kari Lepe (Not Pictured: Jamie Lifsey)



SAN FERNANDO BRANCH

Debbie Duran, Ana Bartlett, Maria Mendez



SUPPORT SERVICES

Virginia Noguera, Naomi Warren, Stephen Flores,
Kimberly Corea, Lupe Carrillo

Gain is a progressive financial institution that believes everyone deserves access to fair and honest banking services. We are the trusted neighborhood partner that supports the financial health and well-being of our Members.

Gain
Better
Banking®

BURBANK BRANCH:
1800 West Magnolia Boulevard
Burbank, California 91506

SAN FERNANDO BRANCH:
1201 Truman Street, Suite D1
San Fernando, California 91340



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